MINUTES OF PRE-BID MEETING

Project: Balochistan Water Security and Productivity Improvement Project (BWSPIP) – Component A: Flood Management of Kachhi Plain

Employer: Irrigation Department, Government of Balochistan, through the Project Director, BWSPIP (Component-A)

Packages

1. Construction of Flood Dispersal / Concrete Weir and Allied Structures at Qaisar Wah on Talli River **RFB No: PK-BID-PIU-529990-CW-RFB**

2. Construction of Flood Dispersal / Concrete Weir and Allied Structures at Bohra Wah on Talli River **RFB No: PK-BID-PIU-529995-CW-RFB**

Date: 18th August 2026
Time: 11:30 AM
Venue: Office of the Project Director, BWSPIP (Component-A), 117/41-A1, Jinnah Town, Samungli Road, Quetta
Mode: In person, with a virtual option provided through ZOOM for bidders who requested an invitation in accordance with ITB 7.4.

Chair: Mr. Barkatullah, Project Director, BWSPIP (Component-A)

1. Participants

Employer / Project Implementation Unit (PIU)

- Mr. Barkatullah, Project Director, BWSPIP (Component-A) – in the Chair.
- Mr. Naseebullah Davi, Member Procurement Committee.
- Mr. Gul Faraz, Member/Secretary Procurement Committee

Bidders / Firms

- M/s Global Technical Enterprises
- M/s GRL & Co.
- M/s Moosa Jan & Co.

2. Proceedings

The Pre-Bid Meeting for the above-referred two packages was held on 18th August 2026 at 11:30 AM at the office of the Project Director, Balochistan Water Security and Productivity Improvement Project (Component-A), Quetta, in terms of ITB 7.4 of the respective Bidding Documents.

The meeting commenced with a welcome address by the Project Director, BWSPIP. The participating firms were briefed regarding the scope of the works, the salient features of the two packages, the qualification and eligibility requirements, the evaluation methodology, the environmental and social obligations of the Contractor, and the requirements governing preparation and submission of bids.

It was explained that both packages form part of Component-A (Flood Management of Kachhi Plain) of the Project and are financed by the World Bank; that the procurement shall be conducted in accordance with the World Bank Procurement Regulations for IPF Borrowers under the One-Envelope Bidding Process; and that each package shall be evaluated independently on its own merit.

Thereafter, the participating firms raised their queries and sought clarifications in respect of the Bidding Documents, qualification criteria, contractual provisions and submission requirements. The queries raised and the corresponding responses / clarifications furnished by the Employer are recorded hereunder:

Queries raised by M/s Global Technical Enterprises and PIU Responses / Clarifications		
Sr. No.	**Bidder's Query**	**PIU Response / Clarification**
1	Both packages (Qaisar Wah and Bohra Wah) have been advertised simultaneously with the same bid submission deadline. Kindly clarify whether a bidder may submit bids for both packages, and whether award will be restricted to one package per bidder.	Bidders are at liberty to submit separate bids for both packages. Each RFB constitutes an independent procurement and shall be evaluated separately on its own merit. A bidder submitting bids for both packages must independently satisfy the qualification requirements of each RFB, including average annual construction turnover, cash-flow capability and specific construction experience. Qualification demonstrated for one package shall not be carried over to the other. There is no restriction in the Bidding Documents limiting award to one package per bidder. However, at the award stage the Employer shall satisfy itself as to the bidder's capacity to execute both contracts concurrently within the stipulated Time for Completion.
2	Under Qualification Criteria 4.2(a), two (02) similar contracts of minimum value PKR 500 million each are required, covering categories (a) and (b). Kindly confirm whether a single contract covering both natures of work may be considered against both categories.	Categories (a) and (b) under Criterion 4.2(a) describe two distinct natures of work and are required to be demonstrated separately. A single contract, howsoever large in value, shall be counted once only and cannot simultaneously satisfy both categories.
3	Under Criterion 4.2(b), minimum quantities have been prescribed for key activities (concrete, steel reinforcement, earthwork, stone pitching, etc.). Kindly clarify whether these quantities may be aggregated from more than one contract.	Yes. As provided in the footnote to Criterion 4.2(b), the volume, number or rate of production of any key activity may be demonstrated in one or more contracts combined, provided such contracts were executed during the same time period. The prescribed minimum quantities for Qaisar Wah are Concrete 9,600 cu.m; Steel Reinforcement 690 tonne; Fixing of Gates; Earthwork for embankment 700,000 cu.m; Stone Pitching 48,000 cu.m; and G.I. Wire Netting 23,500 sq.m. For Bohra Wah the corresponding quantities are Concrete 8,500 cu.m; Steel Reinforcement 670 tonne; Fixing of Gates; Earthwork for embankment 500,000 cu.m; and Stone Pitching 53,000 cu.m. Bidders shall furnish the supporting particulars on Form EXP-4.2(b), duly substantiated by completion certificates issued by the concerned employers.
4	Kindly confirm whether a single Bid Security may be furnished to cover both packages, since the amount for each package is identical.	No. A separate Bid Security of PKR 20.00 million shall be furnished with each bid, in original, as required under ITB 19.1 read with the Bid Data Sheet. The Bid Security shall be in the form of an irrevocable / cashable on-demand bank call deposit, bank draft or bank guarantee issued by a reputable bank located in Pakistan. No other form of Bid Security shall be accepted. The Bid Security shall remain valid for twenty-eight (28) days beyond the original bid validity period.

