

Minutes of Pre-PQ Meeting

PQ Name:	Pre-Qualification of Consultant for Preparation of Detailed Project Report (DPR) and Project Management Consultants (PMC) for Two Solar Projects (i) Supply of Electricity and Drinking Water for 7 Universities and ii) Electrification and Refrigeration in 200 Health Infrastructures in the Republic of Guinea
PQ Reference	GOILOC-324/ Guinea/CS-63
PQ Launch Date	November 01, 2024
Meeting Date	November 14, 2024, 15 00 hrs

Exim Bank has invited applications for Pre-qualification of Consultant for Preparation of Detailed Project Report (DPR) and Project Management Consultants (PMC) for Two Solar Projects (i) Supply of Electricity and Drinking Water for 7 Universities and ii) Electrification and Refrigeration in 200 Health Infrastructures in the Republic of Guinea

2. In accordance with the conditions outlined in the PQ document, Exim Bank conducted a Pre-PQ meeting for the project on November 14, 2024, at 15:00 hours.
3. The prospective applicants submitted the queries / clarifications on PQ document via email and also in the meeting. The list of queries, along with Exim Bank's responses, is at *Annexure-I*.
4. This document is intended to clarify the terms of the PQ document and not substitute / over-ride / amend the latter. In case of discrepancy between the clarifications hereby provided (dealt during the PQ meeting) and the terms of the PQ document, the terms of the PQ document shall prevail. Further, changes to the PQ document, if any, shall be done solely by way of Addendum to the PQ Document.

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Queries for Guinea Solar Project in Pre-PQ meeting

Sr. No	Clause	Clarification / Modification Sought	Response
1.	-	In case the consultant prepares the DPR, the same consultant shall be the PMC. Would there be a conflict of interest in this scenario.	<i>The conflict of interest is not applicable in the subject matter. A single company can apply for both DPR Consultant and Project Management Consultant.</i>
PART-I: SCOPE OF CONSULTANCY SERVICES			
2.	A] Background of the Project General Description of the Project [i] Supply of Electricity and Drinking Water for 7 Universities in Guinea	Please explain 200 KWc and a ripple of 500 KW. Currently, it is proposed that every public university be powered by solar photovoltaic energy with a power of 200 KWc and a ripple of 500 KW to ensure the smooth functioning of the classical appliances in each public Universities. For drilling they will be powered by a solar pumping system device. The project involves supply and installation of solar equipment which includes solar panels, batteries, inverters, solar kit for water pumping, pipes and accessories, water tank, cables, panel supports, battery holders, etc	<i>The technical specification for solar system was prepared in line with the preliminary assessment of load at the project locations. The above technical specification may vary as per the site specification.</i> <i>The system so designed shall have solar panel and battery to support the energy storage requirement. Depending upon the actual power demand at the site, the technical specification of the solar power system shall be suitably reviewed by DPR Consultant.</i>
3.	B] Scope of Consultancy Services	Tendering Services & DPR Work Location: Could you confirm the location for tendering services and DPR tasks? Should these be conducted in India or in Guinea?	<i>The DPR preparation and Tendering Services would require the Consultants to undertake visit to the Project Site and the Project Authority location.</i>
4.	i) Lot-I: Preparation of Detailed Project	Topography for a small area of land is generally not required.	<i>Since the Prequalification application doesn't require any financial quote, the applicants</i>

	<p>report (DPR) and tendering services</p> <p>iii) Details of the Project location, availability of land, topography and geological features of the land, sufficiency of the land identified for the project, accessibility to the site for construction and right of way, if any, required for the project. In addition, inputs on availability of water, power and other resources near the project site shall be captured</p>	<p>In case topography and Soil Test Investigations are to be carried out by DPR Consultant, technical specification for both the activities are to be specified. For preparation of financial quote following information needs to be provided for common understanding among the bidders:</p> <ol style="list-style-type: none"> 1. Land area at each project location: In Acres (Tentative) 2. Topography: Grid Size 3. Geo Tech: Depth and nos. of bore hole. <p>Accessibility to the site</p>	<p><i>are requested to be guided by the PQ Application Document.</i></p> <p><i>The detailed scope of work / terms of reference shall be provided at the Bidding stage.</i></p>
5.	<p>v. Surveys and investigations required for the project, including but not limited to soil testing report, Stakeholder Consultation, Environmental and Social Impact Assessment covering the risks of Relocation,</p>	<p>Understand shortlisted project location are operational building/facilities scope of relocation and rehabilitation would be negligible. Please confirm.</p>	<p><i>It has been clarified that the location of Healthcare facilities proposed to be electrified are subject to change by Project Authority. The impact of relocation and rehabilitation, if any has to be covered in the Scope of DPR consultant.</i></p> <p><i>The detailed scope of work / terms of reference shall be provided at the Bidding stage.</i></p>

