

## Part I; General Intro

PDTRA would properly start this document by thanking all interested companies for their interest to be involved in this interesting assignment “Revising and update Petra Strategic Master Plan”. The main goal of this assignment is to update the previous SMP of Petra, the SMP is released in 2011, and since that time, this important document was not revised or updated. The revision exercise is the main topic of this assignment, so the result of this assignment is to produce new master plan based on the revision of the previous studies.

## Part II; Questions and Answers

1. If the Tenderer Can Get the old Strategic Master Plan that had been prepared by M/S ATC Consultants that need update?

-Yes, SMP plus other related studies will be shared with the winning contractor.

2. If the landscape & infrastructure master plan design is required for the whole study area or for the areas needs development according to the strategic master plan design referring to TOR Page 9 Task 7 & 11 “ Landscape Concept Design and Concept infrastructure Master Plan “ .

The new study should cover the whole area of PDTRA, with special focus on some areas such as the buffer zone and the tourism area (tourist park zone). The requested details should be at strategic level.

3. Clarification for Task (12) –Road Designs- TOR page 9 – the Required Scope for the Road network if the scope include (full Design ,Profiles, Cross Sections for all Suggested new road, and if full detailed design is required for the roads) and if the Topography survey for the roads shall be done through the consultant or will be provided by client.

The consulting company should revise the road part of the SMP and gives future directions and vision (Traffic Circulation), no need for such details in strategic planning (profile, cross sections, etc.)

4. The Exact needed works for Stage III deliverables mentioned “zoning utilities and facilities and grids” –TOR page 9

The consulting company should revise the SMP and other relevant studies and propose solutions for the future demands.

5. Confirm that only the parking management study is required and not full detailed transportation study.

Yes, a circulation traffic study is requested not full or Traffic Impact Analysis (TIA).

6. Confirm if the external lighting and site firefighting services are not included within the infrastructure master plan Design.

No, this level of detailed isn't requested.

7. Define the Number of the staff that needs training and required training subjects ,and confirm if the training will take place in the consultant's premises or at PDTRA premises- Referring to item 2 Assignment Rational –“On job training to PDTRA”.

The Authority will assign five (5) employees in order to follow up and supervise the whole assignment progress. The requested training program should cover this number of employees, in which these employees will attend at least one session per week either on the company or PDTRA premises to discuss the whole week progress and the methodology of the work. NO traditional training is requested. No training materials are also requested. In other word the requested training program is a living exercise in which the trainees would be able to understand the whole assignment and would be able to follow up in the future.

8. If there is a high resolution aerial photo for the study area the tenderer can get it from the client?

Yes, there is a high resolution aerial photo, however it's 2012 one.

9. Confirm that the required for proposal “ Revise and Update Petra Strategic Master Plan “ is : The review will be on the strategic level & this applies to all of the sub projects that may arise or emerge of it and that applies to the subsequent items such as parking or traffic assessment & not on the micro level.

Yes, the whole assignment is Strategic document and no micro level details is needed.

10. If the power network master plan should be included in the financial offer?

Not included, however the consultant could propose this plan in a separate line or annex.

11. If the Sustainability Strategy should be included in the financial offer?

Not included, however the consultant could propose this plan in a separate line or annex.

12. What is meant by evaluation Criteria number (6) –Page 16: “Deliverables that may be included in bidders proposals and if there is any relation with the consideration of any supplemental deliverables included in evaluation criteria number (5) in the same page”.

The evaluation criteria was developed in a way that would surely help the authority in the selection process, both numbers mentioned above is to show the level of understanding and the respond of the consultant to each criteria such as criteria number 5 would investigate if the consultant would be committed to deliver the deliverables of the assignment at highest and best level.

13. Does PDTRA dispose of any report / information of how COVID-19 is impacting Jordan and Petra Region regarding destination development and tourism? Will this information be available to the consultant?

No, no special studies in COVID -19 so far. COVID – 19 and the current crises mark the need for this exercise (revising the SMP).

14. Confirm contract modality is both international and national, if its open for both is it through a joint venture or the international firm can bid alone?

The bid is open for both national and international companies. (National companies alone, international companies alone, or joint venture companies are also can bid)

15. Confirm that the scope of work covers the design and implementation of the technical support and training program required to support and training program required to support PDTRA in the implementation of the new Plan.

Refer to the question and answer number (7) above.

16. Consider revision of the assignment timeframe and overall duration to reflect this specific task. as it requires special consideration in the sequence of activities and its not reflected on the timeframe and project tasks.

TOR is developed in a way that responds to the current priorities; however the authority would also be opened to any suggestion. At another font the assignment overall duration would be expanded to eight months instead of six Months.

17. "PDTRA has developed comprehensive master plans for Petra and its surrounding , the developed master plan ensures the sustainability of the natural and cultural assets of the site and maintain the associated ecosystem services" Advise for which plans these refers, and if these will be availed to the winning consultant to be considered with the available data listed in the TOR.

Yes, the SMP and all relevant studies and documents are all available to the winning contractor.

18. "PDTRA has also started the implementation of the old master Plans" Confirm that "old master Plans "refers to PSMP 2011.

