



Millennium Development Authority (MiDA)

MINUTES OF PRE-BID MEETING FOR THE PROCUREMENT OF WORKS – CONTRACTORS FOR DEPLOYMENT OF LV BIFURCATION AND NETWORK IMPROVEMENT -IDIQ (INDEFINITE DELIVERY-INDEFINITE QUANTITY) – MULTIPLE AWARD HELD AT SWISS SPIRIT ALISA HOTEL, 8TH AVENUE EXTENSION, NORTH RIDGE, ACCRA ON 29TH JANUARY, 2019 AT 10:00 HOURS.

REF: 5140200/IFB/CB/01/19

1.0 PRESENT

MILLENNIUM DEVELOPMENT AUTHORITY (MiDA & ECG)

- John Boakye Chief Financial Officer, MiDA
- Eric Asare Director, Distribution Project, MiDA
- Kwabena Amponsa-Debrah Procurement Officer, MiDA
- Robert A. Adongo Procurement Officer, MiDA
- Richmond Owusu Project Manager / MiDA Project- Energy Commission
- Roland Osei-Nyarko Project Control, QA & Logistics Officer, MiDA

CHARLESKENDALL AND PARTNERS (CKP)

- Ian Stewart Procurement Agent Manager, Charles Kendall & Partners (CKP)
- Kwasi Ansu-Tutu Senior Procurement Expert, CKP
- Abigail Appiah Procurement Officer, CKP

SMEC INTERNATIONAL PTY LTD (SMEC)

- Isaac Nyantakyi Lead Distribution Engineer, SMEC
- Alex Demetre Papaioannou Lead Design Engineer, SMEC
- Abigail Opoku Acheampong Electrical Engineer, SMEC
- Edem Attah Electrical Engineer, SMEC

ESBI (ECG Technical Assistance Consultant)

- R T. Green ESBI
- Michael Sheehan ESBI

PARTICIPANTS

A copy of the full list of Participants in its original form is attached as Annex 1.

2.0 WELCOME OF PARTICIPANTS & INTRODUCTION

The meeting was opened by MiDA Procurement at 10:30 am with a prayer. The participants were welcomed by the Procurement Officer and the agenda was given. The presentations started with the Technical aspects presented first followed by Financial Issues, Procurement Issues, general discussions and concluding on clarification questions.

3.0 TOPICS PRESENTED

3.1 The Compact & Low Voltage Bifurcation & Network Improvement

The Director, Distribution Project of MiDA gave an overview of the Compact stating briefly that the Compact international is an international treaty between the United States Government represented by Millennium Challenge Corporation (MCC) and the Republic of Ghana to develop the power sector with a total Program Funding of US\$ 535.6M to be disbursed in two (2) tranches.

- Tranche I Funding –US\$345.6M being disbursed upon Entry into Force (EIF) – September 6, 2016
- Tranche II Funding –US\$190M

The Compact is a 5-Year Compact and as of today, the Compact is 2 years 4 months old with 2 years 8 months to go to the end of Compact on September 6, 2021.

The Compact has two (2) broad areas and one of them is the Foundational/Infrastructure Projects which is the focus of this meeting. The Deployment of Low Voltage Bifurcation & Network Improvement is an activity under the Foundational/Infrastructure Projects and the scope is given as follows:

- 1) Supply, install, test and commission Pole Mounted and Ground Mounted Distribution Transformers at various locations
- 2) Supply and string 415V, 11kV and 33kV 120sqmm AAC Overhead lines to connect new or relocated Transformers
- 3) Supply and lay 415V, 11kV and 33kV XLPE underground cables to connect new Transformers
- 4) Supply and install 9, 11 & 12m wooden poles and top structures
- 5) Replace all main and spur line conductors with 120sqmm AAC
- 6) Replace all twisted joints with standard lugs and connectors
- 7) Replace all defective wooden poles with standard poles
- 8) Carry out various civil works

The full details can be found in the Bidding Document and participants were asked to carefully read it.

The full presentation by the Director is [provided here](#).

