

Exim Bank

Minutes of Pre-PQ Meeting

Project: Reconstruction of the Aldo Chavarria Hospital in Managua, Nicaragua.

Date: January 10, 2025

Exim Bank has invited applications for Prequalification of Project Management Consultant vide reference. no. GOILOC-334 dated December 31, 2024, for “Reconstruction of the Aldo Chavarria Hospital in Managua, Nicaragua”.

In accordance with the conditions outlined in the PQ document, Exim Bank conducted a Pre-PQ meeting for the project on January 10, 2025, at 15:00 hours.

The prospective applicants submitted their queries on PQ document via email and also raised additional questions during the meeting. Exim Bank addressed these queries and provided suitable responses during the meeting. The list of queries, along with Exim Bank's responses, is at *Annexure-I*.

It may be noted that in case of discrepancy between the clarifications provided herein and the PQ document, the terms of the PQ document shall prevail. Change in the PQ document, if any, shall be done solely by way of Addendum to the Document. Any clarification provided herein should not be construed as an Amendment / Addendum to the PQ document.

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Pre-PQ Meeting Discussions

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Date: January 10, 2025

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Project Brief:

The proposed project involves construction of a National Rehabilitation Centre for people with disabilities, with the main purpose of empowering the people with disability, and their families by providing comprehensive services such as physical therapy, occupational therapy, speech therapy etc.

The center will feature workshops for manufacturing prostheses and orthoses, along with a shelter for amputees. Two multipurpose halls, each spanning 127.54 square meters, will be constructed to accommodate lectures, training sessions, and classes, with a capacity of 36 participants per hall. The hospitalization facilities will include 26 beds, comprising 18 for adults and 8 for children, along with five additional beds designated for mechanotherapy treatments.

The project consists of the construction of 11 buildings: outpatient, paediatric therapeutic block, adult therapeutic block, hospitalisation, diagnostic equipment, equipment and sterilisation centre, shelter, teaching and administration, general services, prosthesis and orthosis workshop and holistic pain clinic, and construction of exterior works. The queries received by Exim Bank along with the response to the queries is at *Annexure-I*.

The list of queries along with Exim Bank's response is as under:

Sr. No.	Clause	Query / Clarification / Modification Sought	Response
1.	Financial Status and Capacity Clause No. 2.9	<p>(1) Clause No. 2.9.1: The Applicant must, over the period of the last 3 (three) financial years, demonstrate meeting the following conditions. (c) Annual Consultancy Revenue in any one (1) of the last 3 financial years of not less than the amount specified in AITA.</p> <p>Requested that the eligibility criteria be amended to allow Annual Consultancy Revenue in any one (1) of the last 6 financial years to meet the specified amount.</p> <p>(2) Clause No. 2.9.1 (C) Value of Annual Consultancy Revenue: USD 0.73 million.</p> <p>Requested that the Annual Consultancy Revenue requirement be modified to include any one (1) of the last 6 financial years to accommodate the impact of the COVID-19 pandemic on our turnover.</p>	Please be guided by the PQ Document. No change envisaged at this stage however changes if any shall be notified by way of an Addendum.
2.	Part-II: Instructions to Applicants (ITA) General and Specific Experience - Clause 2.10.1 and 2.11.1 (a)	<p>(1) The Applicant shall have experience as specified in the AITA in the role of prime consultant or JV member to the main client, in India that has been satisfactorily completed during the period as specified in AITA.</p> <p>Experience as Project Management Consultant / Lender's Engineer / Owner's Engineer / Authority Engineer for contracts pertaining to Construction / Reconstruction / Rehabilitation of Hospitals.</p>	<p>Submission pertaining to considering following experience is noted:</p> <p>(a) experience as Construction Supervision and Quality Contract; and</p> <p>(b) experience in construction of Medical College</p> <p>Changes if any shall be notified by way of an Addendum.</p>

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		<p>Request to consider Construction Supervision & Quality Control (CSQC) experience and Experience as Third-Party Quality Assurance works of Hospitals may also be include in similar works criteria.</p> <p>(2) Also, kindly consider Medical Colleges for the same.</p> <p>(3) As work consists of building infrastructure and other allied services etc. hence, any project with Multi Storied building works should be considered. Therefore, request to consider the PMC works of Institutional Buildings/ Airport buildings etc. along with the Hospital.</p>	<p>For ascertaining specific experience, it is mandatory to have experience in (a) project monitoring including its commissioning and erection and (b) approval / review of the construction designs.</p> <p>No change is envisaged in the criteria for accepting experience as Institutional Buildings/ /Airport buildings etc considering that the design and operations requirements of a hospital differs from a commercial building.</p>
3.	<p>Part-II: Instructions to Applicants (ITA)</p> <p>General and Specific Experience - Clause 2.10.1 and 2.11.1 (a)</p>	<p>As mentioned in the clause 2.10.1 and 2.11.1, the cutoff date for ascertaining General Experience is Starting from December 01, 2019, and up to Application Due Date.</p> <p>As you are aware, that due to Covid-19 Pandemic had affected the construction industry worldwide for nearly 4-5 years, in this regard, it is requested that Cutoff Date for General Experience may be extended up to 01 Dec 2016 i.e." Starting from December 01, 2016, and up to Application Due Date."</p>	<p>Please be guided by the PQ Document. No change envisaged at this stage however changes if any shall be notified by way of an Addendum.</p>
4.	<p>General Experience – Clause 2.10.3</p>	<p>For the purpose of meeting eligibility under this Clause, the Applicant may submit a maximum 3 (three) number of Contracts. In case the number of contracts submitted is more than the number specified above, Exim Bank shall review only the first 3 contracts submitted sequentially as per the serially numbered list of Contracts. The decision of Exim Bank in this regard shall be final. It is clarified that only completed contracts shall be considered for establishing eligibility</p>	<p>Only completed contracts shall be considered for evaluation. No change in criteria is envisaged at this stage.</p>

