

ملحق رقم (2)

الخاص بالعطاء رقم (G2G/A/2/2026)

**مشروع توريد وتشغيل وتنفيذ وصيانة نظام النقل الكهربائي
في منطقة إقليم البترا التنموي السياحي (تطوير نظام النقل)**

لاحقاً لدعوة العطاء تدعو سلطة إقليم البترا التنموي السياحي السادة المناقصين المشاركين بالعطاء المشار إليه أعلاه، التقيد بالردود على استفساراتهم وحيث أنها جزء لا يتجزء من وثيقة العطاء ، مرفق طياً الردود التفصيلية على طلبات الإيضاح الواردة من المناقصين على العطاء.

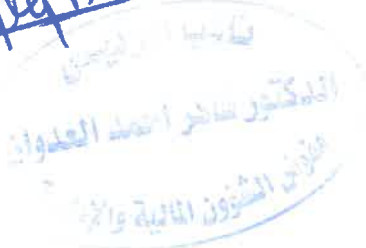
وتفضلوا بقبول فائق الاحترام،،،

نائب الرئيس (الامين العام)

مفوض الشؤون المالية والادارية

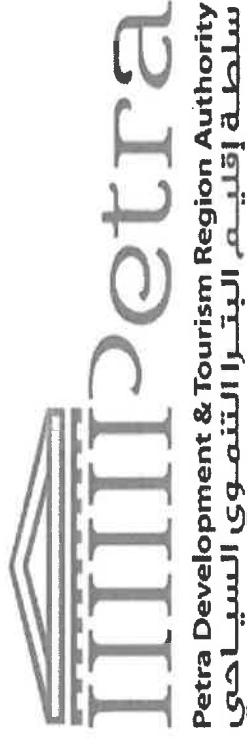
د. شاكر أحمد العدوان







المملكة الأردنية الهاشمية



ملحق، توضيحي بخصوص الاستفسارات الواردة فيما يتعلق بالعطاء رقم (G2G/A/2/2026) الخاص بمشروع "توريد وتشغيل وتنفيذ وصيانة نظام النقل الكهربائي في

منطقة إقليم البترا التنموي السياحي":

➤ تعتبر هذه الوثيقة جزءاً لا يتجزأ من وثيقة العطاء وفي حال وُجِدَ تناقض بين ما ورد في هذه الوثيقة وما ورد في وثيقة العطاء (شروط العطاء) فيؤخذ بما ورد في شروط العطاء ويسود ما ورد في وثيقة العطاء وأحكامها على ما ورد في هذه الوثيقة ، وهي ملزمة للمناقص الذي سيحال عليه العطاء ، كما وأنه على المناقص تختم كافة أوراق هذا الملحق ، وإرفاقها ضمن عرضه الفني .

Q1	With reference to Tender No. (G2G/A/2/2026) for the project entitled "Supply, Operation, Implementation, and Maintenance of the Electric Transportation System in the Petra Development and Tourism Region", and with regard to the clause related to the Geographic Code and Country of Origin requirements included in the tender documents, we kindly request clarification on the following: 1. What is the Geographic Code applicable to this tender? 2. Please provide the list of countries that are prohibited or ineligible for procurement under the donor's requirements and regulations. 3. Are products or buses manufactured in certain Asian countries, including China, eligible for participation under this tender? 4. Are there any additional instructions, restrictions, or requirements related to the country of origin or place of manufacture?
	The procurement under this tender is subject to Geographic Code 937. Under this code, the source of supply and supplier nationality are limited to the United States of America, the cooperating country (the Hashemite Kingdom of Jordan), and eligible developing countries in accordance with the donor's regulations and requirements. Accordingly, products or buses manufactured in countries that are not included among the eligible countries under the aforementioned Geographic Code, including certain Asian countries such as the People's Republic of China, are not automatically eligible under the tender requirements. The restrictions also apply to countries excluded under the donor's regulations, including Cuba, Iran, North Korea, Syria, Sudan, and any other countries subject to applicable restrictions or embargoes imposed by the donor. However, given the possibility of obtaining a waiver and prior written approval from the donor and funding entity (the U.S. Embassy), bidders may submit alternative proposals (as a second option) that include buses or products originating from countries not covered by the applicable Geographic Code, including China, for the purpose of seeking the donor's review and approval.

