



سلطة إقليم البترا التنموي السياحي

Petra Development and Tourism Region Authority

May 24, 2010

Questions & Answers for

Request for Proposal RFP Ref. 9/2010
A Strategic Master Plan for Petra Region

This document presents answers to questions received concerning Request for Proposal RFP Ref 9/2010: A Strategic Master Plan for Petra Region.

Questions are listed in blue and answers follow.

1. I would like to request digital copies of the documents referenced in sections 3.2.1 and 3.3.1.

All available documents are found on www.petrapark.com/documents along with the RFP in the format published.

2. Do you have information about what aerial imagery may be available of the project area?

All available documents and imagery have been published at www.petrapark.com/documents. Aerial imagery can be obtained from the Royal Geographic Center in Jordan (<http://www.rjgc.gov.jo/>) by request and for a charge.

3. We were not able to attend the site visit. Were any documents handed out during the site visit? Could you provide a summary of what was discussed?

No documents were handed out during the clarification meeting. A PowerPoint presentation about the location was presented and can be found on www.petrapark.com/documents in the file named "Petra Master Plan Bidders Conference."

4. What Mailing services you would suggest using to get our proposal package from Amman to Wadi Mousa. Are there any additional address details that we may need to furnish to ship to your location?

Bidders are requested to determine their choice of proposal delivery whether in the form of hand carry, courier or other means to:

Petra Development and Tourism Region Authority
Main Office
Procurement Division
Queen Rania Street
PO Box 28
Wadi Mousa 73810 Jordan
Fax: +962 (3) 2157306
Tel: +962 (3) 2157093

5. Can you please advise on the best procedure for delivering the submission package? We have communicated with FEDEX, who advises that they provide service to Amman, but they are exploring the best solution for delivery to Wadi Mousa. What would you recommend?

Please see answer to Question # 4.

6. Would it be possible to get digital copies of the information available in Sections 3.2.1 and 3.3.1? We have a digital service where you can upload if you desire.

Please see answer to Question #1.

7. Can you please advise as to what aerial photography of the regional and local community sites is available and at what resolution/geo-rectification etc.

Please see answer to Question #2.

8. Were there any documents or other information handed out at Sunday's meeting.

Please see answer to Question #3.

9. Page 7 of the RFP document, it says the consortium should provide a tender guarantee of 3% of the total financial offer. However, it is written 3% in letter and specified 5% in numbers. Could you clarify this issue?

The correct value of the tender guarantee is 5%. It was corrected in Amendment # 1 posted on www.petrapark.com/documents.

10. In preparation for our proposal submission with our partners, we are eager to include local experts on our team, especially in two areas: Archeological/Cultural Heritage; and Environmental Specialist. Could you possibly recommend some experts in these two areas with significant local expertise to serve on our project?

The composition of the staffing plan and expert consultants is an important evaluation criterion. Bidders need to propose their own teams which will be evaluated as an integral part of their proposal.

11. We were unable to attend the clarification meeting on Sunday 9 May. However, we are very keen to partner with an Jordanian or regional company. I would be grateful if you could send me a list of the companies who have expressed an interest in your tender and who may be interested in partnering with an international firm such as ours.

Bidders may choose to bid directly or with partner(s). The composition of the consortium will be evaluated per the Evaluation Criteria described in Section 2.10.3. It is the sole discretion of the Bidder to compose the members of the consortium that the Bidder deems as most appropriate.

12. On behalf of the [names redacted] joint venture who are working on this exciting project we respectfully fully request a two week extension to the programme 'Deadline to receive written enquiries' from 16 May 2010 until 30 May 2010.

The deadline to receive written inquiries is unchanged and is May 16, 2010.

13. Is there any information available about the proceeding of the clarification meeting on May 9th?

Please see answer to Question #3.

14. What is the mailing address for The Petra Development and Tourism Region Authority, to which the applications must be sent?

Please see answer to Question #4.

15. Is it possible to postpone the proposal submittal date by an additional fourteen calendar days beyond June 1st, 2010?

Amendment # 2 published on www.petrabid.com/documents announced a revised proposal submittal deadline of June 15, 2010.

16. Page 2 (the bidder shall be solely responsible for identifying and requesting any further information?)

No further information will be shared with prospective bidders following the publication of this document.

17. Please provide us with the documents on page 13 which are identified on item 3.2.1 & 3.31.

All available documents can be found on www.petrabid.com/documents.

18. Page no. 7 item 2.9.Tender Guarantee. Please clarify the amount of the tender guarantee, is it three percent or (5%) of the total financial proposal?

Please see answer to Question #9.

19. What are the taxes that this Tender is subject to?

All applicable Jordanian taxes must be borne by the Bidder. Bidders are encouraged to consult cognizant local authorities for such taxes. Furthermore, the contract emanating from this RFP is not eligible for tax exemptions, including the required 16% sales tax.

20. On page 17, 19 & 21 four workshops (1-2 day) are to be delivered. Does the financial proposal include these workshops or PDTRA will be responsible for arrangement of these workshop?

This is a Fixed Price Contract. All associated costs must be budgeted for by the Bidder. The Petra Development and Tourism Region Authority will not bear any additional costs to the contracted amount. Financial proposals must be comprehensive and all-inclusive.

21. Page 17 (4.1.3) Task 3: [Detailed Analysis, Scenarios and strategy, including Guidelines and Regulations to Encourage Private Investment While Protecting the Park]. Does the investment include the area within the park?

As a matter of policy, private investment is not envisioned inside the Petra Archaeological Park.

22. As we understand the park has its own management plan, please clarify?

Correct. The Petra Archaeological Park does have a separate management plan.

23. We expect that the park will not be studied just the area around it, please clarify?

Please see answers to Questions # 21 and 22.

24. Pages (19, 20) Task 5- 4.1.5.1 item 5.2.12. What do you mean by Development cost and financing which part of the master plan (short, medium, long) run?

This pertains to anticipated costs of development and scenarios for development finance.

25. Page 20 subtask 4.1.6.1: Does this mean 6 strategies one for every area and six reports including development cost for every area?

The Strategic Master Plan must provide a holistic and integrated solution for Petra Region development needs. The six key communities that comprise the region do have particular challenges and opportunities that need to be addressed in a custom-tailored fashion, while fitting within the overall Strategic Master Plan. Section 4.1.6 describes the requirements clearly.

26. Page 22- Annex 1- Technical proposal- standard form, item 6. What do you mean by proposal solution?

Please delete "*Proposed Solution*" from the list.

27. Please describe the extent of your GIS data for the Petra region. For example, are there natural and cultural resource, topography, land uses/zoning, roads, utilities, and water coverages? Also, is high resolution aerial photography of the region and communities available?

Up-to-date GIS mapping and data is required as part of this contract.

28. Have population increases been projected for the area for the next 20-yr period? Is significant growth anticipated?

Population growth rate is expected to be comprised of two primary factors: a) natural growth rate; and b) growth due to increased investments and the impacts such new investments have on the local economy and its population. Bidders shall investigate this matter and include the results in their plans.

29. Is Baida the northern most of the six communities (we're having trouble reading the map in the RFP)?

Yes. Beida is the northern most locale.

30. **Can you share the anticipated budget for this project or at least a range?**

In accordance with the evaluation criteria, financial offers are critical and form 30% of the overall possible score. Accordingly, bidders need to propose a best value proposition as cost will be a decisive factor.

