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<tr>
<td>1.</td>
<td>Please indicate how many existing contracts need to be reviewed. Please expand on their nature (capex, take-or-pay cargo, etc.)</td>
<td>There is a small number of short-term contracts as indicated by the Client. However, one of the key outcomes of the legal advisory services is to draft and negotiate contracts with potential anchor clients which will allow the project to be bankable.</td>
</tr>
<tr>
<td>2.</td>
<td>Can the feasibility study done by Artelia as referred to in Annexure B of section 3 of the TORs RFP be made available</td>
<td>After internal discussion, the feasibility study will only be made available to the winning bidder. We believe that the ToR provided are clear and detailed enough to provide adequate pricing.</td>
</tr>
<tr>
<td>3.</td>
<td>Make the OCDI study available?</td>
<td>Similar to the Artelia Report, the OCDI will only be made available to the preferred bidder.</td>
</tr>
<tr>
<td>4.</td>
<td>Is there a file size limit for the technical submission?</td>
<td>No size limitation for the bid submission.</td>
</tr>
<tr>
<td>5.</td>
<td>Do we price the bid with or without Covid travel restrictions?</td>
<td>We anticipate that travel restrictions will be alleviate in the near future. Therefore, Bidders are to indicate the costs of traveling as a separate item in the pricing submission.</td>
</tr>
<tr>
<td>6.</td>
<td>Does the lead firm of this response have to be a project management firm/expert?</td>
<td>Requirements with regard to the Project lead has been stipulated in the RFP and not on the lead firm.</td>
</tr>
<tr>
<td>7.</td>
<td>Do we &quot;prepare&quot; or just &quot;review&quot; prelim designs and BOQs?</td>
<td>We anticipate that detailed BOQ will be submitted by the EPC. The feasibility however provides what may be considered as MFS in line with preliminary designs. Bidders are required to review the information, identify gaps and update the study.</td>
</tr>
<tr>
<td>8.</td>
<td>Must all subcontractors also submit SBD Forms or only the lead company</td>
<td>Everyone is required to complete the SBD forms. Consortium agreements or JV agreements to also be submitted as part of the documentation.</td>
</tr>
<tr>
<td>9.</td>
<td>Please confirm that if the functionality score of 70/100 points is achieved, that only the bidder's price and not preferential procurement will be evaluated.</td>
<td>Due to the international nature of the RFP, only pricing will be evaluated with no preferential procurement processes.</td>
</tr>
<tr>
<td>10.</td>
<td>TOR 1: We note that as part of the Gap Analysis, we will be required to review any potential contracts between MHCL and clients and identify potential contractual and other issues that may affect the project. Please give an indication of how many contracts we can expect to review.</td>
<td>See Item 1.</td>
</tr>
<tr>
<td>11.</td>
<td>TOR 3(c)- please indicate whether there are any existing concessions with the MHCL.</td>
<td>There are no concessions at the port as a result of MCHL being a state-owned enterprise.</td>
</tr>
<tr>
<td>12.</td>
<td>TOR 3(c) please confirm that the TA is required to draft the EPC contract?</td>
<td>TA to review the EPC contract to be put in place.</td>
</tr>
<tr>
<td>13.</td>
<td>TOR 3 (c) – how many off-takers should we envisage for purposes of pricing?</td>
<td>The Study to be conduct must inform the potential to be unlocked subsequent to the modernisation of the port. The financiers will be reliant on the throughput. The financial model must take into consideration the current and projections of future capacity at the port.</td>
</tr>
<tr>
<td>14.</td>
<td>Is it anticipated that MHCL will continue to operate the upgraded Mpuungu Port, or will it look to concession this responsibility?</td>
<td>The port is envisaged to continue its operation during the upgrade which is planned to be carried out in phased approach.</td>
</tr>
<tr>
<td>15.</td>
<td>How will international TA's claim BBBEE points?</td>
<td>No BBBE compliance will be required due to the international nature of the RFP.</td>
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<td>16.</td>
<td>Is there a financial model from the borrower already available?</td>
<td>There is an existing financial model although very preliminary. It is therefore required for the TA to develop a robust model that is all encompassing.</td>
</tr>
<tr>
<td>17.</td>
<td>Please provide the alternate email address for Vusi.</td>
<td><a href="mailto:vusiSCM@dbsa.org">vusiSCM@dbsa.org</a> to be used for this Tender Process.</td>
</tr>
<tr>
<td>18.</td>
<td>We request an extension in submission date by at least 15 days from the current date of submission.</td>