Should such alternative proposals receive the required written approval from the donor, they will proceed to the technical and financial evaluation stages in accordance with the provisions and requirements of the tender documents. In the event that the donor's approval is not granted, the alternative proposal shall be excluded from the evaluation process without any liability, obligation, or claim whatsoever against the Authority.

Accordingly, the PDTRA recommends that bidders submit a primary proposal that fully complies with the applicable Geographic Code requirements and, if they wish, a Separate closed alternative proposal based on products or buses originating from countries not covered by the Geographic Code. Such alternative proposals shall remain subject to the donor's approval prior to being considered for further evaluation and potential award.

	Range & Battery Condition
--	--------------------------------------

Q2	The clause requires a range of over 300 km. Is this 300 km specified for a brand-new vehicle with a fully charged new battery?
-----------	---

The required range of over 300 km refers to the factory-rated range of the offered bus model with a fully charged traction battery. The bidder must provide official manufacturer documentation confirming that the offered bus has a factory-rated range exceeding 300 km, while ensuring suitability for the project's actual operating conditions.

	Vehicle Length Tolerance
--	---------------------------------

Q3	The vehicle length is required to be 11900–12100 mm. Is a manufacturing tolerance of $\pm 2\%$ acceptable?
-----------	--

The clause **3 Dimensions** in the **Annex B** indicates that:

Each Vehicle shall comply with the following dimensions. For any following **dimension** that is not set as a specific range or described as a maximum or minimum value, then the accepted tolerance for a deviation from the given nominal value will be two percent (2%).

Where the **dimensions** have been mentioned in the attached table with this clause.

Q4	Kindly clarify the technical requirements for the bus design specified in the tender, including the interpretation of the low-floor bus requirement in relation to roof openings/roof design, particularly considering that electric bus battery configurations may be either underfloor (resulting in a higher vehicle height) or roof-mounted (supporting low-floor design). Please confirm whether roof design constraints are mandatory or whether alternative technical solutions are acceptable. In addition, please clarify the definition of "minimum ground clearance," specifically whether it refers to the vertical distance between the lowest point of the chassis and the ground, and confirm whether a minimum clearance of ≥ 150 mm is acceptable given that existing speed bumps on site are approximately 140 mm. Finally, please clarify the applicability of the minimum interior height requirement of 2300 mm, specifically whether this requirement applies to all passenger-standing areas or only to the net standing areas within the vehicle.
	Minimum ground clearance is defined as the vertical distance between the ground and the lowest fixed point of the vehicle under normal operating conditions, preferably verified under fully laden condition, excluding flexible components such as mud flaps. The current tender requirement remains a minimum ground clearance of 270 mm. A proposed clearance of 150 mm is not pre-approved solely on the basis of speed bump height; any alternative proposal must be supported by a detailed route clearance analysis, swept-path analysis, and confirmation that the vehicle can safely and reliably operate across all project roads, including speed bumps, gradients, and traffic calming devices, without causing any structural, operational, or safety issues. The minimum internal ceiling height of 2300 mm applies to all passenger standing and circulation areas where passengers are expected to stand or move. Localized reductions in non-standing areas may be considered only where they do not impact passenger safety, accessibility, evacuation requirements, or compliance with applicable standards and regulations. The Bidder is required to submit detailed interior layout drawings and cross-sectional views for review and approval by PDTRA.

