


PRE-QUALIFICATION FOR THE (1) MANUFACTURE / ASSEMBLE AND SUPPLY, OR LEASE OF DIESEL-ELECTRIC LOCOMOTIVES AND (2) MANUFACTURE / ASSEMBLE AND SUPPLY, OR LEASE OF BOGIE CONTAINER FLAT (BCF) WAGONS

Answers to Pre-Qualification queries received up to 14th June 2019.

NO.	QUERY	CLARIFICATION
1.	What is the link for us to download the pre-q documents?	<p>Please visit the “Tender / Quotation” page on the RAC’s website and click on the link at the end of the ads, as shown on screenshot below.</p>  <p>The screenshot shows a table with four columns of criteria for the tender. Below the table is a blue link: "Click here to Download Pre-Qualification Document For The (1) Manufacture / Assemble And Supply, Or Lease Of Diesel Electric Locomotives And (2) Manufacture / Assemble And Supply, Or Lease Of Bogie Container Flat (BCF) Wagons". Below the link is the text "Published on 2019-06-03 12:44:18". At the bottom of the screenshot, there is a title bar for the document: "Pre-Qualification Document For The (1) Manufacture / Assemble And Supply, Or Lease Of Diesel Electric Locomotives And (2) Manufacture / Assemble And Supply, Or Lease Of Bogie Container Flat (BCF) Wagons".</p>
2.	What kind of content should be included in the CV?	There is no specific guideline to the CV format. However, the CV should have details related to the scope of work.
3.	Is it mandatory to bid both (1) Manufacture / Assemble & Supply (or Lease) of Diesel-Electric Locomotives and (2) Manufacture / Assemble & Supply (or Lease) of Bogie Container Flat (BCF) Wagons?	<p>No. Applicant can bid for both or any of the following:</p> <ul style="list-style-type: none"> i. Manufacture / Assemble and Supply, or Lease of Diesel-Electric Locomotives ii. Manufacture / Assemble and Supply, or Lease of Bogie Container Flat (BCF) Wagons
4.	Does the RFP scope include services of the locomotives?	If services refer to the maintenance, then it will depend on the package proposed by the Applicant.
5.	As a foreign based company, can we request agreement from RAC not to submit the documents under section 3.21, Copies of the latest Forms 24, 44 & 49 of the Companies Act 1965 and Copy of Memorandum & Articles of Association or Constitution, Certificate of Incorporation, Change of Name (if applicable), latest list of Directors and Shareholders as lodged with the Companies Commission of Malaysia (SSM)?	The documents are part of the required submission. All submission shall follow the law and regulation in Malaysia.



6.	Can we request agreement from RAC not to submit the documents under section 3.21, item (a) and (b)?	The documents are part of the required submission. All submission shall follow the law and regulation in Malaysia.
7.	As a foreign based company, can we suggest a fixed format Bank Statement which confirms the company has the ability to perform the contractors work? Can we suggest different format based on our foreign based bank format?	Our requirement is to submit the monthly bank statement for the last 3 months. Please touch base with local bank in Malaysia for clarity. All submission shall follow the law and regulation in Malaysia.
8.	Can the certified as true copies by Applicant's Company Secretary refer to internal stamping for true copy?	Yes.
9.	What guarantees and recourse is RAC able to provide to the leasing entity?	The specific form of guarantee will be provided at a later stage, nonetheless RAC intends to protect the interest of all parties.
10.	Does RAC have any restriction on lease payments to non-Malaysian entities?	Lease payment will be made to local company.
11.	Is the budget for locomotive and wagon procurement already funded?	RAC will be responsible to secure the fund.
12.	Can we use our parent/ partner's/ JV records to fulfil paid up capital are below 10million?	Yes.
13.	At this time, we have not finalized our account for the financial year 2018. By the time the tender is called, our financial statement for year 2018 will be available to show our compliance with the minimum equity required. Could RAC confirm that we can be considered as meeting the financial capacity requirement for the purpose of the prequalification?	Yes.
14.	Is there a possibility to extend the submission date of the Prequalification?	The submission date is fixed on 28 June 2019.
15.	What is the anticipated timeline for RFP to be issued?	Target by Q4 2019.
16.	Is there any estimated time for the Pre-Q result to come out?	RAC will inform the result through our webpage and official channel.
17.	Can two (2) subsidiaries under the same group of company form two (2) different joint ventures respectively with two (2) different companies and submit two (2) Pre-qualification Applications?	Yes. Please explain the strategy and approach in the submission.
18.	Please clarify the definition of Joint Venture in Pre-Q document. Does the JV here only mean incorporated JV? Or unincorporated consortium can also be determined as a JV?	The way of the company forming the JV either incorporated or unincorporated is both acceptable. However the incorporation must be registered in Malaysia.
19.	If a foreign Original Equipment Manufacturer (OEM) is part of a JV. What is the minimum percentage (%) of local company share in a JV?	There is no minimum percentage (%) requirement set by RAC.

