



**PAKISTAN INDUSTRIAL DEVELOPMENT CORPORATION  
(PIDC)**



**EXPRESSION OF INTEREST FOR PRE-QUALIFICATION OF CONSULTANTS  
FOR FEASIBILITY STUDY AND DESIGN OF AN INDUSTRIAL ZONE AT  
PAKISTAN STEEL MILLS AREA KARACHI, PAKISTAN**

Pakistan Industrial Development Corporation invites Expressions of Interest for Pre-qualification of Consultants in connection with the development of industrial zone situated in the area of Pakistan Steel Mills Karachi, from reputed National and International Consultants / consortia, having adequate experience in carrying out projects of similar nature.

Interested Firm(s) registered with Pakistan Engineering Council having enlistment (including their JV/consortium partners) of at least Project Profile Codes 1201, 1203, 1204, 1206, 1215(ii), 1207, 1208, 1210 with PCATP; having active tax payer status meeting the requirement of Pre-Qualification Documents (PQD), are hereby invited to submit EOIs for prequalification. Interested International firms may form joint venture / consortium with a local partner (to be the lead partner) registered with the relevant regulatory authority(ies) and should meet PEC Bylaws regarding JV / Consortium.

Scope of Services for the consultants will be divided in stages:

1. Detailed Feasibility Study of the project (1500 acres approximate) including need-assessment & impact analysis.
2. Depending on the feasibility, Master planning and detailed Designing of approximately 1500 acres as a Special Economic Zone (SEZ) including but not limited to: relevant surveys and studies, zoning and clustering, preparation of PC-I document, preparation of tender documents for contractor along with recommendation.
3. Resident or Top Construction Supervision for 1500 acres (approx.) Karachi Industrial Park in Phases of 500 acres
4. In addition to the above, broad Master planning of an industrial township on approximately 7500 acres Steel Mills land including various types of special industrial zones and allied facilities / infrastructure.

In order to clarify the bidder's queries for the captioned work, a pre-Bid meeting has been scheduled on **28<sup>th</sup> October, 2021** at the below mentioned address at **11:00 am PKT**.

The applicants may download the PQD from PPRA (<https://www.ppra.org.pk>) and/or PIDC (<https://pidc.com.pk>) websites or can also obtain a copy from the address given below.

Last date for submission of EoI is **16<sup>th</sup> November, 2021** on or before **12 pm PKT** which will be opened on the same date at **1230 Hrs**. Envelope containing EoI shall be clearly marked with the name of the company and the project. The proposal should contain one original and one true copy.

Firm(s) should submit the documentary proof of the following with their proposals (signed and stamped) with covering letter by the authorized person;

1. Profile of the Consultant (with address, telephone numbers, e-mails and location of registered offices and branch offices, along with details of projects in hand and completed).
2. Should be in Business for last 15 years or more.
3. Type of entity (i.e., Firm or limited company) along with details of corporate profile (including JV/consortium/partners, if any) and details of consultancy services undertaken.
4. NTN & Sales Tax Registration of local firms (must be an active tax payer).
5. Signed resumes of experts and key personnel permanently employed with the firm.
6. Details of litigations (if any) for default of services and Affidavit that firm(s) has not been black listed on any project or by any government organization / department. All partnering firms should provide affidavit in case of JV / Consortium / Partner.
7. Certificate of current registration with Pakistan Engineering Council (with relevant codes for above scope of work) and/or other relevant professional / regulatory organizations in case of International Consultant.
8. Consulting Firm/ JV/ Consortium/ Partners (individually or jointly) should have completed Feasibility, Master planning, detailed designing and construction supervision of minimum 02 projects of similar nature on at least 500 acres of land and also two (02) projects of 132kV Grid station and transmission lines with NTDC or any other Distribution company.
9. Experience of financial modelling/ structuring of projects of similar nature.
10. Detailed Methodology covering the whole scope of work as per PQD.
11. Financial turnover of the firm through audited accounts of last 3 years, indicating at least 300 million PKR for individual consultant and 200 million PKR for each firm in case of JV/ Consortium/ Partner.
12. Banker's certificate(s) of last 3 years.

Detailed Request for Proposal(s) will only be issued to the pre-qualified listed Consultants afterwards.

