

Minutes of Pre-PQ Meeting

**Project: Construction of Water Supply Systems in Towns of Beyla, Koubia, and Fria in Guinea**

**Date: June 12, 2025**

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Exim Bank has invited applications for Prequalification of Consultants for preparation of Detailed Project Report (DPR) and / or for Project Management Services (PMC), vide Reference. no. GOILOC-284(P-14)/EBID(Guinea)/CS-66 dated June 12, 2025, for “**Water Supply Systems in Towns of Beyla, Koubia, and Fria in Guinea**”.

In accordance with the conditions outlined in the PQ document, Exim Bank conducted a Pre-PQ meeting for the project on June 12, 2025, at 16:00 hours.

The prospective applicants submitted their queries on PQ document via email and also raised additional questions during the meeting. Exim Bank addressed these queries and provided suitable responses during the meeting. The list of queries, along with Exim Bank's responses, is at *Annexure-I*.

It may be noted that in case of discrepancy between the clarifications provided herein and the PQ document, the terms of the PQ document shall prevail. Change in the PQ document, if any, shall be done solely by way of Addendum to the Document. Any clarification provided herein should not be construed as an Amendment / Addendum to the PQ document.

Pre-PQ Meeting Discussions

**Project: Water Supply Systems in Towns of Beyla, Koubia, and Fria in Guinea.**

**Date: June 12, 2025**

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Exim Bank has invited applications for Prequalification of Consultants vide reference. no. GOILOC-284(P-14)/EBID(Guinea)/CS-66 dated June 04, 2025, for “Water Supply Systems in Towns of Beyla, Koubia, and Fria”. In accordance with the conditions outlined in the PQ document, Exim Bank is conducting Pre-PQ meeting for the project on June 12, 2025, at 16:00 hours.

**Project Brief:**

The project broadly envisages the construction of drinking water supply systems for the towns of Beyla, Fria and thereby provide access to drinking water for the populations of the towns concerned. The project intends to provide sustainable drinking water supply services by 2033, reduce water-borne diseases and contribute to poverty reduction. The proposed design of the water supply systems broadly comprises of intake, ground service reservoir, treatment, Elevated Storage Reservoir for onwards distribution through water fountains for public drinking and private connections. Technical Parameters of the Project are as follows:

Sr. No	Parameter	Beyla	Koubia	Fria
1.	Water Source	Boreholes (7)	Boreholes (3)	Konkouré River with a weir
2.	Water Treatment Capacity	100 m <sup>3</sup> /h	20 m <sup>3</sup> /h	5,882 m <sup>3</sup> /h
3.	Transmission Main	9 Km	1.4 Km	14.5 Km
4.	ESRs	1 with capacity of 600 m <sup>3</sup>	1 with capacity of 100 m <sup>3</sup>	5 with capacity of 1,750 m <sup>3</sup>
5.	Distribution Network	36 Km	10.2 Km	115.5 Km
6.	Private Connections	1,845	324	8,466

The queries received by Exim Bank along with the response to the queries is at *Annexure-I*.

**Pre-Qualification for Preparation of Detailed Project Report (DPR) and/ or for Project Management Consultant (PMC) for Water Supply Systems in Towns of Beyla, Koubia, and Fria in Guinea**

**Pre-PQ Meeting Date: June 12, 2025**

The Pre-PQ meeting for the Water Supply Systems in Towns of Beyla, Koubia, and Fria in Guinea was conducted by Exim Bank on June 12, 2025. The list of queries along with the clarifications provided thereof is as under. List of Attendees of the Pre-PQ Meeting is at *Annexure-II*.

It may be noted that in case of discrepancy between the clarifications provided herein and the PQ document, the terms of the PQ document shall prevail. Change in the PQ document, if any, shall be done solely by way of Addendum to the Document. Any clarification provided herein should not be construed as an Amendment / Addendum to the PQ document.

