



ASHGHAL – CONTRACTING PROCEDURES AND KEY UPCOMING PROJECTS

Public Works Authority – Ashghal
State of Qatar

January 2018

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PUBLIC WORKS AUTHORITY – ASHGHAL

Overview

- ▶ Public Works Authority 'Ashghal' was established in 2004 to be responsible for the planning, design, procurement, construction, delivery, and asset management of all infrastructure projects and public buildings in Qatar.
- ▶ Ashghal's key responsibilities include governing the design, construction, and management of major projects including roads, drainage and buildings such as public buildings, schools and hospitals.
- ▶ Adhering to the Qatar National Vision 2030, the Authority contributes to the economic and social development of the State of Qatar, with projects valued at over QR 100 billion to be delivered within the next five to seven years.
- ▶ Ashghal has employed a powerful model of strategic outsourcing and partnership with world leading establishments that will bring capacity and capabilities to ensure Qatar rates at par with the most developed nations in the world in the field of infrastructure.
- ▶ With high aspirations for the future, Ashghal is committed to undertake a huge infrastructure development that will support the future socio-economic growth of the country. Ashghal's contribution to the overall sustainable economic and social development of the State is pivotal to the future enhancement of Qatar.
- ▶ Ashghal operates in alignment with its corporate strategy that outlines its direction and the operational procedures which need to be followed in order to achieve the organization's mission and vision. In line with its strategy and objectives, the Authority works to deliver projects that implement the best practices in infrastructure development and management.

PWA Key Strategic Themes

PWA strategy is driven by three key strategic themes.

1. Outsourcing and Delivery

In 2018, we will deliver and manage world-class sustainable buildings and infrastructure through outsourcing and partnership with the world's best.

2. Customer Centric

In 2018, we will have a deep-rooted customer-centric culture, providing an accessible, consistent and satisfying experience. We will create shared value by listening to other's needs, collaborating across boundaries and managing relationships at all levels.

3. Dynamic and Responsive

In 2018, we will be a learning organization, with passionate, empowered and proactive staff. We will leverage new technologies, minimize non-core activities and have streamline business processes. We will be an organization that is ready for change, executes and adapts swiftly to create and protect value.

Through its various departments, the Authority strives to develop the State's infrastructure and public amenities to reach a level of international standard, achieved by developed countries and communities.

PWA CONTRACTING PROCEDURES



PWA Contracts Department



Contracts Department Responsibilities in Brief:

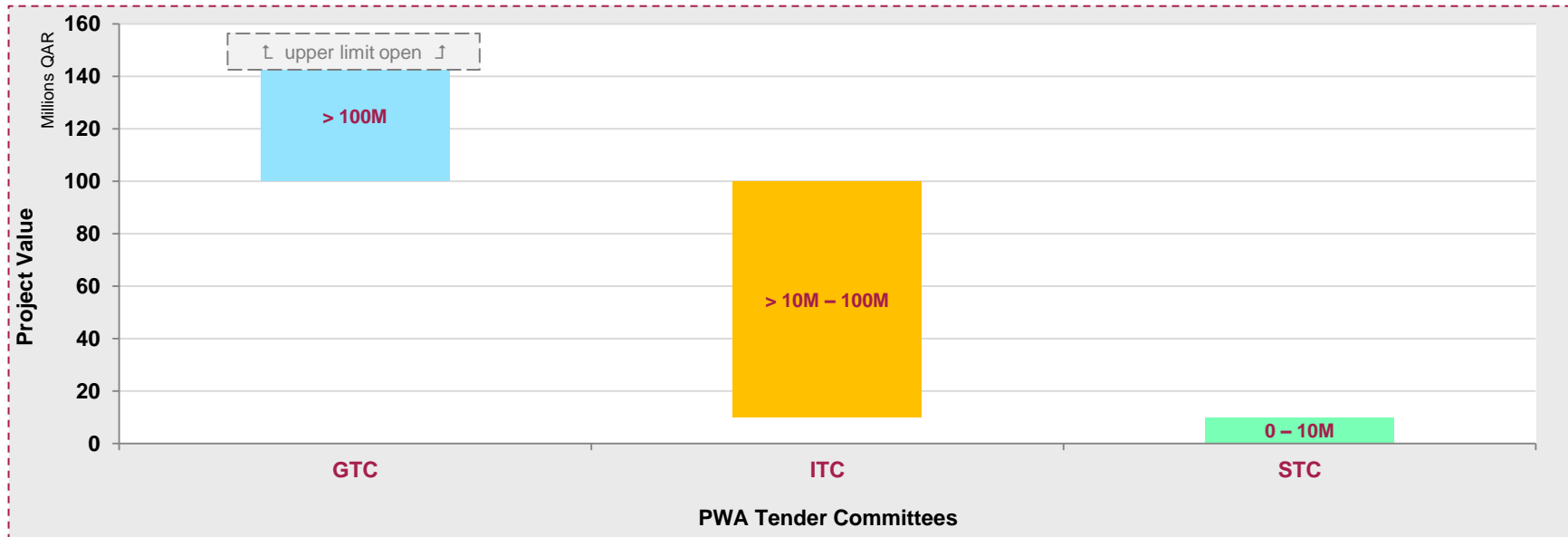
- ▶ Develop Contracts for all private projects undertaken by the Authority, in coordination with the concerned departments.
- ▶ Review and discuss the modifications that are introduced to the Contracts, in coordination with different departments.
- ▶ Preparation and processing of Contracts, and filing of associated documents.
- ▶ Provide advice and consultancy on various contractual matters.
- ▶ Bidding Tenders.
- ▶ Methodical adherence of the accorded procedures for maintaining competitiveness and quality of Tender Submissions.
- ▶ Review Tender Assessment and managing the process of Tender Award.
- ▶ Post-Tender assessment to see to the orderly execution of the Contract.
- ▶ Study claims and disputes, in light of the Contracts signed with stakeholders.

