

Sindh Infrastructure Development Company Limited
Cabinet Division,
Government of Pakistan

Integrated Intelligent Transport System (IITS) For Bus Rapid Transit System (Green and Orange Line, Karachi)

Pre-Bid-Meeting Presentation of RFP

Request for Proposal and Instructions to Bidders



Karachi, July 9th 2020



Prepared by:

BLIC GmbH, Germany

EA Consulting Pvt. Ltd., Pakistan

DCC Pvt. Ltd., Pakistan

KPMG, Pakistan

A&Q Pakistan



Objectives of the Pre-Bid-Meeting

- 1 To present SIDCL and the Green and Orange Lines BRT Project
- 2 To present the Technical Scope of Work (SoW) of the IITS System
- 3 To present the RFP
- 4 To present formal and administrative requirements
- 5 To present the contractual framework
- 6 To present the Time-Line of the Proposal Process and the project
- 6 Questions and Answers



Disclaimer:

This presentation is for the purpose of facilitation of the Pre-Bid-Meeting only.

Only the published Request for Proposal Documents and any supporting documents, including written Addenda are binding for the proposal process and for the preparation and the submittal of the technical and financial proposals.

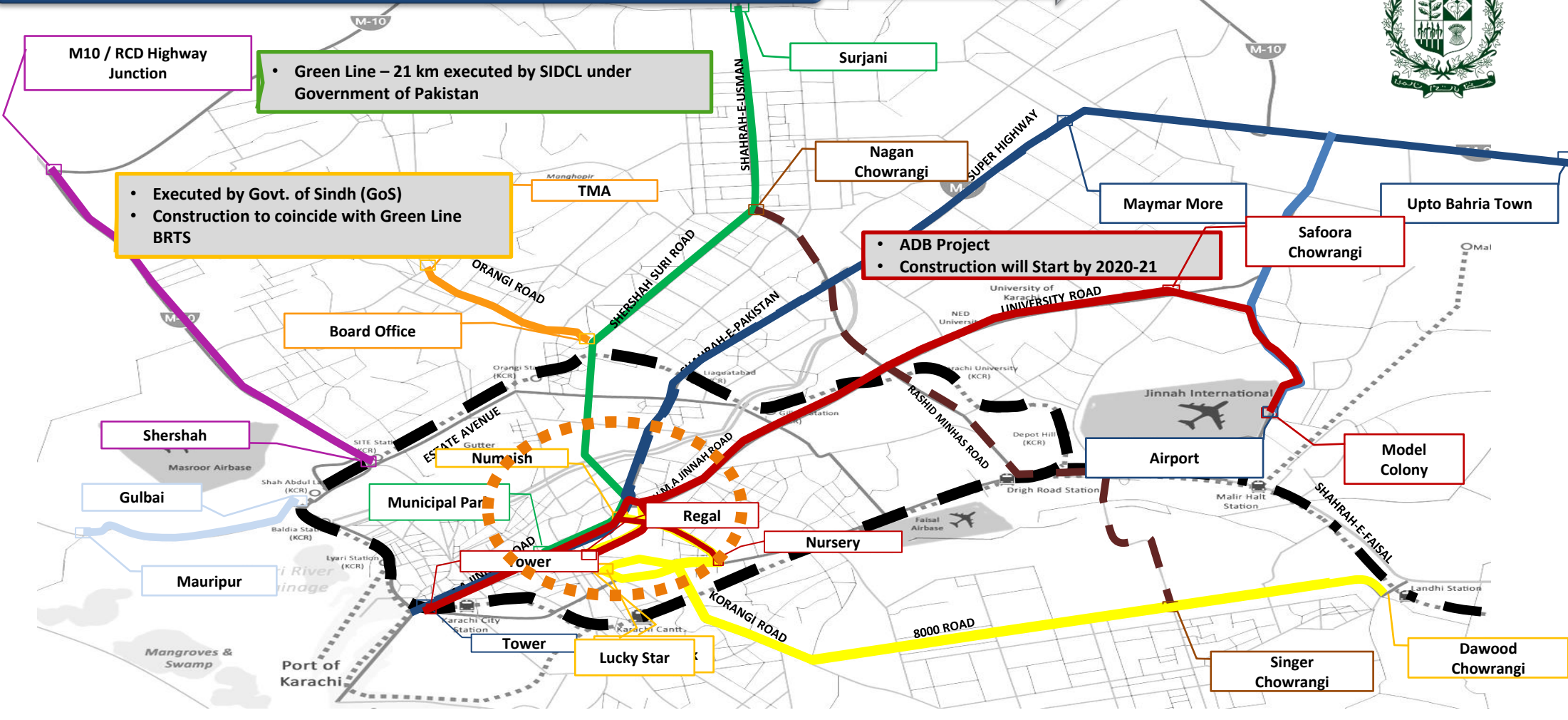


SIDCL

- ***SIDCL** is section-32 public limited company established under the Company Ordinance, 1984.*
- *SIDCL mandate:*
- *“To carry on the business of infrastructure development, expansion and improvement, in line with government policy for planning, designing, implementing, constructing and executing infrastructure development projects in Karachi and adjoining areas”*
- *&*
- *“To execute, operate and manage any Government Project in Karachi and rest of Sindh in any other areas in line with the Government policy through Government Funding or through Public Private Partnership”*
- *The Company is placed under Cabinet Division, Government of Pakistan.*

Karachi Mass Transit Plan

(Karachi Transportation Improvement Project)

