National Dredging & Marine Services (NDMS)
Minutes of 2nd Prebid Meeting dated 23 Jul 2026
Procurement of Trailing Suction Hopper Dredger (TSHD) Hopper Capacity 10,000 m^3

Second pre bid meeting dated 23 Jul 26 against proc of Trailing Suction Hopper Dredger (TSHD) Hopper Capacity 10,000 m^3 ref.

1. Tender reference no. 03/ TSHD Hopper Capacity 10,000 M3 /NDMS/2026, pertaining to the procurement of Trailing Suction Hopper Dredger (TSHD) Hopper Capacity 10,000 m^3 was published on 3 Jul 26. In this regard, the Second pre-bid meeting was convened at HQ NLC, Rawalpindi, on 23 Jul 2026, to address queries raised by prospective bidders and provide the necessary clarifications.

2. During the meeting, the following queries were raised by the participating firms, along with the corresponding responses.

Anx "A"

Sr.no	Firm Queries	Remarks
a.	Revise age to 5 years add relaxation of ±10%	Not agreed for any further amendment.
b.	Dredging pump capacity be changed to 2100-2300 kwh.	Keeping in view the modest impact (≈8.7% less power) on overall production capacity, reduction from 2300 kW to 2100 kW is agreed.
c.	Bow Thrusters be changed to 350-600 kw	As per tender specification (Section V, 5.1, B.4)
d.	Maximum full load draft Current :6 - 7 Request :6 - 8.5	The design remains unchanged 6.0–7.0 meters. However, the corresponding length, moulded depth, beam, and all other principal dimensions shall remain within the permissible limits of the KS&EW dry dock.
e.	Hopper capacity be changed to 10,000 ± 20%	Not Agreed
f.	Dredge pump flow rate Current 13000 Request 13000 ±5%	As per tender specification (Section V, 5.1, C.2)
g.	Clarification of payment terms option of 60:40 USD:PKR be explained	Basic mode of payment remains as USD, However any bidder opting to receive 60% USD and 40% PKR will get extra/bonus marks in the evaluation. PKR payment if

		adopted will be paid to the supplier through a PKR LC or through cheque or pay order in the given bank account in Pakistan of the supplier
h.	5.2- and 5.4-Years age of vessel would work?	Not agreed for any further amendment.
i.	The capacity could be change to around ±20% so dredger with the capacity of 8000$m^{3.}$	Not agreed for any further amendment.
j.	Dredging pump capacity be changed 2200-2300 ±5%	Not Possible.
k.	Following changes requested:- Draft 6 to 7.5 m Depth from 9 to10 meter. Beam from 23 to 25.5m	The design draft remains unchanged 6.0–7.0 meters, whereas, the maximum beam width has been changed to 23.0m. The corresponding length, moulded depth and all other principal dimensions shall remain within the permissible limits of the KS&EW dry dock
l.	Can a local rep sign on behalf of the company	Yes, if authorization letter of OEM is provided and an authorized signatory is mentioned in the technical proposal
m.	Can an agent (Not ship owner) participate in the tender.	Already explained in the tender documents / Yes with authorization letter of the OEM
n.	The 15 years support for parts, spare parts etc. for maintenance Discounted rates need explanation	The Supplier shall ensure availability of genuine OEM spare parts, components, and technical support for a minimum period of fifteen (15) years from the date of delivery. Spare parts shall be supplied at fair and reasonable prices based on the OEM's prevailing international price list and shall be subject to preferential commercial discounts no less favorable than those offered to the Supplier's comparable international customers under similar commercial conditions.
o.	Can u extend the date a bit more?	Not agreed for any further amendment.
p.	Extend del by 15 more days	Not agreed for any further amendment.