31. Will archeologists and other staff from the Petra Archeological Park be available to collaborate with our planning team?

Petra Archeological Park staff are available for targeted consultation, such as in the planned workshops. They are fully occupied with their park responsibilities. Accordingly, bidders need to include the full spectrum of technical expertise required in their staffing plan and not rely on availability of existing Park of Petra Authority staff.

32. In 4.1.3 under the 5th bullet there appears to be a typo - was the statement intended to read as follows: "Develop a response to the diagnostics, vision and opportunities in a well balanced strategy and a set of policies and plans to guide the way forward with a focus on, but not limited to Tourism."

Correct. The statement should read "... **on** but **not** limited to tourism."

33. Should we assume we will need translations services to translate regulatory and legal documents to English? Will we need translation services for meetings with stakeholders in the six communities?

The predominant members of the local community require communication in the Arabic language. Further, all translation of documents required by the Bidder or are needed to be communicated in translated form shall be part of the scope of this tender. Therefore, bidders need to ensure translation capacity as well as account for their cost in the financial proposal.

34. We have a few questions regarding the technical proposal requirements - please explain what you are looking for under #4 Compliance with Technical Specifications and #6 Proposed Solutions?

Please delete "*Proposed Solution*" from the list. Please also delete Item 4 entitled "Compliance with Technical Specifications": presented in table format on page 25 of the RFP.

35. For our Summary of Costs, should we include all reimbursables (e.g. travel expenses) in our "total cost of deliverable"?

This is a Fixed Price Contract. All associated costs must be budgeted for by the Bidder. The Petra Development and Tourism Region Authority will not bear any additional costs to the contracted amount. Financial proposals must be comprehensive and all-inclusive.

36. And what do you anticipate will be included in "Costs of Other Deliverables"?

Please see answer to Question #35.

37. We noticed that letters of intent were supposed to be submitted until June 5 - as we were not aware of this opportunity at that time, we did not submit a letter of intent. Please confirm that we can nevertheless submit an offer for this project.

Letters of Intent are not prerequisites to bids. Firms submit a proposal even if a Letter of Intent had not first been submitted.

38. Furthermore, we would kindly ask you for a clarification: on page 7, point 2.9 it is written: "Tenderers must provide a certified tender guarantee in the amount of three-percent (5%) of the total financial proposal ..." Thus, shall the tender guarantee be three or five percent?

Please see answer to Question #9.

39. In relation to page 22, standard forms for the technical proposal, we wonder what is meant by "6. proposed solution". In our understanding the solution will be developed based on the diagnostics and stakeholder workshop. Therefore, to already start the project with a predefined solution might impede objective reasoning.

Please see answer to Question #26.

40. **Please advise on the proposed allocated man month resources for the duration of the works.**

Bidders are requested to propose the implementation timeline and level of effort required to implement their proposal per the technical approach they present.

41. Please advise on the maximum budget available

Please see answer to Question #30.

42. How to access to PDTRA site to download the reference documents as stated in the RFP item 3.3.1 and as agreed during the Clarification Meeting on 09/05/2010.

All available documents can be found on www.petrapark.com/documents.

43. Please provide the Zoning Regulations (A, B and C) and the extent of each Zoning with respect to the area of study.

Land use and zoning materials are found on www.petrapark.com/documents.

44. The TOR p.7 of 43 mentioned "Tenderers must provide a certified tender guarantee in the amount of three-percent (5%) of the total financial proposal and submit the guarantee document(s) with the tender" Please advise which percentage we should consider.

Please see answer to Question #9.

45. Certified tender guarantee has 'three-percent' in words but 5% in apprentices.

Please see answer to Question #9.

46. Page 7: "The tender guarantee will be liquidated if the tenderer does not fulfil any of or all obligations stated within the tendering documents". Could you please clarify this point because you also refer to a performance guarantee on Page 9 for the amount of 10% of total contract value.

The Tender Guarantee (equal to 5% of the quoted price by the Bidder) is posted by bidders prior to contract along with the bid. This will be released to the losing bidder. Once contracted, the winning contractor will need to submit a Performance Guarantee equal to 10% of the value of the contract.

47. Page 9: "The winning bidder will be requested to furnish a performance guarantee in the amount of ten percent (10%) of the total contract value, including any amounts stipulated in addenda to the contract." Can you please clarify including any amounts stipulated in addenda to the contract.

Should the contract be amended at any point following award and such amendment causes an increase in price, the contractor needs to amend the performance guarantee to reflect the 10% of the new total contract amount as amended.

48. Page 13: Information Available: In the RFP, the client indicates that the consultant would have access to: Petra Archaeological Park Management Plan, UNESCO, 1994; Management Analysis & Recommendations for the Petra World Heritage Site, US/ICOMOS, 1996; and Petra Archaeological Park Operating Plan (3 Vol), The US National Parks Service, 2000. Could you please indicate what other reports are available, including but not limited to individual project feasibility studies. For example, a study that may have been prepared in recent years looking at the viability of a major resort, hotel, themed attraction, etc., Do any such studies exist and would we have access to them immediately (so as to provide background and information that we can use in developing our work plan)?

No other documents are available to be shared with the winning contractor.

49. Socioeconomic analysis. The RFP requests a socioeconomic assessment of sources of employment and economic activity of the six communities should also be undertaken. Is there an existing economic model that is used by the PDTRA or the Jordanian Government that we should be aware of and/or that we should plan on utilizing?

Bidders are encouraged to propose their most innovative and impactful technical approach to performing this activity.

50. Will the Tendering Opening Session be open to be attended by the bidders?

Yes. Bidders interested in attending the Tender Opening Session are encouraged to arrive to the Petra Development and Tourism Authority offices at least one half hour prior to the session.

51. As per 2.9 Tender Guarantees Page 7, the Tender Guarantee is three percent in words and 5 % in numbers, please advice on the right requested percentage of the Tender Guarantee?

Please see answer to Question #9.

52. Please advice on how many Soft Copy CDs is requested, is it only one CD that includes all documents (Technical, Financial and Tender Guarantee), or three CDs (one CD for each document)?

Three separate CDS in clearly-marked separate enveloped should be provided. Pursuant to Section 2.8 of the RFP, Technical and Financial offers should be delivered and marked separately. Accordingly, separate CDs should be delivered for each of the Technical and Financial offers. A

scanned copy of the executed Tender Guarantee should be included in a third and separate CD, but Tender Guarantee can only be accepted if received in original, properly executed hard copy.

53. Will PDTRA be providing the bidders with copies of the documents and studies mentioned in 3.2.1 Information Available, namely:
- Petra Priority Action Plan Study, Dar al Handasah, 1996
 - Petra Region Land Use Code, Sigma, 1998
 - Jordan Second Tourism Project, Staff Appraisal Document, World Bank, July 1997
 - Jordan Second Tourism Project, Implementation Completion Report, World Bank, December 2005
- Petra Archaeological Park Management Plans

Please see answer to Question #1.

54. Will PDTRA be providing the bidders with copies of the documents and studies mentioned in 3.3.1 Information Available, namely:
- Petra Archaeological Park Management Plan, UNESCO, 1994
 - Management Analysis & Recommendations for the Petra World Heritage Site, US/ICOMOS, 1996
 - Petra Archaeological Park Operating Plan (3 Vol), The US National Parks Service, 2000.

Please see answer to Question #1.

55. Will PDTRA be providing the bidders with copies of the maps presented in the bidders meeting on May 9th?

Please see answer to Question #3.

