

Pre-Bid Meeting

UNDP-RFP-2022-309- Services to Conduct Connectivity for Commerce: Afghanistan-Pakistan Cross-Border Cooperation for Human Development, Economic Cooperation, Peace and Stability

22 September 2022

Participants:

UNDP:

1. Ms. Ammara Durrani-Assistant Resident Representative, Development Policy Unit, UNDP
2. Mr. Umer Akhlaq Malik-Policy Analyst, Development Policy Unit, UNDP
3. Mr. Azam Khan-Policy Associate, Development Policy Unit, UNDP
4. Mr. Tahir ul Islam- Procurement Officer, Procurement Unit, UNDP

Interested Bidders:

1. Mr. Syed Muhammad Arif, Cameos Engineering Consult
2. Mr. Aziz Ahmad, Cameos Engineering Consult
3. Mr. Abdul Bais, IConsult
4. Mr. Kashif Sehgal, IConsult
5. Mr. Shahid Khan, IConsult
6. Ms. Fouzia Rafi Saeed, SEED Ventures
7. Ms. Sarah Javed, Research Economist, PRIME
8. Mr. Mohibullah Kakar, Cameos Consultants
9. Mr. Sohail Javed, Applied Economics Research Centre
10. Mr. Haseeb Hassan, SEED Ventures
11. Ms. Lottie Massey
12. Ms. Saba Shoukat
13. Mr. Shaban – SDPI

No	Question	Answer
1	As per RFP, the firm is supposed to get NOC and how UNDP will facilitate in getting NOC on both sides of the border. Is UNDP providing any security to firm for services under this RFP?	We need an international firm who has field offices or has partners in Pakistan and Afghanistan. These partners might have required NOCs to work in border areas. In addition, local staff might not require NOCs. Also, as a contingency, alternative means of consultations might be considered. However, NOC and Security will be responsibility of the firm.
2	Areas of operations are restricted areas with visa and security challenges. How can input from an international firm is possible to undertake assignment without any	The structure is developed in way that an international firm has offices or partners in both countries and will leverage these to collect data from respective countries. No travel would be required from Pakistan to Afghanistan or vice versa for any field work.

	knowledge of local area and languages.	
3	Is there any flexibility to include extra staff for the assignment?	Staffing is based on the minimum requirement for the assignment and budgets are estimated based on the resources identified. If firm wants to have more staff they may specify in the proposal. However, it will have cost implications on the part of the firm as the contract will be awarded to the lowest bidder.
4	There is mention of USD or PKR for financial proposal. Do firm get to choose that or do firm need choose one or other?	Since the International firm is the lead for the project implementation the financial proposal will be in USD.
5	How do you define an international firm?	A firm registered outside Pakistan is an international firm and any firm registered in Pakistan will be treated as local firm.
6	Based on the past experience, obtaining NOC is a cumbersome process and takes time and timeline provided in RFP may not be realistic to complete assignment.	Timelines for the study are quite clear. This is a rapid assessment and being commissioned given the ground realities in both countries and we anticipate and expect firms to be bidding which already are active in the sector in cross border initiatives and functional on related themes.
7	In terms of leading assignment, is the lead firm has to be an international firm?	<p>This is an international study. Lead firm has to be an international firm with local capacities. Local capacities can be in various format, it could be local staff positioned in both countries or local partners through Joint Ventures in two countries. Joint venture forms are attached as part of RFP documents.</p> <p>It is really up to the international firm how they mobilize local resources, as long as they are locally based in both countries. The international firm can also hire local ICs, if they want. They don't necessarily have to on board institutional partners for this. These could be persons (ICs) or partner orgs</p> <p>By selecting an international firm UNDP is not restricting the national firms based in each county from participation in this tender. They can participate as Joint Venture but lead firm would be international.</p>
8	In what details UNDP want firms to do primary survey and to what extent map stakeholders involved?	Priority sectors have been identified in scope of work. The scope of work between Pakistan -Afghanistan cross border issues is very large; however, this study will be focusing priority areas identified in scope of work. With regards to research strategy, it is up to the bidding firm's proposal and envisioned strategy and

		should be dependent how firms interpret scope of work and how firms envisage engagement strategy in line with scope of work.
9	How to define boarder areas?	This will be dependent on firms mapping of the border districts and any other areas deemed pertinent where most level of cross border engagement between the two countries as far as people centered initiative are concern, where developmental impact is most felt and is most apparent. It will depend on what the firm proposes in terms of prioritization of areas of final geographic focus of the study will be decided in consultation with UNDP.