q.	NDMS should release 40% payment on acceptance of dredger/change of ownership	Refer to corrigendum 2 published on NDMS & NLC websites
r.	Docus req by Chinese Ministry from NDMS	Share the docus format and list. NDMS will review and reply
s.	The **minimum dredge pump flow rate capacity** is specified as **13,000 m^3/hr**. We request that a **±5% tolerance** be permitted.	As per tender specification (Section V, 5.1, C.2)
t.	The tender specification limits the **Molded Depth** to a maximum of **9 meters**. We kindly request that this be revised to **10 meters** to allow greater flexibility in vessel selection	The moulded depth and all other principal dimensions shall remain within the permissible limits of the KS&EW dry dock
u.	The revised eligibility criteria permit vessels having a hopper capacity of 10,000m^3 ±10% and an age of up to five years. While we acknowledge this relaxation, we respectfully note that bidders offering newer and higher-capacity vessels may be placed at a commercial disadvantage compared to bidders offering comparatively older vessels within the relaxed eligibility range. Accordingly, we request clarification regarding any technical evaluation methodology or additional scoring mechanism that has been incorporated to appropriately recognize the advantages offered by larger and newer vessels.	Revised Technical, Financial and Award Criteria shall be issued shortly as Corrigendum-2 to Tender.
v.	Considering the substantial commercial value of the vessel and the associated ownership transfer, we respectfully request the Employer to review this arrangement and consider allowing ownership transfer, flag change and commencement of the delivery voyage only after payment of not less than 80% of the Contract Price.	Refer to corrigendum 2 published on NDMS & NLC websites
w.	GCC Clause 24 requires submission of a Performance Guarantee equivalent to **7%** of the Contract Price, however no mechanism has been provided for its phased reduction. We respectfully request consideration of a staged release arrangement whereby, upon successful arrival of the vessel at Karachi, the Performance Guarantee is **reduced to 25% of its original value**, with the remaining balance retained throughout the Warranty and Operation & Maintenance Period and released upon satisfactory completion of all contractual obligations.	Successful bidders will have to deposit 7% of the CA value as PBG valid for 3 years after Work Commencement Order. The PBG can however be reduced after 2 years of warranty completion for the dredger to 7% of the O&M value only.

x.	The revised eligibility criteria permit vessels having a hopper capacity within **10,000 m³ ±10% and an age of up to five years**. While appreciating this flexibility, we believe that bidders offering **larger-capacity and newer vessels** may be placed at a **competitive disadvantage if no additional technical recognition is provided**. We therefore request clarification regarding any evaluation methodology or technical scoring criteria intended to appropriately recognize superior vessel characteristics.	Revised Technical, Financial and Award Criteria shall be issued shortly as Corrigendum-2 to Tender.
y.	We understand that the tender requires the supply of a vessel meeting the stated specifications. However, **Royal IHC does not currently have a vessel** of the requested size available in stock, nor do we have a suitable second-hand vessel available for immediate delivery. As an alternative, we would be pleased to offer a new-build Trailing Suction Hopper Dredger (TSHD) **designed and constructed** in accordance with mutually agreed specifications and optimized for your operational requirements	Not agreed
z.	We would therefore appreciate your confirmation on whether the specified **length, beam, draft, hopper capacity and performance parameters** are subject to negotiation or revision. This would enable us to propose a technically optimized vessel design incorporating the latest Royal IHC technology while fully meeting the operational objectives of the project.	The design draft remains unchanged 6.0–7.0 meters, whereas, the maximum beam width has been changed to 23.0m. The corresponding length, moulded depth and all other principal dimensions shall remain within the permissible limits of the KS&EW dry dock
aa.	As an international company operating globally, Royal IHC is unable to enter into contracts denominated partly in local currency due to financial, banking, and foreign exchange exposure considerations. Consequently, we kindly request clarification on whether the contract currency requirement is mandatory and non-negotiable, or whether alternative arrangements can be considered. Our preference would be for the contract value to be denominated in either: 100% USD; or 100% EUR; Should the contract currency remain exclusively in PKR, Royal IHC would unfortunately face significant	Its optional, however any firm opting for 60:40 ratio will get extra marks during the evaluation process

