

**Question and Answer Session for Media Event
For ITZs Potential Firms
January 7, 2020**

S No	Question	Project Response
1	Requested for Extension in Submission date	Extension has been granted till January 17,2020 for ITZs
2	we suggest that in this project a local firm should be considered as the lead consultant.	This is a tourism project and the consultant engagement is to develop ITZs considering tourism and destination development aspects with the objective to replicate the best global practices. Therefore, the lead firm should have strong tourism and destination planning background as detailed in the TORs without any condition to nationality.
3	In the TOR for the ITZ, there is an explicit provision that the client may want to terminate the contract if there is disagreement at the time of the inception report. This seem like an unusual provision. Since it seems GoKP is interested in attracting international firms which are relatively new to (and therefore cautious about) providing services to GoKP, can you please explain this provision?	The ToRs of the assignment at the Inception stage is very clear about the methodological approach, understanding of the assignment with tentative workplan and team of professionals. Furthermore, the deliverable of the assignment is interdependent. Therefore, the inception report of the selected firm must be completed in conformity to the technical aspects mentioned in the ToRs.
4	The TOR for ITZ includes the requirement to prepare "PC-1s EOIs and RFPs for proposed interventions/investments by the private sector." While the high-level identification of investment opportunities (pre-feasibility) for the private sector as well as the preparation of PC-1s etc. for public (!) investments fits within the scope of the assignment, it is unclear how this far more detailed requirement related to private sector investments fits. In addition, may I ask you to consider that past attempts to define the details of private sector investments by public sector planners anywhere in the world do not have a good track record. Can you please explain this requirement?	<p>Thanks for clarifying very import aspect. Your observation has been noted.</p> <p>There are two requirements for attracting private and public sector financing. For public sector investments, a PC1 (informed by a feasibility), EOIs and RFP will be required.</p> <p>For private sector, the feasibility report is required for mobilizing the private sector capital for the ITZs.</p>

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5	<p>We note that the project title includes Feasibility Study, but that there are no phases that are called this, no phases that focus on feasibility study, and only one task with feasibility written in it. We can see that Phase III Master Plan contains some implicit prioritization tasks to do some typical feasibility study (meaning high level comparison of alternative investment proposals). So we wonder whether there is value in creating an additional phase 'Feasibility Study' prior to the Master plan phase, that has a focus to compare, priorities and justify the investment focus for the infrastructure and tourism products. Showing a logical comparative analysis would greatly assist with stakeholder support and future funding applications?</p>	<p>Your suggestion is noted. The purpose of this activity is to determine the feasibility of the ITZs, the concept itself and to plan the spatial allocation of resources, activities and tourism products and services within each ITZ.</p>
6	<p>The EoIs ToR does not suggest when field work should be conducted and appears to hold this back in Phase II. Consequently, the project is incredibly reliant on existing documented studies being able to provide all of the information required at a comprehensive level. What if there are gaps in these reports? What if some ITZ's cover elements better than others, or what if they are all missing critical information that the project needs. So, we wonder if there should not be some kind of product / infrastructure audit done by the consultants in Phase II, rather than completely relying on a desktop assessment?</p>	<p>The shortlisted firms can suggest activities such as data collection and gap analysis in their technical proposals in response to the RFP. The selected firm will also be free to propose such activities which it might consider critical for the successful completion of this feasibility based on its' expertise and global knowledge.</p>
7	<p>Reading between the lines of the EoI ToR, it appears that much of the unexpected visitor growth has not been in mass markets rather than higher yielding markets with ecotourist behaviors. In seeking to attract the higher yielding markets, is there interest from the client in the consultant focusing product reinvigoration and new product to attract these – probably in Phase III? Furthermore, is there interest in the consultant conducting some market testing to refine the offers and determine price points?</p>	<p>Yes, the Consultant can conduct market testing for further refinement the offers, tourism products and price determination. There has been tremendous visitor increase in the mass market</p>

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8	In Phase III there is a task to identify skills and resources needed. Perhaps there should be a task added earlier on to conduct a skills audit?	The skills assessment/audit should be part of the final feasibility report, so the phase doesn't matter.
9	In Phase IV the sixth task is to propose a management system for existing assets 'following the low, medium and high growth scenario'. The task of preparing the three scenarios are missing from this or the previous phase but would be an ideal addition to a new Feasibility Study phase.	This task is basically part of the management plan for a more sustainable system for existing assets. The firms must provide Low, Medium and High scenarios based on the International best practices.
10	Could you please finish off the sentence just above Phase V Investment Planning that reads "The consultancy will thus formulate an ITZ Feasibility and Management Plan including <u>the as??</u>	The consultancy will thus formulate an ITZ Feasibility and Management Plan.
11	We note that there are several tasks with variables yet to be confirmed (e.g. the number of site-specific / municipal visitor management plans (Phase IV) and Preparation PC-1s EoIs and RFPs for proposed interventions / investments by the public sector. How will these variances of scope be accommodated in the budget? We wonder if the ToR for Proposals could indicate a scale or number, or at least accept a contingency allowance for these.	The firm will have to do these calculations based on estimated number of investments identified in each ITZ, and the approximate cost of the feasibilities and PC1s for these public and private sector assessments.
12	Will the ToR for Proposals include a budget, or at least a preferred budget range at this stage?	The estimated budget of the assignment is published within the procurement plan of the project on the world bank website.
13	About the financial criteria (15M) : it's Not clear if the consortium must satisfy it , or if it is just a matter of more points in the evaluation. This is crucial to understand so please clarify.	The Net Worth of the individual firm shall be positive during the last Five year. Annual Turnover of USD 05 million in case of individual firm and cumulative USD 15 million is required in case of JV/Consortium for similar assignments. The Annual Turnover would be considered for only those firms who would demonstrate the positive Net Worth during the past 5 years. This financial criterion is used as baseline with the aim to have a financially sound firm and not for excluding the firms from competition.

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14	Please kindly clarify if there is any template that you would like us to follow for the EOI?	There is no template however the potential firms are requested to prepare their EOIs considering the TORs and selection criteria therein.
15	What will the total value of the project be for the purposes of budget?	The estimated budget of the assignment is published in the approved procurement plan of the project and is also available on the World Bank website.