

FORM 21

THE PUBLIC PROCUREMENT AND DISPOSAL OF PUBLIC ASSETS ACT, 2003

CLARRIFICATION TO BIDDERS

| Procurement Reference Number | | | |
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| Code of Procuring and Disposing Entity | Consultancy services | Financial year | Sequence number |
| UIA | SVCS | 2017-18 | 00008 |

| Particulars of Procurement | |
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| Subject of procurement | Expression of Interest for the Provision of Consultancy Services to carry out a Feasibility Study and Detailed Project Report for Kampala Industrial & Business Park-Namanve |

| RESPONSES TO THE RAISED ISSUES | |
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| Question asked | Response given |
| - The request for expression of interest has two conflicting submission dates, UIA should clarify on the exact date for submission; | - The Closing date is has been extended to 15 th September 2017 at 17:00 hrs (East African Standard time). Expressions of Interest must be physically delivered at; Uganda Investment Authority; Plot 22, B, Lumumba Avenue; 1st Floor, Twed Plaza. PO Box 7418, Kampala |

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| <p>- What are the minimum statutory documents UIA is expecting (like incorporation certificate, financial health etc)</p> | <p>- UIA requires the following documents;</p> <ol style="list-style-type: none"> 1) Trading Licence of the Consultant or its equivalent 2) Copy of certificate of registration or its equivalent 3) Signed statement that the consultant does not have conflict of interest in the subject of procurement 4) Tax Clearance certificate or its equivalent <p>Note: Requirements in no 1 & 2 above will not apply to Consultants who are registered by The Public Procurement & Disposal of Public Assets Authority of Uganda and/or shortlisted by a competent authority like Exim Bank of India and World Bank</p> <p>Where the business of a Consultant is not registered in Uganda and the documents required above are not available in the Country of the Consultant, the Consultant shall submit an alternative document or a statement affirming that the document is not available in the Country of the Consultant.</p> |
| <p>- What are the minimum Qualifying documents expected (Like Especially in Similar projects, CVs and resources)</p> | <ul style="list-style-type: none"> - Provide completion certificates and copies of signed contracts for assignments of similar nature. - Detailed CVs of proposed personnel - Audited books of account for the last 3 years - Must have undertaken three similar assignments in nature and magnitude. This can be evidenced by providing reference letters from the previous clients, accompanied by copies of signed contracts. |

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| <ul style="list-style-type: none"> - What is the evaluation criteria as you mention minimum qualifying marks to be 75% | <ul style="list-style-type: none"> - Experience of the Firm: 20 Points - Methodology Proposed 20 Points - Key Personnel: 25 Points - Transfer of Knowledge: 5 Points - Participation by Ugandan Nationals: 5 Points |
| <ul style="list-style-type: none"> - What is the criteria for scoring the marks | <ul style="list-style-type: none"> - The details of the criteria will be agreed on by the technical members of the evaluation committee. |
| <ul style="list-style-type: none"> - Is any resources expected to be deployed | <ul style="list-style-type: none"> - No***** |
| <ul style="list-style-type: none"> - Is JV allowed, if yes, how many parties can form | <ul style="list-style-type: none"> - Yes, Subject to submission of JV agreement between all partners |
| <ul style="list-style-type: none"> - What are requirements for the expression of interest? Is there specific format to follow and for example, how UIA would like firms their understanding of TORs | <ul style="list-style-type: none"> - There is no standard format set for expression of interest and understanding of TORs (You are required to submit with your EII comments suggestions on TORs) |
| <ul style="list-style-type: none"> - The available TORs are “ draft” revision, is a “final” already available | <ul style="list-style-type: none"> - That is the final version of TORs. It has been amended on our website |
| <p>What is the (preliminary) bidding procedure and time planning for the project? When should bids or proposal be submitted latest?</p> | <p>Latest bid will be accepted on 30th August 2017 at 5.00pm Ugandan time.</p> <ul style="list-style-type: none"> - |

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| <p>Please clarify which industries are currently planned (on the existing masterplan) for the KDIP project.</p> <p>Based on your feedback we can include and propose the right experts, as we have many experts in various industrial sectors.</p> <p>-</p> | <p>The Kampala industrial and Business Park has a wide range of industries. It is a general industrial and business park with priority industries being in Agro Processing, Mineral Process, ICT and Tourism related activities. However there are a number of heavy steel processing industries within the industrial park (2 are operational with approx 50 acres each). There are a number of support services like business related functions, warehousing, logistics as well as hotels within the industrial park. Please take a look at our website for more information on this park to enable you appreciate its development trends</p> <p>-</p> |
| <p>We are assuming that the current business model for the development of the KIBP, will be that the Government of Uganda will provide the land, infrastructure and utilities for the park.</p> <p>Private sector should then invest, select and prepare the technologies/equipment, buildings and related facilities at the park (probably through a PPP model).</p> | <p>That is the current model in place however the purpose of undertaking this study is to use the final report to source for potential funders of infrastructure in the park. we expect the consultant to advise Government of Uganda on the various funding models that could be appropriate for such as project. If PPP, then what form?</p> <p>-</p> |

