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 06th July 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 On Zoom link,

No	Name	Designation
i.	Mr. Humble Taimoor, (Senior Manager Estate & BD) REDAMCO.	In-Chair
ii.	Mr. Mohsin Khan, (Manager Procurement), REDAMCO.	Member
iii.	Ms. Attiqa , Manager (Finance & Accounts), REDAMCO.	Member
iv.	Mr. Zahid Amin Shah	Bidder
v.	Mr. Nawaz Hussain Sikandar	Bidder
vi.	Mr. Tabinda Mehak	Bidder

Meeting started with the welcome note. The Participants (attended 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.

. NO	Query	Reply
1.	Registration status of the Consortium as a legal entity. Kindly clarify whether it is mandatory for the Consortium itself (as distinct from its individual member firms) to be registered as a partnership firm with the Registrar of Firms, or as a company / Limited Liability Partnership (LLP) with the Securities & Exchange Commission of Pakistan, prior to the submission of the Proposal; or whether it will be sufficient for each of the three constituent member firms to be individually so registered and to submit a duly executed Consortium Agreement, along with the Proposal, evidencing the Consortium arrangement.	It is clarified that It is not mandatory for the Consortium itself to be separately registered as a partnership firm, company, or LLP before proposal submission. However, each member firm of the Consortium must be a legally registered entity and must individually fulfill the mandatory requirements of the RFP, including tax registration/active taxpayer status, non-blacklisting affidavit, and other applicable documents. A duly executed Consortium Agreement must be submitted with the Technical Proposal, clearly identifying the Lead Financial Advisory Firm, Legal Advisory Firm, and Technical/Engineering Advisory Firm, along with their respective roles, responsibilities, and joint and several liability.
2.	Treatment of experience of partners/shareholders in a newly formed member firm. Where the Engineering or Legal member of the Consortium is itself a newly formed registered partnership firm, or a newly formed private limited company / LLP (including, without limitation, a newly	For scoring of firm/consortium experience, only experience held by the relevant firm or consortium member in its own legal capacity and supported by documentary evidence such as contract agreement, work order, completion certificate, or client verification shall be considered.

	formed engineering partnership firm / Pvt. Ltd. / LLP constituted of a local and a foreign partner or shareholder), kindly clarify whether the individual professional experience of the partners and/or shareholders of such newly formed entity will be aggregated and considered on their behalf for the purposes of the award of marks for experience under the Evaluation Criteria.	Individual professional experience of Partners/shareholders may be considered under the relevant Key Professional Staff/CV evaluation, where applicable, but shall not be aggregated as firm experience of a newly formed legal entity.
3.	BDS Clause No. 8 – Minimum Key Experts' time-input. In the Proposal Data Sheet (BDS), Clause No. 8 stipulates that "The Consultant's Proposal must include the minimum Key Experts' time-input of…"; however, the corresponding value has been left blank. Kindly clarify whether this is an inadvertent omission and, if so, please specify the minimum Key Experts' time-input (in person-months) applicable to this procurement; or, alternatively, confirm that no such minimum time-input limit has been prescribed and that the same is to be estimated by the Consultant.	It is respectfully clarified that, The Consultant/Consortium shall propose its own staffing schedule and work schedule based on the scope of services, TOR, deliverables, and timelines prescribed in the RFP. No separate minimum person-month time-input has been prescribed in the RFP.
4.	BDS Clause No. 18 – Cross-reference to ITB Number 21.5. BDS Clause No. 18, which prescribes a Performance Guarantee equal to 2.00% of the contract value, is crossreferenced to "ITB Number 21.5". On perusal of the Instructions to Bidders, we note that Clause 21 ("Negotiations") contains only sub-clauses 21.1 and 21.2, and no sub-clause numbered 21.5 exists therein. Kindly identify the intended provision of the ITB (or, if applicable, of any other section of the Bidding Document) that governs the Performance Guarantee requirement, and confirm the substantive terms and conditions attaching thereto.	It is clarified that As per the published RFP, the successful Consortium is required to submit Performance Security for each Package of PKR 3,000,000/- in the form prescribed in the RFP (BDS Clause 14).
5.	Timing of submission of the Performance Guarantee. Kindly clarify the stage at which the Performance Guarantee is required to be furnished by the successful Consultant – for instance, whether it is to be submitted upon issuance of the Letter of Acceptance, at the	It is submitted that **successful Consortium** shall furnish the Performance Security within fifteen (15) days after issuance of the **Letter of Acceptance**, or at least one (01) day prior to signing of the Consultancy Agreement, whichever is earlier, as provided in the Bid Data Sheet.