Q5	Total Capacity Calculation: The minimum total capacity is 56 passengers calculated at 4 passengers/m². Does this number include seated passengers or only standing passengers? Reference has been made in Clause 4.3.1 that the minimum passenger seating capacity (including foldable seats) shall be forty (40) passengers. Based on this requirement, the minimum total passenger capacity is estimated at fifty-six (56) passengers, assuming approximately sixteen (16) standing passengers can be accommodated within the bus aisle.
Q6	Rear Axle Load Description: The clause states "Maximum rear axle load 10,000 kg". Logically it should be Minimum rear axle load. Setting a maximum rear axle load will restrict the vehicle's carrying capacity. Please clarify. The clause refers to maximum rear axle load, not minimum rear axle load. The purpose is to ensure that the fully laden vehicle does not exceed the permitted axle load limits. The Bidder shall demonstrate that the offered vehicle complies with the maximum gross vehicle weight and front/rear axle load requirements under fully laden conditions.
Q7	Door Glass Color Requirement: The clause requires door glass to comply with the same standard as side windows. Does this include color? Front door glass is universally clear in the industry; is it acceptable? The requirement that door glazing shall be of the same standard as side windows refers mainly to safety, durability, and glazing performance standards. Clear front door glass may be accepted where required for driver visibility and safety, provided that the glass complies with the required safety glazing standard and any applicable protective film/impact protection requirements.
Q8	Heavy-duty Mud Flaps Installation: The clause requires "heavy-duty mud flaps". Does it mean they must be installed on both front and rear wheels? The clause 8.3.6 in the Annex B states that "The Vehicle shall be fitted front and rear with heavy-duty mud flaps". Yes. Heavy-duty mud flaps are required at the front and rear wheel positions, as applicable to the vehicle design.

Q9	Transverse Handrail Orientation Longitudinal handrails are required between each pair of facing seats. Please clarify the installation orientation of the transverse handrails (toward aisle / seat / roof).
	Transverse handrails shall be installed on each bulkhead or screen ahead of forward-facing seats, positioned to be safely reachable by passengers. The exact orientation shall be shown in the submitted interior layout and remains subject to PDTRA approval.

Q10	Emergency Exit Type Confirmation Our vehicle uses enclosed glass with break-glass hammers as emergency exits. Does this meet the tender requirement?
	- Break-glass emergency exits may be considered acceptable only if they are clearly designated and marked as emergency exits, provided with break-glass hammers, comply with applicable safety regulations, and satisfy emergency access/evacuation requirements. The Bidder shall submit drawings and compliance evidence for PDTRA approval.

Q11	Ticketing System Function Is the ticketing system only required to provide ticket validation, identification and logging functions, or is online payment also mandatory? Please clarify.
	The minimum requirement is for each bus to have a ticket reader system compatible with PDTRA's ticketing system and linked with the archaeological site ticketing system, capable of using technologies such as QR/RFID, identifying permitted ticket categories, and logging entry time/location. Online payment is not explicitly mandatory under the current wording, but the system must allow future modifications, additions, and upgrades if PDTRA decides to enhance the transportation system.

Q12	The manufacturer has advised that the below-mentioned specifications are not fully aligned with their standard production configuration. Modifying the vehicle to strictly comply with these requirements would result in considerable technical modifications and a significant increase in project cost and delivery complexity. Then request regarding the possibility of accepting the following alternative specifications, which remain operationally suitable and technically efficient for the intended project scope: 1. Number of Seats Tender requirement: ≥40 seats (including folding seats) Our configuration: 36 seats Please guide the client to accept 36 seats. 2. Aisle Width Tender requirement: ≥ 620 mm Our configuration: 400 mm Please guide the client to accept 400 mm aisle width. 3. Motor Power Tender requirement: ≥ 320 HP Our configuration: 290 HP Please guide the client to accept 290 HP is sufficient. 4. Side Window Protective Film Tender requirement: Protective film inside side windows Our configuration: Tinted tempered glass without film Please guide the client to waive this requirement.
1. Number of Seats 2. Aisle Width	As long as the total carrying capacity for the bus remains the same, it should be fine subject to the approval of the submitted seating chart by PDTRA

Aisle width of 400 mm is too narrow and will impact user experience. Please adhere to the requirements provided in the tender documents

3. Motor Power

As long as the torque requirements from the tender documents are achieved, it should be acceptable subject to the approval of PDTRA on the submitted bus specifications

4. Side Window Protective Film

It should be subject to the approval of PDTRA after providing the technical specifications of the tinted tempered glass as long as the purpose function is achieved

Kindly confirm the following aspects of the Transport System operations under the Contract:

Q13

Whether PDTRA guarantees a minimum annual or monthly number of service kilometres during the Contract Period, and if so, please specify the guaranteed volume and the applicable compensation mechanism. In addition, please confirm the expected annual service kilometres for the Transport System, including any anticipated minimum guaranteed operational kilometres throughout the Contract Period.