56. Are there any existing zoning/planning/land use plans, regulations and bylaws for the Petra Region or parts of the Petra Region? If yes, can PDTRA provide copies of the same to the bidders?

Please see answer to Question #43.

57. Does the PDTRA have any existing condition information, plans, surveys in relation to the following, and if yes will this information be made available to the Awarded bidder:
- Cultural heritage assets
 - Natural heritage assets
 - Environment
 - Energy
 - Indigenous people (six communities) and other important community groups
 - Land use and zoning—including the whole region, vacant and developed land, private and public land, agricultural land and the current 'Buffer Zone' comprised of zones A,B and C
 - Land ownership and fragmentation
 - Land transactions
 - Topography and development
 - Building and building permits
 - Development of control applications, permits and enforcement
 - Housing
 - Roads, parking, traffic and transport specific issues for both locals and tourism visitors into, out of and within Petra Region)
 - Water supply - quantity, quality and reliability
 - Waste water - collection, treatment and disposal/reuse

- Drainage and flood protection
- Solid waste management
- Electricity and telecommunication
- Safety and health services
- Employment
- Industry and services
- Social facilities and amenities
- Various communities and areas within the region, including: Wadi Musa, Um Seyhoun, Baida, Amarin Settlement, Taybeh, Rajef, Dlagha, Taybeh - Wadi Mousa, and the Baida Scenic Roads, and the remaining area within the region based on the boarder specified within the law

Existing data at PDTRA requires significant enhancement. PDTRA has *partial* data, access to which will be shared with the Contractor. PDTRA's GIS system has the following features:

- The current software used at PDTRA is ArcGIS 9.3
- The system provides the following information:
 - DEM, Digital Elevation Model – 6 meter resolution for Wadi Musa and Taybeh
 - Main Landmarks (hotels, hospitals, police stations, etc.)
 - Petra Region boundaries
 - Main and side streets in Wadi Musa and Rajef (Taybeh is under revision)
 - Zoning areas - description of zones for Wadi Musa and Rajef
 - Land use for Wadi Musa and Rajef
 - Petra Region land zones (instead of PDTRA HoD)
 - Parcels (in addition to land owners) for the whole Petra Region
 - Public properties (government, authority land) for the whole Petra Region
 - Sewage manholes
 - Wadi lines
 - Satellite image for Wadi Mousa and TabeH only – 1 meter resolution from 2003 geo-referenced and orthorectified
 - No aerial photography are available for any area

Please see answer to Question 43 for zoning.

Petra Archaeological Park GIS

In addition, the following GIS is available for the Petra Archaeological Park:

Raster Data

- Hydrology Image for the park with exceptions for parts of Beidha
- Satellites image (ikonos_extent.jpg, GEOGRAFIC CENTER)
- Facilities image (such as kiosks along the PAP Main Trail) up to 2004

CAD DRAWING

- Beidha Siq (transferable to CAD)
- Map for the central area.

SHAPE FILES

- contour.shp , free-standing_monument.shp, modern_cemetery.shp, modern_structure.shp, track.shp, wadispread.shp,
- Survey_Boundary.shp (showing boundary for the full area of the Petra Archaeological Park), rock-cut_monument.shp, Survey_Boundary.shp, remains.shp, habees.shp, gtemple.shp, agriculter_area.shp, zones.shp, pracad_utm.shp, ParkBoundary.shp, Monument_sites.shp, graffiti.shp, zones_area.shp facilities.shp,

QaseralbintBoundary.shp, Park Area.shp, siq.shp, petraboundary_polygon_2.shp, Theatre.shp, Turkmaniyya.shp, Basin.shp, Arrival.shp

TABLES

- Architectural Management, monument information.txt, Aqueducts, Architectural_Management , Betyl, Chamber_dimensions, Chambers, Cisterns, Dams, Façade, Inscriptions_and_Graffiti , Graves, Retaining Wall, Main_Information

DEMS

- Aster ,radar, rectifyjordan_petra_1m_ortho_mosaic_ (for the full Park except Beidha)

While some data or information concerning the above will be made accessible, it is envisioned that the Contractor will establish answers to the items under your question as part of the contract through primary or secondary means as appropriate.

58. Please elaborate on the requirement 6. Proposed Solution as listed in pages 22 and 25, Annex 1

Please see answer to Question #26.

59. How many pages are allowed for requirement 2.Firm Brief Description “Company Profile” ? Please take into consideration that this might include a number of companies in the case consortiums.

The maximum number of pages for the Company Profile section is 10 pages.

60. Please advice on the expected contents of table in requirement 4 Compliance with Technical Specifications.

Please see answer to Question #34.

61. Can PDTRA provide the bidders with a CAD copy of the Petra Region map, showing the archeological park, the buffer zone A,B,C, and the six communities.

Please see answer to Question #1.

62. Can PDTRA provide the following information about the six local communities:

- Official Registered area of each community

<u>Locality</u>	<u>Area (Meters Square)</u>
Wadi Mousa	6,712,813
Um Sayhoun	296,968
Taybeh	3,117,542
Rajef	1,881,127
Dlagha	1,550,581
Iskan (Housing)Beidha	84,972

- Number of inhabitants of each community, registered and actual

Please refer to the Department of Statistics of Jordan (www.dos.gov.jo)

- Prime sources of income for the inhabitants of each community

This needs to be determined as part of the scope of the socioeconomic study.

- What kind of administrative structure does those communities have

The Petra Development & Tourism Region Authority (PDTRA) is the local government organization. All of the above-mentioned communities fall within the municipal domain of PDTRA. Wadi Mousa is the seat of the District Governor that oversees the area. The District Governor reports to the Governor of Maan.

63. Who will provide the different maps needed (lands, cadastral, ownership, other)? PDTRA or Bidder?

Please see answer to Question #57.

64. Regarding the amount of Bid Bond that should be submitted with proposals, is it 3% or 5%?

Please see answer to Question #9.

65. The total given time for task # 1 (Initial diagnostic) is 7 weeks. We feel that due to the abundance of the work (plans and management plans) done previously for and on Petra; and due to the vast area of the study, we prefer that this period should be extended to at least 10 weeks.

The timeline included in the RFP should be construed by bidders as illustrative. Timeline of implementation will be considered as part of the technical evaluation and needs to reflect fit with the technical approach and reasonableness for delivery and PDTRA needs of efficient project implementation. Therefore, bidders are encouraged to propose the timeline that best meets their technical approach.

66. Regarding Task # 6(Selected strategic area plans), we feel that in order for the study to be implemented, the planning level should be extended to plans at the community level.

Bidders should propose the technical approach, milestones, target audiences and their timeline of delivery consistent with the objectives of the RFP.

67. Regarding Task # 7 (Handover), will that include capacity building for PDTRA Employees? And if yes, what type of capacity building are we thinking about?

PDTRA will assign a team of its staff to work as liaison and project managers with the contractor for the duration of the contract period. It is expected that the Contractor will engage various cognizant PDTRA staff in the implementation of the Strategic Master Plan. As an example that applies to other disciplines, too, PDTRA Environment staff should be invited to the planning, execution and development processes relating to the Environment. One overall session to PDTRA on the approach and methodology for the implementation of the Strategic Master Plan should be made to around 100 members of staff at the outset of the project, with two interim updates in a seminar setting.

