

Query raised by	Queries/Observations	NITB Committee Response	RFP Reference	
WWV (World Wide Vision)	The eligibility criteria for Financial evaluation (14.1 page 29) requires an average annual turnover over of PKR 500 million past consecutive (03) financial years which is non-realistic as no company in Pakistan is engaged in the business of Conference system has achieved such level during last three years. It is therefore requested that it may be rationalized to 150 million (Total) for the last 3 years	Terms and conditions would remain the same as per the RFP document	14.1 Eligibility	
	The Control Units Specs include Dante only, to keep the network and audio encrypted and virus-free, the Delegate Units should also use Dante to send and receive audio. It is suggested that it may be incorporated in the specs accordingly.	Vendor is requested to submit a solution as per their expertise		RFP Page No. 105
	On Page 87, Video wall is required however the specs are of a 55Inch Display of qty 3 instead of 16. Video wall controller is also not mentioned. Then monitors are required with 8 qty. Please clarify.	Vendor is requested to submit a solution as per their expertise		Page No. 87
	If Party 1 is Lead Party and has JV with Party 2, Will the Authorization of OEM in favor of Party 2 be valid for this tender? Furthermore, If OEM Recognizes Party 2 as Direct Partner and Party 1 as JV Partner, Will that type of authorization be acceptable?	Yes, Allowed		3.4 Joint Venture
	In Payment terms mentioned on page 19, third party audit report is required with End User Training which is to be managed by the vendor. No qualification criteria is given as well. It is suggested that instead of a third party, a joint technical inspection team comprising end user and NITB officials may conduct final inspection/audit as required.	Third party criteria was updated in the RFP via second corrigendum published on 12th April, 2022, (Annex-K)		6.5 Payment Terms/ Schedule
	Technical resources requirement to be reduced up to 50% as staff would be hired after award of contract	Not possible. Different teams (Technical resources) are required for each LOT		15.1 Technical Qualification
	Please explain Third party audit requirement	Third party criteria was updated in the RFP via second corrigendum published on 12th April, 2022, (Annex-K)		6.5 Payment terms/Schedule
	5 Interpreter consoles are mentioned in the RFP but why there is a requirement of 8 language(s) SIS system?	we have 5 interpreter consoles mentioned in RFP but as per the requirement, it should be upgradable to 8 interpreters simultaneously		Technical parameters Page 10
Please explain Presentation and demonstration requirement	Presentation of the proposed solution would be required for technical evaluation along with equipment demonstration		15.2 Presentation	

	Please advise us if there are any revision in RFP as discussed during pre-bid meeting?	Bid submission date is 16th May,2022	Third Corrigendum
	I would like to draw your kind attention on the security/encryption of required Conference System is case sensitive therefore, provision of (Technical) audit report is rightly required in RFQ page no 19 bi NITB.	Third party criteria was updated in the RFP via second corrigendum published on 12th April, 2022, (Annex-K)	3.9 Security Audit of Hardware and allied software Components
	am of the view that Dante pro AV networking technology has been adopted by the leading manufacturers and professionals in the audio/visual industry. A list of manufacturers using Dante A/V architecture can be seen at this link: https://www.audinate.com/meet-dante/dante-manufacturers-list	AS per your Desing and Drawing	
	If delegate devices are Dante enabled, the security would not be compromised. As we had pointed out during first pre-meeting, it is again suggested the "Dante enable Delegate devices for audio Transportation along with AES 70" may be incorporated in the specs of "delegate units". in the RFQ page no 119 & page no 108 accordingly.	Please follow the RFP	
Media links	At least 40% payment should be released at equipment delivery	Payment Terms/Schedule in the RFP was updated via second corrigendum	6.5 Payment terms/Schedule
	Mobilization amount	Not applicable	6.5 Payment terms/Schedule
	To Separate NA and Senate LOTs because parallel activity is not possible in both Halls simultaneously	Not applicable. Vendors are required to devise a project plan considering the delay factor caused by National Assembly/Senate proceedings	13. Technical Specifications
	NITB is requested to split the scope of various lots/sites in a way, Main hall of National Assembly, Main hall of senate, Meeting Rooms of National Assembly and Meeting Rooms of Senate. Partial payment against each completed site/lot may be allowed to vendor.	Payment Terms/Schedule in the RFP was updated via second corrigendum	6.5 Payment terms/Schedule
	As per the RFP, two types of cameras are requested which are PTZ audio tracking camera and PTZ Broadcast camera in Senate Hall. There could be a conflict in these two as only one could be voice enabled	Yes, PTZ camera which is the part of SIS System works on audio tracking and the broadcast camera is separately controlled by controller	Page 111 Serial no 1
	Format of Distribution for Media channels	HD and SD both options would be available and upgradable up to 4K	Page 63 Serial no 7
	MCR play out should be redundant	Already redundant in Technical specification	Page 102 Serial no 15
Channel Tek	Presentation with drawing and design	Proposed solution presentation would be required for technical evaluation along with demonstration of the equipment	15.2 Presentation

