



Petra Development & Tourism Region Authority  
سلطة إقليم البتراء التنموي السياحي

ملحق رقم (1)

الخاص بالعطاء رقم (G2G/A/1/2025)

## Management of Entry & Exit Points of Petra Archaeological Park Project

لاحقًا لدعوة العطاء تدعو سلطة إقليم البتراء التنموي السياحي السادة المناقصين المشاركين بالعطاء المشار إليه أعلاه ،التقىد بالردود على استفساراتهم وحيث أنها جزء لا يتجزء من وثيقة العطاء ، مرفق طيًا الردود التفصيلية على طلبات الإيضاح الواردة من المناقصين على العطاء .

وتفضلاً بقبول فائق الاحترام،،،

نائب الرئيس (الامين العام)  
مفوض الشؤون المالية والادارية  
د. شاكر احمد العدوان

نائب الرئيس  
الدكتور شاكر احمد العدوان  
مفوض الشؤون المالية والادارية

THE Hashemite Kingdom of Jordan



**Supplementary Clarification Regarding Inquiries Related to Tender No. (G2G/A/1/2025) for  
Management of Entry & Exit Points of Petra Archaeological Park Project.**

- This document is considered an integral part of the tender document and is binding on the bidder to whom the tender will be awarded. Additionally, the bidder must stamp all pages of this annex and include them within their technical proposal.

<b>Q1</b>	Could you please clarify whether international experts may be engaged as sub-consultants within our team, or if they are required to be part of a partnering company? Kindly advise if the form of engagement is flexible, or is there a certain form of collaboration required (Joint Venture) or else?
<b>A1</b>	According to the tender announcement, submission is permitted for local companies, international companies, and consortia. Consortia may consist of local companies, international companies, or a combination of both. Evaluation criteria have been specified and will be applied to companies regarding their corporate profile and experience with similar projects.

<b>Q2</b>	We kindly request two weeks extension of the proposal submission deadline, to allow sufficient time for preparing a comprehensive submission and proper communication with international partners.
<b>A2</b>	We regret to inform you that an extension of the proposal submission deadline for this project cannot be granted due to its importance. However, there will be future projects that will build upon this project.

<b>Q3</b>	Is it possible to share a list of relevant visitor monitoring and research that has been collected in Petra to date, so that we can leverage this in our Approach and not propose tasks that have already been done by PDTRA?
<b>A3</b>	At this stage, it is not possible to provide this information. However, visitor numbers can be obtained from the Authority's website or from the Ministry of Tourism's website.

<b>Q4</b>	<p>Is it possible to know what are the current crowd management methods being applied by PDTRA and which ones are working and are not working in Petra?</p>
<b>A4</b>	<p>Currently, there is no consolidated or documented data available. However, interviews can be conducted later with the entities responsible for managing the archaeological park during the course of the study.</p>
<b>Q5</b>	<p>We note a heavy emphasis on the application of carrying capacity. Over the past 20 years, this concept has been dismissed by those that created it. Clear arguments against carrying capacity have been published by the creators and other esteemed professionals. Most World Heritage Managers now use alternative models that monitor and manage crowding with higher levels of accountability (eg Limits of Acceptable Change, Sustainable Tourism Management Model and Tourism Optimization Management Model).</p> <p>Is the client interested in having alternatives to carrying capacity concept presented to them for consideration and possible implementation?</p>
<b>A5</b>	<p>There is no objection to using these alternative approaches, as long as they achieve the goals and objectives outlined in the tender's Terms of Reference.</p>
<b>Q6</b>	<p>Could you kindly provide an indication of the available budget for this consultancy? The TOR requests that we propose our own approach, including potential innovations. Having a budget range would allow us to design a baseline approach within the minimum allocated budget and then identify additional value-added elements up to the maximum budget.</p>

