

## **MINUTES OF PRE-BID MEETING**

### **TENDER: HIRING OF CONTRACTORS FOR WASTE COLLECTION & TRANSPORTATION TO DUMP SITE FOR DISTRICT LAHORE**

#### **Participants of the Meeting**

##### **LWMC Representatives:**

- |                           |                                  |
|---------------------------|----------------------------------|
| 1. Mr. Azhar Hayyat       | (General Manager P&C)            |
| 2. Mr. Sohail Anwar Malik | (General Manager Operations)     |
| 3. Mr. Naveed Ahmad       | (Acting Chief Financial Officer) |
| 4. Mr. Naveed Latif       | (Manager Accounts)               |

##### **Prospective Applicants:**

- |                              |   |
|------------------------------|---|
| 1. Mr. Abid Hussain          | (Representative of M/s Iman Group)                              |
| 2. Mr. Rana Rashid Ali       | (Representative of M/s Rana Rashid Ali & Co Pvt.)               |
| 3. Mr. Azam Khan             | (Representative of M/s New Shair Khan Contractors)              |
| 4. Mr. Adnan Saqi            | (Representative of M/s G. Med Pvt. Ltd)                         |
| 5. Mr. Nadeem Taj            | { Representative of M/s Shahzad Associates/Waste Busters (JV) } |
| 6. Mr. M. Naveed             | (Representative of M/s Saarf Medical)                           |
| 7. Mr. Suleman Khurshid      | (Representative of M/s NCS)                                     |
| 8. Mr. Atif Mubasher         | (Representative of M/s Gillani & Company)                       |
| 9. Mr. Majid Ali             | (Representative of M/s Al Haseeb & Co.)                         |
| 10. Mr. Gouhar Jamal         | (Representative of M/s Sahara Corp. Recycling)                  |
| 11. Mr. Sharjeel Wahab       | (Representative of M/s Popular Goods)                           |
| 12. Mr. Waleed Malik         | (Representative of M/s Sherpy Enterprises)                      |
| 13. Mr. Murad Rana           | (Representative of M/s Ghulam Hussain & Sons)                   |
| 14. Mr. Asadullah Shoaib     | (Representative of M/s GHS)                                     |
| 15. Mr. Naveed Shahid        | (Representative of M/s Mediland)                                |
| 16. Mr. Tahir Mahmood        | { Representative of M/s Babar Umer (J.V) }                      |
| 17. Mr. Shahzad              | (Representative of M/s S.A Enterprises)                         |
| 18. Mr. Zahid Mushtaq        | (Representative of M/s Envi Rite Pvt. Ltd)                      |
| 19. Mr. Khadim Hussain Jangi | (Representative of M/s MK Engr Pvt. Ltd)                        |
| 20. Mr. Azhar Mahmood        | (Representative of M/s M.K Engineers)                           |
| 21. Mr. M. Ammar Azhar       | (Representative of M/s ARAR Inovations Pvt. Ltd)                |
| 22. Mr. A. Qayyum            | (Representative of M/s Sarmik)                                  |
| 23. Mr. Mian Sabir           | (Representative of M/s M 4 Son Carriage Company)                |
| 24. Mr. Jawad Mahmood        | (Representative of M/s PEDC Limited)                            |
| 25. Mr. Zafar Iqbal Khan     | (Representative of M/s Babar Umar Pvt. Ltd)                     |
| 26. Mr. Gulfam Abid          | (Representative of M/s ISP)                                     |
| 27. Mr. Wasif Azhar          | (Representative of M/s Envi Rite)                               |
| 28. Ms. Zillay Mariam        | (Representative of M/s ISP)                                     |
| 29. Mr. Amir Khan            | (Representative of M/s N-U-B)                                   |