[Handwritten signatures and initials in blue ink]

	<p>Delegate unit with Specific 7 inch display for committee Room?</p>	<p>As per the specifications mentioned in the RFP, delegate unit display should be of 7 inch or higher</p>	<p>Page 119 Serial no 2</p>
	<p>JV/consortium allowed?</p>	<p>Only JV is permissible</p>	<p>3.4 Joint Venture</p>
	<p>Please explain Flight case</p>	<p>Flight case is water proof out door distribution unit for media channel's DSNGs</p>	<p>Page 63 Serial no 7</p>
	<p>Firstly the LOT's that the tender has been divided into are not practical at all. The Assembly & Senate are 2 completely different buildings having their own operational dates & schedules.</p> <p>Practically speaking, work cannot be carried out in them at one given time. As this kind of projects require a lot of time for execution & rectification, problems can take time to rectify so both the houses would become unavailable for use which we believe is impossible.</p>	<p>Not applicable as per RFP</p>	<p>Annxure J</p>
	<p>The payment terms are deemed unfeasible and very strict for such a large scaled project. For such projects, mobilization funds are provided and are a very common practice amongst Government Departments including CDA, Pak PWD etc.</p> <p>The common practice also involves up to 70% of the payment to be released upon delivery of goods at site whereas the remaining 20% being paid upon Installation & Testing leaving the last 10% to be paid after Performance Guarantee.</p> <p>The same payment schedule has also been followed for the Punjab Assembly, Lahore. Flexibility for payment must be made for the Project to be made feasible and executable. With these payment terms, it is almost impossible to proceed with the project because if 1 component of the tender will be delayed due to any given reason, we would not be paid which is not acceptable.</p> <p>Also, how can the prices be fixed for 6 months? The cost of equipment is changing every other week or so post pandemic. And the most important factor is the Rupee to Dollar depreciation that we face. It is not certain that the USD-PKR prices will remain stable for the next 6 months especially keeping in view the current Political Situation of the country. If there is a huge change in USD-PKR exchange rate, prices will vary and cannot be locked.</p>	<p>Payment Terms/Schedule in the RFP was updated via second corrigendum</p>	<p>6.5 Payment Terms/ Schedule</p>

Companies in our line of business don't have turnovers of 500 Million or more every year. The sales for Professional Audio Products is not very high in Pakistan and projects of this scale are not being done every year as compared to Broadcast Solutions commonly bought by TV Channels as well as Media Production Houses etc. Hence it is requested to lower these requirements to much more realistic requirements as per our market. You have also requested the JV Partners to be from the same line of business which is once again a restriction. Kindly look into this matter as well.