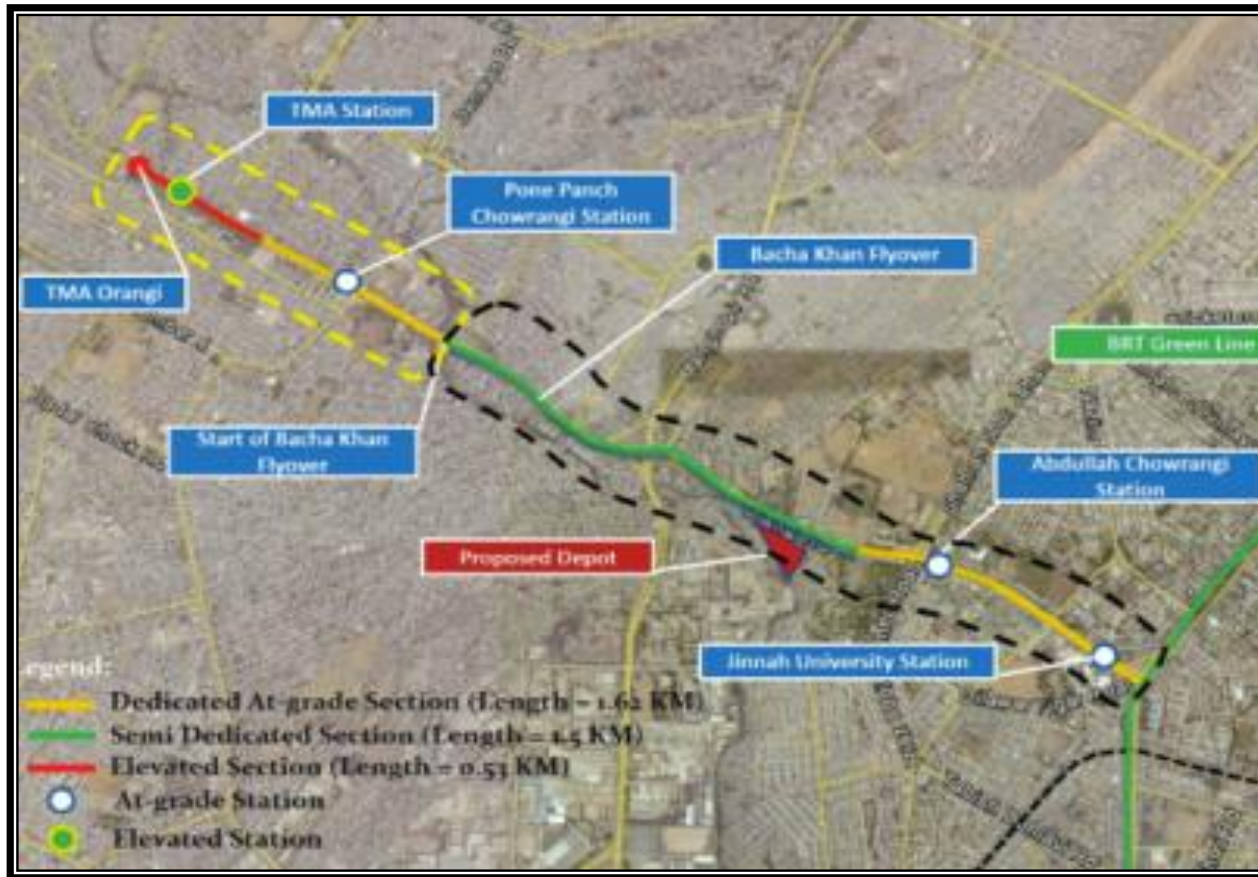


BRT 

LRT / KCR 

- World Bank Assisted Project
- Construction will start by End of 2020-21

Green and Orange Lines Project



- 21 km BRT Green Line from Surjani (Abdullah Mor) to Municipal Park
- 4 km BRT Orange Line from Town Municipal Administration Office (Orangi) to Board Office



The Scope of Work (SoW)

Technical and Financial Proposals for IITS components and responsibilities for the BRT GREEN LINE and the BRT ORANGE LINE

Package A

- Automatic Fare Collection (AFC) System
- Fleet Management / Automatic Vehicle Location System (AVL)
- Real Time Passenger Information (RTPI)
- Business Intelligence & Analysis Software