Please also provide details of the planned operational arrangements, including the operating schedules for all routes, the planned service frequencies (headways) during peak and off-peak periods, the expected fleet allocation per route, and the planned daily operating hours for each route across different seasons.

All operational parameters, including the expected annual service kilometres, operating schedules for all routes, service frequencies (headways) during peak and off-peak periods, fleet allocation per route, daily operating hours per route and season, as well as any adjustments during the Contract Period, shall be determined by the Contractor based on projected tourist numbers. These parameters shall be subject to ongoing review and modification during the operational phase in coordination with the Petra Development and Tourism Region Authority (PDTRA), in accordance with the tender documents.

The bidder is also required, during the preparation of the technical operating proposal, to develop a set of operational scenarios based on different levels of visitor numbers to the archaeological site. In this regard, the bidder may rely on available statistics and data published by the Ministry of Tourism and Antiquities. These scenarios must define the minimum service standards, including maximum bus waiting times and minimum passenger load per trip, in order to ensure operational efficiency, service quality, and continuity under varying demand conditions.

Q14	Performance and Commercial Matters: Kindly provide details regarding the annual cap, if any, applicable to Performance Deductions and KPI-related penalties.
	The calculations and KPI's are provided in details in Annex "C" and Annex "D" of the tender documents

Q15	Performance and Commercial Matters: Please clarify the mechanism for calculating and applying Performance Deductions throughout the Contract Period.
	The calculations and KPI's are provided in details in Annex "C" and Annex "D" of the tender documents.

Q16	Electricity and Charging Infrastructure - Please confirm the applicable Off-Peak EV Charging Tariff (ET ₀) referenced in the Contract and the latest tariff currently adopted by the Energy and Minerals Regulatory Commission (EMRC). - Please clarify the tariff adjustment mechanism in the event of future changes to electricity tariffs.
	The response to this query is provided under the Indexation mechanism set out in Appendix D of the Contract.

Specifically, the **Indexation** formula takes into account any changes to the applicable electricity tariff through the variables **ET_m** and **ET_{ED}**, as follows:

Indexation

The kilometre charge applicable for month (m) (**KC_m**) shall be calculated in accordance with the following formula:

$$KC_m = KC \times \left(50\% \times \frac{CPI_{m-2}}{CPI_{ED-2}} + 50\% \times \frac{ET_m}{ET_{ED}} \right)$$

Where:

KC means the agreed kilometre charge of [•] Jordanian Dinars (JOD [•]);

CPI_{m-2} means the general Consumer Price Index for the month before the latest completed month upon the current date as published by the Jordan Department of Statistics or, in case it ceases to be published, any equivalent index as agreed by the Parties;

CPI_{ED-2} means the general Consumer Price Index for the month before the latest completed month upon the Effective Date as published by the Jordan Department of Statistics or, in case it ceases to be published, any equivalent index as agreed by the Parties;

ET_m means the off-peak electricity tariff per kilowatt-hour applicable for electric vehicle charging (public stations) on the first day of month (m) as published by the Energy and Minerals Regulatory Commission or, in case it ceases to be published, any equivalent tariff as agreed by the Parties; and

ET_{ED} means the off-peak electricity tariff per kilowatt-hour applicable for electric vehicle charging (public stations) on the Effective Date as published by the Energy and Minerals Regulatory Commission or, in case it ceases to be published, any equivalent tariff as agreed by the Parties.