Accordingly, bidders are to propose how to engage PDTRA employees throughout the implementation process and how to transfer planning knowledge and skills of the plan following conclusion of the contract.

68. As mentioned in Annex # 1, Item 4 (page 25) / "Compliance with Technical Specifications", what are the Technical Specifications that we need to comply with?

Please see answer to Question #34.

69. As mentioned in Annex # 1, Item 6 (page 25) "Proposed Solution", what is actually meant by proposed solution?

Please see answer to Question #34.

70. Are the review periods after each submission part of the 9 months? or will these periods be added after each submission?

PDTRA will provide timely feedback to the contractor, so the review period is anticipated to be within the implementation timeframe agreed upon in the contract. Contractors are requested to include within their timeline the PDTRA review period as part of their timeline. Should the PDTRA require longer than the agreed review period in the contract, an extension of the contract completion period will be granted equivalent to the additional review time required by PDTRA.

71. Would it be possible to remove the need for the bid bond

This is a standard requirement that cannot be waived.

72. Would it be possible to remove the need for the performance bond

This is a standard requirement that cannot be waived.

73. Could you confirm there is sufficient information available to complete the Infrastructure and utility work and the Strategic Environmental Study (eg air quality monitoring, noise survey, archaeological survey, etc) and no additional surveys will be required as part of the project

Such stated studies are non-existent.

74. Task 6 - Does the client expect 1 report for the whole area or for each of the Sub-plan areas?

Please see answer to Question #25.

75. Task 6: 'Selected Strategic Action Plans' requires that sub-tasks 5.1 and 5.2 be repeated for the six selected local communities. Please confirm that this should include a more detailed Strategic Environmental Assessment for each of the six communities.

Please see answer to Question #26. Bidders need to demonstrate what their deliverables will contain, consistent with the RFP.

76. Will the plan address cultural as well as economic needs and opportunities for the 6 communities?

As the Strategic Master Plan is envisioned to be comprehensive, these are expected to be integral parts of the deliverable.

77. Where is the source of the funds to complete this project and the anticipated budget for this project?

This is a locally-funded procurement.

78. Section 2.9 Tender Guarantee (Page 7 of 44) states the amount as three-percent (5%) – which is correct?

Please see answer to Question #9.

79. May the deadline be extended in order to respond to the answers to the questions?

Please see amended timeline for this procurement posted as Amendment No. 2 on www.petrapark.com/documents. The timeline on Page 5 has been changed as follows:

Schedule of Events: Event	Date	Time
RFP Release Date	Wednesday, 28 April 2010	--
Letter of Intent Submitted	Wednesday, 5 May 2010	03:00 PM
Clarification meeting and site visit	Sunday, 9 May 2010	10:00 AM
Deadline to receive written inquiries	Sunday, 16 May, 2010	02:00 PM
Deadline to answer written inquiries	Monday, 24 May, 2010	02:00 PM
Deadline for submitting proposal	Tuesday, 15 June, 2010	01:00 PM
Tender opening session	Tuesday, 15 June, 2010	01:30 PM
Award of RFP	Thursday, 24 June, 2010	02:00 PM
Commencement Date	Sunday , 4 July , 2010	9:00 AM

80. May we have access to the reports identified in the RFP?

Please see answer to Question #1.

81. Are there any comparables PDTRA has already investigated?

No.

82. Please confirm the amount of the Tender Guarantee in Section 2.9. Can the requirement for the tender guarantee be waived?

Please see answer to Question #9 and #71.

83. In Section 2.14, please define what you mean by "Best Value for Money". This is in quotes and capitalized and may have a formal definition.

Please see answer to Question #30.

84. Who are the local, national and intentional "key stakeholders"?

The Petra Development & Tourism Region Authority is the local authority responsible for the development of the Petra region and its residents. As a result, there are Jordanian public, private and civil society stakeholders. Furthermore, as the Petra Archaeological Park is Jordan's most visited tourist attraction, other localities and the Kingdom at large are impacted by Petra's tourism performance. Moreover, Petra is a UNESCO World Heritage Site; thus there are international stakeholders with a keen interest in Petra (and extension its region). An indicative partial list of stakeholders includes:

- Local community
- Government of Jordan (both national and local)
- Foreign and Jordanian tourism industry investors and operators;
- Investors (existing and prospective)

- Cultural heritage community
- Others

85. What is the anticipated engagement and collaboration with UNESCO?

The Petra Archaeological Park is a UNESCO World Heritage Site and is managed in accordance with its World Heritage status. Accordingly, PDTRA is cognizant of the sensitive and special status of Petra and, therefore, development in the surrounding region needs to consider Petra's special status and needs.

86. The proposed project duration does not allow time for review and approval at the completion of each Task. How will PDTRA accomplish the authorizations and approvals without suspension of the Services to maintain the outlined design schedule?

Please see answer to Question #70.

87. Please confirm that PDTRA will coordinate the input and feedback from other parties to provide a single point of contact to the Project Team.

PDTRA will facilitate required official communication with public sector stakeholders and will act as the counterpart for this project. A cognizant PDTRA contract manager will be named after contract award.

88. Please provide an example of the plans required in Task 6.

Please see Task 6, section 4.1.6.1. Sub-Tasks. As the RFP states under this section "Replicate Tasks 5.1 and 5.2 for the six selected local communities and at smaller scale." Please refer to the RFP for a full list of activities under 5.1 and 5.2.

89. We are coordinating the delivery of our Proposal to you via United Parcel Service (UPS) but we need to confirm the mailing address of the PDTRA so that UPS can plan the delivery. Can you supply us with the physical street name and number, as well as the postal code?

Please see answer to Question 4.

90. [Company name redacted] is not, however, able to offer the performance guarantees listed in the RFP under 2.9, or under 2.11, noted below:

- 2.9 Tender Guarantees
- 2.11 Performance Guarantees

We hope that the PDTRA will be able to waive these requirements, so that [Company name redacted] and its team of experts can participate and submit a tender for this special work at Petra.

Please see answer to Questions #71 and #72.

91. 4.1.1.1.SubTasks: Item 1.1.9: Topography and development: What is exactly the responsibility of the Consultant under this item, Should the Consultant be responsible to carry out topographic surveying for the whole region 755 Km2, is there any up-to-date available topographic maps for the region settlements and components?

Please see answer to Questions #57 for existing GIS data. Please also consult the Royal Geographic Center of Jordan for additional data on other existing maps. Bidder should propose what additional maps, if any, are necessary for purposes of delivering on the scope of the project.

92. Am I correct to assume that the application documents you have provided are only guidelines from which we should create our own set of application documents?

Bidders need to respond to the terms of the RFP and address all of its requirements. Presentation of the proposal is the discretion of the bidder, provided it is in full compliance with the requirements of the RFP.

93. Is there information from the site visit on May 9th?

Please see answer to Question #3.

94. Can you clarify what is "4. Compliance with Technical Specification" on page 25?

Please see answer to Question #34.

95. Can you clarify what is "6. Proposed Solution" on page 25?

Please see answer to Question #34.

96. Can you clarify what parties are involved in the phases of "Public consultation" and "Stakeholder workshops"?

Please see answers to Questions# 20, #33, #84, #87. The Bidder should propose in its technical approach how it plans to conduct suitable stakeholder engagement and consultation.

97. Is there a web platform you can recommend to find Jordanian collaborators?

Bidders are encouraged to form consortia (as they deem appropriate) of their own choosing.