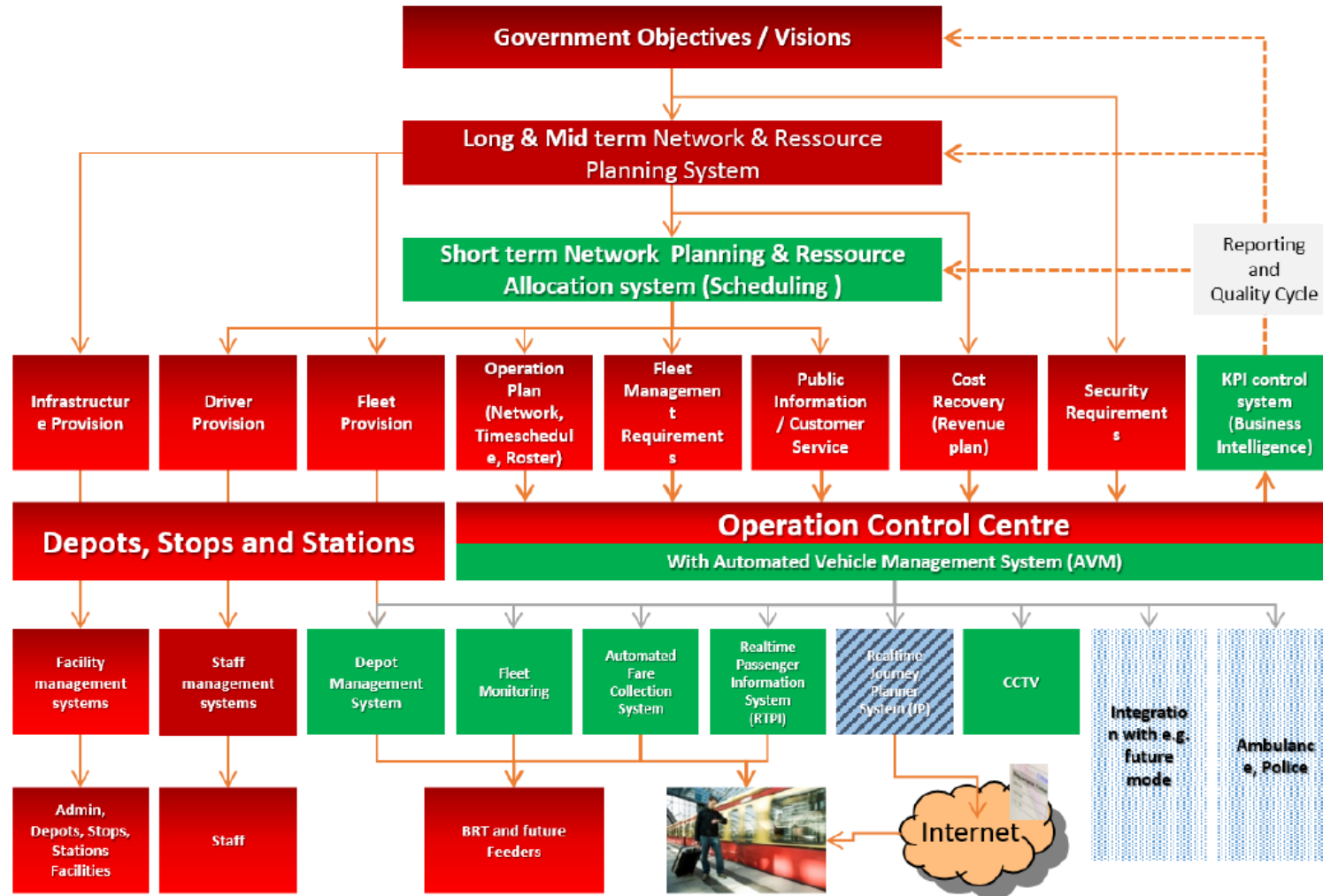
Package B

- Operation Command & Control Centre (OCC) Video Wall
- Communication Network / Digital Transmission System
- Security & Surveillance System
- Energy Management System
- Signal Priority System

Applicants must bid for both the packages in conformity with the RFP



IITS Systems Overview





The Proposal Process

Since, single stage two envelope Selection Process as per PPRA Rule 42 (previously PPRA Rule 36(b)) is being followed by the Authority for these Projects, therefore, each Bidder shall submit only one Bid i.e. one envelope containing the Technical Proposal, one original, four (4) hard copies and one soft copy (on USB and CD/DVD) which shall be submitted along with other supporting documents and forms, as identified in this RFP and second envelope containing the Financial Proposal, no later than the Proposal Deadline as per the guidelines given in the Data Sheet (Section 5 of RFP). Each page of printed version must be signed by the authorized representative of the Bidder. In case of any difference between hard and soft versions of the submitted documents, printed version will be considered as final document.

Sealed proposals must be submitted, as per the instructions provided in this RFP, to:

Attention: Chief Executive Officer, Sindh Infrastructure Development Company Limited. Cabinet Division, Government of Pakistan

Place of issuance, submission and opening as below:

Address: 6th Floor, Extension Block, Bahria Complex IV, Gizri, Karachi, Pakistan

Telephone: +92 21 35155101

Fax: +92 21 35155102

Email: info@sidcl.com.pk; website: www.sidcl.com.pk



