

MINUTES OF PRE-BID MEETING FOR PROCUREMENT OF PLANNING, FEASIBILITY STUDY & TRANSACTION ADVISORY SERVICES.

A meeting with the potential bidders of subject procurement was held on 19th May 2026 at 02:00 P.M. in the Committee Room of Railway Estate Development and Marketing Company (**REDAMCO**), situated at 1st Floor, Corporate Office, Service Road (South), Sector I-11/1, Islamabad.

The Following Participants attended physically and On Zoom link,

No	Name	Designation
i.	Mr. Main Tahir Bashir, (Chief Financial Officer) REDAMCO.	In-Chair
ii.	Mr. Mohsin Khan, (Manager Procurement), REDAMCO.	Member
iii.	Ms. Attiqa , Manager (Finance & Accounts), REDAMCO.	Member
iv.	Mr. Shabbir Ahmad, Manager (Admin), REDAMCO	Member
v.	Mr. Engr Usman Raza, Contemporary Associates	Bidder
vi.	Mr. Muhammad Amjad Shakeel, Ease Pak	Bidder
vii.	Mr. Sohail Anjum, E&Y	Bidder
viii.	Ms. Javeria Irfan, Nawaz & Sikandar	Bidder
ix.	Ms. Sabrina , Haider motor & Co	Bidder
x.	Mr. Muhammad Aniq,	Bidder
xi.	Mr. Hussein , A Ferguson	Bidder
xii.	Mr. Ijaz Ahmad	Bidder

Meeting started with the welcome note. The Participants (attended physically and On Zoom link) were apprised by the Committee members about the agenda of this meeting i-e **“To Address the queries of Potential Bidders regarding bidding documents”**.

Following queries were raised by the Potential Bidders, which were addressed by the representative of REDAMCO.

S.No	Queries Raised	Response by REDAMCO
1.	It is requested to clarify whether an international firm may be included as a member of the Consortium, subject to compliance with all RFP requirements and applicable laws of Pakistan.	<p>Representative of REDAMCO explained that, Yes, an international firm may be included as a member of the Consortium, provided that the Consortium complies with all requirements stipulated in the RFP, including the mandatory composition specially registration from FBR.</p> <p>Furthermore, the Consortium Agreement signed by all parties shall be acceptable.</p> <p>However, all Consortium members, including international firms, shall comply with the applicable eligibility requirements, submission requirements,</p>

		and consortium obligations mentioned in the RFP documents.
2.	With reference to the RFP for Hiring of Transaction Advisory Services (TAS) for Mixed-Use Commercial Development, it is requested to clarify whether the sites/properties presently envisaged under the Assignment are fixed and final, or whether REDAMCO reserves the right to increase, decrease, substitute, or add additional sites/properties during the course of the assignment.	Representative of REDAMCO explained that currently number of sites are fixed, If REDAMCO add or substitute, sites/properties, subject to project requirements, will issue corrigendum notice according to applicable Procurement rules. However, The size of sites/properties may increase or decrease.
3.	With reference to the Consortium requirements mentioned in the RFP, it is requested to clarify whether it is mandatory for the Financial Advisory Firm to act as the Lead Member/Lead Partner of the Consortium, or whether any of the Consortium members (Legal Advisory Firm or Technical/Engineering Advisory Firm) may act as the Lead Member, subject to mutual agreement among the Consortium members.	Representative of REDAMCO explained that The RFP requires that the Consortium shall comprise exactly three members, namely Financial Advisory Firm, Legal Advisory Firm, and Technical/Engineering Advisory Firm. However, the RFP specifically mandate that the Financial Advisory Firm must act as the Lead Member of the Consortium.
4.	With reference to the subject RFP, it is requested to clarify whether participation in both packages is mandatory for a Consortium, or whether a Consortium may participate in only one package, based on its interest and qualification. Further, please clarify whether separate proposals, bid securities, and supporting documents shall be required for each package in case a Consortium intends to participate in both packages.	Representative of REDAMCO explained that participation in both packages is not mandatory. A Consortium may participate in one package or in both packages, subject to fulfillment of the RFP requirements for each package separately. However, where a Consortium intends to participate in more than one package, separate proposals and separate Bid Securities for each package shall be submitted in accordance with the RFP requirements.
5.	With reference to the Consortium requirements and evaluation criteria provided in the RFP, it is respectfully requested to clarify and consider the following: i. It should not be mandatory for the Financial Advisory Firm to act as the Lead Member of the Consortium; and ii. The Financial Capability / Financial Worth evaluation may be assessed based on the combined financial strength of all Consortium members	<ul style="list-style-type: none"> • In reply of that query, Representative of REDAMCO explained that “The Procuring Agency clarifies that, in accordance with the requirements of the RFP, the Lead Member of the Consortium shall mandatory be a Financial Advisory Firm. • However, for the purpose of Financial Capability / Financial Worth evaluation, the combined financial strength and financial worth of all Consortium members collectively shall be