<td>In the light of recent discussions with the Client, an extension until the 14th Sep 2020 has been agreed.</td>
</tr>
<tr>
<td>19.</td>
<td>Project duration is 4 months only, during which time 11 deliverables must be submitted. It seems very tight schedule. How much of primary surveys required during traffic study?</td>
<td>Due to investment timelines to be adhered to, we believe that 4 months is more than enough to execute the current scope of work detailed in the RFP.</td>
</tr>
<tr>
<td>20.</td>
<td>Request to increase the assignment duration.</td>
<td>See response in item 19.</td>
</tr>
<tr>
<td>21.</td>
<td>Pricing is to be quoted in dollars- what dollar/rand exchange rate do we fix it at on the date of submission?</td>
<td>Pricing to be quoted in dollars. Exchange rate to be determined at the discretion of the bidder.</td>
</tr>
<tr>
<td>22.</td>
<td>The question has been asked, but I was unfortunately cut off. Will previous studies only be made available once the study kicks off? Are we able to access these studies now?</td>
<td>See response in Item 2 &amp; 3. Studies to only be made available to the winning bidder.</td>
</tr>
<tr>
<td>23.</td>
<td>while reviewing the previous reports, if any gap is identified, then the work related to that gap or modifications, if required any, must be carried out by the consultant. Any kind of additional work or modification of change in the design related work. Is it correct?</td>
<td>Yes, that is correct. The RFP provide enough clarity on the expectation of the TA and outcomes of the study.</td>
</tr>
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</table>
| 24.     | thank you. Then just my question 4 regarding the EPC contract please. Also are you able to give a range of how many offtake agreements we should price for or is there an assumption we can make (e.g. 5/10) | (i) EPC contracts to be reviewed  
(ii) As per Item 1, a small number of short-term contracts are currently in place. However, the study to provide an indication of potential to be unlocked and prepare contract and negotiate contract with anchor clients to make project viable from a Lender’s perspective. |
| 25.     | Will we receive written responses to the questions in addition to the recording of the session? | Yes, the recoded session is available for reference. |
| 26.     | In light of the current COVID-19 circumstances, do you expect experts to be on the ground in Zambia for the duration of the project, or will site visits suffice. | It is expected that the TA will need to be based in Zambia to conduct the study. However, sites visits will be required in order to properly evaluate the project. |
| 27.     | For personnel you have asked for professional registration, can you elaborate the requirements | Registration to professional body (i.e. Engineering Council or a Statutory body) that regulate the profession. |
| 28.     | The price proposal needs to be inclusive of VAT, at which country's VAT rate is this to be calculated? | The contracted party to enter into an agreement with DBSA and shall be remunerated from South Africa.  
The **pricing proposal shall be exclusive of VAT**. However, bidders to indicate for noting in a separate line item the VAT based on 15% as required by SARS (South African Revenue Services). |
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<td>29.</td>
<td>Is there a draft EPC agreement in place from Artelia? Can we see it already? Is it FIDIC?</td>
<td>Artelia was a Consultant and not an EPC. The EPC is yet to be appointed once the additional studies are completed. Services of the TA will be retained to review the EPC contract if/and when available.</td>
</tr>
<tr>
<td>30.</td>
<td>TOR 3(c) please confirm that the TA is required to draft the EPC contract</td>
<td>No EPC contract drafting but only review to be considered. The Drafting of contract is with port tenants/ anchor clients.</td>
</tr>
<tr>
<td>31.</td>
<td>What documents shall be provided as proof registration of personnel</td>
<td>Certificates/ letter stamped by the professional body attesting to the personal registration to be provided.</td>
</tr>
<tr>
<td>32.</td>
<td>In India we do not have individual professional registration for Management what alternative document can we provide</td>
<td>Please provide certificate of completion of management course indicating the level the personnel is at.</td>
</tr>
<tr>
<td>33.</td>
<td>Last question, in the RFP is says a pre-qualifier is that we need to submit an attendance register from this session is this correct?</td>
<td>No requirement for attendance register.</td>
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