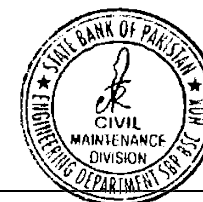


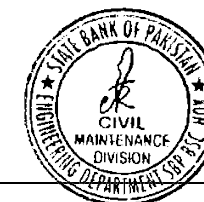
CLARIFICATION OF BIDDING DOCUMENTS**Dated: October 7th, 2024**

Pursuant to the Clause IB.8 “Clarification of Bidding Documents” of Instructions to Bidders (Volume-I) of the Bidding Documents, below is the Employer’s Response to the clarifications sought by the prospective bidders.

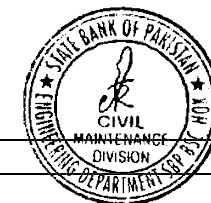
Sr #	Description / Reference / Clarifications Sought by Bidders / Corrections	Clarifications
1.	Bid Validity & Bid security validity date may be reduced.	Considered and declined.
2.	Performance Security Bank Guarantee be reduced from 10% to 5% and its timeframe may be changed. Performance Bank Guarantee will be provided after delivery of doors are supplied to Supplier premises.	Considered and declined.
3.	Warranty period be reduced to 2/3 years from 1825 days	Considered and declined.
4.	Submission of service Liability Agreement Bank Guarantee will occur after expiry of the performance Bank Guarantee, with duration of two/three years.	Considered and declined.
5.	Please clear what is meant by quantity variation+/-15%, now it depends on price?	The Purchaser reserves the right to vary quantities by 15% as per PP rule 42-c-iv. PPR-2004 shall have prevailing effect.
6.	Penalty frameworks 3days and 5000/- per hours be reduced to Rs.5000/- per week.	Considered and declined.
7.	Inspection will be carried out by SBP. What type of procedure you adopt and clarify, on site or 3 rd Party.	Refer Addendum / Corrigendum No. 1.
8.	Either of Performance Security or retention money be demanded.	Considered and declined.
9.	Strong Room Doors.10 and 11+C. High Security Locks(HSL)1 and 6(p.40) Mechanical lock. To our Knowledge and based on DCB.S and VdS websites, there are no mechanical locks (combination or Key Locks) available in the market in EN1300 Class D. Only electronic locks are available in EN Class D. If there is any knowledge of EN class D mechanical locks please share with us. The selection of Mechanical Combination locks would however not allow features requested by the Central Bank (Such as Holiday Time Lock, Remote Management and Audit).	Electronic and mechanical locks are required to comply EN-1300 Class D specifications. However, features such as holiday time lock, remote management and audit are required for electronic locks only.



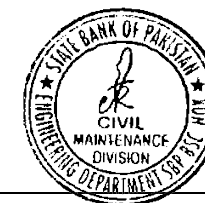
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10.	Modular Vault Tunnel type/assembly. Would appreciate more clarifications (picture, sketch or drawing of modular Vault tunnel type/Assembly)	As stated in the Bidding Documents, the modular vault tunnel is required to ensure continuity of business operations of Vaults and easy working space for the Supplier during replacement of existing doors as elaborated in bidding documents Section-V. It will be a U-shaped modular steel assembly with a strong door to be fixed inside the vault as specified in the Bidding Documents.
11.	Can foreign Bank Guarantee be provided.	Bank Guarantee by foreign Bank duly counter-guaranteed by a Scheduled Bank in Pakistan (https://www.sbp.org.pk/f-links/f-links.asp) can be provided as stated in SCC clause -19.1 of stated in the Bidding Documents.
12.	We suggest third party legal consultant will be hired, and their decisions on any disputes will be considered final.	Considered and declined.
13.	Part delivery Part payment be allowed for delivery of Doors	Considered and declined.
14.	We suggest 25% advance, 40% upon delivery and 35% within a week after installation of each door. The payment timeline after installation must be clearly defined, including the number of days for payment processing.	