PIDC reserves the right to accept or reject any or all applications as per PPRA rules. EOI Applications submitted or received after the closing time shall be rejected. Interested parties should submit their proposals for pre-qualification for the consultancy to:

**Zeeshan Khan - Manager (Research & Evaluation)  
Pakistan Industrial Development Corporation (PIDC)**

Address: 2nd Floor, PIDC House, Dr. Ziauddin Road, Karachi, Pakistan

Cell: +92 321 2303699, Telephone: +92 21 35685041-9, Ext:330, Website: <https://pidc.com.pk/>



PAKISTAN INDUSTRIAL DEVELOPMENT  
CORPORATION (PIDC)



## **Pre-Qualification Document (PQD)**

**Pre - qualification of Consulting Firms having expertise in Industrial  
Infrastructure Development Projects**

for

**Detailed Feasibility Study, Master Planning, Detailed Engineering Designing of  
Civil Infrastructure and Grid Station alongwith Transmission lines, Tendering  
Process and Resident / Top Construction Supervision**

for

**Special Economic Zone**

A Project under CPEC  
Near Bin Qasim Industrial Park (BQIP)  
PSM, Karachi

**National / International Competitive Bidding**  
(Procurement No. PL/PRO/1(537))

**Zeeshan Khan - Manager (Research & Evaluation)**

PAKISTAN INDUSTRIAL DEVELOPMENT CORPORATION (PIDC)  
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**October 2021**

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## DISCLAIMER

1. The information contained in this Request for Expression of Interest (EOI) document or subsequently provided to applicants, whether verbally or in written form by or on behalf of PIDC shall be subject to the terms and conditions set out in this EOI document and any other terms and conditions subject to which such information is provided. The interpretation of all contents of this EOI is as per PIDC understanding.
2. The procurement process will be governed under the Public Procurement Rules (PPRA), 2004 as amended from time to time.
3. This EOI document does not purport to contain all the information each applicant may require. This EOI document may not be appropriate for all persons, and it is not possible for PIDC to consider the financial situation and particular needs of each applicant who reads or uses this EOI document. Certain applicants may have better knowledge of the proposed Project than others. Each applicant should conduct its own investigations and analysis and should check the accuracy, reliability and completeness of the information in this EOI document and obtain independent advice from appropriate sources. PIDC makes no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the EOI document.
4. PIDC may, in their absolute discretion, but without being under any obligation to do so, update, amend, add to any or all of the provisions or supplement the information of this EOI document or cancel the present invitation and call for fresh invitations. Such changes would be intimated to all applicants using this EOI Document.
5. PIDC reserves the right to reject all Expression of interests (EOI) submitted in response to this EOI Invitation prior to the acceptance of an EOI according to Public Procurement Rules (PPRA) 2004. PIDC also reserves the right to hold or withdraw from or cancel the process at any stage up to the final pre-qualification / shortlisting.
6. PIDC will have no liability in case of non-receipt of any correspondence from them to the applicant due to the postal delays.
7. Mere submission of this EOIs or Pre-qualification or issue of RFP does not guarantee that the applicant will be selected for the project.

**INVITATION  
PRE-QUALIFICATION OF CONSULTANTS  
for**

**Detailed Feasibility Study, Master Planning, Detailed Engineering Designing, Grid Station & Transmission  
lines, Tendering Process and Resident / Top Construction Supervision  
for  
SEZ Industrial Zone**

Pakistan Industrial Development Corporation invites Expressions of Interest for Pre-qualification of Consultants in connection with the development an industrial zone situated in the area of Pakistan Steel Mills Karachi, from reputed National and International Consultants / consortia, having adequate experience in carrying out projects of similar nature.

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5. Signed resumes of experts and key personnel permanently employed with the firm.
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## **1. Introduction of PIDC**

Pakistan Industrial Development Corporation (PIDC) is a government-owned company under the administrative control of Federal Ministry of Industries & Production, with the objective to set up capital intensive industries in such sectors where the private investor was reluctant and where long gestation period was involved. PIDC established 94 such industrial units throughout the country on Build Operate and Transfer (BOT) model, which played key role in country's industrial development.

The operational strategy was to set up projects on a continuous basis and transfer them to the private sector after successful operation, thus promoting the development of the private sector. The primary aim of establishment of PIDC was to set up industries in such fields where the private sector was shy and where large amount of capital outlay with long gestation period was required. Secondly, the object was to set up industries in such areas, which were backward with a view to creating employment opportunities and removal of regional disparities. The role of PIDC was redefined during 2004-05 with a view to facilitate the pace of industrialization in the country and in line with Government of Pakistan's initiative for strategic development & competitiveness and to develop non-traditional sectors to contribute effectively towards accelerated growth in exports from Pakistan.

PIDC has been playing a significant role by carry forwarding the objective of MoI&P towards economic contribution and interventions in various industrial sector/ zones directly by setting up common facility centers, skill development center, technology upgradation centers, etc., through subsidiary companies.

The primary task of the corporation was to set up industries in such fields where the private sector was shy and where large amount of capital outlay with long gestation period was required. Secondly the object was to set up industries in such areas which were backward with a view to creating employment opportunities and removing regional disparities.