The Request for Proposal

This RFP clearly defines and outlines all requirements for the specification, production, delivery, installation, operation and maintenance of all systems and systems components of the Green Line IITS Systems. The IITS systems need to fulfill and to provide all integration requirements generated by the realization of the future overall Karachi Public Transport System.

This RFP outlines these integration requirements known and defined at this stage. The IITS supplier will be part and major stakeholder to further define all integration issues and aspects which arise in future, mainly – in a first step – between the Green Line IITS systems, **Orange Line IITS** and the Red Line IITS systems.



The Selection Process

A reputable Bidder will be selected under the procedures described in this Request for Proposals (“RFP”) in accordance with the Public Procurement Rules 2020 Rule 42 (previously Rule 36(b) in PPR 2004) along with any amendments made therein from time to time, which can be found at <http://www.ppra.org.pk//>.



Submittal of a Work Plan and Milestones

Bidder (in case of Consortium Bid, the combine Consortium) must submit a comprehensive Work Plan. This Work Plan must include

- a. Work breakdown structure(WBS) at least 3 levels deep
- b. Detailed Gantt Chart based on WBS showing Critical Path identifying critical activities
- c. Procurement plan. Separate plans for local and foreign procurement. Timeline for procurement.
- d. Human Resource Plan: Engagement plan of key individuals
- e. Risk Plan. Identifying risks and risk mitigation methodology
- f. Health and Safety Plan
- g. Quality Assurance Plan