YES.

19. Specify what is meant by "Validate" the finished and undergoing projects, and what is the envisaged scope of this activity? Provide Examples of the Type of the projects to validate and their status.

The previous SMP study proposed several projects and initiatives; the consultant is called to revise these projects and initiatives and update them. For example the vegetables market is proposed by the SMP and

implemented now so it's highly important that the consultant should link this project and others with new Vision to the whole area considering the new circumstances.

20. Payment Term will be evaluated along the following dimensions:

-Overall cost for tasks (1-14).

-Cost per unit of services.

-Payments schedule.

-Performance -orientation: payment will be made subject to approval of the deliverables.

**Advise on the exact payment terms and installments against each task.**

See the table below;

<b>Task No.</b>	<b>Payment Weight (%)</b>	<b>Note</b>
<b>Inception phase</b>	20	upon satisfactory report
<b>concept phase</b>	20	upon satisfactory report
<b>Detailed master plan</b>	30	upon satisfactory report
<b>Detailed Tourism plan</b>	30	upon satisfactory report

All reports should be in Both languages (Arabic and English)

21. Advise whether deliverables shall be produced both in English and Arabic and in Arabic with adequate English summaries.

The reports and the whole documents should produce in both languages (Arabic And English).

22. Advise possibility of proposing changes on the project stages and tasks within the developed methodology, that the consultant think could improve the project.

Yes, to a certain limit as of the stages and tasks are urgent to the authority.

23. Confirm the Components of the T/F proposal shall follow the requirements specified in the evaluation criteria pages 15,16, and 17

Yes, in order to simplify the evaluation and selection process.

24. Confirm the Proposal language is English.

The consulting companies proposals and reports and the whole documents should produce in both languages (Arabic And English).

25. Considering the project significance and time required for the proper response for the client needs and proposal requirements, the consultant appreciates the consideration of two weeks extension for the submission deadline.

Already the bidding process stage had been extended for another two weeks. The new dead line is 27 / 10 / 2020.

26. Provide us with any available information on the estimated budget since we have to submit a bank guarantee of 2% as per the requirements of the proposal mentioned in the invitation advertisement.

The bidder should provide the authority with a bank guarantee of 2 % from his own financial proposal. There is no need to share with any party our estimated budget.

27. Page 9 of the RFP mentioned that among the required tasks is "Road Design". What exactly is the required scope of this task since this is unusual in master planning?

The consulting companies should revise the road part of the SMP and gives future directions and vision (Traffic Circulation) to PDTRA in order to facilitate the achievement of the PDTRA vision. Details about the road designs are not requested such as the profiles, cross sections, etc.

28. Page 11 of the RFP mentioned that the "Main Duty Station" should be in Petra. Please clarify. Do you mean that the Consultant should have a permanent office in Petra? We believe an office in Amman is enough to pursue the required tasks with several visits as much as the tasks require.

At this stage and in response to COVID-19 crises no permanent office in Petra is required.

29. Could you clarify what is required in relation to "provide clear guidance and technical support, mentoring, and on-job training" which is mentioned on page 5 of the brief but not included in "Section 4: Scope of the Assignment"?

Please see answer number 7 above.

30. Could you clarify what is required as part of the "Land Area Take offs" page 8 as this is not a phrase we're familiar with?

What meant there is the Land Area of the study

31. Provide us with a draft of the "Proposed Form of Contract" in order to communicate the terms & conditions of the agreement with our partners.

No special form of contract, however the winning bidder would formally contacted by the authority. The implementation of the study would be based on the assignment TOR and the bidder technical proposal plus inception phase.

32. Due to COVID-19 situation worldwide, kindly consider cancelling the following point of the Evaluation Criteria page #13: "The percentage of time that key staff will spend on the project, and in particular the time they will spend on-site in Petra Region and Jordan so as to allow for better communication

with the PDTRA team." The reason is that there are many travelling restrictions in and outside Jordan. Moreover, on line communication for meetings, presentations and workshops is becoming a very efficient and effective tool with international consultants. The local consultant /partner will cover for all the required tasks in Jordan and in Petra region.

Although the COVID-19 crises situation represents a real constraint. There is a travel and health procedures that would minimize the risk of this disease.

33. What is the required currency of the financial offer?

Jordanian Dinar (J.D).

34. State what are the taxes imposed on non-resident (international) consultants?

This bid is out of tax exemption

35. We believe that the Consultant of the previous Strategic Plan prepared on 2011 (ATC Consultants – Austria) should be excluded from participating in this tender due to the following reasons:

a- A new consultant will have a fresh eye in revising and updating the Strategic Plan objectively without bias to previous efforts and decisions.

b- The financial offer of the awarded consultant was 1/3 of the actual cost of the project (very unrealistic) which in many tendering procedures should have been eliminated due to extreme deviation. We fear that this will occur again in this case.

c- Many shortcomings of the previous Strategic Plan were mentioned by the local community and published by PRA in a summarized report in June 2011. This should be a reason why a fresh consultant better review the work.

No privilege would be given to any companies including the companies that involved in the SMP.