98. Is it possible for you to give a rough estimate for the price range PDTRA is expecting?

Please see answer to Question #30.

99. In regards to the addendum in article 2.9 "5% Tender Guarantee ".Is this saying that the guarantee will be nullified ("released") if we do not win the tender?

Correct. Section 2.9 states " This guarantee will be released to unsuccessful tenderers upon completing the tender procedure and signing the final agreement with the winning bidder....."

100. And the tender guarantee will be liquidated if, after winning the tender, the contract is not fulfilled?

Correct. Section 2.9 states "The tender guarantee will be liquidated if the tenderer does not fulfill any of or all obligations stated within the tendering documents."

101. Is there an official form we can use to submit this guarantee?

Guarantees need to be submitted in the form of either: a) Certified Check; or b) Bank Guarantee. Please see www.petrpark.com/documents for forms of the Tender and Performance guarantees.

102. Can you clarify if the deadline is June 1st or May 31st?

Please see answer to Question #79.

103. Is it possible to postpone the proposal submittal date by an additional fourteen calendar days beyond June 1st, 2010?

Please see answer to Question #79.

104. Page 2 (the bidder shall be solely responsible for identifying and requesting any further information?

The only available information from PDTRA is:

- The Request for Proposal
- PowerPoint presentation
- Documents posted on www.petrapark.com/documents

105. Please provide us with the documents on page 13 which are identified on item 3.2.1 & 3.31.

All available documents are found on www.petrapark.com/documents along with the RFP in the format published.

106. Page no. 7 item 2.9. Tender Guarantee. Please clarify the amount of the tender guarantee, is it three percent or (5%) of the total financial proposal?

Please see answer to Question #2.

107. Pages (19, 20) Task 5- 4.1.5.1 item 5.2.9. What do you mean by transport & infrastructural services and to what limit?

This pertains to services relating to transport and the infrastructure needed in a successful Petra region.

108. Pages (19, 20) Task 5- 4.1.5.1 item 5.2.12. What do you mean by Development cost and financing which part of the master plan (short, medium, long) run?

Development of the Petra region will require a multitude of financing sources, including but not limited to: required public sector investments, local private sector investment and foreign direct investment and through joint ventures. The contractor shall estimate development costs that will be needed, with a special focus on essential and enabling investments.

109. Given the size of the project and the benefit it will provide for Jordan in General and the Petra Region in particular, the time provided for questions is shorter than required, could you please grant a time extension for questions?

Please see answer to Question #79.

110. Given the size of the project and the benefit it will provide for Jordan in General and the Petra Region in Particular, the time provided for submitting the proposal is shorter than required, could you please grant an extension to the proposal submittal deadline?

Please see answer to Question #1.

111. Would you say that the team submitting the proposal should include an international firm with n, or would a team of local firm and individual local experts do?

Please see answer to Question #11.

112. How will the existing information be available to bidders (p.13)?

Please see answer to Question #1.

113. Are there topographical maps for the Petra Region including the six communities?

Please see answer to Question #57.

114. Do you have existing as built drawings for the buildings and infrastructure (roads, storm drainage, water, waste water, irrigation, electricity, and telecommunication) for the Petra Region including the six communities?

Please see answer to Question #57.

115. Do you have electronic plans for the Petra Region including the six communities?

Please see answer to Question #57.

116. Are there recent base studies regarding soil, hydrology, traffic, transport, parking, environment infrastructure, public services, cultural and natural heritage assets, land ownership, land transactions, solid waste management and solid water treatment plant?

Please consult the following cognizant entities for existing information:

- For soil consult Ministry of Agriculture:
- For hydrology consult Ministry of Water & Irrigation
- For traffic and transport consult Ministry of Transport:
- Department of Lands & Survey consult Land ownership and transactions
- Basic solid waste management study: Available for the winning contractor
- Solid waste and waste water treatment plant: please consult Aqaba Water Company

117. Is there a need to perform the following studies: Traffic Impact Assessment, Solid Waste Management and Environment Impact Assessment, Waste water Treatment Plant?

Bidders need to determine the range of assessments necessary to undertake the scope of work.

118. What level shall the transport study cover at the Strategic Master Plan stage (Task 5)?

Bidders shall describe their propose activities under this area and clearly describe the depth and breadth of the assessments and deliverables.

119. Please specify the field studies and others required at the Initial Diagnostic Stage (Task 1), the Strategic Master Plan Stage (Task5 5) and at the Selected Strategic Area Plans (Task 6)?

Bidders shall include their proposed activities in their technical approach as they deem appropriate to undertake a successful Strategic Master Plan for the Petra Region.

120. Are there any recent studies pertaining to the socio economic and population characteristics for the communities? If yes, can you provide such studies?

Several organizations have studied Petra and its surrounding, many in depth. Such studies exist with their relevant organizations or persons, some of which may be found on the web. Studies currently available at PDTRA are posted on www.petrapark.com/documents.

121. Which communities are connected to the sewerage collection network?

The majority of Wadi Mousa, Beidha, Um Sayhoun and Taybeh are connected to the sewerage system (around 80%). Rajef and Dlagha are served with septic tanks.

122. Please confirm that the strategic master plan for the Petra region will be developed only at the conceptual level

Bidders need to review the requirements of the RFP and propose deliverables that will satisfy the needs and objectives expressed in the RFP.

123. Please confirm that the Strategic Area Plans (Task 6) relates to documenting, analyzing and providing findings regarding existing data without presenting master planning design solutions or roads or infrastructure design solutions. In other words, upgrading of buildings, roads, infrastructure services are not required. Else, kindly explain in depth what is required for the Strategic Area Plans (Task 6)?

Please review the RFP for a better description of this.

124. What is the size of each of the six communities and how many people reside in each community?

Overall, the PDTRA is a region of close to 30,000 inhabitants. For a breakdown of the population dispersion across the various communities, please consult the Department of Statistics.

125. Please confirm that the scope does not include upgrading the existing waste water treatment plant or designing new plants?

Correct.

126. What areas out of the 755mk2 need to stay undeveloped due to ecological and/ or topographical obstacles such as Wadis, natural and archaeological sites?

The full area of PDTRA includes the 264 square kilometer Petra Archaeological Park, a protected site. Bidders need to include in the Technical Approach how, if any, additional protected areas/zones may be identified and treated.

127. Are there any special regulations that should be considered to guide the urban planning and design process?

Plans should be consistent with the needs of the Petra region and compliant with Jordanian laws and regulations.

128. How many hardcopies and softcopies are required for each task submittal?

One original and four hard copies along with two soft copies.

129. What are the expected scales of plans for each task?

This needs to be proposed by the Bidder as part of the Technical Approach.

130. Will the Workshop and Meetings be held in Amman or Wadi Mousa?

This needs to be proposed by the Bidder as part of the Technical Approach.

131. Which documents and plans need approvals? And from which authorities?

PDTRA will provide final approval, provided Contractor has satisfied at a minimum cognizant national Jordanian requirements per the prevailing relevant laws.

132. Please confirm that the cost estimation will be for infrastructure works only

Bidders are to propose development plans along with estimated costs. Deliverables proposed in the Technical Offer should clearly describe the depth and breadth of such deliverables.

133. Part of the expertise needed are archaeological specialist, environmental specialist, social and local community development expert, an economist and investment expert, development experts, licensing and zoning experts, civil engineers, and roads and transport experts. Are these considered the key staff?? Please identify the key staff??