**A. Clarification provided by Exim Bank**

Sr. No.	Clause	Clarification Provided
1.	Part-III Appendix to Instructions to Applicants  2.9.1 Period for ascertaining Financial Status and Capacity  FY 2020-21 to FY 2024-2025 or FY 2019-20 to FY 2023-2024 if financials of FY 2024- 25 are not audited.	Not Applicable The ITA states a period of 3 Years for ascertaining eligibility under this Clause. However, the financial years mentioned in AITA are over a period of 5 years. The same shall be corrected by way of an Addendum.  The clause to be read as FY 2022-23 to FY 2024-2025 or FY 2021-22 to FY 2023-2024 if financials of FY 2024- 25 are not audited.
2	Part-III Appendix to Instructions to Applicants  Clause 2.11 Specific Experience  For Lot 1	Reference to Projects shall be read as reference to Contracts under the said Clause. The same shall be notified through an addendum.

	No. of Contracts	Value of each project <sup>2</sup> (In USD Million)
Option I	3	0.11
OR		
Option II	2	0.14
OR		
Option III	1	0.22

The scope of work / DPR prepared should include preparation of the Preliminary Design / General Administrative Drawings.

For Lot 2

	No. of Contracts	Value of each project <sup>3</sup> (In USD Million)
Option I	3	0.60
OR		
Option II	2	0.75
OR		
Option III	1	1.20

The scope of similar contracts must include review of construction designs for water distribution project

**B. Queries raised by Attendees:**

Sr. No.	Clause	Clarification / Modification Sought	Response
1.	Part-I Scope of Consultancy Services B.1.1, B.1.2 – Field Investigations	Please clarify whether the cost of all geotechnical, topographical, and geophysical surveys must be entirely borne by the Consultant or reimbursed separately.	<p>This is only a preliminary stage for determining eligibility of Applicants on pass/fail basis. Detailed clarifications in relation to Scope of Works shall be provided at the Bidding Stage.</p> <p>The award of contract is proposed to be on lumpsum basis and operational details related to contract period, reimbursable expenses etc. shall be covered under Tender Document at later stage.</p>
2.	Part-I Scope of Consultancy Services B.1.3.4 – Consultant Logistics	Kindly confirm whether SEG/local agencies will assist in obtaining security clearances and community approvals for field mobilization.	
3.	Part-I Scope of Consultancy Services B.1.3.4 – Support to SEG	Please provide an estimate of the number of SEG officials for whom local transport, logistics, and accommodation costs will be borne by the Consultant.	
4.	Part-I Scope of Consultancy Services B.1.3.4 – Equipment Ownership	Please clarify whether the handover of IT equipment refers only to laptops or includes GPS, survey equipment, printers, etc	
5.	Part-I Scope of Consultancy Services B.1.3.5 – Deliverable Format	Please confirm if submission of reports in both French and English is mandatory. Will cost of translation be reimbursed separately?	
6.	Part-I Scope of Consultancy Services B.1.3.5 – USB Submission	Please confirm if printing and supplying 10 physical copies and multiple USBs per city is mandatory at each stage or only at final submission	
7.	Part-I Scope of Consultancy Services	If there are delays in approval by SEG or Donor beyond 3 weeks, will the overall	

	B.1.4 – Timeline and Delays	contract period be extended accordingly without penalty?	
8.	Part-I Scope of Consultancy Services  B.1.2 – Baseline Data	Please confirm whether SEG will provide base maps, GIS layers, hydrological data, previous feasibility reports, etc. If not, should we budget for complete primary data collection?	
9.	Part-I Scope of Consultancy Services  B.1.3.2 – Socioeconomic Surveys	Will SEG assist in mobilizing local communities for household-level socio-economic surveys and consultations during ESIA & RAP preparation?	
10.	Part-I Scope of Consultancy Services  B.1.3.1 – ESIA Requirements	Kindly confirm whether a separate consultant for ESIA and RAP is allowed as a sub-consultant or must be part of the same consortium.	
11.	Part-I Scope of Consultancy Services  B.1.3.6 – Annexes	Should the Consultant account for cost of local stakeholder validation workshops and large-format printing of maps and annexes?	
12.	Part-I Scope of Consultancy Services  B.1.3.1 – E&S Certification	Are there any indicative costs associated with obtaining the Environmental and Social Compliance Certificate from the Guinean Ministry?	
13.	Part-II Instructions to Applicants  Clause 1.2 Brief description of Prequalification Process  1.2.1 The result of the PQ Process shall be shared by Exim Bank with the Authority, who shall be responsible for conducting the Bidding amongst the Applicants prequalified by	We understand that consultants who (all) qualify in the application (prequalification) stage will be eligible to participate in the next stage of the selection process. Kindly confirm.	The understanding is correct.

