

Minutes of Pre-EOI Meeting

**Project:** Rehabilitation of Road N280/N281 between Tica, Buzi and Nova Sofala, in Mozambique.

**Date of Meeting:** February 27, 2025

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Exim Bank has invited applications for selection of Lender's Independent Engineer (LIE) vide Reference. no. EOI/2024-25/GOILOC-189/01 dated February 17, 2025, for "Rehabilitation of Road N280/N281 between Tica, Buzi and Nova Sofala, in Mozambique".

In accordance with the conditions outlined in the EOI document, Exim Bank conducted a Pre-EOI meeting for the project on February 27, 2025, at 15:30 hours.

The prospective applicants submitted their queries on EOI 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 EOI document, the terms of the EOI document shall prevail. Change in the EOI 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 EOI document.

A. QUERIES RECEIVED

Sr. No.	Clause No of bid document	Query	Clarification / Response
1	Part-I, Scope of Consultancy Services, Para -1 Page no. 8	We understand that the project is ongoing and hence request to the Bank to kindly provide the followings information/ documents about the project for review. a. Physical and Financial Progress till date. b. Commencement Date. c. Copy of EPC Agreement d. Copy of PMC Agreement. e. Other relevant document of Financing.	Relevant details shall be provided as part of RFP which shall follow pursuant to shortlisting of entities based on the EOI Document.
2	Scope of Consultancy Services Page no. 12	We understand that the appointment of LIE is only for Review of Revival Plan for Completion of the Project and for Construction Supervision Period and will not include any Full time Supervision/ monitoring of the Project.  Kindly Confirm.	The appointment of LIE will only include (i) Review of Revival Plan for Completion of the Project, and (ii) Construction Supervision period.  Please refer to Scope of Consultancy Services specified under Part I of the EOI Document.
3	Contract Execution Period Page no. 13	We hereby request you to kindly provide the Tentative no. of Man Months required for Each Experts to be deploy at site.  Also provide the tentative input required at Field and Home support.	Relevant details shall be provided as part of RFP which shall follow pursuant to shortlisting of entities based on the EOI Document.
4	Clause No.1.2.5, page No.15	Request for confirmation of Amount for Processing Fees and Bank Account details for payment of Processing Fee by NEFT.	Please be guided by AITA to Clause 1.2.5 and Clause 3.6.3 in this regard.