3.2 Payment Process, Taxes and Audits

The Chief Financial Officer of MiDA gave an overview of the Payment Process, Taxes and Audits of the Compact with the following briefs:

- 1) The Payment Process complies with the USG 30 Day Pay Rule and MiDA must make payment, within 56 days (28 days for processing by Engineer and 28 days by the Fiscal Agent) after the Contractor submits the invoice to the Engineer.
- 2) All Payments (and for that matter prices to be quoted by the Bidders) are taxes and custom duties exempt (i.e. Taxes, Customs, VAT/NHIL). The taxes and custom duties exempted must be related to this project only. GRA no longer issues VRPO, and for domestic/local purchases, the Contractors will be expected to conveniently pay the VAT/NHIL, and to get a refund later through MiDA. Such purchases must come with VAT/NHIL invoices or computer generated VAT invoices preferably, in the joint names of the Contractor & MiDA. The refund process is typically bureaucratic and might take between 30-60 days.

For Petroleum Taxes exemption, it is particularly difficult at the pumps as there are many unknown taxes on petroleum. If large quantities of petroleum products will be needed as in the case of road projects for example, then arrangements can be made with the Fuel Marketing Companies to get the Contractor petroleum tax exemption from a specific source of petroleum supply.

The taxes exemptions are also applicable to the Contractor's approved Subcontractors.

The Chief Financial Officer provided the details of the Payment Process, exemptions for Duties & VAT/NHIL at Importation and local purchases, Audits and reviews are given in the full presentation [attached here](#).

3.3 The Procurement Process and the IFQ

The Procurement Agent Manager briefed participants on the procurement principles, indicating that the key interest of procurement is to assist Bidders to comply with requirements in order to submit quality Bids.

In summary, MiDA intends to award up to THREE (3) LV Bifurcation IDIQ Works Head Contracts in response to this IFQ.

After the award of Head Contracts, the THREE (3) IDIQ Head Contract holders will later be asked to respond to Work Requests in competition, and Work Orders (WOs) will be issued to the IDIQ Contractor who will offer the lowest responsive and reasonable price.

For this IFQ, Bidders were advised to tick all the boxes and sign the GOE forms irrespective of their GOE status.

Bidders were advised to take careful note of the contents of the Bidding Document and respond to all requirements in the Sections and to especially complete All Forms in Section IV.

Forms for Work Orders (WOs) should not be filled at this time.

The full presentation by the Procurement Agent is [attached herewith](#)

4.0 General Discussions, Clarifications & Decisions

The Procurement Agent stressed that all clarification questions must be in writing in order to receive a formal response. All questions must be sent in accordance with the instructions given in the Bid Data Sheet, and in the presentation herewith.

Clarification questions asked at the meeting are given in the table at 4.2 below.

Since responses to clarifications were required to be sent to all interested Bidders who may not be present at the meeting, any issue raised and discussed at the meeting must be accompanied by a formal written request no later than 5th February to the Procurement Agent (Charles Kendall & Partners) and MiDA at the e-mail addresses provided in the IFQ which are recalled as follows.

These are paghana@charleskendall.com and procurement@mida.gov.gh.

The formal requests for clarification and their responses will be collated and issued in the Form of Annex 2 below.

- 4.1** The Minutes of the Pre-Bid Meeting along with the clarification questions and responses and copies of the presentations would be circulated no later than 17:00

hours Ghana time on 15th February, 2019 to all those who have requested and received the IFQ.

Bidders who have not yet formally requested for the Bidding Document were advised to do so, through the e-mail addresses given above in order to receive responses to the clarification requests and any ensuing Addenda.

4.2 The following questions and issues were raised during the Meeting:

No	QUESTION
1.	Are Contractors expected to physically track their invoices in the 56 days or there is a software to be used?
2.	If we are unable to meet all the requirements in the Bidding Documents, will we be disqualified?
3.	We want to know, if a Bidder has not been involved in the past with MCC, is the Bidder qualified?
4.	Bid Security: Please, explain further the statement that “Head Contract – No Bid Security required. At competition at Work Order stage – Bid Security required”. What is the expected amount of Bid Security at Work Order stage?
5.	Joint Venture(s) (JVs): Do we need to have legal establishment in Ghana at the Bidding stage?
6.	In our submissions, some Financial requirements are expected to be met in the evaluation criteria. These requirements appear to be on the high side and we cannot meet all of them and may be disqualified in some of them. Can some of these requirements be relaxed or reduced?
7.	The maximum value of Work Order is stated to be US\$ 14.0M. Is it the overall market or turnover? Can you give us the global value of the market?
8.	Performance Security: With work of this nature, once materials leave the port / country of origin of goods, the materials are for the Employer. Why the need for Performance Guarantee?
9.	Payment terms: What is the value of the Advance Payment at the Work Order stage?
10.	Can you recommend eligible countries from where we can form JVs and Associations without being disqualified for this job?