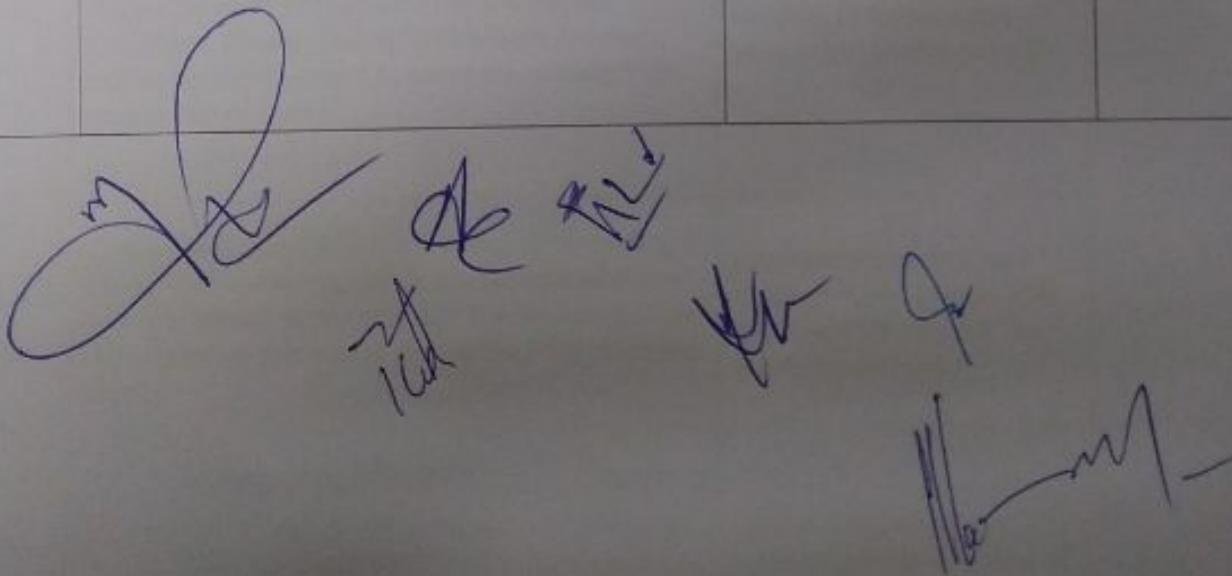
Financial turnover requirement will remain the same as per the RFP

14.1 Eligibility

The technical requirements of on board staff are very high and unrealistic. As business is limited in our line of work so only a small team of technical staff are kept as permanent employees whereas the rest are hired on project basis as per requirement of work. Hence it would be requested to kindly reduce these requirements to realistic figures which can be complied by all the participants in our field of work. We can safely say that even none of our competitors in the field of Conference Systems maintains 50 technical staff members as per your requirements.

Considering the magnitude of the project, resource requirement would remain the same as per the RFP

12. Technical Evaluation Criteria and Bidder's Response



The submission date for the tender is very short. There are still several questions that need to be answered and clarified by the client (National Assembly & Senate) in terms of technical requirements. Since it is a 2 stage 2 envelope tender, then further discussions shall be made for technicals for the companies participating, their concerns should be heard, followed by amendment of the RFP with mutual discussion, and then a financial proposal shall be obtained from the Bidders. This will help all the bidders with a healthy competition against a complete RFP.

Further Pre-Bid Meetings shall be arranged in the coming week as this entire week has been wasted as a result of local holidays.

Also, these projects require a lot of paperwork and presentations etc. to be made and time is required to do the following once everything has been decided by the client.

Second Pre-Bid meeting is scheduled on 31st March, 2022. Site visits can be conducted from 28th to 30th March, 2022

Annexure-A

There is a lot of Civil work that will have to be done at site but there is no given information on whether who will assist with the Civil work and what will be its scope. This needs to be clarified and then added into the RFP so a cost could be added for this too. This includes alteration to the currently installed furniture and might even require polishing etc. so these things will have to be taken into account. Hence these must be added to the RFP so it is added to the bidders Scope of Work.

Vendor would be responsible for the requisite civil work of respective solution

The RFP does not have any information on the Sound System required for the National Assembly & Senate Halls as well as their respective galleries. It must be clarified that whether any Sound Amplifiers, Mixers, Ceiling/Wall Mount Speakers will be required or not? As these are missing from your scope of work.

Vendors to follow scope of work mentioned in the RFP

CDA & PWD carry out such projects as "Providing & Fixing" basis which results in a total tax deduction of 7.5% instead of the 17% GST & 4.5% Income Tax thus reducing the overall cost of the Project for the client.


payment would be made through AGPR. Hence, 17% GST and 4.5% Income Tax would be deducted

2.5 RFP / Bid Price

ince the installation is a turnkey job, our principals from UK has requested to provide pictures and drawings of the member desks where NITB has planned to install the system

Site surveys were permitted from 12th March to 14th March then 28th March to 30th March.