5	Clause 1.4.1 of Page 17	<p>The Applicant shall adhere to the following for conversion of monetary amount to the Reporting Currency:</p> <p>i. The equivalent amount in Reporting Currency shall be arrived at using the exchange rate as on 31st March of respective financial year, where the information for any of the past financial years is reported;</p> <p>ii. For data related to aspects like contracts signed in the current financial year or any other information where the current status is reported, the exchange rate prevalent as on the working day preceding the date of Application Document shall be used to arrive at the Reporting Currency.</p> <p>Exchange rate for conversion between USD and INR is as specified in AITA.</p> <p>Could you please clarify the currency that will be used for payments under this contract? Specifically, we would like to know whether payments will be made in INR, USD, or MZN (Mozambican Metical).</p> <p>Additionally, based on the reporting currency information provided in Section 1.4.1, we note that financial information must be submitted in USD (or INR if not specified). However, the document does not explicitly state the payment currency.</p> <p>We also request clarification on which exchange rate reference will be used for currency conversion for</p>	<p>Relevant details shall be provided as part of RFP which shall follow pursuant to shortlisting of entities based on the EOI Document.</p>
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		payment purposes, and if this differs from the reporting conversion rates specified in Section 1.4.1.	
6	Clause No.3.6 (3.6.3) (1) page No. 29 of the EOI	We would request to extend the Eoi submission date up to 28th March 2025.	No Change proposed. Please be guided by AITA to Clause 3.6.3 in this regard.
7	Clause 3.7.1 Submission of Application of Page 30 of EOI	<p>The applications shall be submitted online through the web portal which is accessible through <a href="https://eprocure.eximbankindia.in/">https://eprocure.eximbankindia.in/</a>.</p> <p>Applications submitted in any other manner shall not be considered for opening and evaluation and shall be rejected. Only the Application, authenticated using the Digital Signature Certificate (DSC) of a person authorized for signing the Application, as evidenced from the Power of Attorney referred to in Clause 3.7.2 (b), shall be considered.</p> <p>It is requested to clarify whether the Technical Proposal documentation must be submitted online through the portal, offline as physical documents, or both?</p>	<p>The application is to be submitted online.</p> <p>Only documents mentioned under Clause 3.7.2 of EOI Document, read with AITA, are to be submitted in physical form.</p>
8	Clause 4.3.4 (a) of PART-II of ITA- Evaluation of Application Page 34 of EOI	Only the qualifications of the Applicant, in the capacity as prime consultant / member of JV, to the project employer, shall be considered. In particular, the qualifications of parent or subsidiary or any other affiliated company of the Applicant, who is not member of the JV, unless otherwise permitted in this Application Document, shall not be considered.	No Change proposed.
9	Clause 2.9.1 of Part III of AITA on Page No. 41 of EOI Document- Cut-off Date for Specific Experience	We hereby request you to kindly consider the specific experience since <b>last 10 years</b> in the role of Project Management Consultant, Authority's Engineer, Owner's Engineer/ Lenders Independent Engineer (LIE), for Bituminous Roads.	No Change proposed.
10	Clause 2.9.1(a) of Part III of AITA on Page No. 41 of EOI	At least the number and quantum of work supervised, in the role of Project Management Consultant, Authority's	Value referred under the Clause pertains to the value in terms of

	Document-Experience	Specific	<p>Engineer, Owner’s Engineer, for Bituminous Roads, as mentioned below:</p> <table><tr><td></td><td>No. of Contracts</td><td>Length of Bituminous Road Project monitored for each contract2 (In Kms)</td></tr><tr><td>Option I</td><td>3</td><td>52.48</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option II</td><td>2</td><td>65.60</td></tr><tr><td colspan="3">OR</td></tr><tr><td>Option III</td><td>1</td><td>104.96</td></tr></table> <p>Upon reviewing the eligibility criteria, we note the minimum bituminous road lengths are specified (52.48/65.60/104.96 km), but project cost thresholds are missing.</p> <p>Clauses 2.9.3 and 2.9.4 reference contract values (e.g., "USD 100 mn"), but the main table omits monetary requirements.</p> <p>Please clarify the minimum project cost thresholds for each option to enable accurate eligibility assessment.</p>		No. of Contracts	Length of Bituminous Road Project monitored for each contract2 (In Kms)	Option I	3	52.48	OR			Option II	2	65.60	OR			Option III	1	104.96	unit specified in the AITA i.e, kms in the instant matter.
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11	Clause 2.9.1(a) of Part III of AITA on Page No. 41 Document-Experience	Specific	<p>In India, since last 5-7 years, the length of highway/ road packages are between 25 Km to 40 Km to complete the project within stipulated time and budget.</p> <p>So we hereby request you to kindly consider Aggregate length of all projects or reduce the length of individual project as given below:-</p> <p>Option I- 25.00 Km</p> <p>Option II- 50.00 Km</p> <p>Option III- 75.00 Km</p>	No Change proposed.																		