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	Exim Bank in accordance with this Application Document, for selection of the Consultant.		
14.	Part-II Instructions to Applicants Clause 2.2 Applicant's Nationality and Ownership	Kindly clarify if JV with international company / international parent is permissible or not.	Please be guided by the PQ Document. The requirement for Indian nationality is applicable to all JV Members.
15.	2.2.1 The Applicant shall be an Indian entity. In case of an Applicant being a JV, this Clause 2.2 [Applicant's Nationality and Ownership] shall apply individually to each member of the JV	Further, appointing a local company as sub-consultant is permissible.	Sub-consulting to local companies permissible up to a certain limit.
16.	Part-II Instructions to Applicants Clause 3.4 Multiple Applications Clause 2.1 Applicants	Will JV/Consortium members be jointly and severally liable? Can one firm be part of multiple applications (as Lead in one and sub-consultant in another)?	Please be guided by the PQ Document. The same has been suitably captured under Clause 3.4 and Clause 2.1 of Part-II Instructions to Applicants.
17.	Part-II Instructions to Applicants (ITA) Clause 2.10 General Experience 2.10.2 In case of JV, the conditions Under this clause 2.10 shall apply to each member of the JV.	As mentioned in 2.10.2 that 2.10 (general experience) shall apply to each of member of the JV. Prime objectives to form JV is to complement each other in JV with their strength and hence, we request that General and Specific Experience can be fulfilled by any one member in the JV and not by all Members.	Please be guided by the PQ Document. No change in the condition is envisaged at this stage.
18.	Part-II Instructions to Applicants (ITA)	It is mentioned that the projects are of within India. We request to allow projects carried	The PQ document specifies that (a) for meeting General Experience

	<p>Clause 2.10 General Experience Clause 2.11 Specific Experience</p> <p>2.10.1 The Applicant shall have experience as specified in the AITA in the role of prime consultant or JV member to the main client, in <b>India</b> that has been satisfactorily completed during the period as specified in AITA.</p> <p>2.11.1 Experience in executing at least the number and value of similar contracts related to projects in sector [...]</p>	<p>out outside India as well as the project country itself is outside the country.</p> <p>It is not mentioned that the projects are of within India. However, for the avoidance of doubt, we believe projects carried out outside India are allowed in this category as well.</p>	<p>criteria, only the contracts completed in India shall be considered; (b) for meeting specific experience, there is no restriction on the country where the contract has been executed. Refer Clause 2.10 and 2.11 of the PQ document.</p>
19.		<p>Kindly confirm if contracts awarded by private entities shall be eligible for consideration under both the clauses.</p>	<p>Contracts awarded either by private or government entities are eligible to be considered under both the clauses.</p>
20.	<p>Part-II Instructions to Applicants (ITA)</p> <p>Clause 2.10 General Experience</p> <p>2.10.5.b Subconsultants' experience and credentials, if any, submitted with the application shall not be taken into account in determining the Applicant's compliance.</p> <p>2.11.2 For the purpose of this Clause, Subconsultants'</p>	<p>We request you to allow and evaluate consultancy services those are provided to the prime consultant on back to back basis.</p>	<p>Please be guided by the PQ Document. No change in the condition is envisaged at this stage.</p>