	Kindly refer to your RFP Lot – 2, serial # 23, System Network Cable, it is only quantity mentioned but specs are not mentioned, either it is CAT5, CAT6, CAT6A shielded or unshielded, a slight change of specs will impact on its price.	System Network cable specifications would be according to the proposed solution by bidder.	LOT 2 # 23
	Kindly refer to your RFP Lot – 3, serial # 13, the description says 1 Job but there is no mention of quantities and specification of the cable, a bidder can only quote once the exact dimensions are available so that costing can be done accurately, we request you to please provide all bidders complete drawing sets to quote an accurate bid.	Site visits were arranged for the very same purpose	LOT 3 # 13
	Kindly refer to your RFP Lot – 3, serial # 14, 12 Port Manageable Network Switch but it is not mentioned what type of switch is required, will you go for CISCO or DLINK or any other Chinese brand, please bring clarity since there is a world of price difference between CISCO and DLINK while specs may be same.	As per PPRA rule 10.2, "any terms, specifications, standards, features, characteristics and requirements prescribing the technical or quality characteristics shall be generic in nature and shall not include reference to brand name, model number, catalogue number, name or origin of the country or similar classification"	LOT 3 # 14
	It is mentioned at many descriptions place in the RFP "as per drawing & design" but we could not find any drawings in the RFP.	As per the RFP, Drawing & Design is responsibility of the bidder according to the proposed solution.	
	You are requested to kindly extend the date of bid submission until all clarifications are provided as per requested above. We would like to visit the site with a detailed project briefing from the consultant and we request you to please extend the date for minimum 6 weeks after providing all relevant project information.	Bid submission date is 16th May, 2022	Third Corrigendum
Media K Solution	advance against cash Bank guarentee	Not Applicable	6.5 Payment terms/Schedule
	The payment against deliveries is too low, please reconsider and revise it from 20% to at least 70%, please try to understand that the bidder has to manage all the stocks from cash flow and also have to take currency parity into account.	Payment Terms/Schedule in the RFP was updated via second corrigendum	6.5 Payment Terms / Schedule
	There is no clarity on the tender documents fee and its mode of payment. Please clarify.	As per RFP	

	<p>Advance Payment : at least 30 - 40% payment should be released as advance payment for the ordering and at least 30 - 40% at the time of delivery. As the nomenclatures involve Hardware which needs to be imported against hard cash only. It will also ensure speedy deliveries and help to conclude project way ahead of the timelines.</p>	<p>Payment Terms/Schedule in the RFP was updated via second corrigendum</p>	<p>6.5 Payment Terms / Schedule</p>
	<p>Payment Terms/Schedule 6.5 Page Number 19:</p> <p>Payment terms Milestones should be change in order to provide vendor flexibility in payments to execute this project in a efficient manner:</p> <p>We request to change Payment terms on below milestones basis as to work on current mentioned payment terms is not feasible at all:</p> <p>75% payment should be release to vender on delivery after Inspection report of the delivered equipment. 15% should be released to vender after Provisional Acceptance certificate(PAC) 10% Payment should be release to vender at Final Provisional Acceptance certificate i.e after end user training & handover the equipment to end-user.</p>	<p>Payment Terms/Schedule in the RFP was updated via second corrigendum</p>	<p>Payment Terms/Schedule 6.5 Page</p>
Media Links	<ul style="list-style-type: none"> • Lots for National Assembly and Senate should be completely different: It is requested to further split lots for National Assembly & Senate Secretariat instead of keeping them together. Lot for National Assembly Main all along with its committee Rooms should be keep different and Lot for Senate Main Hall along with its respected Committee Rooms should be keep different as infrastructure for both of these parliament's site is completely different. 	<p>Not Applicable</p>	
	<p>Extension request in RFP: As scope of project is massive and considering the time constraint, we request to extend technical and finance submission time of the bid to further 15 days as vendor require considerable amount if time to source prices from international market thus inorder to workout proper technical and financial documents thus we request to extend deadline date of the bid submission.</p>	<p>Bid submission date is 16th May,2022</p>	<p>Third Corrigendum</p> 
	<p>SECP Membership Requirement Criteria: Our Firm, M/s Medialinks is working in government projects since passed 20 years successfully & our portfolio includes Mega projects of both Federal &</p>	<p>Not Applicable</p>	<p>14.1 Eligibility</p>

[Handwritten signatures and scribbles at the bottom of the page]

Since the RFP document complies with various brands, we are planning to come up with more options so the implementation agency or client can choose the product/ Solutions from the bouquet as per their preference.

We need a confirmation, is it allowed for this tender ?

Our primary concern is integration of the installed equipment so that the proposed solution may work flawlessly. We are expecting a solution where these concerns are addressed for a smooth long term operation.