	time of signing of the Contract, prior to the Effective Date, or within any other prescribed period.	
6.	Bidding for both Lot-1 and Lot-2. Kindly confirm whether the same Consultant (Consortium) is permitted to submit Proposals for both Lot-1 and Lot-2 simultaneously; and, if so, whether separate Technical and Financial Proposals (together with separate Bid Securities of PKR 2,000,000 for each Lot) are required to be uploaded on EPADS v2.0, or whether a single, consolidated Proposal covering both Lots is acceptable.	It is clarified that Yes, a Consortium may participate for more than one Package/Lot, provided that it complies with the RFP. Separate bid/proposal and separate Bid Security of PKR 2,000,000/- for each Package/Lot shall be submitted. A single consolidated proposal for multiple Packages shall not substitute the package-wise requirements. The restriction on multiple proposals applies to alternative/multiple proposals for the same Package or participation of the same firm/member in competing proposals for the same procurement/package.
7.	Scope of the "comprehensive policy framework" under Part-I: Technical Planning. In respect of both Lot-1 and Lot-2, the respective Part-I: Technical Planning paragraphs require the Consultant to "propose a comprehensive policy framework". A policy framework is, by its nature, an organisation-wide instrument rather than a property-specific one. Kindly clarify whether the scope of work in this regard is intended to cover only the six properties comprised within the two Lots, or whether the Consultant is required to develop an organisation-wide policy framework for property development covering all the land parcels/assets available with REDAMCO, and if the latter is true, please provide details of the total portfolio of properties/land parcels to be taken into account for this purpose.	As prescribed in ITB clause 2.26. Furthermore scope of work only cover the six properties.The consultant is not required to develop an organization-wide policy framework.

8.	Nature of the "Delivery Schedule" specified for each property. Kindly clarify the intent of the "Delivery Schedule" indicated against each property in Lot-1 and Lot-2. In particular, please confirm whether REDAMCO expects the Consultant to submit its deliverables in respect of the three stages of the assignment (Technical Planning, Feasibility Study and Transaction Advisory) sequentially for each property, and whether the 35-day timeline is applicable to the entire assignment for a property or to each stage individually. The real intent behind specifying such Delivery Schedule for each property may kindly be clarified so that the Consultant's work plan and staffing schedule can be aligned accordingly.	The Delivery Schedule is intended to guide the Consultant's work plan for timely completion of deliverable in accordance with the phases prescribed in the RFP (Page No. 17). The Consultant may undertake activities in parallel where practical, but the deliverable must follow a logical sequence: Technical Planning, Feasibility/Business Model, and Transaction Advisory. Any timeline mentioned against a property/package shall apply to the relevant deliverables for that property/package as a whole. It shall not be interpreted as a separate days period for each individual stage.
9.	Price Schedule at Page 40 of the Bidding Document. The Price Schedule at page 40 of the Bidding Document contains two separate tables, viz., (i) "For Individual Positions" and (ii) "For Lots". Given that the present procurement is structured on a Lot basis, kindly confirm that only the table titled "For Lots" is applicable to the Consultant's Financial Proposal and that the table titled "For Individual Positions" may be disregarded; or, in the alternative, kindly specify the manner in which both tables are to be filled in.	Since the Procurement is structured on a Package/Lot basis, the Financial Proposal must clearly quote the total consultancy cost package-wise/lot-wise.
10.	GC Clause 24.1 – Professional Liability Insurance. Under General Conditions of Contract Clause 24.1, the Consultant is required to take out and maintain professional liability insurance. Given that the Bidding Document already mandates the furnishing of a Bid Security of PKR 2,000,000 per Lot and a Performance Guarantee of 2.00% of the contract value, kindly clarify whether professional liability insurance is additionally required and, if so, please specify the minimum coverage amount, the acceptable insurers and the required policy period, together with the party in whose favour the policy is to be endorsed.	Professional Liability Insurance is not required. however, Bid Security and Performance Security are mandatory as given in RFP.

11.	Special Conditions of Contract – Advance Payment and Advance Bank Payment Guarantee. In the Special Conditions of Contract (SCC), the sentence "The following provisions shall apply to the advance payment and the advance bank payment guarantee:" is not followed by any substantive provision or condition. Kindly clarify the specific instructions, provisions or conditions intended to apply to the advance payment and to the advance bank payment guarantee. Additionally, please clarify whether the quantum of the advance payment has been fixed by REDAMCO (in which case the amount/percentage may kindly be specified) or whether the same is to be proposed by the Consultant in its Financial Proposal.	It is clarified that **no advance** payment shall be payable.
12.	Bid Securing Declaration in addition to Bid Security. Clause 8 of the ITB ("Bid security/Bid Securing Declaration") provides, at sub-clause 8.1, that a Bid Securing Declaration is to be submitted in the format prescribed by the Authority "in case where the procuring agency does not require the bid security". Given that the Procuring Agency has, in the present procurement, prescribed a Bid Security of PKR 2,000,000 per Lot in the form of a Pay Order/Demand Draft, kindly clarify whether the Bid Securing Declaration is nevertheless required to be submitted in addition to the Bid Security banking instrument, or whether the furnishing of the Bid Security alone will be treated as sufficient compliance with Clause 8.	Bid Securing Declaration is not required, Since bid security in shape of CDR/PO, is to be deposited as per RFP.
13.	Experience of Financial Advisory Services Conducted during last 05 years, shall be evaluated for Project(s) or for the consultancy fee	Projects having consultancy fee of PKR 50 million or above shall receive 30 marks; projects having consultancy fee below PKR 50 million but equal to or above PKR 25 million shall receive 20 marks; and projects having consultancy fee below PKR 25 million shall receive 10 marks, subject to relevance and submission of verifiable documentary evidence.

14.	If the consultancy fee of each project is less than 10 million PKR than the project will be rejected?	Yes, If the consultancy fee of any project is less than 10 million PKR than the project will be rejected.

In view of the above, it is requested that further guidelines/necessary action may be taken to clear the queries if any, please

The meeting ended with a note of thanks to the participants.

MANAGER (PROCUREMENT)
REDAMCO-ISLAMABAD
08th-July-2026