A Key Personnel Clause has not been included. The composition of the staffing plan and expert consultants is an important evaluation criterion. Bidders need to propose their own teams which will be evaluated as an integral part of their proposal.

134. For the standard contract terms and conditions, is FIDIC contract terms accepted?

Yes.

135. Page 7 of 43, section 2.9, first line "Tennderers must provide a certified tender guarantee in the amount of three percent (5%)" what is the correct percentage 3% or 5%?

Please see answer to Question #9.

136. On Page 7 item 2.9 The RFP quotes two numbers 3% and 5%. Would you please relate which percentage applies?

Please see answer to Question #9.

137. 2.9 can the guarantee posted by in the form of a bond?

Please see answer to Question #101.

138. 2.11 can this be in the form of a bond?

Please see answer to Question #101.

139. Please relate the qualifications of the bond that will be acceptable.

Please see answer to Question #101.

140. How large is the area to take into consideration for planning.

Please see the RFP for this description.

141. Is one condition to meet World Heritage Site development criteria?

Please see answer to Question #185.

142. There may be one missing page (see page 29).

Contents of the RFP are included in full in the published document.

143. Profile of the consultant team

- What is the anticipated balance of Professional / Technical staff time?
- In which areas does PDTRA consider that international expertise is needed most and in which areas local experience shall be sufficient?
- Our team normally expects to attend a face to face interview with the commissioning client – in this case PDTRA – when tendering for major studies such as this. This usually forms part of the evaluation of the bid and gives the client an opportunity to meet key team members, seek clarifications on the submitted proposals and also to test the consultant teams approach to key issues. We would welcome an interview in the case of the Strategic Master Plan for Petra. Will the client be arranging interviews for short listed consultants following submission of the bids and their initial evaluation?

Please see answer to Question #10. PDTRA will approve interviews suggested by the Contractor and reserves the right to suggest additional interviews.

144. Engagement with local communities

- Are there any established mechanisms for engagement with the local communities or do these all need to be set up?

Mechanisms suggested for engagement with local communities should be covered as part of the bidder's technical approach.

- Do you anticipate the need for dedicated translation skills and how would these costs be covered?

Please see answer to Question #33.

- To what extent can the PDTRA assist in the organization of these consultation sessions-venues, attendees etc.?

Please see answers to Questions# 20, #33, #84, #87.

145. Staff training

- Can the training of PDTRA staff include an element of time based in UK consultants' offices? Can the travel and accommodation expenses of PDTRA staff be met by PDTRA in such cases?

PDTRA will consider all training opportunities for its staff on-site and in other locations. This should be included in the technical proposal. As for cost, please see answer to Question #20.

146. Workshops

- Will PDTRA be able to cover the expenses of any stakeholders required to attend the workshops e.g. representatives of UNESCO?

Please see answer to Question #20.

- Can PDTRA provide venues, accommodation, catering and necessary audiovisual equipment for the various workshops in the area?

Please see answer to Question #20.

147. Contract - Will the contract be based in Jordanian Law?

Yes.

148. Data / information

- Is digital mapping and aerial photography available for the study area? What format can these be provided in –GIS/CAD? In terms of topographic survey data what are the contour intervals?

Please see answer to Question #57.

- What has been the level of tourism growth since designation as a ‘world wonder’ in 2007?

Year	Visitor Numbers
2006	359,366
2007	581,145
2008	850,318
2009	766,938
1st Q 2010	209,240

- What in broad terms, is the anticipated level of population increase over the next 20 years (the study will review this and develop accurate forecasts but an overview would be helpful to assist in understanding the expected scale of change)

Population growth over the coming 20 years is a function of a variety of factors. PDTRA expects the contractor to address this as part of its scope.

- What level of detail is required for the finished development plans for the settlements – identification of land use zones, including expansion zones with guidance on design such as density, massing, materials? Or detailed masterplans indicating building layouts?

The RFP calls for a Strategic Master Plan, thus building layouts are not required.

- What is the anticipated scale of the most detailed settlement plans? 1:1000 or larger?

Bidders are expected to propose this as part of their technical approach.

- Is all data normally available to the public sector, including PDTRA, the Municipality (i.e. census information, economic statistics, etc.) in addition to and is it going to be available to the consultant team at nil cost?

Data that is already within PDTRA will be made available to the Contractor.

- Is updated data related to infrastructural networks within settlements (such as domestic water supply, waste water drainage, flood protection, solid waste management, electricity and telecommunication...etc.) available within local authorities to the consultant without cost.

Please see answer to Question #57.

149. Government Investment

- Is it anticipated that/PDTRA/Government will continue to visit in infrastructure and acquisition for example?
- Are there any significant investment already planned which we should be aware of?
- Can PDTRA some other government agencies from partnership with the private sector in order to facilitate development and also be benefit from value increases

PDTRA consideration of major infrastructure projects will be made following conclusion of the Strategic Master Plan. PDTRA is very much in support of public-private partnership models to finance infrastructure and other projects in the Petra region.

150. Strategic environment assessment

- Confirm our understanding that a strategic environmental assessment (SEA) is required Which will be developed according to the strategic Master Plan study stages (e.g. Task 1- Initial Diagnostic, Task 3- Detailed Analyses, Task 6- Selected Strategic Master Plan, Task 6- Selected Strategic Area Plans)

Correct.

- What are Tasks 5.1 and 5.2 referred to under 4.1.6.1?

Please see page 19, 4.1.5.1. Sub-Tasks for a description of this,

151. Tourism and cultural development Task 1, sub task 1.8 how much of the data that is referred to is already available? In particular, what visitor surveys are available and would we have to undertake some visitors survey work using on site or postal questionnaires or focus group research?

Visitor surveys are non-existent at PDTRA. Please consult with the Jordan Tourism Board (www.visitjordan.com) for surveys that they may have. These should be developed as part of the scope of the contract.

152. The RFP does not indicate where the Client expects local project offices to be located. In our view, though some work may be offsite, a project office location near of at Wadi Mousa would allow close working contact to be established with the PDTRA, in the interest of the project. We would greatly appreciate your feedback on this.

Bidders shall propose in their technical approach how they intend to implement the project, including their base(s) of operation.

153. The RFP states (\$2.9, p. 7/43)"Tenderers must provide a certified tender agreement in the amount of three percent (5%) of the total financial proposal, and submit the guarantee documents(s) with tender." Please clarify which is the correct percentage to be provided, 3% of 5%.

Please see answer to question #9.

154. If it is specified (\$2.9, p. 7/43) that "This guarantee will be released to unsuccessful tenderers upon completing the tender procedures and signing the final agreement with the winning bidder"; however, in the same section: "the tender guarantee will be liquidated if the tenderer does not fulfill any of or all obligations stated within the tendering documents". Please clarify the terms: "obligations stated within tendering documents are you referring?"

Please see answer to question #46.

155. The RFP does not include an appendix containing general conditions of contract. Section 2.23 mentions "non negotiable contract terms include but are not limited to applicable taxes, assignment of contract, audit of records, record retention ...". To the extent that any of these not negotiable conditions, such as applicable taxes, have bearing on our drafting a realistic cost offer in the financial proposal, we respectfully ask to be appraised of those terms only.

Please see answer to question #19 concerning taxes.

156. Finally we respectfully ask to be appraised of all of the inquiries made by the other bidders as well as of the answers they have each received from the PDTRA.