Digital Intercom Matrix for talkback
16 port 4-wire Analogue I/O, IP based communication, IFB supported digital intercom matrix expandable till 128 ports. It should support copper and fiber based communication with panels (Qty-01).

AS per RFP

Lot 1# 11

1RU, 16 keys or above 4-wire Analogue I/O, IP based communication, IFB supported digital rackmount intercom panel

AS per RFP

Lot 1# 11

1RU, 16 keys or above 4-wire Analogue I/O, IP based communication, IFB supported digital rackmount intercom panel(Qty-10)

AS per RFP

Lot 1# 11

16 keys or above 4-wire Analogue I/O, IP based communication, IFB supported digital desktop intercom panel(Qty-03)

AS per RFP

Lot 1# 11

Single-sided headset with flexible dynamic boom mic with frequency response between 150 Hz to 8 KHz(Qty-05)

AS per RFP

Lot 1# 11

Dual-sided headset with flexible dynamic boom mic with frequency response between 150 Hz to 8 KHz(Qty-10)

AS per RFP

Lot 1# 11

Performance Guarantees : This must be rationalized from 10% to 5%

AS per RFP

9.5 Performance Security

While one additional point can be added to the clauses that advances will be issued incase of securing the highest XXX marks, it will further ensure the bidder with strong financial muscles only.

As per RFP

6.5 Payment Terms / Schedule

Any SECP registered company with strong financial muscle will never be in a position to afford any delay which will result in Blacklist of the organization. For us it is highly important to conclude this project on a war footing while financial cooperation from NITB will further boost it and this will ultimately translate into a win-win situation for both of us.

As per RFP

14. Evaluation Process

Provisional Government such as New Building of Punjab Assembly I/T & BMS complete Audio and Video project was awarded to our firm, Associate Press of Pakistan(APP) Video project, Last Video Upgradation in National Assembly and Senate Building was conducted from our firm in year 2010 in addition to that; we are working in Pakistan Television(PTV) tenders actively from pass 2 decades without any SECP membership thus we request to exclude SECP membership criteria from this Project too.

Payment terms Milestones should be change in order to provide vendor flexibility in payments to execute this project in a efficient manner:

We request to change Payment terms on below milestones basis as to work on current mentioned payment terms is not feasible at all:

75% payment should be release to vender on delivery after Inspection report of the delivered equipment.

15% should be released to vender after Provisional Acceptance certificate(PAC)

10% Payment should be release to vender at Final Provisional Acceptance certificate i.e after end user training & handover the equipment to end-user.

Payment Terms/Schedule in the RFP was updated via second corrigendum

Payment Terms/Schedule 6.5

It is requested to further split lots for National Assembly & Senate Secretariat instead of keeping them together.

Lot for National Assembly Main all along with its committee Rooms should be keep different and Lot for Senate Main Hall along with its respected Committee Rooms should be keep different as infrastructure for both of these parliament's site is completely different.

Not Applicable

Annexure J

As scope of project is massive and considering the time constraint, we request to extend technical and finance submission time of the bid to further 15 days as vendor require considerable amount of time to source prices from international market thus inorder to workout proper technical and financial documents thus we request to extend deadline date of the bid submission.

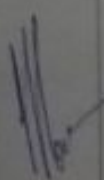
Bid submission date is 16th May,2022

7.2 Extension of Time Period for Submission of Bids

[Handwritten signatures and initials]