Queries raised by M/s Global Technical Enterprises and PIU Responses / Clarifications		
Sr. No.	**Bidder's Query**	**PIU Response / Clarification**
5	Kindly clarify the basis on which the minimum average annual construction turnover of PKR 500 million is to be computed and the documentation required in support thereof.	The minimum average annual construction turnover shall be calculated as the total certified payments received for contracts in progress and/or completed within the last three (03) years. The figure shall be substantiated through the Auditor's Report, audited Balance Sheets or Income Tax / FBR statements, and shall be presented on Form FIN-3.2. Audited balance sheets, or other financial statements acceptable to the Employer, for the last three (03) years shall also be submitted in support of Criterion 3.1(iii).
6	Kindly confirm whether price adjustment / escalation is admissible under the Contract, and the indices on which it shall be based.	The Contract is subject to price adjustment in accordance with GCC Clause 45 read with the Contract Data. The indices for local currency shall be the Monthly Statistical Bulletin of the Pakistan Bureau of Statistics / Pakistan State Oil for High-Speed Diesel (all types of fuel), and the Monthly Statistical Bulletin of the Pakistan Bureau of Statistics, Government of Pakistan, for unskilled labour, steel reinforcement and cement (Ordinary Portland Cement and all types of cement). Bidders are advised to quote their rates on the prevailing prices and not to build any anticipated escalation into their quoted rates.
7	The last date for seeking written clarifications falls fourteen (14) days before the bid submission deadline, i.e. shortly after the date of this Pre-Bid Meeting. It is requested that the period may be relaxed.	The period prescribed under ITB 7.1 for receipt of written requests for clarification stands, and bidders are advised to submit any remaining queries in writing at pd.bwspip@gmail.com without delay. The queries raised during this Pre-Bid Meeting, together with the responses of the Employer, are recorded in these Minutes and shall be uploaded on the official website https://www.biwrmdp.org.pk and transmitted to all bidders who have acquired the Bidding Documents, without identifying the source of the query. Should any response necessitate a modification to the Bidding Documents, the same shall be effected only through a formal Addendum issued under ITB 8, which shall form an integral part of the Bidding Documents. Verbal clarifications shall not be binding upon the Employer.

Queries raised by M/s GRL & Co. and PIU Responses / Clarifications		
Sr. No.	**Bidder's Query**	**PIU Response / Clarification**
1	The Bid Data Sheet provides that no site visit shall be organised by the Employer. Kindly clarify how bidders are to satisfy themselves regarding site access, availability of borrow areas, quarry sites and water for construction.	The Employer shall not organise or arrange a collective site visit. However, bidders are strongly encouraged, and are at liberty, to visit and examine the Site and its surroundings at their own cost, risk and responsibility, in accordance with ITB 6.

Queries raised by M/s GRL & Co. and PIU Responses / Clarifications		
Sr. No.	**Bidder's Query**	**PIU Response / Clarification**
		It shall be deemed that the bidder has, before submitting its bid, satisfied itself as to all site conditions and has made allowance therefor in its bid price.
2	The Start Date is 30th October 2026 and the Intended Completion Date is 30th April 2029. Since the works are located in an active river basin, kindly clarify the position regarding river flows and flood seasons during the construction period.	The Time for Completion is fixed as specified in the Contract Data and no credit shall be given for earlier completion. Bidders are required to programme the works taking into account the seasonal river flows and flood season of the Talli River, and to plan diversion, dewatering and protection arrangements accordingly. The cost of such arrangements shall be deemed included in the quoted rates. Extension of the Intended Completion Date shall be governed by GCC Clause 27 and shall be considered only on account of Compensation Events or Variations as provided under the Conditions of Contract.
3	Kindly clarify the arrangements regarding the Advance Payment, including the security required against it.	An Advance Payment of ten percent (10%) of the Contract Price shall be paid to the Contractor not later than forty-two (42) days after fulfilment of the requirements of GCC Clause 51. The Advance Payment shall be secured by an unconditional Bank Guarantee for the full amount, on the Advance Payment Security form included in Section X of the Bidding Documents.

