

Pre-Qualification Document – Authority’s responses to bidders’ queries

Procurement of a private party for the Gulu Logistics Hub project under a Public Private Partnership (PPP) arrangement

Procurement Ref. No.: **URC/PPP/2021-22/00001**

Date: 11 February, 2022

Uganda Railways Corporation
Plot 57, Nasser Rd, Kampala, Uganda



Contracting Authority's responses to queries submitted by bidders on the RFQ

Sl. No.	Query	Authority's Response										
1.	Is "Form 4 - RESPONDENT'S STRUCTURE AND COMPOSITION", required to be completed by respondents who are not in a consortium i.e. single respondents because the column descriptions don't seem to align well with single respondent's needs? If not, are they supposed to attach Articles of Incorporation and registration documents?	<p>A single entity bidder should also fill and provide Form 4 as well as the other forms. They should also provide the Article of Incorporation and all the other documents mentioned in the RFQ document.</p> <p>As an example, the form 4 in this case could be filled as follows:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;">No</th> <th style="text-align: center;">Role in the Project</th> <th style="text-align: center;">Name of responsible party</th> <th style="text-align: center;">Equity Consortium Member (Y/N)*</th> <th style="text-align: center;">Indicative project share (%)</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1</td> <td style="text-align: center;">Single Bidder</td> <td style="text-align: center;">XYZ</td> <td style="text-align: center;">Not Applicable</td> <td style="text-align: center;">100%</td> </tr> </tbody> </table>	No	Role in the Project	Name of responsible party	Equity Consortium Member (Y/N)*	Indicative project share (%)	1	Single Bidder	XYZ	Not Applicable	100%
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2.	Can we have specifications for the additional requirements that need to be completed at the facility in phase 1 and 2	<p>The appointed Private Party is expected to :</p> <ol style="list-style-type: none"> a) Procure necessary equipment and undertake operations & maintenance of the Phase 1 facility b) Finance, design, and construct the Phase 2 infrastructure; and, c) procure necessary equipment and undertake operations & maintenance of the Phase 2 facility <p>The Private Party must meet the minimum performance standards & specifications set by the Contracting Authority for completing the above tasks. Further details shall be made available to bidders at the Request-for-Proposal (RFP) stage.</p>										
3.	What are the financial requirements from the service provider for the project	<p>The appointed Private Party is expected to arrange financing for procuring equipment for Phase 1, development and equipment of Phase 2, and operations & maintenance of both phases while adhering to the minimum performance standards and specifications.</p> <p>Further details about the project's development plans shall be made available to bidders at the Request-for-Proposal (RFP) stage.</p>										
4.	What are the import/export volumes for containers, breakbulk and other types of cargo	<p>More details about the traffic expected at the Gulu Logistics Hub facility shall be made available to bidders at the Request-for-Proposal (RFP) stage, such as the Feasibility Study.</p> <p>In addition, the bidders are expected to diligence these traffic data.</p>										
5.	<p>Minimum Equity for the consortium:</p> <ol style="list-style-type: none"> a) Must the 30% equity required to be held by firm registered in Uganda be issued and paid up or only issued? b) Is 30% equity based only on the nominal value of shares or does it also cover voting rights? c) Which classes of shares are considered e.g. where a company has ordinary and preference shares? d) Is there minimum expected local (Ugandan) shareholding /Business Ownership for the Uganda registered entity in the 	<p>In case of a consortium, the equity held by firms registered in Uganda should be minimum 30% of the total issued share capital in the consortium based on nominal value of the shares.</p> <p>All classes of shares, including ordinary and preferred shares, shall be considered for this evaluation.</p> <p>There is no minimum Ugandan shareholding/business ownership requirement for entities registered in Uganda.</p>										

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	consortium?	
6.	<p>Facility requirements:</p> <p>Must a single facility meet the minimum acreage, TEU throughput and CBM space or can a bidder declare more than 1 facility whose aggregate capacity meets the minimum thresholds?</p>	<p>Each minimum eligibility criteria for area, throughput and warehousing space requirements must be met by a single facility and not by an aggregate for multiple facilities.</p> <p>It should be noted that a single facility need not meet all three technical eligibility criteria together viz. area, throughput and warehousing space requirements.</p> <p>The three criteria may be met by distinct facilities.</p>
7.	<p>Project Phasing and Financing</p> <p>a) What is the actual built area of Phase 1 of the project</p> <p>b) Will the detailed financial investment considerations used in the construction of phase 1 including the projected cargo throughput be shared with bidders</p>	<p>Details about the construction of Phase 1 and the expected traffic at the facility shall be made available to bidders at the Request-for-Proposal (RFP) stage, such as the Feasibility Study.</p>
8.	<p>Technical Experience</p> <p>Is this limited to experience within Uganda or is regional/foreign experience acceptable</p>	<p>Technical experience in all countries, i.e. Uganda as well as foreign countries, shall be considered for evaluation.</p>
9.	<p>We would like to inquire about the purpose and goals of this project. And as a logistics company, what are the benefits of contributing towards this project?</p> <p>We would also like to know more about the procedures on how to join and participate in the project.</p>	<p>The Gulu Logistics Hub is among the flagship government initiatives in the Ugandan trade and transport sector that intends to spur growth in Northern Uganda. The overall objective of the facility is to contribute to sustainable and inclusive economic development in Uganda and the East African Community. The logistics hub will improve distribution of cargo and reduce logistics costs in Uganda.</p> <p>Details about the facility have also been provided in the Request for Qualification (RFQ) document that can be found on the URC Tenders Portal (URL: http://www.urb.go.ug/tenders-portal).</p> <p>A video description of the project can also be found at the URC website (URL: http://www.urb.go.ug/gulu-logistics-hub).</p> <p>Further details about the project shall be made available to bidders at the Request-for-Proposal (RFP) stage.</p> <p>In addition, the bidders are expected to carry out their own analysis of the project.</p> <p>The procedure to participate in the procurement process of the GLH PPP Project has been outlined in the RFQ document in detail.</p>

Regards,

Tom Kimera (MCIPS) UK

Senior Procurement Officer/Head PDU

Uganda Railways Corporation

Date: 11 February, 2022