PWA Tender Committees

PWA Tender Committees

- ▶ Ashghal has (3) Tender Committees operating under the Tenders & Auctions Committees Section of Contracts Department. The Tender Committees are categorized based on the value of the Projects handled by each Committee.

| Sl. | Tender Committee | Contract Value |
|-----|-------------------------------------|--|
| 1 | Grand Tender Committee (GTC) | > 100 Million Qatari Riyals |
| 2 | Intermediate Tender Committee (ITC) | > 10 Million – 100 Million Qatari Riyals |
| 3 | Small Tender Committee (STC) | 0 – 10 Million Qatari Riyals |



Main Contracting Processes

Contracting Methods

1. Public Tenders

Public Tenders will be announced in the newspapers, on Public Works Authority's website and other any other advertising medium.

(For specific and major projects, copies of the Tender announcements are sent to Embassies).

2. Two Stages Tenders

In stage one, the Public Works Authority will announce an invitation to submit initial Tenders, unaccompanied by prices, which include technical proposals for the items, works or services to be contracted as well as proposals relating to conditions of engagement and supply, in addition to information on the competence and qualifications of the Tenderers. The announcement will include criteria for evaluation of the submitted initial Tenders.

The Public Works Authority will evaluate the received initial Tenders according to the announced criteria and basis after studying them and requesting any additional information or clarifications from Tenderers. Initial Tenders which do not meet the aforementioned criteria will be excluded.

In stage two, the Public Works Authority, will prepare the final Tender documents including the technical specifications on which the invitation to Tender will be based.

At this stage, the invitation to Tender shall be limited to the applicants of the accepted initial Tenders to submit their final technical and financial Tenders.

Contracting Methods

3. Prequalification and Limited Tenders

For some specific and major projects, the Public Works Authority may prequalify the available companies, as step one, and invite the accepted companies to Tender, as step two.

Prequalification documents shall contain data and information on the companies willing to prequalify, namely:

- i. Technical experience in the works the subject of the Tender.
- ii. Technical and administrative staff.
- iii. Value of projects previously implemented by the company.
- iv. License to practice technical works of specialized nature.
- v. Financial capability proved by an audited budget.
- vi. Any other data or information the government entity may require.

(Copies of the Prequalification announcements are sent to Embassies).

4. Practices (Mumarasa)

The Practice (Mumarasa) is a method of contracting for purchase of items, carrying out works, or providing services urgently required as well as items, works and services which were put out to Tenders and for which no Tenders were submitted or for which Tenders quoted unacceptable prices and that the need for the same was so urgent that a Re-Tender would not allowed for.