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| <p>Is it possible to, or have you considered to, split up the scope into <i>I. Feasibility Study</i>, <i>II. Masterplan review</i> and <i>III. Detailed design preparations</i>?</p> <p>It could be beneficial and more financially interesting for you as Client, to have the detailed design part carried out by local parties (as they are probably less expensive).</p> <p>Bidders could then for example function as <i>Owners Engineer</i> and coordinate and check the detailed design as prepared by local parties.</p> | <p>We considered that option but it was dropped due to time limitations. We expect one consortium to undertake all the three assignments at once. You may split them internally as a firm for ease of undertaking the assignment</p> <p>-</p> |
| <p>Would providing a proposal for a part of the scope (or phased scope) be acceptable?</p> | <p>We expect a full proposal on all the three components above.</p> |
| <p>Kindly specify the term “Transfer of Knowledge</p> | <p>Basically it means the willingness of the Consultant to pass on technical knowledge to the counterpart staff of the user i.e. Uganda Investment Authority</p> |

- In the last paragraph of Section 1, “Introduction” of the Draft TORs it states that the requirement is to carry out an “Economic feasibility Study and update the existing Detailed Master plan together with carrying out a Detailed Project Report for the KIBP
- In Section 2, “ Objectives of the Consultancy”, the master plan review and feasibility study are again mentioned whilst additional requirements include the provision of a comprehensive marketing and promotional plan as well as an appropriate management mode, based on Successful international models, for the park, However in Section 3 “ Deliverables of the Study” the management model is replaced by a Management Model for the Maintenance of the Infrastructure Services in the Park, Can UIA Please Clarify which Management Model is required or indeed if both types are required.
- The requirements for the Key Personnel and support Staff identified in Section 5 makes no mention of either the; The Management Model- Maintenance or otherwise, The Feasibility Study, The Promotional Programme
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- This is correct
- The comprehensive marketing and promotion plan mentioned in 3 (i) is the same one referred to in 2(e)- The management model referred to in 3 (h) is also mentioned in 2 (g). We require the Consultant to advise Government on how best to manage the Industrial Park as well as the attendant infrastructure and utilities
- The Consultant is required to have an economist on board as shown in 5(9). However, the firm can co-opt any other desirable professional to handle the task.

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| <ul style="list-style-type: none"> - In Section 2, the consultant is required to provide detailed designs for, amongst other matters, sewerage Treatment Plant, Railway sidings, Bulk Water Storage etc. Elsewhere, the consultant is required to review the detailed designs prepared for the park's sewerage which suggests that the designs have been completed. This seems to contradict the requirements of section 2 | <ul style="list-style-type: none"> - The Consultant is required to develop the detailed Engineering Designs for the mentioned utilities. |
| <ul style="list-style-type: none"> - Indeed it would be appearing almost Impossible to do the required research, prepare detailed designs and tender documents for these and other items for a 1,000ha site within the specified 6 month Period. Moreover the requirement to provide construction record drawings (following the preparation of detailed designs, tender documentation, procurement and construction is not possible within a six Month project timescale. Can this matter be clarified please? | <ul style="list-style-type: none"> - UIA proposes that the Consultancy lasts six months as stated in TORs. However, you may recommend what you think is the appropriate duration in your expression of Interest. UIA will compare proposals from the various firms and adjust accordingly in the Request for Proposals; the next stage after short-listing of firms from this process. |
| <ul style="list-style-type: none"> - Again it is not clear in the Draft TOR if the Master plan to be reviewed is that prepared previously by TYPSA and subsequently reviewed (The South A and South B elements) by SIDC or whether the 2016 Master plan referred to is a new Master plan. Please advice. | <ul style="list-style-type: none"> - The TYPSA prepared Master plan has been in force since 2011, it's the one to be reviewed. |

- There are numerous other anomalies throughout the Draft TOR and indeed it appears that the document has been prepared through “cutting and pasting” from other documents and does not reflect, accurately, the UIA requirements in relation to this consultancy appointment. Can the document be modified to reflect UIA’s requirements and reissued?

- These are original TORs subject to interpretation of terminology used in different countries across the globe

Could it also be that the ToR will still be updated?

The reason we ask, is that there appear to be some discrepancies between the general scope and task description according to the *advert* in relation to the *ToR objectives* (item 2).

For example, the works for the Electrical / Mechanical Engineer includes tasks such as:

- o Preparation of tender documents.
- o Preparation of specifications.
- o Providing O&M manuals.

Similar tasks are indicated in the requirements for many other specialists and engineers.

Tendering is however not included in the objectives and scope according to the *advert*.

- We intend to shortlist a minimum of 6 Consultants from this exercise. We shall then invite the shortlisted firms to submit both technical and financial proposals for selection of the best bidder who will then sign a contract with Uganda Investment Authority. At the next stage, we shall issue revised TORs upon which the technical and financial proposals will be prepared and evaluated

Perhaps you have already considered this, but please note that from our point of view it appears that the scope as requested requires a rather large variety of services for which multiple companies are required.

The bulk of the work appears to be technical engineering and consultancy services with other scope parts consisting of:

§ Conducting market research (in order to confirm the economic feasibility).

§ Preparing marketing and promotion planning.

§ Preparing financing strategies.

§ Preparing management models for the park.

We expect it could be difficult for one company to deliver all these services.

And if joint-ventures are formed, or a company uses sub-contractors, this will mean additional costs, more risks and handling fees for the Client (ultimately leading to an increased fee). Our preliminary recommendation would therefore be to split up all the works and services into several phases and to check in between phases the feasibility of the business case (according to the Front End Loading methodology).

- UIA prefers to conduct this assignment in a single lot. We encourage JVs among consultants to diversify skills required for the job