	<p>collectively, instead of only the Lead Firm.</p> <p>.</p>	<p>considered, subject to submission of the relevant documentary evidence as required under the RFP.”</p>
6.	<p>It is requested to clarify that a Firm is part of an international professional network (such as PwC Network), the experience and credentials of the international affiliated/member firms may be considered for evaluation purposes, provided that the relevant project experience is supported through documentary evidence and the concerned international office/branch is formally associated or committed for this assignment.</p> <p>Further, please clarify whether only the experience of the local Pakistan office/entity shall be considered for evaluation, or whether international network experience may also be counted where relevant experts and resources are being deployed for the Assignment.</p>	<p>Representative of REDAMCO explained that The RFP permits and also recognizes Foreign Firms experience in certain provisions. Clause 2.2.6 specifically states that where a consortium is qualified/selected on the strength of experience of a foreign company, the requisite key personnel from that Foreign Firm shall be fielded for the Assignment.</p> <p>Accordingly, experience of an international affiliated/network Firm shall be considered, subject to submission of verifiable documentary evidence and clear demonstration that the relevant international office/entity is formally participating in or supporting the Assignment through the Consortium structure.</p>
7.	<p>With reference to Section 6B (Scoring System) of the RFP, it is respectfully requested that the qualification criteria for the positions of “Project Finance/PPP Specialist” and “Marketing Team Lead” may kindly be reviewed and suitably broadened.</p>	<p>The qualification requirements for the “Project Finance/PPP Specialist” and “Marketing Team Lead” have been prescribed in Section 6B of the RFP as part of the approved evaluation criteria and the qualification and experience requirements mentioned in the RFP shall remain applicable for evaluation purposes.</p>
8.	<p>With reference to the subject RFP, it is respectfully requested that the timelines for project deliverables as well as the bid submission date may kindly be extended.</p> <p>Considering the extensive scope of the Assignment, which includes technical planning, feasibility studies, transaction structuring, master planning, financial modeling, environmental/social impact assessments, and preparation of PPP transaction documents, additional time would enable prospective Consortiums to prepare comprehensive and competitive proposals.</p>	<p>“The Procuring Agency regrets that the request for extension of the Proposal Submission Deadline and Deliverable’s timelines cannot be accommodated, as sufficient time has already been provided for the assignment.</p>
	<p>It is requested to clarify whether any change in Government, administrative</p>	<p>The RFP and the subsequent</p>

9.	<p>setup, policy direction, or management of the relevant authorities shall have any impact on the continuation, implementation, bidding process, or contractual obligations relating to the proposed Assignment and subsequent PPP projects.</p>	<p>Consultancy Agreement shall be governed in accordance with the applicable laws, contractual provisions, and PPRA Rules. Any change in Government, administrative setup, or policy environment shall not automatically invalidate the procurement process or the Consultancy Agreement once executed, unless otherwise required under law or due to decisions of the competent authority.</p> <p>The Assignment is being undertaken by REDAMCO under an institutional and legal framework for development of Pakistan Railway properties, and the Procuring Agency intends to carry out the procurement and consultancy process in accordance with the applicable contractual and regulatory framework.</p>
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