As a matter of policy, all questions received and their answers are made public on the day of the publication of the answers without referencing the entities submitting inquiries. Please review www.petrapark.com/documents periodically for other updates.

157. Submission Date: The RFP is complex and deserves careful thought! Can the submission date be extended (by at least 2 weeks) to allow more time for a detailed review of the critical issues in Petra and the sub-region, and hence enable the preparation of a better and more informed proposals?

Please see answer to Question #79.

158. p. 7 - 2.8: Submission criteria- last bullet: "A soft copy of each document (on CD) must accompany each hard copy. Does this require five or six soft copies of both Financial and Technical proposals?"

Please see answer to Question #52.

159. p. 14 - 4.1.1: Please advise on what additional data that can be provided from PDTRA beyond what is noted on page 13 of the RFP, including:

- More recent studies, surveys, and other data on the communities surrounding PAP, particularly the six communities that will be focus of the effort?
- Results of the US National Park Service technical assistance effort on ranger training and visitor services?
- Reports produced by the USAID Siyaha I or II program, or other donor agencies?
- Recent visitor survey information for 2010 as well as attitudinal and/or visitor preference information?

Please see answer to Question #1.

160. p. 15. 4.1 General: Will PDTRA assemble a working committee to accomplish liaison with the Consultant?

A cognizant PDTRA contract manager will be named after contract award as well as a steering committee.

161. p. 17.4.1.2 and Page 19. 4.1.4: Can consultant assume that PDTRA will assist in holding Stakeholder Workshops and Meetings by consulting on invitees, issuing Invitations, providing space for the workshops, and arranging for support services or facilities?

Please see answers to Questions# 20, #33, #84, #87.

162. p. 18 (top) - Task 4.1.3 Objectives: "Develop a response to the diagnostics, vision and opportunities in a well balanced strategy and a set of policies and plans to guide the way forward with focus but limited to Tourism." Should this read: ... and a set of policies and plans to guide the way forward with focus including, but not limited to Tourism?

Please see answer to Question #32.

163. p. 18.4.1.3.1. Task 3.5 and deliverables: This task refers to "three relevant and realistic national, regional and local socio-economic and institutional scenarios" that could influence the region. The task deliverables refer to 3 "development option" scenarios that provide a balance between preservation and development. Is it intended that three total scenarios should be defined? Can you please clarify?

The scenario(s) proposed must be conducive to local development, practical to implement with the local community, and in line with national objectives for socioeconomic development. PDTRA is only interested in solutions that will generate support from various local and national stakeholders, and that are realistic.

164. p. 20 - 4.1.6.2: Does the RFP intend that there should be 6 strategic plans of 50 pp each or one strategic plan for all 6 communities, total, 50 pages?

The bidder shall describe its proposed deliverables in the technical approach and how its deliverables will satisfy the terms of the RFP.

165. Can you please clarify what PDTRA is looking for in "Compliance with Technical Specifications"?

Please see answer to Question #34.

166. Can minutes of meetings or interactions between PDTRA or its predecessors with local community and stakeholder representatives be made available?

Relevant documents to this RFP are posted on www.petrapark.com/documents.

167. What staff commitments and cooperation can the consultant expect from PDTRA during the work? For example - if consultant elects to hold focus groups with affected communities, will PDTRA assist in identifying appropriate participants?

Please see answer to Question #20, #84 and #87. PDTRA will clear the final list of invitees to the various consultative sessions.

168. What assistance can consultant assume from PDTRA in setting up and holding Stakeholder Workshops and Meetings? Issuing Invitations? Procuring space? Arranging for support services or facilities? Etc.?

Please see answer to Question #20, #84 and #87. PDTRA will clear the final list of invitees to the various consultative sessions.

169. Can "bidder" hire the services of other entities or individuals to complete the work under his project?

Please see answer to Question #11.

170. Is the value of the Tender Guarantee three percent (3%) or five percent (5%) of the total financial proposal, as the RFP shows contradiction between the number and text in page (7 of 43)?

Please see answer to Question #9.

171. The Zones A, B, and C should be defined in terms of location and coverage. Page (7 of 43).

Please see existing Zones A, B, and C in the current Zoning plan on www.petrapark.com/documents.

172. What kind of data is available in terms of mapping, aerial photos, statistical data and blocks (from the Department of Statistics) ... etc? What kind of layers it covers (zoning, land use, designation, infrastructure, topography, utilities ... etc.)? If available, what kind of format (GIS, AutoCAD ... etc.)?

Please see answer to Question #57.

173. Is it the responsibility of the consultant to obtain cadastral maps from Department of Lands and Survey, and who will born their cost.

The contractor is responsible for all aspects of the work and their costs should be factored in the offer, as this is a Fixed Price Contract.

174. What are the specific UNESCO requirements as a result of inscribing PETRA as a World Heritage Site? Page (13 of 43).

Please see answer to Question 84. Please consult UNESCO World Heritage Center for best practice requirements of protecting World Heritage sites.

175. What will the mentioned possible negotiations with bidder cover (team, man months, ...)?

PDTRA reserves the right to negotiate the technical and financial offer with bidders making competitive range.

176. Who will be the department/party to review and approve the Strategic Environmental Assessment?

PDTRA will provide final approval, provided Contractor has satisfied at a minimum Jordanian minimum environmental requirements per the prevailing relevant laws.

177. What is meant by the required "5. Proposed Solution"? (Page 25 of 43).

Please see answer to Question #34.

178. What is meant by "4. Compliance with Technical Specifications"? (page 25 of 43).

Please see answer to Question #34.

179. In relation to " Other Information" as appears in page 7 of 43, it says "supplementary information must remain concise and to the point (1 page maximum) ... " Does this mean that we should NOT submit a portfolio of past work samples that needs more than one page to be illustrated in the right manner?

Please see answer to Question #59 for Company Profile. There is no change to the one-page limit for Other Information.

180. Regarding the timeline in the Statement of Work, is the consultant allowed to suggest an alternative timeline different than the 35 weeks proposed? (Section 3.5)

Please see answer to Question #65.

181. PDTRA to confirm that the needed maps throughout the study are explanatory and conceptual with an appropriate scale suggested by the consultant. If not please clarify and provide clear and specific directions.

The level of detail and complexity of maps required under the RFP are to satisfy the needs of a *Strategic Master Plan*, not more detailed.

182. PDTRA to confirm the last statement of the "Technical Proposal Submission Form:- We understand and acknowledge that the Ministry of Tourism and Antiquities is BOUND to accept any proposal received."

Please delete this statement. The issuing entity is PDTRA, not the Ministry of Tourism and Antiquities and, accordingly, the Ministry is not party to this procurement. PDTRA does reserve the right to cancel the solicitation any time prior to signature. Therefore, the statement should be amended to read:

"We understand and acknowledge that the Petra Development and Tourism Region Authority is not bound to accept any proposal received."

183. Does the PDTRA expect us to include the sales tax (16%) or exclude it from the Financial Proposal?

All applicable taxes and fees should be part of the Financial Proposal.

184. Do we have to detail the rate of the employees ... if so what is the unit measure?
This is not necessary.

185. What are the stamps, fees and taxes associated with the project?

These are the typical taxes and fees associated with a public solicitation such as this one.

186. What are the "conservation and protection guidelines and regulations for Petra Archaeological Park as a designated UNESCO World Heritage Site? (Task 1.4., page 16 of 43).

Please consult UNESCO World Heritage Center for best practice requirements of protecting World Heritage sites.