	Technical Information and Site Infrastructure Kindly provide all available technical and design information related to the project infrastructure, including any drawings, layouts, studies, or technical data concerning depot facilities, charging infrastructure, electrical network and transformer arrangements, passenger stations, shelters and stops, existing utility connections and associated infrastructure, as well as any geotechnical, civil, or other site-related information relevant to the project. In addition, please clarify the status of the civil works (including offices, warehouses, charging centers, and boarding/alighting points), specifically whether any agreements have been reached or contractors engaged for these works, and whether any tender documents, scopes of work, or technical specifications exist that define or govern the civil works component. Finally, please confirm whether bidders are permitted to conduct technical site visits accompanied by their civil and infrastructure contractors, charging system suppliers, bus manufacturers, ITS and supporting systems providers, and shelter and station suppliers.
Q17	The Petra Development and Tourism Region Authority (PDTRA) shall be responsible solely for providing a land plot of approximately 4 dunums designated for the project, as well as ensuring the availability of a power supply connection up to the boundary of the site. All remaining works, obligations, and responsibilities shall fall under the scope of the Operator. This includes, but is not limited to, the full design, engineering, construction, implementation, and equipping, commissioning, and operation-related arrangements of all project components. Such components comprise depot facilities, maintenance and washing stations, charging infrastructure (including its design, locations, and distribution), warehouses, passenger stations and shelters, and all boarding and alighting points. The Operator shall also be fully responsible for all associated civil, electrical, mechanical, and operational systems and

requirements necessary to ensure the successful delivery, functionality, and sustainable operation of the transport system in accordance with the project objectives and performance standards.

Q18	With reference to the payment mechanism, which is based on the total actual kilometers operated during the month, and considering that the distance for each route has been specified as 21.41 km for Route 1 and 10.92 km for Route 2, please clarify the number of trips (movements) planned to be operated per day for each route, or alternatively, the minimum daily kilometer requirement for each route.
------------	--

This is to be provided by the bidder based on the tourists numbers and to be modified during operations in coordination with PDTRA as per the tender documents.

Q19	With reference to the number of buses planned for operation under the project, totaling 16 electric buses, please clarify the number of buses allocated to each route.
------------	---

This is to be provided by the bidder based on the tourists numbers and to be modified during operations in coordination with PDTRA as per the tender documents

Q20	With reference to the operator's responsibility to insure the facilities for an amount not less than JOD 300,000 per incident , does this mean that the estimated value of the buildings/facilities is JOD 300,000 ?
	Not necessarily. The minimum insurance coverage amount of JOD 300,000 per incident represents the minimum insurance limit required under the Contract and should not be interpreted as the estimated value of the buildings or facilities. The insurance requirement is intended to provide an adequate level of coverage against potential risks and liabilities and does not reflect or determine the actual value of the insured assets.

Q21	With reference to the clause stating that the operator shall be responsible for all costs and expenses related to furnishing, equipping, managing, and providing office space, as well as all operational costs associated with service operations: Will there be a preferential electricity tariff (electricity cost) for the charging centers planned to be established? This matter is not within the PDTRA's jurisdiction, as electricity tariffs are governed by the applicable regulations and instructions issued by the Energy and Minerals Regulatory Commission (EMRC) and the relevant electricity distribution company. The PDTRA may facilitate the Operator's coordination with the relevant entities, where required. Furthermore, the Authority recommends installing two separate electricity meters: one dedicated to the general services and operational facilities, and another dedicated exclusively to the EV charging stations. However, the final arrangement shall be subject to the applicable regulations, requirements, and approvals of the Energy and Minerals Regulatory Commission (EMRC) and the relevant electricity distribution company.
------------	---