Contracting Methods

5. Competition

The competition method of contracting shall approved by the President upon reasonable recommendation of the Committee. The competent department, in coordination with the requesting department may announce the competition, provided that the announcement contains the following:

- ▶ Project scope, objectives and detailed specifications.
- ▶ Value of rewards or prizes given to winners or compensation given to the rest of participants.
- ▶ Criteria and standards approved to be used in comparing the bids.
- ▶ Eventual ownership of winning or non-winning studies, designs, sketches or mock-ups.
- ▶ Date and place of submitting the competition bids.

The Committee shall, in coordination with the competent unit, select the winning bids and arrange them according to the announced criteria and standards.

6. Direct Agreement

Contracting by Direct Agreement, is effected with a supplier, contractor, consultant or service provider to purchase items, carry out works or provide limited services in emergency cases which do not withstand Tender or Practice procedures or due to the nature and specialty of the required items, works or services.

Tendering & Contracting Workflow

Pre-Tender

Tendering

Contracting

Review Scope of Work

Identify Conditions of Contract according to Tender Type

Submission & Approval of Project Documents

Preparation of Tender documents

Tender Advertisements / Invitations

Submission of Eligibility documents, Technical & Financial Offers by Tenderers

(details included)

Evaluation of Technical Submissions

(details included)

Announcement of Eliminated Tenderers

Evaluation of Financial Submissions

(details included)

Selection of Preferred Bidder

Contract Award

Contract Implementation

Contract Execution

Contracts Annexures

Contract Claims & Resolution

Specific Projects Management

Submission of Tenders

A. Two (2) Envelope Submission

Tenders shall be submitted in two sealed envelopes, one for the Technical Submission and the other for the Financial Submission . The technical envelope shall contain the tender bond in addition to documents and information deemed necessary by the competent department to verify compliance of the technical offer with the required conditions and specifications and that the tenderers are technically and financially competent as appropriate to the subject of contract. The financial offer shall include prices of the required items in the bills of quantities.

B. One (1) Envelope Submission

With the committee's approval and based on the competent department's proposal, the tendering conditions may provide for submitting offers through the one-envelope system. i.e. both the Technical and Financial Submissions together in a single sealed envelope.

In all cases, Tenders shall be submitted in at least one original copy and two duplicates in one file. In case of discrepancy between the copies, the original copy shall prevail.

Tender Evaluation & Award

Technical Submission

Tenders will be assessed and adjudicated in the first instance based on the Technical Submission of the Tender Document and will take into account:

1) General

- (a) Compliance with the 'Tender Conditions' and information and Tender deliverable requirements. Should the Tenderer fail to submit all the information required and/or the information provided is not compliant with the specification requirements the Public Works Authority may disqualify and reject the Tender outright as non-compliant and the 'Financial Package' will not be opened.
- (b) The demonstrated capacity and ability of the Tenderer to carry out the Works successfully, cost effectively and to the highest international standards.

2) Technical Submission Deliverables

The Technical Submission deliverables comprise of two separate elements as follows:

(a) General Company Information and Details

Specific information and data pertaining to the Tenderer's company's capacity, ability and history of experiences.

(b) Project Specific Information Requirements

Specific information and data pertaining to the project including a method statement and project appreciation statement which should demonstrate the Tenderer's ability to execute the works successfully to the required standards.

Tender Evaluation & Award

Financial Submission

- 1) The Tenders Committee on behalf of the Public Works Authority will only open the Financial Submission packages of those Tenderers which have achieved full technical compliance.
The Public Works Authority decision with regard to which Financial Package is to be accepted as final and binding.
- 2) The Financial Submission packages will be assessed and adjudicated taking into account:
 - (a) Compliance with the 'Tender Conditions' and information and Tender deliverable requirements.
 - (b) The optimum value weighting of prices of elements of the services which reflect the true and realistic value of the element in terms of work input required and value of product deliverable received by the Public Works Authority.

Evaluation by Scoring

In cases where technical nature requires evaluation of Tenders through a scoring system, the tendering conditions shall include the evaluation elements, criteria and setting scoring points as well as the minimum level of technical acceptance of the Tenderer. Some of the most important elements include the following:

- i. Length of experience in the required field.
- ii. Permanent technical and administrative staff working for the bidder.
- iii. Successfully implemented projects and value of the largest project .
- iv. Licenses for practicing technical works of specialized nature.
- v. Bidder's financial strength indicated by an audited budget.
- vi. Bidder's available machines, equipment and devices necessary to complete the required works.
- vii. Any data or information deemed necessary by the government body.