20.	If a foreign Original Equipment Manufacturer (OEM) is part of a JV. For the foreign OEM JV partner, can the foreign OEM JV partners' corporate documents be certified by notary public of the origin country?	Yes.
21.	If a foreign Original Equipment Manufacturer (OEM) is part of a JV. To maintain the CTC, can we keep all financial number in the annual report intact in the original foreign currency? And can we convert those financial numbers to MYR only when we fill in the FORM B, FORM C, FORM D, FORM E. and FORM F.	Yes.
22.	If submitting a JV prequalification, do we need to add partners Applicant's signature to fulfil Section 5?	Yes, please add all partners Applicant into the list.
23.	Can each of the partners submit their own Form B separately?	Yes.
24.	For case where a company that is not locally incorporated company in Malaysia, but it is registered with companies' commission of Malaysia as a foreign company for the last 30 years, would it be considered eligible to participate in the Pre-qualification?	Yes
25.	In the instance tri-parties come together to bid for locomotives and/or wagons, however there is one prime with other two parties undersigning as witnesses, would that be acceptable to RAC ?	Yes. However the role of each party must be explained.
26.	Can one manufacture collaborate with few bidders?	Yes.
27.	If the foreign company is a state-owned company. Which one box should be ticked in the Form B?	If the submission is not JV, please tick the 'Individual' box.
28.	Could you please provide the definition of "local content"?	Please refer to the definition made by relevant agencies, such as Malaysian Industry-Government Group for High Technology (MIGHT) and Technical Depository Agency (TDA).
29.	Could we consider the total life cycle cost as baseline for local content assessment?	Local content generally will be based on actual parts and equipment going into the rolling stock. However, we will consider all aspect during RFP.
30.	The local content in Pre-Q document for wagons is 50% and for locomotive is 40%. Please clarify the definition and method of calculation for local content. Is the calculation method similar to the Industry Collaboration Program (ICP)?	Please refer to the definition made by relevant agencies, such as Malaysian Industry-Government Group for High Technology (MIGHT) and Technical Depository Agency (TDA).

31.	What are the documents required to fulfil the requirement of local content in the submission?	Please refer to the definition and documentation made by relevant agencies, such as Malaysian Industry-Government Group for High Technology (MIGHT) and Technical Depository Agency (TDA).
32.	Is the 40% local content a mandatory requirement that if it's not met, the bidder will be disqualified? Does the 40% local content include service scope?	At this stage we need to know initial assessment of meeting the local content requirement. Therefore, the submission by Applicant must include the readiness to meet the local content requirement.
33.	Which particular lease model is RAC looking for? Is it : a) Dry Lease b) Material Service c) Shared Service, or d) Full Service	RAC is looking at all available options, depending on capability of the Applicant.
34.	What tenure of leasing is RAC looking for?	RAC is looking at all available options, depending on capability of the Applicant.
35.	Does RAC intend to own the vehicles at the end of the lease period?	RAC is looking at all available options, depending on capability of the Applicant.
36.	It is mentioned that companies can lease currently available locomotives and / or BCF wagons and there is no requirements of local content and local manufacturing / assembly for the purpose of this pre-qualification. Please confirm whether it is applicable for locos currently available in Malaysia only or including locos currently available in other countries fit this particular requirement in Para 2.10.1, (c) of Pre-qualification document.	Yes, for lease it is inclusive of locomotive and wagons available in other countries.
37.	Could RAC clarify what is the meaning of a locomotive that has the ability to actually pull a weight of 4,000 tons? Or does this figure refer to the maximum traction?	The train has to have the ability to pull 4,000-tonne load on the Malaysia's main line / track
38.	Refer to Clause : LOADING, STRUCTURE GAUGE & KINEMATIC ENVELOPE Currently says: KTMB standard Could RAC please provide the detail information and drawing of the 2 items below according to the KTMB standard: - Loading structure gauge - Kinematic envelope	The document will be provided during the RFP stage.