<b>A6</b>	This request cannot be accommodated, as it is not permitted under the applicable government procurement regulations. Disclosure of this information cannot be provided in order to ensure fairness and competitiveness among all bidders wishing to submit a proposal.
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<b>Q7</b>	Implementation failure through a lack of funds is a significant risk to similar projects. Could we please have an indication of the available implementation budget for this project? That way we can design our approach to balance good to best practice and a cost that can be funded and implemented.
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<b>A7</b>	We regret that this request cannot be accommodated. The tender will not be awarded if the proposed financial offer exceeds the allocated budget, as this is the procedure in place to manage this type of risk.
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<b>Q8</b>	We note that there are 7 points allocated to the criteria titled 'Appropriateness and innovativeness of the proposed approach and technique'. We would like to propose a number of innovations that will have a cost. We don't know how interested the client will be in each innovation. If we add all the innovations, we might lose points on our financial proposal. To address this, is the client interested in us costing some of the more expensive innovations separately to our main budget?
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<b>A8</b>	The tender and the required work involve developing plans, strategies, and studies, rather than on-the-ground implementation. Therefore, we welcome proposed ideas regardless of their cost, and they will be considered during the evaluation in terms of the consultant's/bidder's creativity and innovativeness.
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<b>Q9</b>	<p>We note that there are 7 points allocated to the criteria titled 'Plan for knowledge transfer during the project to the staff of PDTRA and others. Could the client please advise:</p> <ul style="list-style-type: none"> <li>• What crowd management skills do the Petra team already possess that they do not need further knowledge transfer in?</li> <li>• What crowd management skills would the Petra team like the consultant to transfer?</li> </ul>
<b>A9</b>	<p>These skills and the training plan are to be proposed by the bidder, and they fall under the technical qualification and evaluation criteria.</p>

<b>Q10</b>	<p>We note that the ToR requests a Technology and Digital Infrastructure Expert, and we assume that ideally this expert would relate to related to crowd and visitor management applications. There are multiple types of technologies used in crowd management, each provided by different suppliers, so it is not possible to specify a single technology and Digital Infrastructure Expert in advance. From our expertise, we will assess the project needs and liaise with the appropriate suppliers. Would it be acceptable (in the bidding phase) to follow this approach and list the potential suppliers we could work with?</p>
<b>A10</b>	<p>What is required is actual expertise in technology and digital infrastructure, specifically related to crowd and visitor management applications, regardless of the technologies used. Therefore, the choice of specific technologies is up to the consultant, in line with their proposed methodology.</p>

<b>Q11</b>	<p>With reference to Annex 2A: Timeline for Study Phases and Deadlines for Completion, which outlines tasks and their estimated durations:</p> <p>Could we adjust the time allocations for certain tasks, based on our past experience, provided that the total project duration remains unchanged?</p>
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<b>A11</b>	Yes, this is possible, as long as the total project duration is not exceeded.
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<b>Q12</b>	In the case of engaging an international firm in a Joint Venture Agreement, is it requested to register this agreement in any governmental authority in Jordan, after being awarded the tender? We appreciate your guidance and look forward to your response.
<b>A12</b>	The tender announcement and its Terms of Reference allow for consortiums and specify that, in the case of a consortium with an international company, the local company must be the lead partner. Furthermore, Article (12) of the applicable Government Procurement Regulations requires that the consortium agreement be duly certified.

المادة ١٢ - أ- يجوز أن تتضمن وثائق الشراء السماح بتقديم المناقصات على شكل ائتلاف وفي هذه الحالة يجب أن تنص وثائق الشراء أو وثائق التأهيل المسبق على ما يلي:-

١- الطريقة التي يتم بها تقييم مؤهلات المناقصين في شكل ائتلاف بما في ذلك المعايير التي يمكن استيفاؤها منهم بشكل جماعي والمعايير التي يجب الوفاء بها من كل عضو في الائتلاف بشكل فردي.

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الجريدة الرسمية

٢- تقديم اتفاقية الائتلاف مصدقة أصولياً أو رسالة نوايا من أعضاء الائتلاف جميعهم كجزء من العرض المقدم أو طلب التأهيل المسبق أو التعبير عن الاهتمام، للدخول رسمياً في الائتلاف عند إحالة العطاء على الائتلاف.

٣- الطلب من أعضاء الائتلاف تسمية رئيس الائتلاف ليكون مسؤولاً عن متابعة إجراءات العملية الشرائية .

ب- يُعتبر أعضاء الائتلاف جميعهم مسؤولين بالتكافل والتضامن عن تنفيذ العقد.

ج- يجب أن تتضمن وثائق الشراء الإجراءات الواجب اتخاذها بحق الائتلاف في حال انسحاب أحد أعضائه قبل توقيع العقد.