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	experience and credentials, if any, submitted with the application shall not be taken into account in determining the Applicant's compliance.		
21.	Part-II Instructions to Applicants 2.15 Additional Conditions for JV	Please confirm if there is any cap on the number of members in the consortium and minimum shareholding percentage of the Lead Member.	Please be guided by the PQ Document. Clause 2.15 Additional Conditions for JV, clarifies the number of members and minimum shareholding.
22.	Part-III Appendix to Instructions to Applicants (AITA)  Clause 1.1 Background  1.1.3 Estimated Cost of consultancy services	We request you to please elaborate on the total estimated costs for the assignment.	The award of contract shall be through discovery of price through bidding. The cost of overall project is envisaged at around USD 18 mn
23.	Part-III Appendix to Instructions to Applicants (AITA)  Clause 1.3 Schedule of Prequalification Process  <b>Application Due Date and Time:</b> July 04, 2025 - 1500 hrs (IST)	We request the client to kindly offer an extension of the deadline by up to 2 weeks post clarification response, this will enable the consultants to incorporate client suggestions and prepare a comprehensive document	Changes, if any, shall be notified through an addendum.
24.	Part-III Appendix to Instructions to Applicants (AITA)  Clause 1.3 Schedule of Prequalification Process	We request you to allow a minimum of 2 additional days for physical submission after the deadline for online submission, to ensure timely and complete compliance.	While no change is envisaged in the condition at this stage. However, changes if any shall be notified through an addendum.

	Physical Submission of Documents: July 4, 2025 – 1500 hrs		
25.	<p>Part-III Appendix to Instructions to Applicants (AITA)</p> <p>Clause 1.2 Brief description of Prequalification Process</p> <p>1.2.5 Processing Fee</p> <p>An upfront and nonrefundable amount of INR 29,500 (Indian Rupees Twenty-Nine Thousand Five Hundred Only), including Processing Fee of INR 25,000 (Indian Rupees Twenty-Five Thousand Only) plus applicable GST (presently 18%) is payable through NEFT transfer as per details given below by each applicant:</p>	<p>Kindly Clarify, the Processing Fee 25000+18%GST =29,500/- and upfront &amp; non-refundable amount is same? or both r different amount.</p>	<p>A total amount of Rs. 29,500 shall be paid as Processing Fee which is calculated as 25,000 + 18% GST, which is equal to Rs. 29,500/-</p> <p>The processing fees is payable upfront and is non refundable.</p>
26.	<p>Part-III Appendix to Instructions to Applicants (AITA)</p> <p>Clause 2.9 Financial Status and Capacity</p> <p>2.9.1 (c) Value of Annual Consultancy Revenue</p> <p>Lot 1: USD 0.26 mn (United States Dollar two hundred and sixty thousand)</p>	<p>Kindly Clarify, can we apply only for Lot:1</p>	<p>An Applicant can apply for any one or both the Lots.</p>

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	<p>Lot 2: USD 0.75 mn (United States Dollar seven hundred and fifty thousand)</p> <p>For Lot 1 and Lot 2 combined: USD 0.75 mn (United States Dollar seven hundred and fifty thousand)</p>		
27.	<p>Part-III Appendix to Instructions to Applicants (AITA)</p> <p>Clause 2.10 General Experience</p> <p>2.10.1 Sector for General Experience</p> <p>For Lot 1: Experience in preparation of DPR for Water Distribution Project in India</p> <p>For Lot 2: Experience as Project Management Consultant / Lender's Engineer / Owner's Engineer / Authority Engineer for Water Distribution Project in India</p> <p><u>In order to qualify for both the lots, the Applicant shall meet the General experience for each lot separately</u></p>	<p>Please clear, if the bidder qualifies in Lot-1, Technically and Financially, then the firm can apply only single Lot.</p>	<p>Covered above. An Applicant can apply for any one or both the Lots.</p>
28.	<p>Part-III Appendix to Instructions to Applicants (AITA)</p> <p>Clause 2.10 General Experience</p>	<p>Is it mandatory for the lead firm to have experience in all three components (DPR, ESIA, Tendering) or can it be distributed among JV members?</p>	<p>Please be guided by the PQ document, which clearly stipulated the eligibility conditions.</p>