1.	Issuance of Letter of Award by Authority	T0
2.	Submission of Detailed Design/System Design Specification/Contractor’s Submittals	T0+6
3.	Factory Acceptance Tests	T0+10
4.	Delivery of Hardware/Software at Site	T0+18
5.	ITS Functionality Check / System Acceptance Test 1 (SAT 1)	T0+20
6.	ITS trial operation and System Acceptance Test 2 (SAT2):	T0+24
7.	ITS Final System Acceptance – Overall Acceptance Test (OAT):	T0+28
8.	Commencement Date of Operations	T0+30



The Evaluation of the Proposals

Proposals from the Bidder(s) will be evaluated on the basis of the criteria specified in the Evaluation Criteria. The Authority intends to select such Bidder as the Successful Bidder that, inter alia, submits a proposal which is in accordance with the Evaluation Criteria (including Eligibility Criteria) as set out by the Authority under this RFP.

No.	Criteria	Points
1	Financial Soundness	300 points
2	Technical Evaluation	600 points
3	Key Individuals	100 points
	TOTAL	1000 points



The Evaluation of the Proposals

Financial Soundness		
No.	Criteria	Points
1	Turnover	150 points
2	Net Worth	100 points
3	Working Capital	50 points
	TOTAL Financial Soundness	300 points

Technical Evaluation		
No.	Criteria	Points
1	General Experience of IT	150 points
2	Specific experience of ITS related business	400 points
3	Integrated IITS Project Delivery	50 Points
	TOTAL Technical Evaluation	600 points

Key Individuals		
No.	Criteria	Points
1	Project Head, Project Manager	20 points
2	Financial Expert	10 points
3	ITS Engineer x2	20 Points
4	Network Engineer	10 Points
5	Fiber Optics Engineer	10 Points
6	Security Systems Engineer	10 Points
7	Date Centre Specialist	10 Points
8	Civil Engineer	10 Points
	TOTAL Key Individuals	100 points



The Evaluation of the Proposals

Integrated IITS Project Delivery (max 50 points)

Number of complete integrated ITS System delivered with a project value of at least 800 million PKR by the Bidder (in case of Consortium at least one member of the Consortium) consisting of and with integration of at least four out of the following five ITS elements:

1. Automatic Fare Collection (AFC) System
2. Fleet Management / Automatic Vehicle Location System (AVL)
3. Real Time Passenger Information (RTPI)
4. Communication Network / Digital Transmission System
5. Security & Surveillance System

One Integrated System delivered: 30 points

Two Integrated Systems delivered: 40 points

Three or more Integrated Systems delivered: 50 points

(Max 50 points)



The Compliance List (I)

The evaluation of the compliance of Bidder's Proposal will be based, inter alia, on the submitted Technical Requirements matrix. The following guidelines must be followed:

“RFP IITS Compliance Matrix_16_June_2020.xls” Excel Workbook

Excel sheet: “Tech.Requirements Matrix Pack A”

Excel sheet: “Tech.Requirements Matrix Pack B”

The **“RFP IITS Compliance Matrix_16_June_2020.xls” Excel Workbook** is attached to this RFP as Annexure III.



The Compliance List (II)

- For each requirement the Bidder has to declare in the column “**Compliance Level**” if its Bid is:

A = Compliant

B = Not compliant

For each requirement marked as not compliant it is necessary to give precise comments on exactly what aspect is not compliant.

- The Bidder is required to declare its status on the specific feature in the column “**Status of Feature**”:

AL – Already live

UD – Under Development

PD – Project development specific

NA–Not Available

- The Bidder is required to explain its solution and approach in the Executive summary, and it must be referred for each requirement ID in the column “**Reference to Vendor’s Document**”.



The Financial proposal

- Use the Microsoft Excel sheet of Bill of Quantities to prepare and submit the financial proposal
- Enter the unit prices of each item in the BoQ either in USD or PKR. For the purpose of bid evaluation only, USD to PKR rate is fixed at 160 PKR/USD.
- The quantities of items are already given in the Excel Sheet and the sheet will calculate the aggregate prices for you.
- Aggregate prices for each component as well as the overall Total for each package will be shown in the sheets “high level Package A” and “high level Package B”
- Use the rows in Excel sheet for service and maintenance cost of different components for each of the 10 years of operation. These will be included in your bid price.