Participants were asked to note that:

- (a) Copies of the presentations shall be made available to Bidders as soon as possible; and
- (b) Anyone requesting the IFQ following this meeting would also be provided with the attached presentations, and any addenda to the IFQ.

5.0 CLOSING

MiDA Procurement thanked all participants present and closed the meeting with a prayer.

The Meeting came to a close at 11.40 Hours Ghana time.

ANNEX 1 – LIST OF PARTICIPANTS



Millennium Development Authority (MiDA)

**PRE-BID MEETING – CONTRACTORS FOR DEPLOYMENT OF LV BIFURCATION AND NETWORK IMPROVEMENT - IDIQ
(INDEFINITE DELIVERY-INDEFINITE QUANTITY) – MULTIPLE AWARDS
CB NO: 5140200/IFB/CB/01/19**

REGISTER OF FIRM'S REPRESENTATIVES

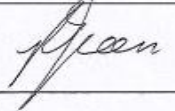
VENUE: ALISA HOTEL
DATE: 29TH JANUARY, 2019
TIME: 10.00 HOURS

NO.	NAME OF REPRESENTATIVE	FIRM/ORGANIZATION	SIGNATURE	TELEPHONE/EMAIL
1	Yigitcan Yildirim	ALKE Construction		0504051775 ycan112@hotmail.com
2	Michael Anane	Geomyk Construction		0265317107 michael-anane06@gmail.com


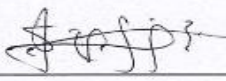
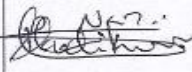


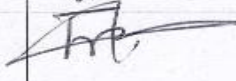

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NO.	NAME OF REPRESENTATIVE	FIRM/ORGANIZATION	SIGNATURE	TELEPHONE/eMAIL
3	Ameyea	Alpha Tnd Ltd Ghana	AG	garde.a@alphatnd.com
4	Kofi Fainpong	Kofkins Eng	AK-	f.kofi@volknengineering.com
5	Nii Odoom A. Annah	Zebra Energy & Metal Systems	<i>[Signature]</i>	niiodoomannah@gmail.com
6	Emmanuel Abovzie	Technolights Ltd.	<i>[Signature]</i>	technolights/td@gmail.com
7	Niket Gael	MBH POWER	<i>[Signature]</i>	niket.gael@mbhpower.com
8	EDEN YAWA BUWA BUAMA	PAIC ELEKTRON LTD.	<i>[Signature]</i>	edembuama@gmail.com

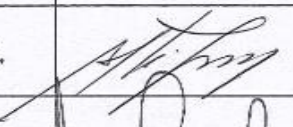
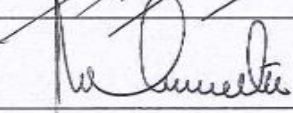
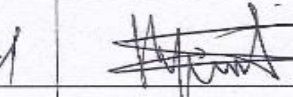

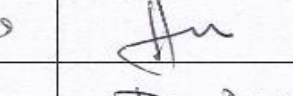
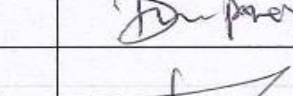
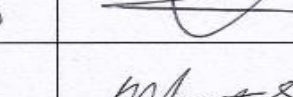

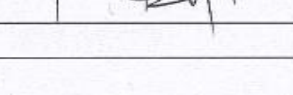
REGISTER OF FIRM'S REPRESENTATIVES

NO.	NAME OF REPRESENTATIVE	FIRM/ORGANIZATION	SIGNATURE	TELEPHONE/eMAIL
9	R T GREEN	ESBI		024 315 5480 rodneycgreen.gla@gmail.com 855 820 9226
10	MICHAEL SHEEHAN	ESBI		Michael Sheehan @ ESBI.1.e.
11	CONSTANCE AGBENOTHEVI	TATA PROJECTS LTD		0249 773903 cons.agbey@gmail.com ashishsinghvi@tataprojects.com
12	VIJAYAKUMAR ALAGARJAMY	MBH POWER LTD		+23302022 22 088 vijaya.kumar@mbhpower.com
13	Kingsey Antwi	Regent House.co		regenthouse100@gmail.com
14	Nicolas ROUSSEAU	EIFFAGE ENERGIE		nicolas.rousseau_ext@eiffage.com
15	V. Purushothaman E.J. Venkataraman	Best & Crompton		bcewnt@gmail.com
16	EMMANUEL APPIAH	ALKE CONST.		emmappiah@msn.com