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29.	<p>Part-III Appendix to Instructions to Applicants (AITA)</p> <p>Clause 2.10 General Experience Clause 2.11 Specific Experience</p>	<p>We request that the cut off date for both general and specific experience be extended from June 1, 2020 to (Last 5 Years) to June 1, 2015 (Last 10 years), in order to allow a broader consideration of relevant experience.</p>	<p>Please be guided by the PQ Document. No change in the condition is envisaged at this stage.</p>
30.	<p>2.10.1 Cut-off Date for General Experience</p> <p>2.11.1 Cut-off Date for Specific Experience</p> <p>Starting from June 1, 2020, and up to Application Due Date</p>	<p>Request to please consider last 12 years instead of 5 years as all similar public client tenders allow the same with horizon of projects of last 12 to 15 years</p>	
31.	<p>Part-III Appendix to Instructions to Applicants (AITA)</p> <p>Clause 2.10 General Experience Clause 2.11 Specific Experience</p> <p>2.10.1 Sector for General Experience</p> <p>2.11.1 Sector for Specific Experience</p> <p>For Lot 1: Experience in preparation of DPR for Water Distribution Project in India</p> <p>For Lot 2: Experience as Project Management Consultant / Lender's Engineer / Owner's</p>	<p>We request to allow large scale urban infrastructure projects such as sewerage and storm water drainage works for which consultancy services are provided as similar projects</p>	<p>Noted. Changes, if any, shall be notified through addendum.</p>

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	Engineer / Authority Engineer for Water Distribution Project in India		
32.	Part-III Appendix to Instructions to Applicants (AITA)  Clause 2.11 Specific Experience	In case a project includes both DPR and PMC services, and the consultancy fee is not distinguished between the two, will it be considered valid for both Lot-1 and Lot-2 criteria?	The applicant shall be responsible to demonstrate the fees associated with the DPR contract and PMC contract through any suitable document like contract agreement / payment notes etc
33.	Part-III Appendix to Instructions to Applicants (AITA)	Kindly confirm whether ongoing projects will be considered eligible for evaluation under the "Specific Experience" criteria.	Substantially completed contracts shall not be considered for evaluation. Only the contracts which have been successfully completed shall be considered for evaluation.
34.	Clause 2.11 Specific Experience  2.11.1 The Applicant shall demonstrate following experience by way of contracts <b>completed</b> during the period as specified in the AITA.	Kindly confirm if ongoing projects (70% completed) can be submitted as part of relevant experience or only fully completed assignments are accepted.	
35.	Part-III Appendix to Instructions to Applicants (AITA)  Clause 2.11 Specific Experience  2.11.(a) For Lot 1: The scope of work / DPR prepared should include preparation of the Preliminary Design / General Administrative Drawings.	We believe Preliminary Design GADs carried out in Detailed Design shall also consider as eligible.	Yes. The same shall have to be substantiated through documentary evidence.