	constraints in participating directly in the tender.	
bb.	Clause 2.2.5.1(a) requires a "legally executed and notarized JV Agreement," and related provisions require notarized documentation for JV members/owners. We request clarification on the acceptable jurisdiction(s) for such notarization-specifically, whether notarization performed in the Bidder's/JV partner's home jurisdiction (with or without apostille/consular attestation) is acceptable, or whether notarization must be performed within Pakistan.	Any notarization of document will be as per Apostille Convention of 1961, if such document is executed in a state which is party of such convention, will be acceptable. Otherwise, any document executed outside Pakistan in foreign country will require attestation by respective Pakistan embassy and its verification by Min of Foreign Affairs in Pakistan.
cc.	We note that the Technical Specification presently requires a Ballast Water Management Plan (BWMP) and Certificate (Clause 11.3.1(d)) and separately scores Ballast Water Management System (BWMS) compliance under the Technical Evaluation criteria. We wish to bring to the Employer's attention that trailing suction hopper dredgers of this type predominantly operate within coastal/port waters, and to request the Employer's consideration as to whether an exemption from full Ballast Water Management System compliance may be applicable to this class of vessel under Regulation A-4 of the BWM Convention, subject to the flag Administration's assessment, and to clarify how this is to be treated for technical evaluation purposes if such an exemption applies.	The vessel shall comply with the applicable requirements of the International Convention for the Control and Management of Ships' Ballast Water and Sediments. As the dredger is intended to operate exclusively within designated Pakistani waters, the Employer intends to obtain the applicable statutory exemption, where permissible under the Convention. Accordingly, installation of a Ballast Water Management System (BWMS) shall not be mandatory, provided the vessel is granted the requisite exemption by the competent Flag Administration.
dd.	Under the present payment schedule, Flag Change and vessel departure for Karachi occur after only 40% of the Contract Price (Advance 10% + Flag Change milestone 30%) has been paid. Our ship owner considers this insufficiently protective of their commercial interest in the vessel prior to change of ownership/flag and departure. We request that the Employer consider revising the schedule such that Flag Change/change of ownership and sailing to Karachi occur only after a minimum of 80% of the Contract Price has been paid.	Refer to corrigendum 2 published on NDMS & NLC websites

ee.	GCC 24 presently requires a Performance Guarantee of 7% of the Contract Price, without a specified staged release schedule. We request that the Employer consider a staged release mechanism, such that following arrival of the vessel at Karachi, the Performance Guarantee held is reduced to a maximum of 25% of its original value, to be retained through the 36-month Warranty/O&M Period, with the balance released at that stage. 5. Applicability of the USD:PKR Payment Ratio to O&M/Manning Payments	Already replied
ff.	(Currency of Payment) references an 8-mark financial scoring incentive for bidders offering a 60% USD/ 40% PKR payment ratio. Kindly clarify whether this ratio requirement applies uniformly to all payments including the quarterly O&M/Manning payments over the 36-month O&M Period, given that crew wages are, as a matter of standard maritime industry practice, paid in foreign exchange (USD) only. We would request that O&M/Crew Cost payments be excluded from the PKR ratio requirement, or that a separate, appropriate ratio be specified for this component.	Its optional, however any firm opting for 60:40 ratio will get extra marks during the evaluation process
gg.	We note the relaxation of Hopper Capacity eligibility to 10,000 m^3 ±10% and Vessel Age eligibility to up to five (5) years. We wish to place on record our concern that this relaxation, without adequate compensating weightage, may place Bidders offering larger, newer vessels (such as ours) at a significant price disadvantage relative to Bidders offering smaller, older vessels at the lower end of the relaxed eligibility band, and may accordingly discourage participation by owners of premium, newer tonnage. We would welcome clarification on what compensating technical scoring mechanism, if any, has been incorporated to address this concern.	Revised Technical, Financial and Award Criteria shall be issued shortly as Corrigendum-2 to Tender.