



PROJECT IMPLEMENTATION UNIT (PIU)
PUNJAB URBAN LAND SYSTEMS
ENHANCEMENT (PULSE)
Punjab Land Records Authority (PLRA)
Government of the Punjab



Subject: MINUTES OF THE PRE-BID MEETING FOR THE PROCUREMENT OF HIGH-RESOLUTION SATELLITE / AERIAL IMAGERY (PHASE-I) UNDER PIU-PLRA, PULSE PROJEC

A pre-bid meeting was held on December 27, 2023 at 03:00 PM under the Chairmanship of Project Coordinator, PIU-PLRA, PULSE in the committee room of PULSE for the subject activity. The meeting started with recitation of Holy Quran. The chair informed to participants that the meeting will be recorded for minutes and record purpose. The chair welcomed the participants and requested for round of introduction. Following participants attended the meeting:

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| 1. Mr. Faiz-ul-Hassan | Project Coordinator, PIU-PLRA, PULSE |
| 2. Mr. Rana M. Sohail | GIS Specialist, PIU-PLRA, PULSE |
| 3. Mr. Muhammad Islam | Financial Management Specialist, PIU-PLRA, PULSE |
| 4. Mr. M Afzaal Amin Rana | Procurement Specialist, PIU-PLRA, PULSE |
| 5. Mr. Nasir Ashraf | GIS Specialist, PMU-BOR, PULSE |
| 6. Mr. Kamran Baig | Geodesy Specialist, PMU-PLRA, PULSE |
| 7. Mr. Ali Usman | HR Manager, PMU-BOR, PULSE |
| 8. Mr. Asim Mehbob | DGM, M/s Pak Datacom Ltd. |
| 9. Mr. Ahsaan Ali | BD, Pak Datacom Ltd |
| 10. Mr. Muhammad | BDM, M/s Skaifs International |
| 11. Mr. Amir Mateen | GM, M/s ER Solution |

The following joined the meeting via zoom:

- i. Mr. Imran Ali Technical Head, M/s Pak Datacom

Procurement Specialist, PIU-PLRA, PULSE apprised the participants regarding the procurement process of subject activity. Following queries were responded during the meeting:

Sr. #	Query / Question	Response
1.	Bidding has been made local instead of local/international thus reducing fair competition. Resultantly, higher bid values per sq km as are expected as compared to previous bid value. The would cause loss to public exchequer.	Procurement method & approach is adopted under World Bank Procurement Regulations 2020. Moreover, there is no restriction in participating of international bidder in the bidding process. The international bidder may participate in JV with local firm as allowed in the RFB.
2.	Joint venture members have been reduced from two to one and conditions for both technical & financial qualification articulated in such a way that the purpose of JV would diminish. A new clause "Condition for JV Lead Member 70% and JV Member 30% whereas All Members/Partners combined shall meet the total requirement" has been introduced. No such division was mentioned in the previous tender.	The number of JV has been reduced keeping in view of revised scope of the assignment i.e areas reduced from 200,000 sq. km to 33,307. Moreover, the requirement of experience to be met by the partners is generic and normally used in world bank procurements. The Standard Bidding Document of the World Bank is used for the subject procurement. The previous tender is not the benchmark to this as the scope of work has been changed drastically.

3.	Instead of enhancing the "Image Quality", the parameter of resolution has been reduced and made coarser from 30cm to 35 cm.	The specifications of the required imagery are generic and not favoring to any specific service provider. Required as per RFB.
4.	"Off nadir" angle has also been increased from 10° to 15°, thus effecting the image quality adversely.	Required as per RFB document.
5.	Keeping in view the large area to be covered and the limited timeframe, Advanced technologies will be implemented to speed up the process of georectification, however, it is recommended to increase the horizontal accuracy requirement from 1m CE90 to 1.5m CE90.	Horizontal accuracy to be remained as per RFB document.
6.	We recommend increasing the off-nadir angle limit from 15 degrees to 20 degrees without affecting the overall resolution of the imagery.	No change in specifications as these are generic.
7.	Capturing Satellite imagery at the required specifications (Cloud/noise free) is very much dependent on the weather conditions that is not in the control of the supplier. This dependency on weather variables may result in a longer timeframe than the initially stipulated timeframe.	Noise/cloud free data is required. However, any unforeseen circumstances may be dealt under Force Majeure clause of the contract.
8.	Please clarify financial strength previously it was 100m now it is 480m	It is clarified that the requirement of turnover of PKR 480 million in any of last three years . The bidder annual turnover for any of the last three years may meet the requirement. For a joint venture, this requirement shall be met as i.e. Lead Member 70% and JV Member 30% whereas All Members/Partners combined shall meet the total requirement.
9.	10 days extension due to Christmas holidays.	The advertisement was published on 16 th December 2023 with deadline for submission of bids is 10 th January 2024. Twenty-six (26) days response time is given for the submission of bids and sufficient time is available for the preparation of the bids after Christmas holidays.
10.	15cm imagery required only for 3 bands, Raw data will also be 3 bands	Raw data will be required same as received from the principle as per RFB.
11.	15cm can be in house by Vendor or it should be from the OEM/Satellite operator	15cm data must be originally processed by the OEM/Satellite operator as per specifications given in RFB.
12.	is meta data required for 15cm HD?	Yes, the metadata is mandatory and should be verifiable from the official website of the satellite operator as required in the RFB.

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13.	Is Survey of Pakistan registration is mandatory for bidder and what will the condition in case of JV partner. Also, will it applicable for all bidder either from public, private or international companies. Is there any waiver for that.	The surveying firm engaged for collection of the GCPs should be registered with the Survey of Pakistan after award of contract.
14.	As per Mapping Act 2015, for a foreign company will they require Survey of Pakistan registration and also from NOC from relevant authority to participate in the bid.	Following the Survey & Mapping Act 2015 is essential.

The meeting concluded with an expression of gratitude.



GIS Specialist
PMU-PLRA, PULSE
(In attendance)



HR Manager
PMU-BOR, PULSE
(Member)



Geodesy Specialist
PMU-BOR, PULSE
(Co-Opted Member)



Procurement Specialist
PIU-PLRA, PULSE
(Secretary)



Financial Mgt. Specialist
PIU-PLRA, PULSE
(Convener)