



CONSTRUCTION & INVESTMENT

Empowering The Future

Winning the

The ADB logo features the letters 'ADB' in white, bold, sans-serif font, set against a dark blue square background.

ASIAN DEVELOPMENT BANK

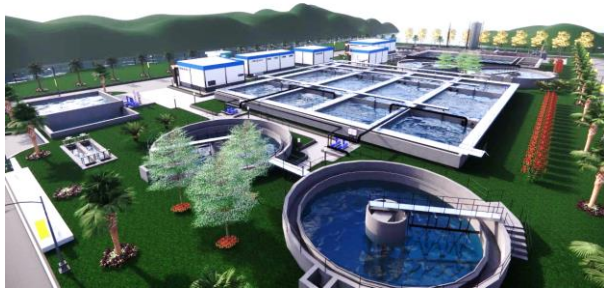
Project

This is not an ADB material. The views expressed in this document are the views of the author/s and/or their organizations and do not necessarily reflect the views or policies of the Asian Development Bank, or its Board of Governors, or the governments they represent. ADB does not guarantee the accuracy and/or completeness of the material's contents, and accepts no responsibility for any direct or indirect consequence of their use or reliance, whether wholly or partially. Please feel free to contact the authors directly should you have queries.

By
Bakhtiyar Efendi
General Manager Infrastructure




On going ADB Project in the Infrastructure Division





Wastewater Treatment Plant in Makassar B1


Wastewater Treatment Plant in Pekanbaru B1


Cijung Priority Civil Work, Package 3

 Rp. 176,182,914,200
+ 3,048,720 USD

 Rp. 105,111,329,000.-
+ \$ 3,884,718
+ € 1,935,520

 Rp. 248,417,193,206

 **CONTRACT**
Lump Sum Fixed Price - FIDIC
YELLOW BOOK

 **CONTRACT**
Lump Sum Fixed Price - FIDIC
YELLOW BOOK

 **CONTRACT**
Unit Price - FIDIC MDB
Harmonized

Administration Requirement

Bidding Procedures

PART I BIDDING PROCEDURES

Section 1 - Instructions to Bidders (ITB) ----- 1-1

This Section specifies the procedures by Bidders in the preparation and submission of their Bids following a Single-Stage: Two-Envelope bidding procedure. Information is also provided on the submission, opening, and evaluation of bids and on the award of contract.

Section 2 - Bid Data Sheet (BDS) ----- 2-1

This Section consists of provisions that are specific to each procurement and supplement the information or requirements included in Section 1 - Instructions to Bidders.

Section 3 - Evaluation and Qualification Criteria (EQC) ----- 3-1

This Section contains the bid evaluation criteria to determine the lowest evaluated bid and specifies the necessary qualifications of Bidders.

Section 4 - Bidding Forms (BDF) ----- 4-1

This Section contains the forms which are to be completed by the Bidder and submitted as part of its Bid.

Section 5 - Eligible Countries (ELC) ----- 5-1

This Section contains the list of eligible countries.



Focus on :

- Instruction to Bidder
- Bid Data Sheet
- Experience requirement
- Financial requirement

Technical Requirement

Employer's Requirement

- ✓ Carefully check the EMPLOYER'S REQUIREMENT
- ✓ Design proposal (Design and Built)
- ✓ Provide appropriate personnel as requested in personnel requirements. There is any compulsory to be a permanent employees?
- ✓ Provide evidence of ownership or rent contract for the Equipment requirements
- ✓ Specification sometimes comes from international standard, be aware and if any difficulty to obtain it in Indonesia, request for conversion during the tender.
- ✓ This part also important to how much your Bid price!

PART II REQUIREMENTS

Section 6 - Employer's Requirements (ERQ) ----- 6-1

This Section contains the Scope of Supply of Plant and Services, Specifications, the Drawings, and Supplementary Information that describe the plant and services to be procured, Personnel Requirements, Equipment Requirements, Certificates, and Change Orders.