30. Mr. Shahid Mehmood	(Representative of M/s M/s Yasin Brothers)
31. Mr. Wajid Ali	(Representative of M/s ISP)
32. Mr. Mian Sohail Mahmood	(Representative of M/s J&W Enterprises)
33. Mr. Faizan Khalid	(Representative of M/s SFPlatinum Pvt. Ltd)
34. Mr. Shahid Iqbal	{Representative of M/s PGTL (Lhr)}
35. Mr. Sajid Iqbal	(Representative of M/s GHS)
36. Mr. Nadeem Taj	(Representative of M/s Waste Busters)
37. Mr. Syed Belal Temori	(Representative of M/s Clean Earth Waste)
38. Mr. Babar Aziz Bhatti	(Representative of M/s Green Earth)
39. Mr. Jabbar Khan	(Representative of M/s Jabbar Khan)
40. Mr. Shah Gulab	(Representative of M/s Shah Gulab & Brothers)
41. Mr. Shahzad	{Representative of M/s S.A Enterprises (J.V.)}
42. Mr. Bakhtawar Ahmad	(Representative of M/s Bakhtawar Ahmad)
43. Mr. Aslam Khan	(Representative of M/s Aslam Khan)
44. Mr. Saad Riaz	(Representative of M/s Uh Engineers)
45. Mr. M. Arshad Khan	(Representative of M/s Master Clean)
46. Mr. Ali Ilyas	(Representative of M/s Webog Global)
47. Mr. Jamshaid Yousaf	(Representative of M/s Clean Earth)
48. Mr. Majid Ali	(Representative of M/s Al Haseeb)
49. Mr. Farrukh Naseer	(Representative of M/s CMC)
50. Mr. Mian Maqsood Ahmed	(Representative of M/s M.Maqqsood & Co Pvt ltd)
51. Mr. Sohail Sabir	(Representative of M/s SAB Enterprises)

**Date:** December 21 & 28, 2020      **Time:** 11:30 A.M.      **Venue:** Conference Room, 7<sup>th</sup> Floor Shaheen Complex

This shall be considered as Addendum No. 1 as per Clause 10.1 & 10.2 of Instructions to Bidders/Service Providers (ITB) of the bid document.

Agenda
<p>Meeting started with the introduction of participants as well as that of representatives of LWMC.</p> <p>General Manager P&amp;C briefed the prospective applicants regarding contents of the bid document as follows:</p> <ul style="list-style-type: none"> <li>a) Bid Security of each zone will be submitted separately enclosed with the technical bid as per clause 16.1 &amp; 16.2 mentioned in the data sheet of instructions to contractors/bidders of the bid document.</li> <li>b) Price mentioned in the Price Schedule of the bid document will be inclusive of all applicable taxes.</li> <li>c) Single Stage Two Envelope bidding procedure will be followed. Bid will be evaluated on the least cost basis for each lot.</li> <li>d) The Performance Security acceptable to the Procuring Agency shall be the in the Standard Form amounting 10% of the contract amount in shape of CDR or Bank Guarantee for a period of 8 months.</li> </ul>

Performance Security will be submitted within seven days after issuance/receipt of award/Acceptance letter of bid.

- e) Resources will be deployed and operational within one day after contract signing/issuance of award letter.
- f) Lots applied and their preferences will be mentioned in the technical proposal.
- g) Original bid document will be signed and stamped by the authorized person of the bidder. Further, original bid document will be the part of the sealed technical bid/proposal without disclosing any financial information. However, copy of the financial pages (Fin 1 & Fin 2) will be filled and shall be the part of the financial bid/proposal.
- h) Firms/companies must submit the relevant documents for evaluating Eligibility Requirements / Pre-Requisite and Technical Bid / Proposal Evaluation along with technical bid/proposal.

General Manager Operations briefed in detail the prospective applicants regarding Scope of the services of the bid document. He also clarified the following:

- i) Municipal Waste and Green Waste will be collected as per the scope of services. However C&D and Animal Waste will be with the permission of the LWMC.

Management welcomed the questions from the prospective applicants with the assumption that they have gone through the bid document. Queries and replies of the prospective parties is as follows:

Sr. No.	Description of Query	Clause No. of bid document	Replies
1.	Whether the scope mentioned in the bid document is for primary or secondary collection?	(Section IV ) Scope of Services	Mainly it's a secondary collection model but few elements of primary collection is also included.
2.	Who will supply the containers LWMC or Contractors	(Section IV ) 5.11 of Scope of Services	Contractor will provide the containers
3.	Whether containers cost is built in cost per tonnage or not	(Section IV ) 5.11 of Scope of Services	Yes containers cost is already added in the

			estimated price of each zone
4.	Containers cannot not be provided in single day. Minimum timelines may be provided	(Section IV ) 5.11 of Scope of Services	It is the requirement of the client. Bidder may propose an alternative arrangement acceptable to the LWMC
5.	Penalty regarding provision of containers may be waved off.	(Section IV ) 5.23 of Scope of Services	Not Agreed
6.	Bid may be called for 12 months as the new investment is required to cater the requirement of LWMC	(Section III ) Fin-2 Price Schedule	Not Agreed
7.	Experience of Waste Management, Vehicles, Human resource management, Trainings, Technology Management and Waste related goods must be incorporated so that only relevant firms may participate.	(Section II ) 24 of Proposal Data Sheet	Not Agreed
8.	Whether turnover of Rs.100 million is required for one lot or for all lots	(Section II ) 24 of Proposal Data Sheet	Rs. 100 million is required for one lot, Rs. 200 million for two lots and so on.
9.	Whether all the Human Resource is required in this tender or only drivers are required with vehicles	(Section IV ) 5.9 of Scope of Services	All the Human Resources within the scope of work/services of the bid document will be provided by the bidder except the helpers with Pickups at UC level.
10.	Penalty mechanism limit must be defined	(Section IV ) 5.23 of Scope of Services	5% of the Invoice Price (Maximum Limit)
11.	Temporary collection points (TCPs) cannot be setup in a day. Further, TCPs locations are required to submit the bid	(Section IV ) 5.18 of Scope of Services	Contractor may setup TCPs anywhere within the boundary of zone applied