187. Are the reports/documents as listed in task 4.1.1.2. (diagnostic report, initial list of priority items, executive summary report, detailed assessment) to be included and compiled in one report, or should they submitted as separate reports/documents? (Page 17 of 43).

The bidder shall describe its proposed deliverables and the suggested format and level of detail.

188. What is meant by the Buffer Zone as indicated in task 4.1.1.2./bullet 4?(Page 17 of 43).

This is the protective zone around PAP. Please consult UNESCO World Heritage Center for best practice requirements of protecting World Heritage sites. Also, please consult the Law of Antiquities of Jordan.

189. How does subtask (1.1.18) differ from that entailed in 1.1.5?

Bidders shall adopt section 1.1.18 in lieu of 1.1.5.

190. How does subtask (1.3) differ from task 1.1.5?

Please see subtask 1.3 for an elaboration on what is envisioned from it.

191. Will the PDTRA provide population surveys, or does it expect the consultant to do them? Will the data provided include quantitative figures and digital maps (sub task1.5)?

The Contractor shall provide this information as part of its deliverable at a level appropriate for a Strategic Master Plan.

192. Given the decade that has elapsed since the Sigma and Dar al-Handasah studies, will you accept updated numbers from the Ministry of Tourism to cover these requirements? Do you expect an updating of these reports, or rather a discussion? (sub task 1.8)

Formal professional reports are expected.

193. Can the PDTRA provide us with development plan for hotels currently in development within its mandate area?(sub task 1.8.30)

Hotel approvals may be obtained from the Professions Department of the Ministry of Tourism & Antiquities. The Ministry is the responsible national organization for issuing hotel licenses and permits, including development plans.

194. General

- Possibility of time extension for submitting the offers till 21 June, 2010
Please see answer to Question #79.
- Is there a down payment?
There is no down payment associated with this project.
- Is the bid subject to VAT or it exempted at 0%?
Please see answer to Question #19.

195. Additional data needed such as:

- Aerial photos
- Topographic maps and existing land parcelation in electronic working format file such as AutoCad, GIS

Please see answer to Question #57.

196. P.6: Project plan and methodology

- Time commitment to field and work on site: will on-site-team-building- capacity for the consulting team the expected, facilitated and taken into consideration in the evaluation process?
- Is PTDRA going to provide an equipped work space for the study team during their staying in Petra to accomplish the necessary tasks

All the above should be clearly spelled out in the proposal and will be evaluated. Work space is the responsibility of the Contractor.

197. P.7: Other information - Can PDTRA provide a list of topics which can be included in this section?

The bidder may use this space at its own discretion.

198. P.7: Tender Guarantees

- It reads (three percent in letters and (5%) in digits. Which one should apply? And would this guarantee be liquidated as a total figure or parts of it will be liquidated as the project payments go on.

Please see answer to Question #9.

- We suggest that the guarantee will be returned to the successful bidder upon award. The same thing applies to the performance guarantee, which would preferably be released in percentages upon the successful completion of each phase, and the performance guarantee should replace the tender guarantee upon signing of contract.

The Tender Guarantee will be replaced by a Performance Guarantee for the winning bidder.

- Is there a particular format and wording for the guarantee?

Please see forms for both Tender and Performance Guarantees on

www.petrapark.com/documents

199. P.8 and P. 14: Plan of knowledge transfer to the PDTRA staff and others - Is that limited to the public consultation and stake holder workshop? Or does the PDTRA expect the contractor to design and execute training courses to the staff and others? If this is the case then please specify the nature and expected numbers of attendees to these courses.

Please see answer to Question #67.

200. P. 8: Qualifications and competence of personnel/ expertise: Is this a final and conclusive list or can the bidder include other specialists?

Please see answer to Question #10.

201. P.9: Payment terms - Kindly elaborate on and clarify the effect of the payment terms on the evaluation of the financial offer.

A "Best Value" determination will be made, so bidders are requested to provide their lowest best offer at the time of proposal submittal. Payment terms may be negotiated with the bidders, however, it is requested that bidders propose deliverables-linked payment terms, which may be tied to completed and PDTRA-approved intermediate milestones.

202. P.11: Item 2.23 - Is there an upper limit for daily payment reduction of JD 500 per day?

The upper limit is the unpaid balance of the contract.

203. P.13: Regional strategic planning context and information available (3.2.1. and 3.3.1)

- The following data in suitable working format including electronic files, is required for the prompt assessment of the and analysis of the planning process:

Project Study Area

The project study area is the Petra Region as defined in the RFP.

UNESCO World Heritage Site and archaeological park boundary.

The Petra Archaeological Park (PAP) is the UNESCO World Heritage site. It's 264 Sq Km area is defined, however per the scope of this project, an updated map for the boundaries of the park should be included as part of the list of deliverables.

204. P.14: Task summary- time for study

- The timeframe allocated for the project delivery is 9 months, is it possible to extend the period by an additional 2-4 months?

Please see answer to Question # 65.

- Kindly clarify the time-frame allocated for the revision phase by the client.

Please see answer to Question #70.

205. P.15 -

- 4.1.1.1 item 1.1.4 energy. Please clarify the scope
- 4.1.1.1 item 1.1.8 Land Transactions - Please clarify the scope
- 4 1.1.1 item 1.1.9 Topography and Development - Please elaborate

Under this section, the RFP requests a review and description of current situation and identification of key issues (challenges, opportunities, and threats) related to the above..

206. P.15

- 4.1.1.1 item 1.1.11 Development of control applications - Please clarify the scope
- 4.1.1.1 item 1.1.13.6 Electricity - Please elaborate

Under this section, the RFP requests a review and description of current situation and identification of key issues (challenges, opportunities, and threats) related to the above..

207. P. 16:

- 4.1.1.1 item 1.8 - Does PDTRA or associated agencies possess any primary data on inbound and domestic tourism numbers, length of stay, spend etc either from its own recording mechanisms or via hotelier and other trade bodies, or I this information to be collected?

The Ministry of Tourism and Antiquities collects and publishes this data (www.mota.gov.jo). On a periodic basis, the ministry updates its website and posts such data, or it may be obtained from its Statistics Department. Other relevant information may also be obtained from the Jordan Tourism Board (www.visitjordan.com).

- Is national inbound and domestic tourism arrivals data segmented in relation to visitation to the Petra region and monuments?

The Ministry of Tourism and Antiquities collects and publishes data on visitor numbers to tourist sites. For statistics on visitors to PAP, please see answer to Question #148.

208. P.16: 4.1.1.1 item 1.9 - Does PDTRA or associated agencies collect or collate any economic data on the registration, location, type and turnover of the business types to be investigated?

PDTRA is not currently collecting such data.

209. P.20:

- 4.5.1.1 item 5.2.6 Urbanization. Urban Management and Urban Investment Programming. Please elaborate
- Solid Waste Management - Information about current solid waste management including collection, transport, transfer, dispose off and location of solid waste dumpsite.

4.1.5. Task 5: Strategic Master Plan Task Objective states:

Develop a balanced and sustainable Strategic Master Plan for the Region, including planning and zoning guidelines and monitoring indicators that can provide decision making and operational guidance on key issues for Petra Region, as well as communities in the region.

This is a subtask of the above.

210. P. 25: Compliance with technical specifications. Kindly clarify the technical specifications, and on what base is the compliance with technical specifications evaluated?

Please see answer to Question #34.