	<p>Our Firm, M/s Medialinks is working in government projects since passed 20 years successfully & our portfolio includes Mega projects of both Federal & Provisional Government such as New Building of Punjab Assembly I/T & BMS complete Audio and Video project was awarded to our firm, Associate Press of Pakistan(APP) Video project, Last Video Upgradation in National Assembly and Senate Building was conducted from our firm in year 2010 in addition to that; we are working in Pakistan Television(PTV) tenders actively from pass 2 decades without any SECP membership thus we request to exclude SECP membership criteria from this Project too.</p>	Not Applicable	14.1 Eligibility
NRTC	<p>NRTC complies with all security requirements that are essential to commission and execute such high value government projects. We have queries regarding the RFP of said project, your swift response shall be highly desirable and appreciated. Kindly provide us with the existing system workflow drawings as well as for the New Proposed BOQ so that NRTC can quote a complete system: a. Broadcast Camera System, Master Control Room for National Assembly & Senate Hall b. Microphone Conferencing System for Committee Rooms of National Assembly & Senate c. Any other relevant drawings for these systems (Cable Tray/Route, Electrical and Civil). Kindly provide us pictures and drawings of existing furniture or if there will be a new furniture, kindly share drawings and images of furniture.</p>	Site visits for the potential bidders were scheduled for this very purpose from 12th March to 14th March and then 28th March to 30th March	17. Annexures A
NRTC	<p>Kindly note that in Lot No. 1 item No. 11 states "Video Processor (Qty- 1 for NA) (Qty-1 for Senate) 12G/3G/HD-SDI Video processor with the option of controlling Luminance, chrominance, frame sync, frame rate conversion, up/down/cross conversion, aspect ratio conversion with analog and digital audio and video INPUTs and OUTPUTs. Fiber I/O will be plus the option" for the state item the unit mentioned in your RFP is "JOB". Need your assistance to rectify whether the said item is an Equipment, Job, or both. Moreover, NRTC design engineers would like to visit the site of both buildings.</p>	Video processor is an "equipment part of Installation material & glue equipment" which is a 01 job.	LOT 1 # 11
	<p>It is highly requested that last date of submission of proposal shall be ascertained with at least 4-week time after providing of all above mentioned information, please.</p>	Bid submission date is 16th May,2022	Third Corrigendum
IMS	<p>Considering the scope of project we believe the deadline in document for submission should be in April 20,2022 to provide ample time for preparation of bid.</p>	Bid submission date is 16th May,2022	Third Corrigendum
	<p>We request you to consider the payment term Letter of Credit, the tender mode advise is FOB or C & F.</p>	Payment Terms as Per RFP	Payment Terms/Schedule 6.5

[Handwritten signatures and initials in blue ink are present at the bottom of the page, including a large signature on the left and several smaller ones on the right.]

	Can we have separate LOT for Senate and National Assembly .	AS per RFP	Annexure J – Detailed Technical Specifications of Lot# 01, Lot# 02 & Lot# 03
	kindly share the Minutes of the meeting of both Pre-bids and also confirm if there is any change in BID money amount.	we will share Pre-bid Meeting on NITB website and Bid security will change follow NITB website or Print Media	
	Its requested to kindly extend the bid submission FOR "PRISEDENT INITIATIVE FOR CYBER EFFICIENT PARLIAMENT (PICEP)" at least 3 weeks.	Bid submission date is 16th May,2022	Third Corrigendum
	Kindly find the attached letter request for Bid extension as its critical, your kind support is requested to extend the bid submission for a healthy competition. 30n march	Bid submission date is 16th May,2022	Third Corrigendum
Al-Fajr International	<p>1. Registration with SECP:</p> <p>Please note that we are working in pakistan in many projects including conference system projects since 1993 and every employer allows the companies registered with "Registrar of Firms" to participate in their projects. Therefore, the requirement of sub clause 3.4(d) and 14.1 may kindly be relaxed and allowed to participate if the lead partner is registered with Registrar of Firms or SECP.</p>	As per RFP	14. Eligibility
	<p>2. Payment Terms</p> <p>Please note that PPRA and PEC both allows the employer to give advance payment to the contractor against advance payment bank guarantee. It is a general practice that every contract has the facility of advance payment. Moreover, the payment terms mentioned under clause 6.5 are not realistic and needs to be reviewed. we suggest that these payment terms may be amended as under:</p> <ol style="list-style-type: none"> 1. 20% Advance payment advance payment bank guarantee. 2. 30% payment on pre-shipment inspection to be witnessed by employer at manufacturer's premises. 3. 20% payment on shipment upon presentation of shipping documents(such as bill of lading/Airway bill, Packing list, warranty certificate etc.) 4. 10% payment upon delivery of equipment to project site. 5. 20% payment upon successful installation, testing, commissioning and training. <p>It will be much appropriate if local L/C is opened in favour of the successful bidder.</p>	Payment Terms as Per RFP	Payment Terms/Schedule 6.5
	<p>3. Extension in bid submission date:</p> <p>Please note that since the project is of very complex nature and require many disciplines having significantly huge cost, therefore we need lot of time to club all the things together to be able to submit technically sound and financially cost effective proposal. Due to this fact the bid opening date may, therefore , kindly be extended for 3 weeks.</p>	Bid submission date is 16th May,2022	 Third Corrigendum

(Handwritten signatures and scribbles at the bottom of the page)