

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:

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At this point pre-bid meeting adjourned.