13. Equipment Requirements

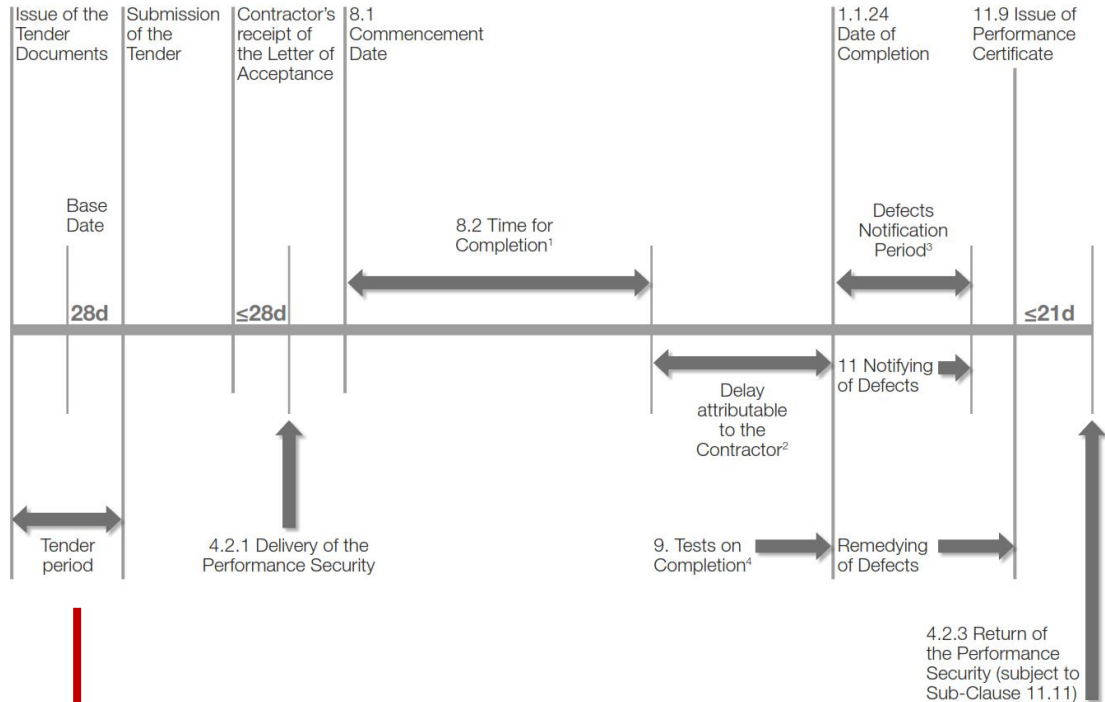
Using Form EQU in Section 4 (Bidding Forms), the Bidder must demonstrate that it has the key equipment listed below:

No.	Equipment Type, Minimum Capacity and and Characteristics	Min. Number Required
1.	Tracked Excavator up to and including 10t with pneumatic drill	1
2.	Bulldozer with angle blade and ripper (Cat D4 or equivalent)	1
3.	Crane 20t or crane truck	1
4.	Six wheels truck (tipper 5m ³)	2
5.	Front end loader 7t to 9t	1
6.	Dump truck 3t	2
7.	Concrete mixers	2
8.	Pump for dewatering 5kW – minimum	2
9.	Mobile Generators 30kVA (Silent type) – minimum	2
10.	Compressors 5 – 10 kW	2
11.	Pump 10kW for sewage with temporary pipeline 60m (try & run)	2
12.	Vacuum Tanker Truck	1
13.	Clean water tanker	1
14.	Wastewater tanker	1
15.	Pneumatic drills (manual – low noise)	2
16.	Fuel Tanker Truck	1
17.	Pipe Truck	1
18.	Welding Equipment	2
19.	Concrete Tremie with flap valve	1





Tender Timeline



Tahap Tender Saat Ini - [65710064] Ciujung Priority Civil Works Package 3				
No Tahap	Mulai	Sampai	Perubahan	
1	Pengumuman Pascakualifikasi	28 Agustus 2020 22:00	04 September 2020 23:59	Tidak Ada
2	Download Dokumen Pemilihan	28 Agustus 2020 23:55	27 September 2020 23:59	Tidak Ada
3	Pemberian Penjelasan	04 September 2020 10:00	04 September 2020 11:59	Tidak Ada
4	Upload Dokumen Penawaran	05 September 2020 00:00	28 September 2020 10:00	Tidak Ada
5	Pembukaan Dokumen Penawaran	28 September 2020 10:05	28 September 2020 16:00	Tidak Ada
6	Evaluasi Administrasi, Kualifikasi, Teknis, dan Harga	29 September 2020 00:00	03 Desember 2020 23:59	3 kali perubahan
7	Pembuktian Kualifikasi	23 Oktober 2020 10:00	04 Desember 2020 16:00	4 kali perubahan
8	Penetapan Pemenang	07 Desember 2020 08:00	04 Januari 2021 15:00	11 kali perubahan
9	Pengumuman Pemenang	04 Januari 2021 15:05	04 Januari 2021 23:59	10 kali perubahan
10	Masa Sanggah	05 Januari 2021 00:00	11 Januari 2021 23:59	9 kali perubahan
11	Surat Penunjukan Penyedia Barang/Jasa	13 Januari 2021 08:00	14 Januari 2021 16:30	9 kali perubahan
12	Penandatanganan Kontrak	15 Januari 2021 08:00	15 Januari 2021 16:30	9 kali perubahan



Submission



- ✓ Standard forms for data submission are usually provided. **Use the forms, do not use your own.**
- ✓ Check the exchange rate policy in the document before the submission if you are asked to submit in foreign currency.
- ✓ If there is any imported material, check the import tax and any other related cost.