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		<p>under this Clause 2.10, and substantially completed contracts shall not be considered for evaluation.</p> <p>Request to consider substantially completed contracts along with modification in the number of contracts to be submitted.</p>	
5.	Clause 2.11.1 (a)	<p>Request for relaxation in the criteria mentioned in as follows:</p> <ul style="list-style-type: none"> • Option 1: 3 projects of USD 7.76 million (INR 66,32,12,280) • Option 2: 2 projects of USD 9.70 million (INR 82,90,15,350) • Option 3: 1 project of USD 15.52 million (INR 132,64,24,560) <p>Currently, the INR equivalent is as follows (using the conversion rate of 1 USD = INR 85.4655. It is requested to revise and give relaxation in the criteria for Option 1 for 3 projects of INR 30 crores each.</p>	<p>No change envisaged at this stage however, it may be noted that the exchange rate to be used for conversion is the exchange rate prevalent in the respective financial year, in accordance with Clause 1.4.1(i) of the PQ Document.</p> <p>It is clarified that the respective financial year shall mean the year of signing the Contract. e.g. if the contract of USD 15.52 mn was signed in November 2019. The exchange rate of that FY (as on March 31, 2020), i.e. 75.6650 shall be used.</p> <p>Accordingly, the equivalent INR amount for the contract will be INR 117.43 crore and not INR 132.64 crore.</p> <p>It is also clarified that the values mentioned are for the projects (Works) monitored and not the value of the contract awarded for monitoring the project.</p>

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6.	<p>Skilled Human Resource – Clause 2.13</p>	<p>S. No. 1: Project Manager- Experience in similar work (years): 5 experiences of supervision of similar works</p> <p>S. No. 2: Deputy Project Manager- Experience in similar work (years): 3 experiences of supervision of similar works</p> <p>S. No. 3: Engineers Supervisor of works- Experience in similar work (years): Have at least 3 experiences similar work</p> <p>It is understood that 5/3 years of experience is required of supervision of similar works.</p> <p>Kindly Confirm.</p>	<p>Yes. The understanding is correct.</p>
		<p>Medical Equipment Specialist- Diploma / Degree preferably in Biomedical Engineering</p> <p>It is requested to include Diploma/Degree preferably in M.Arch-(HealthCare / Hospital Architecture).</p>	<p>Please be guided by the PQ Document. No change envisaged at this stage.</p> <p>It is clarified that the names and details of such experts are not required to be submitted at this stage.</p> <p>Additionally, relaxation in the criteria if any shall be considered during the Bidding Stage.</p>
		<p>As per the RFP/PQ document, should the proposed manpower have any specific nationality? Can we propose Indian manpower for the project, or is it mandatory to hire local manpower from the project's country?</p>	<p>No specific nationality of the experts is stipulated however following may be adhered to: (a) Compliance with Public Procurement Order 4 of the Government of India (regarding sourcing of services from countries prohibited); and</p>

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			(b) Compliance with IDEAS Guidelines including minimum services of 75% to be sourced from India
7.	3.8 Date for submission of online Application	<p>Last date for submission of online Application and original copies of the documents, as per the Application, is January 31, 2025, at 15:00 hours.</p> <p>Request that the date of Application and original documents submission shall be extended by from January 31, 2025, to February 10, 2025.</p>	Any extension in date shall be notified by way of an Addendum.
8.	General Experience and Specific Experience	Clarification by Exim	<p>Number of eligible contracts which can be submitted under General Experience is 3, against the requirement of 1 contract for establishing eligibility.</p> <p>Number of eligible contracts which can be submitted under Specific Experience is 5, against the requirement of maximum 3 contracts for establishing eligibility.</p> <p>Unsolicited information or information over and above sought in the document shall not be considered for evaluation.</p>
9.	Application Submission	Clarification by Exim	<p>Application should be submitted through online mode only and only the documents specified under Clause 3.7.2 should be submitted in physical form.</p> <p>Any additional documents submitted in physical form shall be construed as</p>

			<p>unsolicited information and shall not be evaluated.</p> <p>The link for the PQ Application Submission Portal is</p> <p>https://eprocure.eximbankindia.in/exim-bank-india-home/</p>
10.	Other Observations raised during the meeting	<p>What is the duration of the PMC contract and confirm whether the defect liability period (DLP) is included within the contract? Additionally, if the DLP is included, could you specify its exact timeframe?</p> <p>Please clarify.</p>	<p>Duration of the contract is 43 months including DLP. Additional details shall be provided during the Tendering process.</p>
		<p>Could you please provide details on the estimated cost of the contract? Additionally, does this cost account for overhead expenses such as travel, accommodation, and other related costs?</p> <p>Please clarify.</p>	<p>The estimated cost of the contract is USD 1.83 million as specified in the PQ document, to be awarded on Lump Sum basis.</p>
		<p>Can the same project be used to fulfill both General and Specific Experience requirements?</p> <p>Please clarify.</p>	<p>Yes. A single project can be submitted for qualification under both General and Specific Experience requirements.</p>
		<p>Is it mandatory to form a joint venture (JV) with an overseas partner in order to participate in the pre-qualification (PQ) process? Please provide clarification on this requirement.</p>	<p>Please be guided by the Clause No. 2.2 and 2.3 of the PQ document.</p> <p>There is no requirement for an overseas partner to form JV. The pre-qualification (PQ) process is open to Indian entities only.</p>