	Rehabilitation and Resettlement and Environment Management Plan, if required.		
6.	xvi. (Page 13 of 94) Commitment from various Ministries of the host country for implementation of the project, such as tax exoneration, allotment of land, environmental clearances, security to Indian personnel, clearance of goods from Customs Clearance Offices and its transportation to the site.	The scope needs to be deleted. Any commitment from ministries for project implementation is responsibility of end user. DPR/PMC consultant should not be made responsible for any commitment from ministries	<i>It has been clarified that DPR Consultant shall assess the major regulatory approvals and Commitments from Project Authority for successful implementation of the project and cover the same in DPR.</i>
7.	D] Project Authority	Location of Client's Operating Office: Is the client's operating office, whether zonal or regional, located in India or Guinea?"	<i>It is clarified that the Project Authority is based in Republic of Guinea</i>
<i>PART II- INSTRUCTION TO APPLICANTS (ITA)</i>			
8.	Schedule of Prequalification Process – 1.3.1 Sr. No. 3 – Application Due Date and Time – December 02, 2024; 1500 hrs	Request for 2 weeks extension w.e.f December 02, 2024, for submission of Application for Prequalification for both the Lots	<i>No change in the Application Due Date is envisaged at present.</i>

Section 2-Eligibility Criteria and Requirements			
9.	Sector for General Experience - 2.10.1	Kindly confirm if the General Experience in both India and abroad will be considered or General Experience only in India will be considered	<i>It is clarified that, for General Experience, only experience in India will be considered.</i>
10.	Lot I: Experience of DPR preparation in Solar Power Projects viz., roof top solar plants/ ground mounted solar plants/floating solar plants. Lot II: Experience of Project Management Consultancy in Solar Power Projects viz., roof top solar plants/ ground mounted solar plants/floating solar plants. The pre-qualification of the consultants shall be done lot wise. In order to qualify for both the lots, Applicant shall meet the General experience for each lot separately	Can experience in both Third-Party Inspection (TPI) and Project Management Consultancy (PMC) be considered as part of the general experience?	<i>If the submitted experience certificate establishes the scope of work covering Project Management Consultancy services for any completed project, the same may be considered as acceptable.</i>
11.	2.10.1. Period for General Experience Section	Whether the cutoff period can be increased to past experience upto 10 years	<i>Please be guided by the PQ Document. No change envisaged presently.</i>

12.	Specific Experience - 2.11.1 (a)	Kindly confirm if the Specific Experience in India and abroad will be considered or Specific Experience only in India will be considered	<i>It is clarified that for Specific experience, both India and abroad will be considered.</i>
		Kindly confirm Values of each project (8.09 MUSD, 10.11 MUSD & 16.18MUSD) are the values of EPC Contracts not the Consultancy Contracts	<i>It is clarified that the values as specified in Section 2.11.1 refers to the value of EPC Contracts or the value of Project for which the DPR has been prepared.</i>
		Will the experience in Solar Projects as Lender's Engineer be considered as PMC Experience	<i>No, only the PMC experience shall be considered</i>
		Will the experience in ongoing solar projects be considered as PMC experience	<i>No, only the experience from completed projects shall be considered.</i>
13.	2.9.1 Annual Consultancy Revenue	For LOT-1: Can Exim Bank reduce the Annual Consultancy Revenue from 0.4 mn to 0.3 mn?	<i>Please be guided by the PQ Document. No change envisaged presently.</i>
14.	2.9.1 Financial Years	For which financial year the data has to be provided	<i>Please be guided by the Prequalification Application Document.</i>
15.	2.13. Man Power Requirement	3. Deployed Team's Country of Origin: Could you please confirm the country of origin for the team assigned to this project? Will they be based in Guinea, or will they be sourced from a different country?"	<i>It is clarified that the Consultant shall decide accordingly, subject to meeting the criteria as per Clause 2.16.1 of the Prequalification Application Document.</i>
		4. Qualification Background: The team deployed in Guinea will include professionals with qualifications recognized both locally and internationally. Our personnel are selected based on their ability to meet the specific requirements of the project, ensuring that their expertise aligns with both international and Guinea-based standards.	<i>The applicants are to be guided by the Prequalification application document.</i>

		<p>5. Credentialing from Diverse Regions: Team members hold credentials from reputable institutions worldwide. This includes certifications and degrees from countries with established engineering, project management, and technical training programs, alongside accreditations that are recognized in Guinea and compatible with local industry standards.</p> <p>6. Team Requirement for LOT I & LOT II: Will the same team be required for both LOT I and LOT II, or will separate teams be deployed?</p>	<p><i>The applicants are to be guided by the Prequalification application document.</i></p> <p><i>Yes, as the DPR Consultancy and PMC services contract shall not be overlapping each other.</i></p>
16.	2.16 Compliance with IDEAS and Public Procurement Orders	Indian Content of 75% to be met. The modality to be clarified and can a local consultant be hired.	<i>The stipulated Indian content requirement of 75% is to be met and attempted to maximise. The procurement of local consultant should be within the balance Non-Indian content as per the IDEAS Guidelines.</i>
17.	-	Payment Terms and Duration for LOT I & LOT II: Could you provide details on the payment terms, duration for LOT I and LOT II, and specify the designated payment office?	<i>It is clarified that the suitable information on the payment terms shall be provided at the time of tendering.</i>