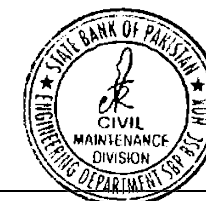
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15.	<p>Technical:</p> <p>Discriminatory & Difficult conditions to be met:</p> <ol style="list-style-type: none"> 1. We have serious observations that you have included EX certifications for all the required strong room doors. The door specifications will not favor competition. Only one or two manufacturers can indeed comply with the specific-EX extension. This may result monopoly for the specific manufacturers. We can guarantee that you do not need this EX-extension for your requirements. 2. Let us explain technical guidance regarding the EX-extension. What is the EX-extension to grade XI CD or grade XIII CD about? <ul style="list-style-type: none"> • It is the resistance to a 375g charge of PETN explosives. • This is important that the charge of explosives should not be put on the surface of the grade XI/XIII vault door because the door would resist it. Indeed, by doing this the wave of the blast will go in the opposite direction of the vault. • To have an efficient blast, the 375g PETN explosives charge must be installed on the sensitive location of the vault with "preparation". The preparation means that the BURGLAR will need to start attacking the vault door with heavy tools to make a hole at the right location (close enough to the bolts). This will take a lot of time. After blast happened, the resistance of the vault door will be affected, the vault door will be weaker, and the burglar will be able to finish the "job" with opening tool. • In other words, it should be noted that with charge defined by the norm (375g of PETN), it is not like a movie where the door will be opened immediately. • To conclude, if you put the level of blast charge defined on the EN1143-1 norm on the door without preparation, the XI/XIII CD graded vault doors (without EX extension) will resist. 3. This is the major & exclusive reason, very rarely do the worldwide customers ask for this EX-extension. They all do not consider; it is a major advantage. The worldwide customers also think this way because the vault door will be always equipped with an alarm kit that will be connected to the alarm system of the bank. Therefore, as soon as the burglar starts to attack the door for 'preparation' of the blast, the alarm kit will detect the attack and generate alarm accordingly. So, the burglar will not have enough time. <ul style="list-style-type: none"> • That is the reason, EX-extension to the XI/XIII CD grade vault door is not really required among the worldwide customers. 4. Please review your requirement for the EX-extension, however you clarified during the Zoom Meeting that you do not wish to change or remove the EX extension from your requirements. <p>In case, you will not remove the EX-extension from your requirements, then we will offer EN1143-1 Grade XI CD EX and Grade XIII CD EX to meet your required specifications. We have worked extensively on this project, which you cancelled during April 2022 and now this has been re-invited with purposely same specifications along with complex hybrid terms and conditions.</p>	Considered and declined.



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16.	<p>We have noticed, as explained during Zoom meetings, that the terms and conditions as well as job executions have been purposely mixed-up such as.</p> <ul style="list-style-type: none"> For imported / foreign manufactured equipment (strong room doors inclusive of door locks, door frames, door wheels/handles, grill gates, door hinges and all allied parts, equipment, and accessories), associated handling, transportation, installations, commissioning for smooth operation of strong room doors, etc. (Prime Job). Auxiliary & Separate JOB of civil work such as amendment in the thickness of concrete walls requires especially for the Grade XIII doors at the site of Islamabad, where only thickness is 400mm, which is not appropriate. <ul style="list-style-type: none"> - Strong room doors in Grade XI are recommended to be installed on the concrete walls with thickness of 500-600 mm. - Strong room doors in Grade XIII, are recommended to be installed on the concrete walls with thickness of 800-1000 mm. <p>These auxiliary civil job for re-structuring thickness of walls should be responsibility of the SBP.</p>	Considered and declined.
17.	<p>Refer to your Bid Document Page#45 (d):</p> <p>The execution of work you require in lots. LOT#1: This job is for 02 x Grade XI CD EX in SBP BSC Karachi and 02 x Grade XIII CD EX in SBP BSC Islamabad must be installed & tested by supplier. Once this job is completed satisfactorily, then Lot#2 (Jobs of all remaining sites will be undertaken).</p> <p>We strongly suggest that you must award contract for only first lot and if that meets purchaser satisfaction then supplier may proceed with remaining lot#2. Therefore, this must be two separate contracts instead of one contract all together.</p>	Considered and declined.
18.	<p>Refer to your Bid Document Page#38 (17) 16.1a.:</p> <p>It is clearly indicated that the prices shall be quoted in Pak Rupees.</p> <p>(This means the bidder is responsible for calculating all the exchange rate risks, import taxes, General Sales Tax, Income Tax, relevant costs for completion of job and offer you prices in Pak Rupees).</p> <p>However, you have inserted discriminatory clause (Page#24 & #25, entire Points of 32, 33) through which any foreign supplier is being facilitated to offer prices in currencies other than Pak Rupees. We do not understand when you have invited bid in Pak Rupees then how you can mix up that with facilitating in foreign exchange to any foreign bidders. This is against the PPRA regulations as well as contradictory to the general procurement rules.</p>	Please refer to Instruction to Bidder Clause-32 in Bid Data Sheet.