REGISTER OF FIRM'S REPRESENTATIVES

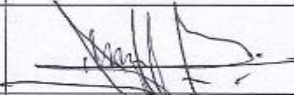

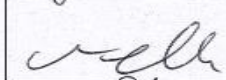


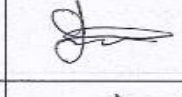
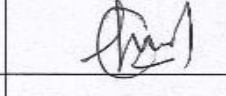

NO.	NAME OF REPRESENTATIVE	FIRM/ORGANIZATION	SIGNATURE	TELEPHONE/eMAIL
17	Elkus Adams	PPA / Process & Plant Automation		ekus@automationphene.com 0202226702
18	Sandra Adjetei	Process & Plant Automations Limited		sadjetei@automationphene.com
19	Ida Na-Tei	Process and Plant Automation Ltd.		ida.natei@gmail.com
20	Max Ada	Mannschaff		publicrelations@mannschaffeng.com
21	JORGE PEREIRA	ENGITEC UTILITIES PRO REDES, SA		JP.ENGITEC@GMAIL.COM
22	Frank Kuhn	Power Factor Ltd		Frank.Kuhn@powerfactorgh.com
23	Michael Kumordzi	"		ME.Kumordzi@powerfactorgh.com

REGISTER OF FIRM'S REPRESENTATIVES

NO.	NAME OF REPRESENTATIVE	FIRM/ORGANIZATION	SIGNATURE	TELEPHONE/eMAIL
24	Albert Jense	Flaerhlokal SA.		00351916019549 albertjense@flaerhlokal.de
25	MARIO NOBRE CASTRO	GAEITEC LTD		mario.castro@gaeitec.com
26	John Dakpoe	Stone alert Ltd		0206128673 jondakpoe@yahoo.com
27	Ebenzer Ekemel	EFACEC		024661780x ebenezerekemel@yahoo.com
28	Muhammad Sallab	Stone alert Ltd		020-811297 stonealert@yahoo.com
29	PROMISE DADBE	STONE ELE.		dodadbe@yahoo.com
30	MICHAEL ADJE DAKPOT	HARRIMAH LIMITED		harrimahlimited@gmail.com / 0249056291
31	KOFI HARRISON	SARATD COMPANY LIMITED		Saratd company@gmail.com / 0244169368
32	RAYMOND KONADU	CHRISTIAN ENG. LTD		ckonadu@cel@yahoo.com 0242723982

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REGISTER OF FIRM'S REPRESENTATIVES

NO.	NAME OF REPRESENTATIVE	FIRM/ORGANIZATION	SIGNATURE	TELEPHONE/eMAIL
33	Liliana R. Azedo	Comet Construction		0244-660025
34	Clement G. Abavana	Noric Consult		024 453 4508
35	RAPHAEL FELU	wellcamp		0243715874
37	Saïd Klovah	Transient Engineering		0244702240
38	Robert Boding	International Energy Services Limited		0556492702
39	John Nbeadu	International Energy Services Limited		0242932716
40	Nord Zube Senam	Zebra Invest		0242888764
41	Vivian CRENTEIL	FORMS LOCALIS		0277475995

REGISTER OF FIRM'S REPRESENTATIVES

NO.	NAME OF REPRESENTATIVE	FIRM/ORGANIZATION	SIGNATURE	TELEPHONE/eMAIL
42	NANA YAW Mutiara Mutiara	FODUS LOGISTICS WIS		0244752055
43	Cabin Yarnay	BENIRTA CO LTD		0246414328
44	Alfred Haffarel	Konyang Construction		0240584643
45	Bramanus Mersah	11		0503521492
46	ERIC - M. AYIH	BAWORIC ELECTRICALS		0505060012
47	Geisha Solomo	Q3 Company Limited		0556469283
48	Leonora Appiah	Medan Group Ltd		0244748575
49				

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ANNEX 2

**CLARIFICATIONS FOR CONTRACTORS FOR DEPLOYMENT OF LV BIFURCATION AND NETWORK IMPROVEMENT -
IDIQ (INDEFINITE DELIVERY-INDEFINITE QUANTITY) – MULTIPLE AWARD**

BID REFERENCE: 5140200/IFB/CB/01/19

SI	Ref	Question	Answer
1			
2			
3			
4			