Letter of Technical Bid .....	.....
Letter of Price Bid .....	.....
Price Schedules .....	.....
Bid Security .....	.....
Bid-Securing Declaration .....	.....
Technical Proposal .....	.....
Design Proposal Conformity of the Proposed Design to Section 6 .....	.....
Organization Structure .....	.....
Method Statement .....	.....
Construction Program .....	.....
Personnel.....	.....
Form PER – 1: Proposed Personnel.....	.....
Form PER – 2: Resume of Proposed Personnel.....	.....
Equipment.....	.....
Subcontractors.....	.....
HSE Management .....	.....
Manufacturer's Authorization .....	.....
Bidders Qualification .....	.....
Form ELI - 1: Bidder's Information Sheet.....	.....
Form ELI - 2: Joint Venture Information Sheet .....	.....
Form LIT - 1: Pending Litigation and Arbitration .....	.....
Form FIN - 1: Historical Financial Performance.....	.....
Form FIN - 2: Average Annual Turnover .....	.....
Form FIN - 3: Availability of Financial Resources .....	.....
Form FIN - 4: Financial Requirements for Current Contract Commitments .....	.....
Form FIN - 5: Self-Assessment Tool for Bidder's Compliance to Financial Resources.....	.....
Form EXP - 1: Contracts of Similar Size and Nature .....	.....
Form EXP - 2: Experience in Key Activities .....	.....
Form EXP - 3: Subcontractors.....	.....

Award



- Lowest price?
- Combination with the technical Score?
- Passing grade?

**PROCUREMENT WORKING GROUP (POKJA)
WORKING UNIT FOR THE IMPLEMENTATION OF SETTLEMENT INFRASTRUCTURE
REGION II OF SOUTH SULAWESI PROVINCES
REGIONAL OFFICE FOR IMPLEMENTING THE SELECTION OF CONSTRUCTION SERVICES
(BP2JK) OF SOUTH SULAWESI
FISCAL YEAR 2020**

ANNOUNCEMENT OF WINNER

Number : BP2JK/Pokja-PPW2/P.P/01

1. Package Name : **CONSTRUCTION OF WASTEWATER TREATMENT PLANT IN MAKASSAR (MAKASSAR WWTP B1)**
2. Owner's Estimate (OE) : USD. 15.723.166

Based on Determination of Winner from Minister of Public Works and Public Housing Number : PB.02.01/Mn/1745 date September 16th, 2020, thus Procurement Working Group (Pokja) Working Unit for The Implementation of Settlement Infrastructure Region II of South Sulawesi Provinces on Working Unit for The Implementation of Settlement Infrastructure Region II of South Sulawesi Provinces the winner announcement, as follows :

Lowest Evaluated and Substantially Responsive Bidder

Name of Bidder : PT. PP (Persero) Tbk (Indonesia) - PT. MEMIONTEC INDONESIA (Indonesia)
Address : Jl. Letjend TB. Simatupang No. 57 Pasar Rebo Jakarta
NPWP : 01.001.613.7-093.000
Bid Amount : USD 13.682.371,72 (Thirteen million six hundred eighty two thousand three hundred and seventy one point seventy two)
(IDR 176,182,914,200.00 plus USD 3,048,720.00) excluding VAT

Second Lowest Evaluated and Substantially Responsive Bidder

Name of Bidder : PT WIJAYA KARYA (Persero)Tbk (Indonesia) - KRUGER VEOLIA (DENMARK)
Address : Jl. D. I. Panjaitan Kav. 9 - 10, Jakarta, Indonesia
NPWP : 01.001.615.2-093.000
Bid Amount : USD 16.044.126,50 (Sixteen million forty four thousand one hundred twenty six point fifty)
(IDR 179,269,457,514.00 and USD 3,946,105.00 and Euro 1,182,421.00) excluding VAT

Thus made with full sense of responsibility to be used in contract.