<p>36.</p>	<p>Part-III Appendix to Instructions to Applicants</p> <p>Clause 2.11 Specific Experience</p> <p>For Lot 1</p> <table border="1" data-bbox="271 443 741 639"> <thead> <tr> <th></th> <th>No. of Contracts</th> <th>Value of each project<sup>2</sup> (In USD Million)</th> </tr> </thead> <tbody> <tr> <td>Option I</td> <td>3</td> <td>0.11</td> </tr> <tr> <td colspan="3" style="text-align: center;">OR</td> </tr> <tr> <td>Option II</td> <td>2</td> <td>0.14</td> </tr> <tr> <td colspan="3" style="text-align: center;">OR</td> </tr> <tr> <td>Option III</td> <td>1</td> <td>0.22</td> </tr> </tbody> </table> <p>The scope of work / DPR prepared should include preparation of the Preliminary Design / General Administrative Drawings.</p> <p>For Lot 2</p> <table border="1" data-bbox="271 836 741 1032"> <thead> <tr> <th></th> <th>No. of Contracts</th> <th>Value of each project<sup>3</sup> (In USD Million)</th> </tr> </thead> <tbody> <tr> <td>Option I</td> <td>3</td> <td>0.60</td> </tr> <tr> <td colspan="3" style="text-align: center;">OR</td> </tr> <tr> <td>Option II</td> <td>2</td> <td>0.75</td> </tr> <tr> <td colspan="3" style="text-align: center;">OR</td> </tr> <tr> <td>Option III</td> <td>1</td> <td>1.20</td> </tr> </tbody> </table> <p>The scope of similar contracts must include review of construction designs for water distribution project</p>		No. of Contracts	Value of each project <sup>2</sup> (In USD Million)	Option I	3	0.11	OR			Option II	2	0.14	OR			Option III	1	0.22		No. of Contracts	Value of each project <sup>3</sup> (In USD Million)	Option I	3	0.60	OR			Option II	2	0.75	OR			Option III	1	1.20	<p>For qualification purpose, in place of consultancy cost, project cost for which consultancy services are provided, should be evaluated. For most of the projects in India, this has been the criteria.</p>	<p>Noted. Changes, if any, shall be notified through addendum.</p>
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<p>37.</p>	<p>Part-III Appendix to Instructions to Applicants (AITA)</p> <p>Clause 2.12 Quality Assurance</p>	<p>We believe any one from these two certifications suffice and not mandatory to comply with both and no mark linked with this criteria as well.</p>	<p>Both the certifications are mandatory.</p>																																				
<p>38.</p>		<p>Considering that Environmental Management are not directly related to the</p>	<p>Noted. Changes, if any, shall be notified through addendum.</p>																																				

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	(a) Quality Management System equivalent / similar to ISO 9001, and  (b) Environmental Management System equivalent/similar to ISO 14001	execution capacity we request you to waive off the requirement.	
39.	Part-III Appendix to Instructions to Applicants (AITA)  Clause 2.12 Skilled Human Resource	Please clarify the minimum number of Key Experts or CVs to be provided at prequalification stage (if any).	Please be guided by the PQ Document. Details have been captured suitable under Clause 2.13. It is clarified that only declaration is required at this stage and no CVs have to be submitted.
40.	Contract Signing	Will the contract be signed directly between Exim Bank and the selected consultant or with the implementing agency in Guinea?	Please be guided by the PQ document.  The Contract shall be signed between the Authority and the Consultant. However, Payment to the Consultant shall be made by Exim Bank, under the LOC, at the request of the Borrower and upon approval by Exim Bank.
41.	Appendix – Forms	Can authorized signatories digitally sign and submit forms and PoA, or will only wet ink signatures and notarized hard copies be accepted?	Please be guided by the PQ Document. Details in relation to submission of Application have been suitable captured under Clause 3.7 Submission of Application.
42.	Submission – Online Portal	Please share detailed instructions, file size limits, or software compatibility guidelines for uploading the application online.	

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List of Attendees of the Pre-PQ Meeting scheduled on June 12, 2025:

Sr. No.	Particulars
1.	Aarvee Engineering Consultants Ltd.
2.	Anvaya Construction Consultancy Pvt. Ltd.
3.	Arshiya Consulting Engineers Pvt. Ltd.
4.	Ecometrix Consultants Pvt. Ltd.
5.	Ehyte India Pvt. Ltd.
6.	Fortress Infracon Ltd.
7.	Himadri Enviro-Protection Consultants Pvt. Ltd.
8.	InraEn (India) Pvt. Ltd.
9.	Infrastructure Development Corporation (Karnataka) Ltd.
10.	Intercontinental Consultants and Technocrats Pvt. Ltd.
11.	M. N. Dastur & Company (P) Ltd.
12.	NJS Engineers India Pvt. Ltd.
13.	Vitya Consultants Pvt. Ltd.
14.	Voyants Solutions Pvt. Ltd.
15.	Ray Infrastructures Pvt. Ltd.
16.	SAI Consulting Engineers Pvt. Ltd.
17.	Tatva Power Associates
18.	Theme Engineering Services Pvt. Ltd.