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19.	<p>Refer to your Bid Document Page#94 (17) 20.2.:</p> <p>Formula for Adjustment of US\$ Rates:</p> <p>This is not applicable when this is Pak Rupees procurement. This is a discriminatory clause and must be removed.</p> <p>This is a simple procurement in one currency of Pak Rupees and the entire risk must be given to the supplier, as a standard. No matter if there is any variation in the foreign exchange rates. Otherwise, it should be floated on a FOB/CFR basis in foreign exchange procurement where you can establish the letter of credit as standard.</p>	<p>Since tender scope involves imported items, therefore provision has been made in the Bidding Documents to accommodate any exchange rate variations on imported items/components enlisted in the Letter of Credit (LC) document</p>
20.	<p>Refer to your Bid Document Page#38 (19) 17.1.:</p> <p>It is indicated that the validity of the bid should be 273 days, which is not realistic. This reflects that the extended delay would be made by SBP in taking decision on this bid.</p> <p>It must be noted that the longer validity period for the bids has always been calculated based on exorbitantly higher prices.</p> <p>We strongly recommend that validity should be asked for 90 days or maximum 120 days and that is sufficient time in taking a decision on this subject. This will ensure the best and competitive prices.</p>	<p>Considered and declined.</p>
21.	<p>Refer to your Bid Document Page#43 (3).:</p> <p>For the strong room doors, the SLA should not be applicable. Considering there is only locking mechanism, alarm kits and associated peripherals installed and integrated by the OEM in the strong room doors. These are so rugged that there is no SLA required, except any replacement of the modules or components as and when required.</p>	<p>Considered and declined.</p>
22.	<p>Refer to your Bid Document Page#92 (7) 10.2.:</p> <ol style="list-style-type: none"> 1. This is fine for the Performance Bank Guarantee (PBG) against the warranty of five years. 2. If you remove the SLA, then this clause must not be applicable. In case you maintain this clause, then the 10% of the SLA must be effective from the date of SLA commencement instead of existing. 	<p>Considered and declined.</p>
23.	<p>Refer to your Bid Document Page#93 (15) 19.1d.:</p> <p>This clause is considered as a double performance bank guarantee because once you have the PBG 10% of the OTC, then why are you retaining this 10% additional cost till the warranty? Even you are asking for the irrevocable bank guarantee.</p> <p>This discriminatory clause must be removed from the document.</p>	<p>Considered and declined.</p>



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24.	<p>Once the bid is submitted in Pak Rupees as per the will of this tender, there must be no requirement of declaring the supplier's ex-works prices, FOB cost, freight cost, insurance, handling, and other associated costs etc. considering this 100% Pak Rupees tender.</p> <p>You must indicate and declare in all documents that the bid must be in Pak Rupees as well as the bank guarantee must be issued by the Pakistan Bank without involvement of any foreign bank because this is Pak Rupees tender. Also, all the clauses must be removed related to facilitate any foreign supplier to make sure that the procurement is being made solely in Pakistan directly through the Pakistan firm who are registered with all relevant links such as Sales Tax, Income Tax etc.</p>	<p>Provisions of Bid Data Sheet shall have overriding effect to the provisions of the Instructions to Bidders (ITBs)</p>