Makassar, September 17th, 2020

Procurement Committee,


Enos Bandaso, ST., MT.
Chairman



Contract

Using FIDIC standard Contract

PART III CONDITIONS OF CONTRACT AND CONTRACT FORMS

Section 7 - General Conditions of Contract (GCC) ----- 7-1

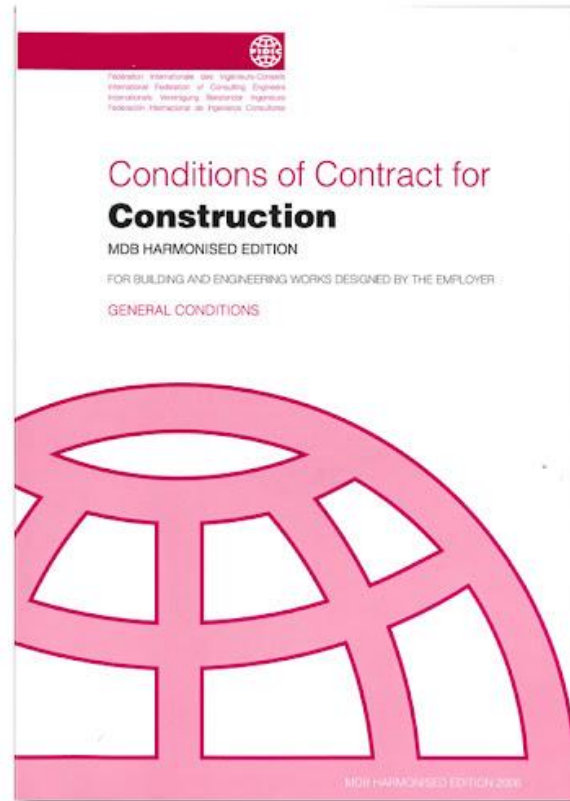
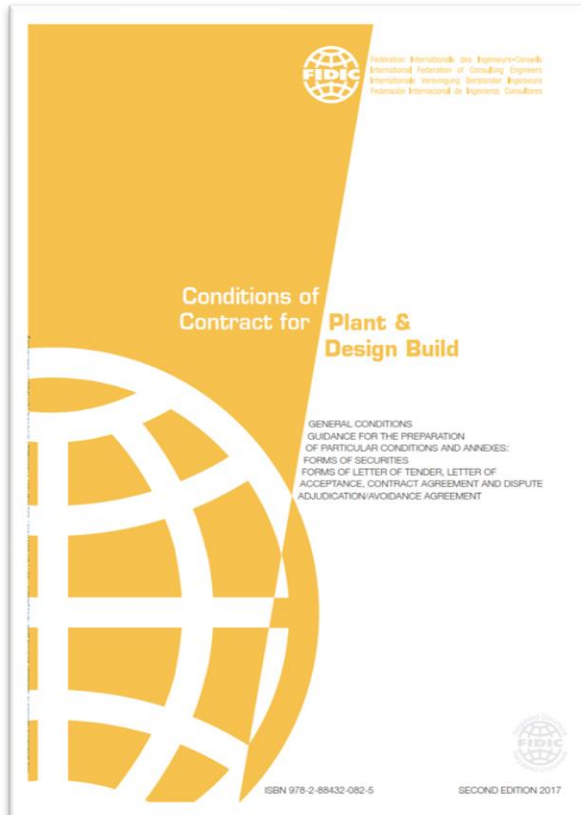
This Section contains the general clauses to be applied in all contracts. These Conditions are subject to the variations and additions set out in Section 8 (Special Conditions of Contract).

Section 8 - Special Conditions of Contract (SCC) ----- 8-1

This Section contains provisions that are specific to each contract and that modify or supplement the GCC. Whenever there is a conflict, the provisions herein shall prevail over those in the GCC. The clause number of the SCC is the corresponding clause number of the GCC.

Section 9 - Contract Forms (COF) ----- 9-1

This Section contains forms, which, once completed, will form part of the Contract. The forms for Performance Security and Advance Payment Security, when required, shall only be completed by the successful Bidder after contract award.



POTENTIAL PROBLEM :

- Variation and claims
- Value Engineering
- Payment vs DIPA
- Maximum payment 56 days? How if it's late?