12	Clause 2.9(b) of Part III of AITA of Section-2: Any other requirement under Specific Experience/ Page No. 41	We request that the requirement be modified as follows: "At least one contract involving Double Bituminous Surface Treatment (DBST) / Bituminous Concrete / Pavement Quality Concrete based Road of at least 52.48 kms." This modification will allow for greater flexibility in meeting the qualification criteria.	No change proposed.  Please be guided by Clause 2.9 (b), Specific Experience
13	Clause 2.9(b) of Part III of AITA of Section-2: Any other requirement under Specific Experience/ Page No. 41	We seek clarification regarding the treatment of Overlay with Bituminous Layers in comparison to Double Bituminous Surface Treatment (DBST). Since both processes involve the sequential application of bitumen and aggregates, could you confirm whether the Overlay with Bituminous Layers can be considered equivalent to DBST in terms of application methodology and compliance with project specifications? Additionally, if any specific criteria differentiate the two treatments in this project, please provide further guidance to ensure compliance with the required Standards.	No change proposed.
14	Clause 2.9(b) of Part III of AITA of Section-2: Any other requirement under Specific Experience/ Page No. 41	The scope under the above contracts shall collectively or under other completed contracts demonstrate experience involving monitoring the project with following specifications:  a) Atleast one contract involving Double Bituminous Surface Treatment (DBST) based Road of atleast 52.48 kms and  b) Atleast one contract involving Bridge construction of at least 30m length.  Given that DBST is typically used for state highways and low-traffic roadways, while more advanced technologies are employed for Expressways, would experience in such higher-grade road construction be considered for qualification?	No change proposed.

		Additionally, if such experience is acceptable, could you provide details on the marking scheme for evaluation?	
15	Form-IV: Certified Management System Page no 55 & 56	ISO Accreditation/ Certified Management System Being an MSME Bidder, we are requesting you to kindly provide relaxation on the ISO Accreditation / Certified Quality Management System.	No Change proposed.
16	General	<ol style="list-style-type: none"> <li>1. What is frequency of the LIE report to be submitted (Monthly basis or Quarterly basis)?</li> <li>2. Is it mandatory for the Consultant to be stationed at the project site continuously for the entire six-month duration, or can the Consultant visit the site periodically depending on project requirements.</li> <li>3. As the project is mentioned to be on a lump-sum basis, could you clarify who will bear the Consultant's travel and accommodation expenses. Will these costs be covered by Exim Bank or should they be included in the Consultant's lump-sum quote.</li> <li>4. With respect to the requirement for skilled human resources, could you elaborate on the expected qualifications, expertise areas, and the level of involvement for the key personnel to be deployed.</li> <li>5. Is there flexibility regarding the ISO Accreditation requirement, or must the applicant hold a valid ISO or equivalent Certified Quality Management System.</li> </ol>	Relevant details shall be provided as part of RFP which shall follow pursuant to shortlisting of entities based on the EOI Document.
17	General	Could you please confirm whether this tender is open to all participants or if it is limited to specific agencies? Additionally, if there are any pre-qualification requirements or eligibility criteria, we would appreciate any guidance you could provide.	The EOI invites application from all eligible applicants having experience as specified under Part II, Section 2 of the EOI Document read together with Appendix to Instructions to Applicants (AITA).

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18	General	Composition of team members in case of regular supervision is expected.  Kindly Provide.	Relevant specification with respect to Team composition and related qualification and experience shall be prescribed in the RFP.
19	General	Could you please clarify if there are any predefined force majeure conditions specifically addressing political instability, weather-related disruptions (such as cyclones), or supply chain issues in the contract documentation?	Relevant details shall be provided as part of RFP which shall follow pursuant to shortlisting of entities based on the EOI Document.

## B. CLARIFICATION BY EXIM BANK

1	Last date for Submission of EOI  (Page 4 of the EOI Document)	Inadvertently, the date on page 4 of the EOI Document has been mentioned as March 17, 2025, 1500 hours in the Invitation for EOI.  The correct due date for submission is March 10, 2025, 1500 hours.
2	<b>Clause 2.9.1 (a) Specific Experience:</b> At least the number and quantum of work supervised, in the role of Project Management Consultant, Authority's Engineer, Owner's Engineer, for Bituminous Roads, as mentioned below...	Experience at Lender's Independent Engineer and Independent Engineer will also be considered along with the number and quantum of work supervised, in the role of Project Management Consultant, Authority's Engineer, Owner's Engineer, for Bituminous Roads, as detailed in the clause.  In case of Independent Engineer, the experience should be established for the construction / execution period and not related to post completion works.