Tender shall be awarded to the lowest-priced bid which fulfils the minimum level of technical acceptance.

General Requirements

Foreign / Non Qatari Tenderers

If the Tender is awarded to a foreign company, it shall register itself in the Commercial Registry or appoint a local agent within fifteen (15) days from the day following the signing of contract date.

If the Commercial Registration Certificate states that the Tenderer is a non-Qatari company, the Tenderer is bound to rely on the local market by at least thirty (30%) percent of the contract's total value, without prejudice to the terms and conditions of contracting.

The aforementioned percentage includes raw material, locally-manufactured items, transportation, security and catering services and any other services which can be provided by local companies to implement the contract made with the non-Qatari company.

Tender Guarantee

A Tender Guarantee shall be deposited with each tender, its amount will be determined in the conditions of the announcement or invitation. This amount does not exceed 5% of the estimated tender value. Tenders which are not accompanied with the required guarantee in full will be excluded.

The Tender Guarantee will be submitted in the name of the Public Works Authority by a payable check or a bank guarantee letter issued by a local or accredited bank, unconditional, irrevocable and valid for payment in whole, provided that it remains valid for not less than (120) a hundred and twenty days from the tenders submission date.

General Requirements

Performance Guarantee

The Successful Tenderer shall prior to signing the contract submit a Performance Guarantee as not less than 10% of contract value, by virtue of a certified bank letter of guarantee issued by a local or accredited bank, unconditional, irrevocable and valid for payment in whole.

The Performance Guarantee shall be retained until the contract is completely executed including the maintenance period as per the Tender Conditions.

Tender / Performance Guarantees withdrawn from offshore banks can be accepted, provided that they are certified as acceptable by a local or accredited bank which undertakes to pay the Public Works Authority an amount equal to the required tender guarantee to be fully paid upon its first demand without consideration for any objection from the Tenderer.

Advance Payment

The Contractor shall receive an advance payment at the discretion of the Public Works Authority, the amount of which, for the following Contract value categories, shall be:

(a) Contract Value not exceeding QAR 50 Million

The Advance payment shall be 20% of the Contract Price limited to a maximum of QAR 5,000,000.00

(b) Contract Value exceeding QAR 50 Million

The Advance payment shall be 10% of the Contract Price.

A certificate will be issued for the Advance Payment when the Contractor submits his Performance Guarantee, Invoice and Bank Guarantee for the said Advance Payment.



PWA PROJECTS WITH REPUBLIC OF TURKEY



PWA Projects with Turkey

List of Projects from 2010 till date

| Contractor | Project Title | Project Value (QAR) | Contract No. | Completion Date / Expected Completion Date |
|--|--|---------------------|--------------|--|
| Dogus / Onur (JV) | Construction & Upgrade of Al Rayyan Road Project 7: Contract 2 West of Olympic R/A to West of New Rayyan R/A | 3,433,203,090.92 | C2013/89 | 13/02/2018 |
| Tekfen Construction & Installation Co. Inc. | Novation Agreement – Design & Build of Al-Khor Expressway (Project No. 16/031) | 7,600,000,000.00 | C2017/113 | 25/11/2019 |
| | Construction of East Industrial Road between Al Muntazah Street and West Corridor (P017 C2) | 729,616,816.35 | C2017/90 | 05/12/2019 |
| | Design & Construct Services Road Enhancement to North Road Corridor (P059) | 2,160,471,244.73 | C2012/28 | 04/07/2018 |
| | Additional Completion Work for North Road Project | 295,000,000.00 | C2011/27 | 14/12/2013 |
| | Repair & Protection of Duhail Bridge | 3,967,329.00 | C2010/32 | 09/12/2010 |
| Yuksel Insaat A.S / Midmac Contacting Co. (JV) | Doha Expressway (Package 7) SALWA Road – Phase 2 (Industrial I/C to Al Asiri I/C) | 1,592,000,000.00 | C2010/26 | 30/11/2013 |



PWA KEY UPCOMING PROJECTS

PWA Key Upcoming Projects

List of Projects estimated above 400 Million Qatari Riyals (approx.)