Queries raised by M/s Moosa Jan & Co. and PIU Responses / Clarifications		
Sr. No.	**Bidder's Query**	**PIU Response / Clarification**
1	Kindly confirm the bidding process to be followed and the number of copies of the bid to be submitted.	The procurement shall be conducted under the One-Envelope Bidding Process. The bid, comprising the Letter of Bid, the priced Bill of Quantities and all supporting documentation, shall be submitted in a single sealed envelope. In addition to the original bid, two (02) copies shall be submitted. In the event of any discrepancy between the original and the copies, the original shall prevail. Bidders shall not have the option of submitting their bids electronically. Bids shall be received not later than 11:30 AM on 03rd September 2026 and shall be opened at 12:00 Noon on the same date at the office of the Project Director, BWSPIP, Quetta, in the presence of bidders' representatives who choose to attend.
2	Kindly clarify whether the quoted rates are to be inclusive of all taxes, duties and levies, and the position regarding deductions at source.	The rates and prices quoted by the bidder shall be deemed inclusive of all taxes, duties, levies and charges.

Queries raised by M/s Moosa Jan & Co. and PIU Responses / Clarifications		
Sr. No.	**Bidder's Query**	**PIU Response / Clarification**
3	Kindly clarify the requirement of both a Performance Security and an Environmental and Social (ES) Performance Security, and the period for which these are to remain valid.	The successful bidder shall furnish a Performance Security equivalent to five percent (5%) of the Accepted Contract Amount and, in addition, an Environmental, Social, Safety and Health (ESHS) Performance Security equivalent to three percent (3%) of the Accepted Contract Amount. Both securities shall be in the form of an unconditional Bank Guarantee on the forms included in Section X of the Bidding Documents, issued by a bank acceptable to the Employer, and shall be submitted not later than the date specified in the Letter of Acceptance. The securities shall remain valid until twenty-eight (28) days from the date of issue of the Certificate of Completion in the case of a Bank Guarantee. The Defects Liability Period is 365 days. Failure of the successful bidder to furnish the Performance Security and the ES Performance Security shall constitute sufficient grounds for annulment of the award and forfeiture of the Bid Security.
4	Kindly confirm the bid validity period and the procedure if the evaluation is not concluded within that period.	The bid validity period shall be ninety (90) days from the date of bid submission, i.e. until 02nd December 2026, as specified in the Bid Data Sheet under ITB 18.1. Should circumstances so require, the Employer may request bidders in writing to extend the period of validity of their bids, in accordance with ITB 18.2. A bidder may refuse the request without forfeiting its Bid Security. Where the bid validity is extended, the validity of the Bid Security shall correspondingly be extended for twenty-eight (28) days beyond the extended bid validity period.

3. General Clarifications Applicable to Both Packages

- The bid submission deadline for both packages is 11:30 AM on 03rd September 2026, and bids shall be opened at 12:00 Noon on the same date. The deadline shall remain unchanged unless amended through a formal Addendum.
- A Bid Security of PKR 20.00 million shall accompany each bid, in original, in the form prescribed under ITB 19.3.
- The minimum average annual construction turnover is PKR 500 million, and the cash-flow requirement is PKR 285 million for each package.
- The Start Date is 30th October 2026 and the Intended Completion Date for the whole of the Works is 30th April 2029 for both packages.
- Bidders shall submit the Management Strategies and Implementation Plans (MSIP) and the signed Code of Conduct for Contractor’s Personnel as part of their bids, as required under ITB 11.1(i).
- Requests for clarification shall be addressed in writing to the Project Director at pd.bwspip@gmail.com in accordance with ITB 7.1.
- These Minutes shall be uploaded on https://www.biwrmdp.org.pk and transmitted to all bidders who have acquired the Bidding Documents, without identifying the source of any query, in accordance with ITB 7.4.

4. Conclusion

All queries raised by the participating firms were responded to by the Employer to their satisfaction. The participants were advised to prepare and submit their bids strictly in accordance with the Bidding Documents, read together with these Minutes and any Addendum that may hereafter be issued, and to ensure that their bids are complete in all respects and are received within the stipulated deadline.

The meeting concluded with a vote of thanks from the Chair.