Q22	Can you please confirm whether the project under Tender No. (G2G/A/2/2026) is fully exempt from taxes, duties, and any other governmental fees, or if there are any applicable taxes or charges that the bidder will be responsible for during the implementation and operation phases of the project?
	The project under Tender No. (G2G/A/2/2026) consists of two distinct components: The first component relates to the procurement (supply) of buses, which will be financed through a grant provided by the Government of the United States of America. The second component relates to the operation, maintenance, and upkeep of the transport system, which will be funded through the budget of the Petra Development and Tourism Region Authority (PDTRA). With regard to tax exemptions, the full exemption from taxes, customs duties, and any other governmental fees applies exclusively to the procurement (supply) component, including the purchase, manufacturing, and delivery of the buses, as this component is financed through the grant. With respect to the operation component, the Operator shall, prior to commencing operations, register a branch of a transport company specialized in operating within the Petra Region and obtain a dedicated tax registration number through the Investment Directorate of the Petra Development and Tourism Region Authority (PDTRA). Upon completion of these procedures, the Operator shall be entitled to benefit from the tax incentives and exemptions applicable to projects operating within Development Zones, in accordance with the provisions of the Investment Environment Law and the applicable laws, regulations, and instructions of the Hashemite Kingdom of Jordan. This shall not apply to the Special Tax, which shall remain subject to the applicable legislation.

Q23	Can you please clarify the rationale for including a deduction/penalty on the operator in case of any accident, given that the project is already covered by insurance as required under the tender? Also, could you please confirm whether this clause can be reconsidered or adjusted to avoid duplication of liability with the insurance coverage?
	The insurance requirement and the Performance Deduction mechanism serve two different purposes and should not be considered as a duplication of liability. The insurance required under the Contract is intended to provide financial protection against losses, damages, liabilities, and third-party claims arising from insured events. On the other hand, the Performance Deduction mechanism set out in Appendix C is a contractual performance management tool designed to encourage safe operation and compliance with the required operational standards. Performance deductions are only applied where an accident results from the Operator's fault, including driver error or vehicle malfunction, as specified in the relevant Key Performance Indicators. Furthermore, Clause 2.1.2 of Appendix C provides an additional safeguard by stating that: "In case PDTRA has determined (acting reasonably and after investigation) that non-compliance with a KPI occurred due to reasons outside of the Operator's control and responsibilities that Failure Event shall not lead to any Performance Deduction Percentages." Accordingly, Performance Deductions are not applied automatically following an accident, but only after a reasonable assessment and investigation by PDTRA. Where the incident is determined to have resulted from circumstances beyond the Operator's control or responsibility, no Performance Deduction shall apply. Accordingly, the existence of insurance coverage does not exempt the Operator from its contractual obligations to operate the service safely and in accordance with the agreed performance standards. The Performance Deduction mechanism is therefore independent of the insurance provisions and is intended to measure and incentivize operational performance rather than compensate for financial losses.

Q24	Can you please clarify the requirement in the tender document that sets the maximum gradient (slope) for the bus at 25%, while internationally the standard requirement is typically around 20%? What is the basis for this specification, and can it be reconsidered or aligned with international standards?
This is mainly due to the nature of the operation routes	
Q25	Can you please clarify the requirement in the tender document stating that the battery must be replaced once its efficiency drops to 80%? As is commonly known in the industry, battery degradation thresholds are typically defined by the manufacturer, and warranty conditions are based on performance degradation over time rather than a fixed efficiency percentage. Could you please explain the basis for this requirement and whether it can be aligned with standard manufacturer warranty terms and internationally accepted practices?
This is mainly due to the expected daily mileage of the bus and the bus charging policy, as the number of charging cycles also plays a role in battery efficiency and lifespan. The main objective is to ensure the required level of service is maintained during peak tourist periods.	
Q26	Can you please clarify how the additional costs specified in the tender—such as the establishment and maintenance of the bus depot/overnight parking facility—are intended to be accounted for? Should these costs be included in the bus supply price, or should they be reflected in the operating tariff (operational pricing) of the project?
Any additional costs shall be the responsibility of the bidder. The PDTRA will pay for the supply of buses according to the mechanism stipulated in the conditions, and will pay the operating cost based on the per-kilometer rate submitted by the bidder in its offer. Accordingly, the PDTRA will commit to paying based on the two required prices: the bus supply price and the per-kilometre operating price. The PDTRA will not pay any additional amounts beyond these, whether related to the supply price or the operating price, which will be calculated based on the application of the formulas set out in Appendix D, after applying any discount factors, if applicable. It is noted that the depot/overnight parking facility, including all its requirements, will be transferred to the ownership of the PDTRA upon completion of the contract.	