Question/quarries of potential bidders for “DIMPs/VMPs” activity received through emails and during pre-bid event held on 07-01-2020.

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| **S#** | **Question** | **PMU-ERKF Response.**  |
| 1 | Can a firm submit EoI for both activities? | Yes, if the firm has enough technical capacity and capable HR, and can offer separate team for each assignment. |
| 2 | What is the difference between DIMPs and ITZ feasibility? | The DIMPs is for the sustainable development of existing tourist destination which are at risk of over tourism and less efficient use of resources. While the ITZs is for the new potential destinations to be developed in a structured manner. |
| 3 | Will the Government of Khyber Pakhtunkhwa provide NoC and security for the travel of the consultants in remote locations | Yes the Government of Khyber Pakhtunkhwa (GoKP) will extended its support in getting required NOC. |
| 4 | When is the contract expected to be signed | Mid-March 2020. |
| 5 | What is the role of the World Bank? Who do we sign the contract with | The Project is financed by the World Bank. The Contract will be signed with the GoKP as the Employer.  |
| 6 | How are the taxes handled? Deductible from the firm’s payments? | The taxes will be withheld as per Govt. of Pakistan rules and regulations. The existing rate of taxes are available on internet on the official pages of FBR, KPRA. The firm has to submits its bids inclusive of all applicable taxes as per government rules and regulations. International firms will be responsible for the local taxation as per rules and regulations enforced in Pakistan. The international firms will be responsible to settle the taxes outside Pakistan as per the rules and regulations of their country of origin. |
| 7 | Why is the net worth requirement so high | Keeping in view the nature and importance of assignment, net worth requirement are appropriate. The net worth of the firm validated the claimed experience, soundness and ensure the firm capability of carrying the assignment. |
| 8 | Can ToRs be revised at the RFP Stage | Revision/modification/addition can be made to TORs at RFP stage, but any fundamental change to the scope of work is not foreseen. |
| 9 | What does QCBS mean | Quality and Cost Base Selection, where in at first stage the firms will be shortlisted on the basis of submitted EOIs. The short-listed firm will be issued RFP (request for proposal) document and will be ask for submission of technical and financial proposals in separate sealed envelope. First technical evaluation will be carried out then the financial proposal of technically qualified firms will be opened. Award of contract will be done on the basis of highest score derived as result of combine evaluation of technical and financial proposals. |
| 10 | Who is the eventual owner of the study and deliverables | GoKP through Tourism Department is the owner of all deliverables, data collected, maps, pictures taken and all the material related and gathered during the assignment The firms will not be allowed to use the documents, data, maps and pictures etc. for other purposes without the prior written permission of GoKP. |
| 11 | What was the criteria for shortlisting the mentioned destinations? Are the 3 destinations finalized or can we modify the list | Destinations have been selected and prioritized in consultation with the relevant stakeholders. The list of the destination can be revised at the RFP stage. |
| 12 | Documents speak about “Tourism Sector Analysis” completed in 2018. What detail of data is available there and are there any other ongoing or completed relevant analysis? Will this data be made available at the time of RFP? This will enable a more architecture and thorough proposal | Sector analysis covered the detailed base line of Kalam & Kumrat including the Tourism Enterprises, infrastructure, economic contribution, seasonality base tourist influx, tourist trends, carrying capacity and local authorities’ roles. The Summary Report of the Analysis can be provided upon request to the shortlisted firms |
| 13 | The Baseline study seems to be more detailed for/focused on Chitral but scaled down for Kalam and Kumrat (only including Tourism Demand from the areas of study identified in the scope of work). Is this assumption correct? Kindly elaborate | The 2018 survey for Kalam and Kumrat is available which needs to be updated, however the detailed base line survey has to be done for Chitral. |
| 14 | Why is baseline expected to be done again if Tourism Sector Analysis was done in 2018 for Kalam and Kumrat? For Chitral, is primary research expected to be conducted or are there secondary reports available? | The available 2018 base line for Kalam & Kumrat will need an update. Yes for Chitral primary research is required.  |
| 15 | Are we expected to only map agencies and their roles or are we also expected to provide a gap analysis for all relevant agencies? What is the expected scope of regulatory and institution changes (e.g., can we propose changes to federal or local government bodies if needed)? | Yes, these changes can be proposed. The roles and mapping of the agencies which are covered under the Provincial Tourism Act is required to be done. Draft Act will be shared with the shortlisted firms at the RFP stage.  |
| 16 | Has there been consultation or alignment with other provincial or national level tourism bodies/strategies in the development of KP tourism strategy? Are there plans to integrate with national and provincial initiatives in tourism? | Yes. |
| 17 | What level of detail is needed for the establishment of Destination Management Organization? | Identification of Local authorities, institutions, community based organizations, civil society organizations, and private sector associations. The TORs for DMO are ready will be share with the selected firms. |
| 18 | Will historic data of public and private investments in shortlisted destinations be available with the government? | Yes, the available data and information will be shared with the selected firm. |
| 19 | What will be the touch points with KPK government entities? Will PMU enable access to various government bodies and other key stakeholder groups for interviews and data collections (e.g. development plans, historic investments, commercial land availability etc)? | Tourism Department will be the touch point, PMU will extend its support to enable access to public sector entities within KP. However data analysis and collection will be the sole responsibility of consulting firm |
| 20 | For public sector infrastructure inventories, are we expected to do the inventory through primary research or is there data currently available? | The data is available and will be provided to the shortlisted firm. |
| 21 | Will development of documents and materials for public consumption be responsibility of consulting firm (including creatives) or are there internal marketing resources available at Department of Tourism? | This will be sole responsibility of the consultancy firm and are part of the Deliverables. |
| 22 | For specific segments, are there some client-mandated segments that must be catered (e.g. due to regulatory requirements) or are we free to prioritize segments? | Yes, there is some prioritization of visitors segments i.e. women, disabled and families. The consulting firm can prioritize Segments in addition to making specific recommendations on the already mentioned segments.  |
| 23 | How frequent is consultation expected with WBG, IFC and other stakeholders? Is there a decided frequency? | Consultation meetings between the GoKP and the World Bank is a regular feature. If there is a specific need for the consultant to attend these meetings, the Employer/GoKP will invite the consultant accordingly.  |
| 24 | Are there “spatial maps” or any other technical infrastructure documents expected as a result of this consultancy? | Yes. (for both DIMPs/VPMs & ITZs activity) |
| 25 | Is the intent for there to be a single consulting firm that the contract will be awarded to? Or will it be split up? | The contract will be awarded to one firm or JV to be selected through competitive process.  |
| 26 | Is the consulting firm expected to be registered in Pakistan (if international)? | The international firm after selection will have to registered in Pakistan as per the National Law. (KP finance act No. XXI of 2013) |
| 27 | Can a bidding consulting firm bid on the scope of work with 1 or more partner organization? | Yes, the firm can apply as a single firm or in JV/Consortium with other firm or firms, however only one proposal, either individually or as a joint venture partner can be submitted.  |
| 28 | Is electronic submission of the EOI possible? | Yes, the EOIs as full package can be submitted electronically on or before the submission deadline.  |
| 29 | Is the timeline for delivery of reports fixed or can we proposed alternative timelines for deliverables? | The time lines of deliverable are fixed, and will be discussed in details at the inception phase. |
| 30 | Can the payment to international firm be made in other currency/ies.  | Yes, the international firm can bid in other currency(ies) and the contract with mode of payment will be made accordingly. The process for bid submission and currencies are detailed in the RFP which will be issued to the short-listed firms only. |