



REPUBLIC OF ANGOLA
MINISTRY OF AGRICULTURE AND FISHERIES
COMMERCIAL AGRICULTURE DEVELOPMENT PROJECT - (P88660-AO)

COMMERCIAL AGRICULTURE DEVELOPMENT PROJECT

RFP Ref: 093/CS/CADP/20- PRORIZATION STUDIES AND DESIGN FORM MALANJE, CUANZA NORTE AND CUANZA SUL

Iniciativa:



Financiamento:



Largo António Jacinto, Edifício B do MINAGRIP, 2º Andar, Direito, Luanda, República de Angola



RFP Ref: 093/CS/CADP/20- Priorization Studies and Design for Malanje, Cuanza Norte and Cuanza Sul - Clarification Nº 1

Question Nº 1:

We have identified two critical issues in the RfP, which we would like to submit to you for consideration and clarification as soon as possible.

This first issue is critical to the understanding of the assignment, the Client's expectations and the preparation of proposals for the assignment. If one considers a) the Client's estimated Consultant's effort of 32 person-months (Clause 8.1 of the Terms of Reference); b) the duration of 150 days to provide the services for Phase 1 – 4 (Section 4 of the Terms of Reference); and c) the publicly disclosed procurement plan for the Angola Commercial Agriculture Development Project, revised 22 February 2021, with an estimated amount of US\$ 837,000.00 for consulting contract 093/CS/CADP/20, the conclusion would be that the Client is expecting a short-term engagement (about 4 months) with a limited effort by key experts (32 man-months) and for a budget of less than US\$1million.

However, the Terms of Reference (Section 7 of the RfP) describe a scope of consulting services to be provided that are much more extensive than what is understood to be the Client's expectation described above. The scope of services as per the Terms of Reference detail an extensive service to be provided which includes, but is not limited to:

- Project inception and initial screening of approximately 1,600km of roads;
- Prioritisation study including socio-economic aspects, as well as preliminary engineering aspects and including traffic surveys, road condition assessment on 360 km of roads over three provinces;
- Field surveys, including detailed technical assessment, full topographical surveys, borrow pit investigations for 180 km of roads spread over three provinces;
- Detailed design, including full geometric design, hydraulic design for 180 km of roads;
- Full environmental and social impact assessment; and
- Preparation of bidding documentation for the works contracts (per province).

It is not practical nor feasible to provide those extensive services in a short period of approximately 4 months and the real price of providing those services will far exceed the Client's estimated amount.

The firm has undertaken similar prioritisation and design studies and preparation of works bidding documents on World Bank funded projects (within the agricultural



rural access road framework) in recent years, e.g. in Lesotho and Ghana, and furthermore in other associated assignments in Zambia and Rwanda. The experience is that to provide the full services as described in this Terms of Reference requires much more resource input than 32 man-months, a duration significantly longer than 4 months and a multitude of the estimated amount as per the procurement plan. Our current estimation is that it would take at least 12 months to provide the services up to completion of detailed design. Environmental and social safeguards can only be finalised once detailed design is completed and the preparation bidding documents only when both design and safeguards are completed.

Hence, what is provided in Terms of Reference as needing to be completed in 150 days (4 – 5 months), will practically and realistically require approximately 15 months to complete.

There would therefore, appear to be a significant disconnect between our understanding of what the Terms of Reference describes as services to be provided by the Consultant and the Client's expectation in terms of required resource inputs, timelines for the service provision and estimated cost of the consulting services.

This being a lump sum assignment, it requires on the one hand the Consultant to have a good understanding of the Client's requirements and expectations, and on the other for those requirements and expectations to be realistic, practical and achievable. Therefore, before preparing our further detailed request for clarifications, we kindly request that you provide clarity on this critical aspect of the extensive scope of engineering and safeguard services described in the Terms of Reference, in relation to what appears to be the Client's expectation for this assignment with a much less resource intensive engagement and for a very short duration, as per the same Terms of Reference.

Answer CADP Nº1:

1. About the duration of the service.

In accordance to section **7. Terms of Reference of the RFP, paragraph 4. Section 4. Location and Duration of Service**, page 98, the provision of the service is developed in 3 Provinces and, in these 10 Municipalities; The total duration of the service will be 150 days, (5 months), except for the support period for tenders. Support for contracting tenders for contractors and tax consultants will be 6 months after the end of service in specific interventions and will only have the intervention of the team leader and the procurement specialist, with a maximum time of 2 H / Month. The consultant must work on the three lots simultaneously and in line with the expectations set in the ToR and proposals to be submitted.

2. About the key effort of 32 men. Month



Reference is made to Section 7. Terms of Reference of the RFP, to the table paragraph 8.1-Team of Experts, page 108.

Here, it must be taken into account that in addition to the key team, the consultant must mobilize the necessary means to carry out the work as referred to in the ToR. The consultant will be responsible for the mobilization of other auxiliary personnel, who deems it necessary for the proper execution of the service, namely surveyors, geotechnical, hydrological, hydraulic technicians, and so.

The 32 men. Month referenced in the table in question is only an estimation of the level of effort (LOE) for the key staff.

3. About the sequence of the services

In relation of this aspect, it is confirmed that the bidding documents, the Terms of Reference for the supervision works and the environmental and social safeguards documents, only can be finalized after the detailed design, and all documents will be prepared for each lot.

Question Nº 2: A second critical issue, which we also kindly request you to clarify is that there is a contradiction between the language of the contract, all correspondence and documents relating to this assignment as per ITC 9 and GCC 4, i.e. English, and the specific requirements for key experts in terms of communication skills (“must have good communication skills in Portuguese.”). If the contract, all correspondence and all documents are to be executed in English, it would not be necessary for Portuguese language skills to be a “must” or specific requirement for the key experts (except for KE4 and KE5). Making Portuguese communication skills a specific requirement for key experts on a contract where English is the main language will limit the pool of experts to be used for this assignment.

The critical nature of the above two issues requires clarification before we can proceed working on the proposal submission and before we can commit to submit a professional and realistic proposal. Considering the limited time available for consultants to prepare proposals, you are kindly requested to provide this clarification as soon as possible.

Answer CADP Nº2: First of all, CADP would like to inform that there are 2 distinguish aspects to clarify under this concern.

Due to administrative procedures, this procurement process is conducted in english.



REPÚBLICA DE ANGOLA
MINISTÉRIO DA AGRICULTURA E PESCAS
PROJETO DE DESENVOLVIMENTO DA AGRICULTURA COMERCIAL - (P88660-AO)

Moreover, as per the RFP Section 7. TOR, page 74 paragraph 2.3 states that the contract language will be English and deliverables will be in English.

Another paragraph that clearly states the language aspects is Section 5. Service Reports and Schedule of the RFP, pages 98-99: " All reports will be written in a concise, clear and well-edited form in english and portuguese.

As well in paragraph 9.1 - Minimum qualification requirements for key personnel of the RFP, page 109-112 and the related set of criteria for evaluation of the key experts, in which good communication skills in portuguese is a mandatory specific experience required.

**Procurement Unit
Luanda, March 31, 2021**