



MINUTES OF THE PRE-OFFER CONFERENCE

Consulting Services for Asset Management Technical Assistance for Water Supply and Sewerage Authority of Ulaanbaatar City Quality and Cost Based Selection (QCBS)

Procurement ID: MCA-M/CF/WSSA/CS/13

Date: August 21, 2024

Time: 10:00-11:00 a.m.

I. INTRODUCTION

The Pre-Offer Conference for the Procurement of Consulting Services for Asset Management Technical Assistance for Water Supply and Sewerage Authority of Ulaanbaatar City was organized by the Millennium Challenge Account-Mongolia (“MCA-Mongolia”) in accordance with ITO 1.3 of Section II, Data Sheet (DS) of the Request for Offers (RFO).

The entire Pre-Offer Conference was conducted as an online event, using Zoom software.

II. AGENDA

1. Opening

- **Opening Remarks, and Overview of the Mongolia Water Compact**
Enkhtungalag Togtokh - Director, Procurement, MCA-Mongolia
- **Ground Rules**
Keith Trewiss - Senior Procurement Specialist, Procurement Agent of MCA-Mongolia

2. Presentations

- **Consulting Services for Asset Management Technical Assistance for Water Supply and Sewerage Authority of Ulaanbaatar City**
Bayartulga Altankhuyag – Sustainability Specialist, MCA-Mongolia
- **Important Aspects of the Procurement Process**
Giorgi Tvalavadze – Procurement Agent Manager, Procurement Agent of MCA-Mongolia
- **Tax Exemption and MCC’s AFC Policy**
Otgonbayar Byambanorov - Lawyer, MCA-Mongolia
- **Payment Process and Audit**
Luis Baires - Fiscal Agent Manager, Fiscal Agent of MCA-Mongolia

3. Q&A Session

III. PARTICIPANTS

Attendees: Twenty-One (21) individuals representing more than thirteen (13) interested firms attended the Pre-Offer Conference. The List of Participants (with the exception of details of MCA-Mongolia personnel and its Consultants) is attached as **Annex 1**.

Minutes of the Webinar were taken by the Procurement Agent of MCA-Mongolia.

IV. OPENING REMARKS

Enkhtungalag Togtokh, Procurement Director of MCA-Mongolia opened the Pre-Offer Conference, welcomed the attendees, introduced the agenda, and emphasized that the purpose of the Pre-Offer Conference was to provide the representatives of potential consultants and interested firms with an opportunity to clarify the issues related to the RFO documents and the entire procurement process. She then presented an overview of the Mongolia Water Compact.

Senior Procurement Specialist of the Procurement Agent, Keith Trewiss introduced the ground rules and instructions on how to submit questions through the Q&A feature of Webinar to the participants. He then passed the floor to the other panelists for the presentations.

V. PRESENTATIONS

Panelists representing the MCA-Mongolia delivered presentations in accordance with the Agenda of the Pre-Offer Conference. All presentations made by the panelists of MCA-Mongolia are enclosed as **Annex 2**.

VI. QUESTIONS AND ANSWERS

After the presentations, MCA-Mongolia's Panelists answered questions from participants on the technical and procurement related details of the Consulting Services for Asset Management Technical Assistance for Water Supply and Sewerage Authority of Ulaanbaatar City and stated that written responses will be provided later. All questions were recorded and the formal responses to all questions—(Answers to Clarification Questions - Issue No. 2- Questions 2-6) are attached as **Annex 3**.

VII. CLOSING

Concluding the Pre-Offer Conference, Enkhtungalag Togtokh, Director, Procurement, MCA-Mongolia thanked the participants for their interest in the event and noted that all participants will receive the Minutes of the Pre-Offer Conference, including the list of participants, all presentations made by MCA-Mongolia's panelists, and written answers to the clarification questions raised by the Participants. The meeting was closed at 11:00 am, Ulaanbaatar time.

Offerors are reminded that the information in the RFO and the PowerPoint presentations are provided for the sole purpose of Offers Preparation, and not for public use.

Annexes:

Annex 1: List of Participants

Annex 2: PowerPoint Presentations

Annex 3: Questions and Answers (Answers to Clarification Questions - Issue No. 2 (Questions 2 through 6))

Annex 1: List of Participants
(with the exception of details of MCA-Mongolia personnel and Consultants)

No.	Full Name	Firm	Location
1.	Batkhuu Bud	IRIM LLC	Mongolia
2.	Yara Sharabi	Dar Al-Handasah Consultants (Shair and Partners)	Jordan
3.	Majdi Saadeddine		Lebanon
4.	Christina Malkoun		Lebanon
5.	Parthiv Soni	-	Malaysia
6.	Adriaan Mels	VEI B.V.	Netherlands
7.	Travis Watters	Tetra Tech	United States
8.	Heinrich Meindl	Decon International	Germany
9.	Isabelle Lagdameo	Tripleline	Philippines
10.	Royston Brockman		Philippines
11.	Munkhzaya	Monconsult LLC	Mongolia
12.	Monconsult LLC		Mongolia
13.	Dilip Kumar	Hazen and Sawyer	United States
14.	Shajan Joykutty		United States
15.	Ana Maria Gonzalez		United States
16.	Omon Narzikulov	Aarc Consultancy	Uzbekistan
17.	Buyanjargal Ser-Od	Energy International LLC	Mongolia
18.	Tam Le	Veolia	Thailand
19.	Esra Ersavaş	Bid Eptisa	Turkey
20.	Atul Vishnoi	-	Mongolia
21.	Gaurav Tanwer	Wapcos	Mongolia