The Interface to Bus Procurement and Operation

- Requirements for Bus PO&M specified in Document: Request for Proposal (RFP) in Relation to the Supply of Goods and Performance of Services for the Bus Rapid Transit System of the Orange and the Green Lines (issued in June 2020)
- IITS Supplier to coordinate, integrate and interact with Bus PO&M – Contractor during the entire life-time of the project to ensure the fulfillment of the requirements of the SIDCL
- The Vehicle Specifications will be made available to the IITS suppliers for the purpose of integration.
- For the following deliverables detailed and final coordination between all stakeholders involved need to be defined during the System Design and Specification Process:

	Key Individuals	Responsibility to be defined		
No.	IITS System / IITS Component	IITS Supplier	Bus PO&M	Other 3rd Party
1	Automatic Fare Collection (AFC) System			
2	Fleet Management / Automatic Vehicle Location System (AVL)			
3	Real Time Passenger Information (RTPI)			
4	Business Intelligence & Analysis Software			
5	Operation Command & Control Centre (OCC) Video Wall			
6	Communication Network / Digital Transmission System			
7	Security & Surveillance System			
8	Energy Management System			
9	Signal Priority System			



The Payment Schedule

Sr. No	PROJECT MILESTONES	PAYMENT (%)	MOBILIZATION ADVANCE	NET PAYMENT	
1.	Mobilization Advance (Against Mobilization Advance Bank Guarantee)		10%	10%	T0
2.	Factory Acceptance Tests	3%	(1)%	2%	T0+10
3.	Delivery of Hardware Products (including both local and imported items) as per Schedule 1	50%	(4)%	45%	T0+18
4.	ITS Functionality Check / System Acceptance Test 1 (SAT1)	12%	(1)%	7.5%	T0+20
5.	ITS trial operation and System Acceptance Test 2 (SAT2)	16%	(1)%	12.5%	T0+24
6.	ITS Final System Acceptance – Overall Acceptance Test (OAT)	19%	(1)%	18%	T0+28
7.	Integration Testing with one BRT ITS other than Green & Orange Line	0%	(1)%	0%	
8.	Integration Testing with second BRT ITS other than Green & Orange Line	0%	(1)%	0%	



The KPI and the Penalty Regimes:

The Selected Bidder for this RFP will undertake the operation of IITS for 10 years. The contract agreement document describes the Terms of Reference for the operation of IITS. It also lists the penalties that will be imposed in case of non-compliance with the minimum performance requirements.

It describes the key operating functions, performance requirements and staffing requirements for each of the components of IITS for which the selected bidder has to undertake the operation.

The Selected Bidder for this Contract will undertake the service and maintenance of IITS for 10 years including 2 year warranty period and 8 year maintenance period. During the ten (10) year period the Contractor will keep the IITS in optimal operating condition. The contract agreement document describes the Key performance Indicators (KPIs) that the Contractor has to maintain for each component of IITS during the Warranty and Maintenance Period.

It also lists the penalties that will be imposed in case of non-compliance with the minimum performance requirements.



The Time Line:

Components of the Stage	
Issuance of this RFP to the pre-qualified bidders	22nd June, 2020
Pre-Bid Conference – Technical Proposal, RFP and the Contract	9th July, 2020 at 2:30 p.m
Submission of Bid (the Proposal Deadline)	By 29th July, 2020 up to 3:00 p.m.
Opening of Bids	29th July, 2020 at 3:30 p.m.



The Questions & Answer Process

- All questions received by SIDCL during the Tender Process will be documented in writing.
- All answers provided by SIDCL during the Tender Process will be documented in writing.
- All questions and all answers will be provided to the companies taken the bidding documents from SIDCL office
- Answers which allow conclusion to the asking company will be provided to this company only



The awarding Process & the Contract

The contract award will be done to one bidder only, eventually in a stepwise approach: first batch for BRT GREEN LINE and second batch for additional components for BRT ORANGE LINE.

Both Contract draft agreements have been made available to the potential bidders during this tender process.

Additionally, the Authority and the GoS shall enter into a facilitation & implementation agreement with respect to the BRT Orange Line Project for, inter alia, funding by the GoS (pursuant to an escrow arrangement) of the Total Project Cost payable by the Authority under the Orange Line IITS Contract.



Questions & Answers Session



Thank You