36. Regarding the total time of 6 months allocated for the project. We (us and also our partners and collaborators in this bid) strongly believe that this time is not adequate to cover a critical review of all previous studies, master plans, and also conservation management plans mentioned in the ToR. Also, these allocated 6 months will not be enough to come up with a well-thought of vision and alternative concepts and also to develop the detailed master plan and tourism plan. We strongly recommend extending the total period to one year, or at least to 9 months.

The assignment overall duration would be expanded to eight months instead of six Months.

37. Will PDTRA provide us with the GIS layers concerning land use, zoning, social facilities, population census data, and other needed GIS data and layers?

YES,

38. The ToR does not provide detailed information regarding socio-economic activities; they are only mentioned in the objectives. It is expected that socio-economic activities will be also a part of the site analysis. We would appreciate it if you could provide us with more details regarding this activity in particular.

The previous SMP and other reports had mentioned and documented the socio-economic activities. The consultant should revise and update these activities in order to be aligned with a new vision.

39. Infrastructure was mentioned in several places in the ToR, but with no specific details, it would be very helpful to identify the list of components (e.g., water, wastewater, storm water, other). Usually, infrastructure components are managed through different utility service providers. Will the data from different providers be available within a timely manner so it can be analyzed properly and results to be reflected on the master plan outcomes?

The new version of the SMP study should cover the whole area of PDTRA, with special focus on some areas such as the buffer zone and the tourism area (tourist park zone). The needed level of details should be at strategic level

40. It is not clear for us what type of capacity building PDTRA would be interested in? Is it on job training; or capacity building that takes the form of special training program deliverables? Or even is it supporting PDTRA to understand and to implement the outcomes of the new vision and master plan? Or is it a combination of the above? More information on the nature of capacity building will be helpful.

Please see answer number 7 above.

41. The scope of work related to conservation is not very clear. Will it involve also addressing heritage conservation issues outside the Petra Archaeological Park in the various 6 communities of Wadi Musa, Dallaghah, and other areas? Also, will it include the review of the boundaries and details of the buffer zone of the Petra Archaeological Park?

The previous SMP and other reports have mentioned and documented the conservation situation. The consultant should revise and update these activities in order to be aligned with a new vision

42. Clarify the limits / boundaries of the area to be covered under the study

The Whole area of PDTRA.

43. Capacity building requirements for PDTRA are not mentioned and they are not mentioned within the deliverables. Clarify

Please see answer number 7 above.

44. Is there a socio- economic base-line study, or shall the consultant conduct a new one?

The previous SMP and other reports have mentioned and document the socio-economic activities. The consultant should revise and update these activities in order to be aligned with a new vision.

45. At what stage the deliverables of the socio – economic study are due ?

At inception stage

46. How is the capacity building program linked to the project? what are the deliverables?

Please see answer 7 above

47. It isn't clear from the requested deliverables what the specific tasks related to environmental and socioeconomic studies are and what the client specifically expects from the requested experts.

(the RFP specify that the team should include socioeconomic and environmental experts, in addition, the general scope (section 4, page 7) states that: "a related socio-economic assessment of source of employment and economic activity of the six communities should also be considered in term of urbanization".)

At inception phase, the both environmental and socio-economic study would be revise and updated.

48. "The region covers an area of 441 km<sup>2</sup> of which 261 km<sup>2</sup> is dedicated to the Petra archaeological park (PAP). It's also including six urban communities with a population of around 38 thousand persons".

**Confirm if the meaning of the above is that the level of study covering the six urban areas will be required at concept master plan. and the effective study area will exclude the PAP area.**

Yes, but it's important to mention that at urbanization level the PAP area would be excluded, however at other levels such as tourism level it's impossible to exclude the PAP from other tourism activities outside PAP.

49. Stage II and Stage III – Concept and detailed master plan:

**Confirm that the required is:**

The consultants' scope of services is defined by the revision and update of the Petra strategic master plan and will not include preparation of concept and detailed master plans for the whole study area.

Yes.

50. PDTRA has developed comprehensive master plans for Petra and its surrounding, the developed master plans ensures the sustainability of the natural and cultural assets of the site and maintain the associated ecosystem services. The plan was developed with strong stakeholder's involvement, it's

also includes all regulatory frameworks, policies regulation, and guidelines, and monitoring plan that needed in for implementation phase’.

A-Confirm that this statement refers to the Petra strategic master plan which is approved in June, 2011.

B-Advice whether any updates have been carried out since 2011.

A-Yes, the Petra strategic master plan which is approved in June, 2011.

B-No, there is no update carried out since 2011

51. The contract duration which is 6 months excludes client review periods . Confirm.

The TOR is developed in a way that responds to the current priorities; however the authority would also be opened to any suggestion. At another point the assignment overall duration which is six months would be expanded to **eight months** instead of six

52. Due to the potential misinterpretation of the targeted SOW, the consultants suggest the allowance of the second round of queries once the above queries are clarified. Accordingly, a reasonable extension of time is expected to reflect this understanding. Confirm

Already the bidding process stage has been extended for another two weeks. The new deadline is 27 / 10 / 2020.