



Pre-qualification Circular No. 04

From : Acting Manager of Contracts Department
To : All Applicants
Total Pages : 06
Date : 22nd October 2013
Ref. No. : IA/10-11/D/027/G/1310/13

PROJECT : **PREQUALIFICATION DOCUMENT FOR PROCUREMENT OF CONTRACTORS FOR THE DESIGN, MANUFACTURE, SUPPLY AND INSTALLATION OF INTELLIGENT TRANSPORTATION SYSTEMS (ITS) IN THE STATE OF QATAR**

PROJECT ID : **IA 10/11 D 027 G**

SUBJECT : **PRE-QUALIFICATION QUERIES AND ANSWERS**

Applicants are hereby informed of the following clarification and elaboration to the prequalification documentation for the above project:

No.	Document Ref.	Query	Answer
27	Notifications	With reference to the above prequalification we would like to ask if questions can be asked by prospective applicants by e-mail to this e-mail address. Further, is there a mechanism to notify all prospective applicants of the answers to questions asked by them? Are they going to be posted on the Ashghal's web site?	Prequalification Clarifications will be answered and the responses will be provided in Prequalification Circulars posted on the Ashghal Website.
28	Page 23, Section III, C. Qualification Criteria	Is it mandatory to be register as a Qatari company to submit the proposal? Can it be done after the prequalification procedure?	It is not necessary to be registered as a Qatari company to submit the application however the applicant must submit a completed declaration to commit to the registration process as detailed in Section III - Qualification Criteria, Section B. Compliance summary table, Item 2, sub-item 2.1. Local Commercial Registrations.
29	Page 23, Section III, C. Qualification Criteria	IS it mandatory to be 51% Qatari to be able to submit any proposal in the future?	It is only mandatory for the company to be 51% Qatari ownership for projects where the contract value is below QAR 100

			million. The remaining 49% ownership can be non-Qatari Qatari (set up as WLL registered or similar company registered in Qatar). Please also refer to Clarification No. 1 on Prequalification Circular No. 3 on the Ashghal Web page for this Prequalification.
30	Form EXP-7.2	In Form EXP – 7.2, where the Telecommunications profiles are required, the technology lot mentioned is lot 6 for the three profiles, however the telecommunications technology lot is number 8. Please, could you clarify this issue?	These profiles should read Technical Lot 9.
31	Experience	If a subsidiary company is submitting the proposal, the references of the parent company are valid? Is there any legal vehicle we should submit in order to validate those references?	Refer to Section III; C Clause 6(a). The experience and technical expertise demonstrated by the Applicant must be for projects for which the Applicant had overall delivery responsibility. This cannot include the experience and technical expertise of the parent company on projects for which the Applicant did not have overall delivery responsibility.
32	Eligibility	<p>We are registered in Qatar as a foreign branch and are currently executing a project Clients in Qatar.</p> <p>In the pre-qualification document, you have eligibility criteria setup (Page 23), which basically indicated that only local Qatari companies can be awarded projects of all values while foreign companies can only tender for projects in excess of QAR 200 million.</p> <p>We are in the process of forming a local Qatari company but the process might take a couple of months. Is it absolutely essential for all companies wanting to prequalify to have the right registration at the time of submission of the pre-qualification document or is it possible that we provide details</p>	It is not necessary to be registered as a Qatari company to submit the application however the applicant must submit a completed declaration to commit to the registration process as detailed in Section III - Qualification Criteria, Section B. Compliance summary table, Item 2, sub-item 2.1. Local Commercial Registrations.

		of our foreign branch Commercial Registration now and in due course provide Ashghal with details of our Qatari Company CR.	
33	Eligibility	With reference to the subject Pre-qualification tender, kindly clarify whether we (as suppliers) can participate directly OR we just need to partner with a contractor? In this case can we participate through several contractors?	It is possible to apply directly. It is also possible to be a sub-contractor to more than one applicant.
34	Extension of Time	Our company, as a participant in the Prequalification procedure for PROCUREMENT OF CONTRACTORS FOR THE DESIGN, MANUFACTURE, SUPPLY AND INSTALLATION OF INTELLIGENT TRANSPORTATION SYSTEMS (ITS) IN THE STATE OF QATAR with Project ID: IA 10/11 D 027 G kindly ask you to consider a new delay on the submission date. Being the new submission date 27th of October, we find the available time not enough for the volume of the Prequalification.	See circular 01.
35	C 1a - Eligibility Criteria	Does the criteria imply that only Qatari companies will be able to bid for work that are less than QAR 100M in value OR Non-Qatari companies will be able to tender only for very large projects with estimated contract value in excess of QAR 200 million.	It is only mandatory for the company to be 51% Qatari ownership for projects where the contract value is below QAR 100 million. The remaining 49% ownership can be non-Qatari (set up as WLL registered or similar company registered in Qatar).
36	Clause 15.3. Section 1, ITA		A4 Ring Binders are allowed for Application Submission.
37	Submission details	Please advise the correct number of copies that should be submitted	See clarification No. 24 on Tender Circular No 3.
38	Page Limits	Please confirm the limit on the number of pages. On page 10, Clause 31.1 indicates that the 250 pages are exclusive of	The 250 page limit should be exclusive of the attachments.