Annex 2: Power Point Presentations

Power Point Presentations of the Pre-Offer Conference can be downloaded from the following link:

<https://www.dropbox.com/scl/fo/om5287h9nwm63n21wm72k/AJ5uNTGRH0F9JTrtFfhb2nA?rlkey=6ksgbmzyqdokdc1bt6dy8f4z7&dl=0>

Annex 3: Questions and Answers
(Answers to Clarification Questions - Issue No. 2 (Questions 2 through 6))



Procurement of Consulting Services

**Asset Management Technical Assistance for Water Supply and Sewerage Authority of
 Ulaanbaatar City (QCBS)
 Procurement ID: MCA-M/CF/WSSA/CS/13**

**ANSWERS TO CLARIFICATION QUESTIONS – Issue No.2
 August 26, 2024**

Question and Answer 1 issued to all registered Offerers on August 15, 2024	
Question 2:	Regarding the education qualifications for the Team Leader position – will a bachelor’s in engineering suffice as a primary tertiary education qualification, the ToR states a Masters however is this a disqualification point if a candidate has a Bachelors in Engineering as opposed to a Masters?
Answer 2:	There is only one (1) Mandatory Criterion stated in this Request for Offers (RFO), which relates to the Offeror’s experience in Asset Management. All other Criteria, sub-criteria for the evaluation of Technical Offers that apply to Instructions to Offerors (ITO) 24.1 are subject the points system stated in 3.5 of Section III of the RFO (Qualification and Evaluation Criteria) and copied below: Technical Evaluation Framework [Integer Method] 0 = No evidence presented; 1 = Significant deviation from the requirements; 3 = Marginal deviation from the requirements; 4 = Meeting the requirements 4.5 = Marginally exceeding the requirements; 5. = Significantly exceeding the requirements
Question 3:	We want to clarify our eligibility to participate in the bid. Our company is owned by the Government of India. However, we are a financially and administratively independent company, and are not receiving any kind of aid from the Government. Are we eligible to participate in the Bid.
Answer 3:	In accordance with MCC Procurement Policy and Guidelines, the Offeror/Supplier must ensure that MCC Funding is not used for goods or services from a country, or from a firm that is organized in or has its principal place of business or a significant portion of its operations in a country, that is subject to sanction or restriction by law or policy of the United States, including U.S. designated State Sponsors of Terrorism (https://www.state.gov/state-sponsors-of-terrorism).

	<p>The full Eligibility requirements are set out in Section I, Instructions to Offerors (ITO) 5 – which Offerors must download from the Request for Offers (RFO) and review before submitting an Offer. ITO 5.6 which is titled “Government Owner Enterprises” states “Not applicable to consulting services.”</p> <p>However, in addition to ITO 5, the Offeror's eligibility determination will be made in strict accordance with all requirements of the RFO, including Section III - Qualification and Evaluation Criteria - and will include a review of the submitted Beneficial Ownership Disclosure Form.</p>
Question 4:	Can you clarify how the new assets of USUG covered by the Compact programme will be funded? Is it through grants, or loans? In the case when loans would be mobilized, who would carry the funding of interests and of principal reimbursement: USUG directly, from own resources? the Government of Mongolia? a mixed repartition?
Answer 4:	<p>The United States of America, acting through the Millennium Challenge Corporation (“MCC”) and the Government of Mongolia (the “Government”) have entered into a Millennium Challenge Compact for Millennium Challenge Account assistance to help facilitate poverty reduction through economic growth in Mongolia (the “Compact”) in the amount of 350 million USD (“MCC Funding”). Therefore, the 350 million USD is given as a grant under the Compact. Additionally, the Government of Mongolia shall make a contribution of 112 million USD over the Compact term toward meeting the objectives of the Compact.</p> <p>Any payments made by the MCA Entity under the specific Contract will be subject, in all respects, to the terms and conditions of the Compact and related documents, including restrictions on the use and distribution of MCC Funding. No party other than the Government and the MCA Entity shall derive any rights from the Compact or have any claim to the proceeds of MCC Funding. The Compact and its related documents can be found on the MCC website (www.mcc.gov) and MCA-Mongolia website (http://mca-mongolia.gov.mn).</p>
Question 5:	<p>With regard to the project timeline (estimated 12 months) and the CMMS procurement process under Task 1.6 in relation to Task 4 (CMMS implementation support).</p> <p>The planning indicates procurement of the CMMS by the end of Month VII of the assignment after which Task 4 can be implemented. Considering the end date of the Compact of 31 March 2026: are there any mitigating measures MCA Mongolia has put in place in the case procurement under Task 1.6 or any related activities (e.g. mobilization of the CMMS provider) gets delayed (which would affect the implementation time of Task 4)?</p>
Answer 5:	The performance of this Contract cannot go beyond the Compact End Date (CED) of March 31, 2026; and as such, the procurement process of the CMMS was planned considering the relevant deadlines and timelines – and allows for an expected Award of Contract and delivery of software before the CED. Any delay in the procurement process may result in an extension of the contract end date up to CED with no additional costs.
Question 6:	Will the new assets funded under the Compact programme be fully dedicated to USUG, or will they include other stakeholders, like the Municipality, OSNAAUG or Private Water Companies?

Answer 6:	It is expected that the new assets funded under the Compact will be handed over to USUG for further operation and maintenance.