			under intimation to the LWMC. However, SOPs will be followed in letter and spirit.
12.	Whether the cost of containers and handcarts is built in the estimated cost of zones or not	(Section II ) 16.1 of Proposal Data Sheet	Yes, it is already incorporated in the estimated price
13.	Whether contractor may deploy any type of machinery and containers to start work	(Section IV ) 5.11 of Scope of Services	Yes with prior permission of LWMC. However, volumetric capacity must be ensured as per the bid document.
14.	Containers requirement may not be included in the tender	(Section IV ) 5.11 of Scope of Services	Not agreed
15.	Minimum Guarantee of waste is not mentioned in the Bid document		Actual tonnage will be paid
16.	Whether compactors may be added instead of machinery requirement mentioned in the bid document. Further, Tri Wheeler Bike/ Rickshaw Carrier vehicles must be allowed instead of pickups.	(Section IV ) 5.7 of Scope of Services	Yes with prior permission of LWMC. However, volumetric capacity must be ensured as per the bid document.
17.	Whether LWMC will provide workers for loading and unloading of Waste in vehicles	(Section IV ) 5.9 of Scope of Services	Only with Pickups
18.	Whether all the taxes including PRA is included in the estimated price or not	(Section II ) 16.1 of Proposal Data Sheet	Yes
19.	Whether the Per Ton rates will be the same on Eid-ul-azha 2021 or not	(Section IV ) 5.25 of Scope of Services	Already addressed vide clause 5.25 of the scope of services

20.	Penalty on Branding Cost must not be included	(Section IV ) 5.23 of Scope of Services	Not Agreed
21.	Who will bear the cost of the RFID and Trackers on vehicles? Mechanism needs clarification too	(Section IV ) 5.21 of Scope of Services	Bidders will bear the cost
22.	Installation of RFID and tracking devices is not possible within one day. Please extend the time for deployment of resources.	(Section IV ) 5.21 of Scope of Services	It's possible However, relaxation may be given at the time of contract/Award.
23.	Number of months for required services mentioned in the invitation to bid and price schedule is in conflict. Kindly clarify	(Section III ) Fin-2 Price Schedule	Bid is called for six months
24.	Eligibility Criteria must be evaluated collectively for Joint Venture	(Section II ) 24 of Proposal Data Sheet	Not agreed
25.	Performance Security must be 3% for six months instead of 10%. Further, Insurance guarantee may be allowed as a performance security.	(Section II ) 35 of Proposal Data Sheet	Not agreed
26.	Why performance security is required for 8 months if the contract is going to be signed for three months only	(Section II ) 35 of Proposal Data Sheet	No change
27.	10% mobilization advance should be allowed against each zone		10% of the contract price against bank guarantee will be allowed and it will be adjusted against invoice (s).
28.	Commencement time of services must be extended up till 30 days	(Section II ) 2.2 of Proposal Data Sheet	Not agreed
29.	Bid Security must be reduced to 1%	(Section II )	Not agreed

		16.1 of Proposal Data Sheet	
30.	All the containers, garbage disposal units (container & carrier / jack), hand carts must not be the property of the client	(Section IV ) 5.7 (xii) of Scope of Services	It will be the property of the client after expiry of the contract
31.	The Space for TCP and PCP/Vehicle parking area should be provided by the Client	(Section IV ) 5.18 of Scope of Services	Not agreed
32.	Rent of Land for TCP must be borne by the Client	(Section IV ) 5.18 of Scope of Services	Not agreed
33.	As per the clause 5.10 of bidding documents the quantity of pick-ups is not available in the Detail of LWMC Machinery. Please clarify that whether small vehicles are available at LWMC or service provider has to manage these vehicles at its own cost.	(Section IV ) 5.10 of Scope of Services	Details of pickups is provided under the clause 5.7 of the scope of services. Further, Contractor will provide the pickups
34.	As per the requirement of Clause 5.15 of the scope of services, fitness certificate of vehicles is not possible, kindly extend the deployment timelines for compliance of the same.	(Section IV ) 5.15 (e) of Scope of Services	It's possible However, relaxation may be given at the time of contract/Award.
35.	Land must be given by the client in case of provision of workshops/PCP/TCP/Parking lots by the contractors or time for deployment of resources may be extended	(Section IV ) 5.18 (vi) (ix) of Scope of Services	Contractor will arrange the land
36.	Please reconsider the commencement period as arrangements for the washing bay of vehicles/machineries may take longer time frame than the mentioned time in Bidding document.	(Section IV ) 5.23 (14) of Scope of Services	Not Agreed

