

Questions and Answers at Pre-Bid Meeting

A brief presentation on PTA's Financial Control Portal was given by Mr. Abdur Rab Khan, Director (B&A) to the prospective bidders present in Pre-Bid meeting held on Sep. 17, 2018 at 1100 hours at PTA's Auditorium, Islamabad

Below are the questions and answers raised during the pre-bid meeting:

Q: Quotation in Lump-Sum amount in US \$ in volatile foreign currency regime?

A: **There are numerous options with prospective bidders to cover foreign exchange (FX) risks (through FX cover/insurance, Hedging etc.), therefore, bid should be in Pak. Rupees as per RFP.**

Q: Hardware, Software and Development cost components should be segregated and PTA's focus should be on deliverables?

A: **As per RFP there seem no restrictions, a bidder to quote lump-sum amount.**

Q: Public Clouds vs. Physical Hardware (cost varies in a big margin)?

A: **PTA does not allow Public Cloud due to sensitivity of its financial data and being a govt. entity.**

Q: Can a bidder revise its financial and technical proposal after bid in first stage?

A: **Yes.**

Q: Penalty of 20% is on higher side?

A: **It is part of RFP already advertised, therefore, it is not possible.**

Q: Is Insurance Bond acceptable?

A: **No.**

Q: Flexibility in payment schedule is possible?

A: **No deviation in payment schedule is possible.**

Q: Bidder to bear payment of Hardware and Software in lump-sum upfront while PTA has to make payment in installment/as per schedule?

A: **In development stage, licensing etc. is with bidder until successful deployment of Financial Control Portal, therefore, PTA's payment schedule is in installment.**

Q: PTA HQs. and its zonal offices are to be linked simultaneously or in phased manners?

A: Simultaneously as PTA's LAN is already deployed. If software solution is different then bidder has to arrange Hardware to support the solution.

Q: Difference between first stage and second stage bidding?

A: In first stage, PTA asses the prospective bidders and pre-qualify them and in second stage only short-listed bidders has to assess PTA's requirements keeping in view soft-ware and hardware installed then offer their bid accordingly. This is mandatory requirements of PPRA, therefore, it has to be followed in true letter and spirit.

Q: Data migration (in terms of years) no provided in RFP?

A: PTA already had different databases in oracle etc and some data in excel formats which needs to be migrated. 60-70% contents are in digital form, rest may require digitalization.

Q: Date extension in bidding?

A: Not possible. It is two stage bidding process and bidder can revise their bids after first stage, if pre-qualified.

In addition, it was clarified that prospective bidders should carefully read the RFP and provide all necessary documents/information in given formats. In case of absence of mandatory documents/information, bidder will be automatically disqualified from further evaluation. Any possible further queries from prospective bidders should be addressed in written and sent to:

Q. JV is allowed?

A. As per RFP clause 3.1 (e) Joint ventures will not be encouraged.

a. PTA would like to award the contract to bidder who can provide all assurances and deliver the product in a complete package as per the scope given in RFP.

b. However, PTA will allow joint ventures in case bidder has no specialty in the provision of hardware or the bidder is not partner/distributor to the principal for third party license provider.

c. Technical evaluation in case of JV will be done for all partners in their area of expertise.

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At this point pre-bid meeting adjourned.