| Project Category | Project Title |
|---|---|
| Roads Projects | A-Ring Road Interim Improvement Scheme <i>Tendering in progress</i> |
| | P018 - Mekeines - Umm Bab Road |
| | Interim Scheme - Project 7 Rayyan Road C3 Junction 11 Al Mannai |
| Roads Operation & Maintenance Projects | Zonal Frameworks Contract for Roads Maintenance Throughout Qatar |
| Expressway Projects | P007-C7-P1 - Duhail Intersection and Al Gharrafa Street |
| | P008-C3 - Construction and Upgrading of Mesaimeer Road <i>Tendering in progress</i> ★ |
| | P017-C1-INTERIM - Upgrade of Al Wakrah Main Road <i>Tendering in progress</i> |
| | Construction and Maintenance of Advance Works for Expressway Programme |
| | Expressway Landscaping Contract |
| | Network Connectivity Projects |

★ Projects estimated above 1 Billion QAR

PWA Key Upcoming Projects

| Project Category | Project Title |
|---|--|
| Local Roads & Drainage Programme (LRDP) Projects | R&I in Al Sailya/Al Atiya Housing & Al Atiya Housing/Army Camp Road <i>Tendering in progress</i> |
| | Roads and Infrastructure in Al Themaïd and Rawdat Egdaim - Package 3 |
| | Roads and Infrastructure in Al Themaïd and Rawdat Egdaim - Package 4 |
| | Roads and Infrastructure in West Muaither (Al Manaseer) – Package 2 <i>Tendering in progress</i> |
| | Roads and Infrastructure in West Muaither (Al Manaseer) – Package 3 <i>Tendering in progress</i> |
| | Roads and Infrastructure in North of Muaither District- Package 1 |
| | Roads and Infrastructure in North of Muaither District- Package 2 |
| | Roads and Infrastructure in North of Muaither District- Package 3 |
| | Roads and Infrastructure in Al Mearad and Southwest of Muaither – Package 1 |
| | Roads and Infrastructure in Al Mearad and Southwest of Muaither – Package 2 |
| | Roads and Infrastructure in Al Mearad and Southwest of Muaither – Package 3 |
| | Roads and Infrastructure in Al Mearad and Southwest of Muaither – Package 4 |
| | Roads and Infrastructure in Al Mearad and Southwest of Muaither – Package 5 |
| | Roads and Infrastructure in Al Mearad and Southwest of Muaither – Package 6 |
| | Roads and Infrastructure in South of Al Wakrah |
| | Roads and Infrastructure in Al Ebb and Leabaib – Package 1 <i>Tendering in progress</i> |
| | Roads and Infrastructure in Al Ebb and Leabaib – Package 2 |
| | Roads and Infrastructure in Al Ebb and Leabaib – Package 3 |
| | Roads and Infrastructure in Al Ebb and Leabaib – Package 4 |
| | Roads and Infrastructure in Al Ebb and Leabaib – Package 5 |

PWA Key Upcoming Projects

| Project Category | Project Title |
|----------------------------|--|
| LRDP (continued) | Roads and Infrastructure for Government Residential Division Project in South of Wukair – Package 1 <i>Tendering in progress</i> |
| | Roads and Infrastructure for Government Residential Division Project in South of Wukair – Package 2 <i>Tendering in progress</i> |
| | Roads and Infrastructure for Government Residential Division Project in South of Wukair – Package 3 <i>Tendering in progress</i> |
| | Roads and Infrastructure for Government Residential Division Project in South of Wukair – Package 4 <i>Tendering in progress</i> |
| | Roads and Infrastructure in Rawdat Egdaim and Ezghawa – Package 3 |
| | Roads and Infrastructure in Rawdat Egdaim and Ezghawa – Package 4 |
| | Roads and Infrastructure in South of Al Meshaf – Package 3 |
| | Roads and Infrastructure in South of Al Meshaf – Package 4 |
| | Roads and Infrastructure in South of Al Meshaf – Package 5 [★] |
| | Requirements of Supreme Committee of Projects and Legacy (SC2022) [★] |
| | Roads and Infrastructure in Duhail South and Umm Lekhba (Zones 30) - Package 1 |
| | Roads and Infrastructure in Duhail South and Umm Lekhba (Zones 31) - Package 2 |
| | Doha Industrial Area - Off Site Works – QS043 <i>Tendering in progress</i> |
| | Roads and Infrastructure in Doha Industrial Area – Package 3 <i>Tendering in progress</i> [★] |
| | Roads and Infrastructure in Doha Industrial Area – Package 4 <i>Tendering in progress</i> |
| | Roads and Infrastructure in West of Al Meshaf – Package 1 |
| | Roads and Infrastructure in West of Al Meshaf – Package 2 |
| | Roads and Infrastructure in Wakra West (MMUP Ph 2, Pkg 14) – Package 2 |
| | Roads and Infrastructure in Al Kharaitiyat & Izghawa - Phase 1 (Package 1) |
| | Roads and Infrastructure in Al Kharaitiyat & Izghawa - Phase 1 (Package 2) |
| | Roads and Infrastructure in Al Kharaitiyat & Izghawa - Phase 1 (Package 3) <i>Tendering in progress</i> |
| | Roads and Infrastructure in Al Kharaitiyat & Izghawa - Phase 1 (Package 4) |