Joint Venture Strategy



Partnering for specific work



Partnering for design scope (if Design and Build)



Combine experiences



Combine resources (ie personnel and equipment)



Comparison Gov Project and ADB



ADB PROJECT :

- Notarial deed of company establishment
- Letter of Technical Bid
- Letter of Price Bid
- Bid Security and **Declaration**
- Historical financial performance minimum in **last 5 years.**
- **Average Annual Turnover.**
- **Letter of Intent.**
- **Pending litigation and arbitration.**
- ISO 9001, ISO 14001 & OHSAS 18001: 2007 Certificate of Occupational Health and Safety Assessment System or SMK3 Certificate

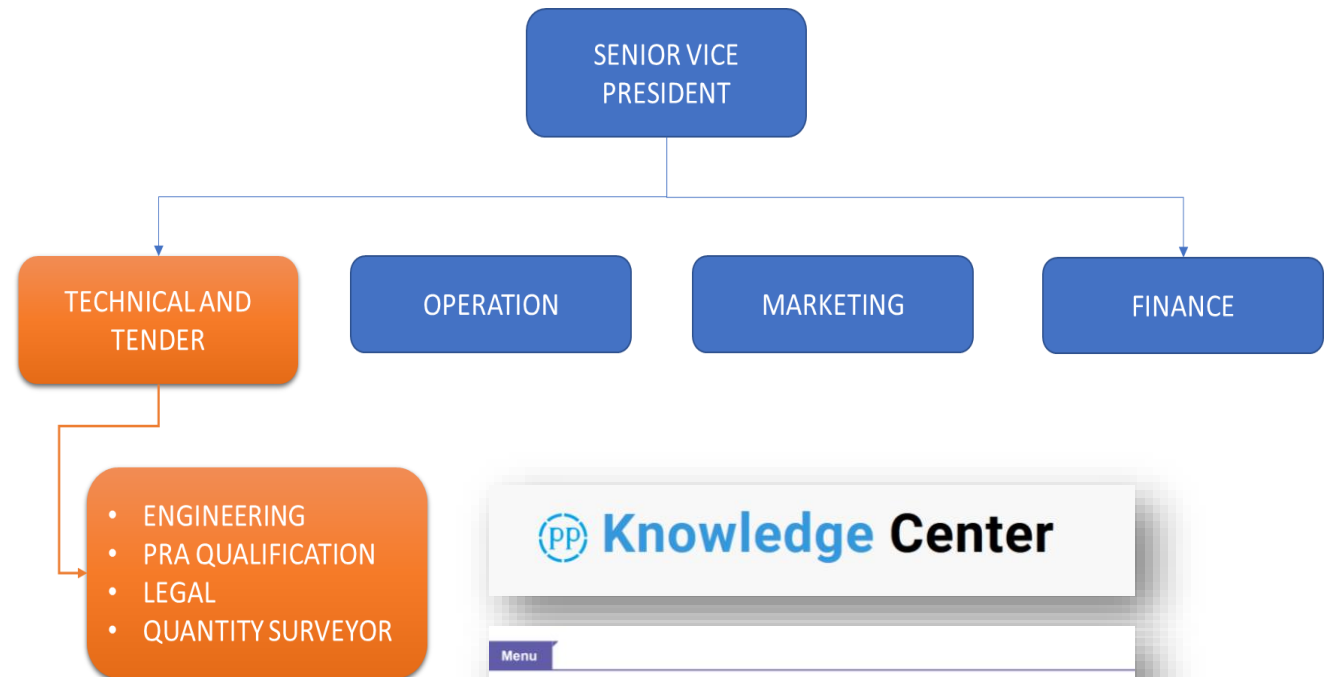
GOVERNMENT PROJECT :

- Notarial deed of company establishment
- Letter of Technical Bid
- Letter of Price Bid
- Bid Security
- Historical financial performance minimum last 1 year.
- Joint venture declaration
- Integrity declaration
- ISO 9001, ISO 14001 & OHSAS 18001: 2007 Certificate of Occupational Health and Safety Assessment System or SMK3 Certificate

How to organize a good tender team



- ✓ Special department for tender
- ✓ Person in charge in every tasks
- ✓ Create a good program for submission
- ✓ Knowledge Centre





Thank You

Terima Kasih



CONSTRUCTION & INVESTMENT

PT PP (Persero) Tbk
Plaza PP - Wisma Subiyanto, Lantai 3
Jl. Letjend TB Simatupang No.57
Pasar Rebo, Jakarta 13760

T +62 21 8403 904
F +62 21 8403 904

www.ptpp.co.id

 [ptpptbk](https://www.facebook.com/ptpptbk)  [@ptpp_id](https://twitter.com/ptpp_id)  [@ptpp_id](https://www.instagram.com/ptpp_id)