39.	<p>Refer to Clause : BRAKE SYSTEM</p> <p>Currently says: UIC Compliant</p> <p>Clarification Required:</p> <p>a) Based on our experience with many years of work in the brake industry is that many second quality brake manufacture as will claim that their brakes are compliant to UIC standards.</p> <p>b) Our position is who is going to verify, authenticate or certify their claim is true or not?</p> <p>c) UIC authorities in Europe will test and homologate the brake equipment and will issue a certificate of UIC approval or compliance only if the brake passes their stringent testing. Once certified, they will endorse the name of the brake manufacturer in their website www.UIC.asso.fr which is updated yearly.</p> <p>d) The list of approved manufacturer companies can be downloaded via their website www.UIC.asso.fr</p> <p>We strongly suggest/request that since the brake is a safety critical equipment that this clause be amended to UIC certified or approved with certificate to be submitted as supporting document.</p>	<p>Noted. The details will be provided during the RFP stage. In addition, the responsibility to verify the relevant documents will be borne by the Applicant.</p>
40.	<p>As per the technical specifications of pre-qualification document, the requirement is for Track Gauge of 1000 mm, please inform if we have successfully manufactured, assembled, supplied or leased suitable loco for Track gauge of 1676 mm, will it be considered as similar requirement for fulfilling this particular requirement in Para 2.10.3, (a) of Pre-qualification document.</p>	<p>For the purpose of 2.10.3 (a), yes.</p>
41.	<p>What is the predicted volume of locomotives in RFP?</p>	<p>RAC is looking at all available option, depending on the capability of the Applicant. Section 6 (g) of the prequalification document outline the numbers of sets in general.</p>

42.	Manufacturing and supply requirement are based on locomotives supplied globally and not just Malaysia. Is this understanding correct?	For the purpose of 2.10.3 (a), yes.
43.	Is it mandatory to comply with all 9 items described in section 4.1.1 specification? Which parameters are critical and mandatory to comply to pass pre-qualifications?	Yes, all 9 items in 4.1.1 are mandatory for compliance.
44.	This section states "DIESEL ENGINE... Suitable for 4000-tonnes pull application." We need to understand what the balancing speed requirement is. Current blue tiger locomotive does 2500 T at speed of 90 KM/H and is capable of doing 4000T at approximately 75 KM/hr. Would this be acceptable?	The details will be provided during the RFP stage
45.	What is the ruling grade requirement? Could we use "1% ruling gradient with 160 metres radius uncompensated curves" from blue tiger contract?	The details will be provided during the RFP stage
46.	Based on RAC's demand projections, what is the expected locomotive and wagon volume in the forthcoming RFP?	RAC is looking at all available options, depending on capability of the Applicant. Section 6 (g) of the prequalification document outline the number of sets in general.
47.	What is the required delivery schedule for the first locomotive and wagon, and the remaining locomotives and wagons?	This is part of Section 6 to be filled by the Applicant.
48.	Would RAC team be interested in visiting and meeting existing customers globally who have successfully executed such localization projects?	Yes.
49.	As part of the RFP, what are the anticipated evaluation criteria or scoring system for selecting the best bidder? Can RAC share some details for the assessment and evaluation?	The assessment will be done confidentially in accordance to the processes that have been set by the government.
50.	Is there a specific code by MOF for this prequalification?	Please refer to relevant circulars and documents from the MoF's website (https://www.treasury.gov.my/)