PWA Key Upcoming Projects

| Project Category | Project Title |
|---------------------------------------|--|
| LRDP (continued) | Roads and Infrastructure in Al Egda Al Heedan and Al Khor – Package 1 |
| | Roads and Infrastructure in Al Egda Al Heedan and Al Khor – Package 2 |
| | Roads and Infrastructure in Jeryan Nejaima (Block 1700) |
| | Roads and Infrastructure in Jeryan Jenaihat (Phase 2) * |
| | Roads and Infrastructure in South of Al Meshaf – Package 01 |
| | Roads and Infrastructure in Al Kheesa North and East (Rawdat Al Hamama District) – Package 2 * |
| | Roads and Infrastructure in Al Kheesa North and East (Rawdat Al Hamama District) – Package 3 |
| | Roads and Infrastructure in Umm Salal Mohammed - Phase 2 – Package 1 * |
| | Roads and Infrastructure in Umm Salal Mohammed - Phase 2 – Package 2 |
| | Roads and Infrastructure in Bu Sidra and Fereej Al Manaseer |
| | Roads and Infrastructure in Mebaireek (Zone 81) * |
| | Roads and Infrastructure in Bu Hamour (East of Zone 56 & Zone 58) – Package 1 |
| | Roads and Infrastructure in Bu Hamour (East of Zone 56 & Zone 58) – Package 3 |
| | R&I - Muraikh, Luaib, Mehairja, Fereej Al Amir, North of Baaya, and North Fereej Al Soudan (Zone 54) * |
| | Al Kharaitiyat and Surrounding Districts – Package 2 Strategic Surface Water Tunnels * |
| | Framework Agreement for Project Management and Commercial Management Services <i>Tendering in progress</i> |
| | Roads and Infrastructure in Semaisma Village (DN012) - Package 2 (South) |
| | Roads and Infrastructure in North of Ain Khalid (Zone 56) * |
| | Roads and Infrastructure in North of Ain Khalid (Zone 56) – Package 1 * |
| | Roads and Infrastructure in North Of Mall Of Qatar Area and Celebration Road-Package 2 |
| Roads and Infrastructure in Al Kheesa | |

PWA Key Upcoming Projects

| Project Category | Project Title |
|--|---|
| Drainage Projects | C809 - Construction of Reclamation and Rehabilitation of Al Karaana Dump Site <i>Tendering in progress</i> |
| | C 821/3, 4 & 5 -Construction foul Sewer for various catchment within Doha West – Package 3 |
| | C836 D&B Industrial Area Sewage Treatment Works (IASTW) Phase IIIA Expansion |
| | Construction of Flooding Prevention Schemes Miscellaneous |
| | Construction Rehabilitation and New Sewerage Network at Many Packages around Qatar ★ |
| | Miscellaneous Construction Works FW, G/SW, TSE, STW |
| | Construction D-Line Treated Sewerage Effluent and PS & Transmission Main CP 762 ★ |
| | C798 - Construction Integrated Industrial Waste Water Treatment Facilities |
| | C834 Construction of Doha South Terminal Pumping Station & Regional Odour Control System |
| C832 Construction Treated Sewage Effluent Seasonal Storage Lagoon ★ | |



*Thank
You!*