



Facilities Management and Operation of the GEM Complex



Prequalification Clarifications Log No.1

Item No.	Applicant's Query	Response to Queries
1	Who will be contracting counter-party and what will be the nature of that contract? (rental, profit share, etc)	The contracting party will be the GEM Authority, please refer to the Pre-qualification Document Item 1, Sub-item 1.1.1. The form of contract will be attached to the Bidding Documents.
2	Will the successful bidder control ticket sales and what fraction of ticket sales will they keep?	The scope requirements indicated within the Pre-Qualification Documents are only intended for the demonstration of the aspects that are required for the facilities management and operation of the GEM Complex. They are not intended to provide any details or exact scope, which will be part of the Bidding Documents that shall be issued to the shortlisted Applicants.
3	Have ticket prices or ticket categories already been set for the museum?	Refer to answer to Question 2
4	Who is responsible for branding / marketing of the GEM?	This will be addressed in the Bidding Documents. For this stage please refer to Paragraph 1.3.1.B. which gives a brief account on marketing and promotion.
5	Is there an economic feasibility study ready or under preparation and if so when will this be shared with bidders?	No economic studies will be shared with the bidders, bidders will be responsible for developing their own business model. Please refer to the Pre-qualification Document Item 1, Sub-item 1.3.1. Other relevant details of the scope requirements and available information shall be attached to the Bidding Documents.
6	Why is the minimum prequalifying turnover (USD 50 million /yr) set at a level that excludes so many Egyptian service providers?	Please refer to the Pre-qualification Document Item 4.5, Evaluation Criteria - Eligibility and Qualification Criteria tables Table Sr. 3.2 Given the nature and complexity of the assignment in question, the purpose of this requirement is to make sure that Applicants have the capability to manage and operate the facilities of the GEM Complex. No intention to exclude any entities by including this requirement, this is a matter of ensuring financial capability.
7	Are any of the joint venture partners on the Employer Representative side eligible to bid for these works?	Eligibility criteria is addressed in the Pre-qualification Document under Paragraph 4.5 - Evaluation Criteria - Under Item 1 - Eligibility and Form S.
8	Please explain how the interface between the winning consortium and Antiquities Authorities will work (for example, ticketing, security, CCTV, cleaning in the showrooms, tour guiding)	This will be defined in the Bidding Documents. For this stage, Section 1.3 defines what Applicants are required to be aware of with regards to the interface between successful bidder and the Employer.
9	Does the winning consortium have complete control over its own staff hiring? Will there be an obligation on winning Consortium to hire staff from other museums or within the broader Ministry of Antiquities?	Refer to answer to Question 2
10	Who will provide fit-out guidelines for the retail section delivered as core-and-shell?	Refer to answer to Question 2
11	Please inform us of the date and arrangements concerning the Site Visit.	The date and time of the site visit will be communicated directly to Applicants whose requests are approved.
12	Section 1.5 - Source of Funds - Will the expenses of the facility management and the fees of the facility manager be paid for from the income generated from the restaurant and visitors etc and the Employer will not be responsible for any such costs ?	The Pre-qualification Document Item 1.5 is deemed clear and explicit that the awarded company/consortium is to manage and operate the GEM Complex facilities in accordance with a self-sustaining business model. Accordingly, it is not envisioned that the GEM Facilities management and operation will require funds by the Employer.



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13	Do we need to issue a power of attorney for the authorized signatory of the Company?	Paragraph 2.3.5 clearly states that authorization shall be indicated by a written power of attorney or other written evidence of authority accompanying the application. Accordingly, if no power of attorney shall be submitted other appropriate evidence should be submitted as evidence of such authorization (such as commercial registration).
14	What is meant by the word "Project" used in numerous forms (C, D, G, etc.)	The Scope of the bid which is the Facilities Management and Operation of the Grand Egyptian Museum (GEM) Complex.
15	Letter of Application/ Q2A: what is meant by the legal status of the Company	The company legal establishment under the origin country governing laws.
16	Form A requirement 11: please clarify whether OTMT's organization structure is required or the chart for OTMT and its subsidiaries.	The organization structure of the entity/ies that will be involved in the bidding process (whether it is a company or JV or Consortium).
17	Form C/ Q2: one table per company or per project	One Table per Applicant (whether it is a company or JV or Consortium).
18	Form F/ 1st table: please elaborate what is meant by 'as percentage of the contract amount'	As a percentage of workload
19	Form H:/ Q2: please explain what is meant by "fabrication facilities"	If the Applicant anticipates that the assignment requires fabrication, Applicants are requested to fill in the details of these fabrication facilities.
20	Form I:/ table: please explain what is meant by "construction only"	Please consider all relevant works not only construction works.
21	Form L/ QA: please explain what is meant by "commercial at risk"	Undertakings that require contributions with investment projections during the services performance and profit sharing models.
22	Form N: one table per company or per project	One table per project
23	Please confirm that we can send audited financial statements in Arabic and in EGP. We note that we will convert the financial data in the Form to USD while clearly stating the F/X rates.	Please provide the EGP audited financial statements in Arabic along with the English version translated in USD with the FX rates used.
24	Form B requests a bank reference letter certifying the financial capability of the applicant to meet its obligation under this contract. We note that This request is impossible as no reputable bank will give this certificate without knowing the financial obligations under this contract and how much credit will be given.	If the Applicant is unable to furnish this letter, then the Applicant is required to furnish a statement signed by the authorized signatory to certify his inability to provide such a letter at this stage (acknowledged by the bank if applicable)
25	Page 10/ clause 2.1.1.7: to provide a certificate that the Applicant is not blacklisted by any Government/ Public Body/ Authority – could you please advise who should provide this certificate	The authorized signatory of the Applicant is to sign an affidavit/declaration certifying that the Applicant is not blacklisted by any Government/ Public Body/ Authority