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		required attachments. However the next Clause 31.2 (b) states "The page limit does apply to attachments specifically requested in the Application Submission Forms." This would suggest that the 250 pages are inclusive of required attachments. Your clarification of which statement is true will be appreciated	
39	Eligibility	The invitation for the tender published in the newspapers indicates that, we quote "The PWA is seeking proposals from applicants (where applicants can be individual firms, consortia, and joint ventures)". We assume that Consortia would apply for companies that have previous record of successful cooperation in similar works. Please confirm and advise on applicable rules for submission of relevant prequalification documents.	All applicants need to meet the criteria as laid out in the Eligibility requirements; Section III, C 1. Companies applying as Consortia or Joint Ventures need to meet these eligibility requirements and also satisfy themselves that they have their own legal and commercial agreements in place beyond the requirements of this Prequalification should they so choose.
40	Experience	If a company intends to prequalify for several Technology lots does it have to submit several applications or is the single one where the intended Technology Lots are ticked on Application Submission Sheet sufficient? Do we correctly assume that in this case several forms Form EXP-6.1 should be submitted?	Refer to the checklist on page iv. Item 6.1 requires that a separate EXP-6.1 form is required for each Technical Lot. This is confirmed in Clause 15.4 of Section 1, (ITA).
41	Page Limit	If assumption in 4 is correct then the tender is disadvantageous to those who will apply in several categories as their submittal is limited to 250 pages, the same number of pages given to those who will applying to one technology only.	This is the Prequalification Stage, not the Tender stage. The application will be marked on the quality of the information provided rather than the quantity. The 250 page requirement is a limit rather than a target.
42	Experience	Specialist Sub-contractors general experience — The clause 25.2 states "However, the general experience and financial resources of sub-contractors may not be added to those of the Applicant for purposes of pre-qualification of	Clause 25.2 Also states "only the qualifications of specialist sub-contractors that have been identified in the Applications will be considered in the evaluation of an Applicant." It is the responsibility of the

		<p>the Applicant.” Many companies have developed trustful and deep cooperation over the years without a need to enter cumbersome and many time only formal JV Agreements. While we agree that the financials of Specialists Sub-contractors should not be added to those of Applicants, we trust that their references and experience in related projects should be added to those of the Applicant, in particular if these companies have jointly successfully executed several projects of various sizes in the last several years.</p>	<p>Applicant to ensure that the submission includes the relevant information regarding the qualifications of the specialist sub-contractors. It is also the responsibility of the Applicant to ensure that the nominated specialist subcontractor has the required competencies and skills for the Technical Lot(s) for which they have been nominated.</p>
43	Eligibility	<p>Considering the request in question 7, we believe that the Form EXP-6.1 should be applicable to selected Specialist Sub-contractors too, provided that Applicant and Specialist Subcontractor can prove long term association and collaboration on the joint projects (more than 3 years). In particular this should be allowed to local companies which have been engaged in projects in the Middle East region or elsewhere in the world.</p>	<p>It is the responsibility of the Applicant to ensure that the nominated specialist subcontractor has the required competencies and skills for the Technical Lot(s) for which they have been nominated.</p>
44	Eligibility	<p>Form ELI — 1.2 requires the submission of Articles of Association and then states one A4 page. Should we submit the first page of Articles of Association or some official document proving that the company is registered in the country and city as it claims?</p>	<p>If the Applicant wishes to submit a copy of their Articles of Association, these should be provided in full as an attachment. Should they choose to provide a document detailing the Constitution of the Legal Entity of the Applicant; this should be limited to one A4 page.</p>

All other information and conditions remain unchanged.

This circular shall be included in the submitted prequalification document and will be deemed to form part of and allowed for in your Prequalification submission.

Regards,


23/10/2013

Mohamed Ahmed Naguib Aly El-Malt
Acting Manager of Contracts Department

Copy to :	Director IA; AMoR&DNDD-IA; CSS-CD; Tender File		نسخة الى:
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