37.	All TCPs / PCPs will be Geo Fenced in tracking system. This clause needs clarification as it is only possible after the acquisition of TCPs/PCPs.	(Section IV ) 5.21 (6) of Scope of Services	Geo Fencing will be made after establishment of TCPs/PCPs by LWMC.
38.	Technical Criteria marks must be added to evaluate the firm. Further, parameters of relevant experience & past experience, and managerial capability must be the part of the evaluation criteria.	(Section II ) 24 of Proposal Data Sheet	Not Agreed
39.	10 year experience in the relevant field must be added in the knockdown criteria	(Section II ) 24 of Proposal Data Sheet	Not Agreed. It will be included in long term tenders
40.	Average annual turnover should be the average of last five years	(Section II ) 24 of Proposal Data Sheet	Not Agreed
41.	Sub division of marks in each category of work methodology to avoid any chances of favoritism to any specified contractor by the evaluator/s.	(Section II) 24 of Proposal Data Sheet	Not Agreed
42.	What will be the rental cost of Arm Roll vehicles and containers provided by LWMC	(Section IV ) 5.11 of Scope of Services	Rs. 57, 684/- per month for Arm Roll. (Including Cost of Capital @ 12% per annum) Rs. 12, 625/- per month for Container. (Including Cost of Capital @ 12% per annum)
43.	Explain the term Carrier/jack. In case equipment and vehicles provided by the service provider, whether the same will be the property of LWMC at the end of 3 month contract or not	(Section IV ) 5.7 (xii) of Scope of Services	Yes it will be the property of LWMC after the expiry of the contract.
44.	Whether LWMC will provide the drivers for vehicles or not.	(Section IV ) 5.9 of Scope of Services	Contractors can hire the services of drivers from LWMC if they agree.



45.	POL escalation factor must be added in the bid document		Not Agreed
46.	What is the proposed rental of arm rolls and distribution criteria of arm rolls	(Section IV ) 5.7 (vii) of Scope of Services	Equally distributed in all zones/Towns
47.	Kindly define distribution of 225 nos. of rental containers	(Section IV ) 5.7 (viii) of Scope of Services	Equally distributed in all zones/Towns
48.	As client is providing 85 arm rolls, kindly make 5 cbm arm rolls container operation mandatory for evaluating the technical proposal	(Section IV ) 5.7 (vii) of Scope of Services	Not Agreed
49.	Kindly explain the garbage disposal units and its structure	(Section IV ) 5.6 of Scope of Services	Specifications Attached at <b>Annex-A</b>
50.	What is the difference between TCPs, PCPs and Garbage disposal units	(Section IV ) 5.6 of Scope of Services	TCPs are temporary collection points, PCPs are Permanent Collection Points and Garbage disposal Units are referred at serial # 49.
51.	Please elaborate specialized container specifications	(Section IV ) 5.11 of Scope of Services	Refer the serial # 49
52.	Is it mandatory that Litter bins at public places must be cleared once a day	(Section IV ) 5.23 of Scope of Services	Yes
53.	What will be the possible deductions in the invoice	(Section IV ) 5.19 of Scope of Services	<ul style="list-style-type: none"> <li>• Unauthorized Tonnage if any</li> <li>• Penalties if any</li> <li>• Taxes</li> </ul>

			<ul style="list-style-type: none"> <li>• Mobilization advance</li> </ul>
54.	How Waste segregation at TCPs will be ensured by LWMC	(Section IV ) 5.18 of Scope of Services	It will be observed at TCPs and Landfill Site with the help of IP Cameras. Further at TCPs it will be check manually by LWMC Staff. Round the clock staff will be deployed by LWMC
55.	How the payment for plot clearance consisting of C&D, Cow dung and municipal waste will be ensured	(Section IV ) 5.16 of Scope of Services	It is output based contract and will be paid accordingly.
56.	Whether Trolleys or Pickups may transfer the waste directly at Landfill site	(Section IV ) 5.9 of Scope of Services	No.

The Meeting ended with a note of thanks.