## **2. Introduction of the Project**

PIDC primarily intends to develop an international standard Special Economic Zone on approximately 1500 acres land located at Bin Qasim Town, Karachi. However, in addition, PIDC is looking for Master Planning of an industrial township on approximately 7500 acres Steel Mills land.

Consultancy services are solicited from suitable National and International firms/consortium (Consultant) for undertaking the detailed feasibility, design and supervision of the project. Suitable Consultant will at least have demonstrable experience of similar undertakings with satisfactory delivery. They should have adequately qualified and well-trained human resource required for this multi-mix project, as the project involves complex set of expertise including engineering/ marketing/ financial/ managerial etc.

## **3. Objective of the project**

The concept of this project is to focus on the production, processing and export of the new products and to augment the existing industrial growth with major potential. Construction of industrial zones outside the city premises, is basically to ensure a healthy lifestyle for urban dwellers, is one of the prime objectives to develop Karachi Industrial Park (KIP) at Karachi – the Industrial Hub.

#### **4. Scope of Work**

The scope of work is divided in different stages. As per client request, the consultant(s) shall deliver the standard workings and write-ups covering but not limited to the following:

##### **A. Need Assessment / Demand Analysis and Feasibility Study**

- i. Carry out ‘Needs & Options’ Analysis for the Project, including analyzing sectoral demand, socio-economic and commercial demand for the Project; and ways/ means to address the demand;
- ii. Assess the impact of this project on existing and in-the-pipeline similar projects, and also on the competing port i.e., Gwadar and its free zone etc.
- iii. Assess the suitability for the zone to be positioned as SEZ, EPZ, or a hybrid model.

##### **B. Master Planning**

- i. Master Planning of approximately 1500 acres land of Karachi industrial Park (KIP) including project cost, zoning and clustering.
- ii. Master planning of an industrial township on approximately 7500 acres Steel Mills land including various types of special industrial zones and allied facilities / infrastructure.

##### **C. Detailed Designing, Cost Estimates, Business Plan, Surveys & Studies of 1500 Acres (approx.)**

- i. Conduct detailed site survey including Topography and Soil Investigation, engineering design, BoQs and costing for:
  - a. Civil infrastructure including common facilities such as warehousing, display center etc., while keeping in view the regional and international best practices, success models, and also the needs of local and foreign investors who are expected to setup industries in the park.
  - b. Electricity Grid including transmission lines, and also the Gas distribution network, based on long-term energy requirements of the park.
  - c. Designing and Preparation of Drawings of Water Supply System, Sewerage System, Underground and Overhead Water Reservoir, Roads, Storm Water Drainage system, Street Lighting and Power Distribution Network, telecommunication, Fiber optic Cable, sub-station, fire station, Main Gate including other necessary allied works.
- ii. Estimate life-cycle costs of the Project with and without PPP implementation model. Life-cycle costs include capital (development & non-development); operating (complete operations & maintenance costs, financing and other costs); major maintenance/ over-hauling costs; Government levies, duties, taxes etc.
- iii. Prepare a bankable plot leasing/ renting model for the investors with minimum upfront payment while maintaining the NPV of proposed plot prices.
- iv. Prepare marketing strategy/ plan for the project.



- v. Provide a business plan for the operations & management of the project in a self-sustainable manner along with a suitable management structure for the park.
- vi. Propose various possible modes of project financing and execution including PPP.
- vii. Conduct Environmental Impact Assessment of the project as per requirements of the Sindh EPA and obtaining “No Objection Certificate”.
- viii. Prepare project PC-I in accordance with the requirements of the Planning Commission of Pakistan.
- ix. Prepare Project tender/ bidding documents and drawings for procurement of contracting services along with bid evaluations and recommendations for award of works.

#### **D. Allied Studies**

- i. Study the causes of slow colonization of existing industrial estates in the country and propose suitable interventions and corrective measures.
- ii. Undertake comparative study of regulatory and incentive regimes of competing regional Economic Zones and propose suitable amendments for our SEZs, EPZs & STZs.

#### **E. RESIDENT / TOP SUPERVISION**

As per client request, Consultant(s) may provide Resident / Top Construction Supervision Services (Envisaged to be in Phases of 500 Acres). All services as per engineering practices but not limited to main headings are as follows:

- Site Handover and Preparation of working drawings
- Review of Contractor(s)' Implementation Schedule
- Resident / Top Supervision of Construction Works
- Issue of Instructions to the Contractor(s)
- Advice to PIDC on Progress of Works
- Inspection and Testing of Works
- Verification and Certification of Payments

#### **Project Financial Forecasts:**

Consultant(s) may also prepare the standard project financials covering at 15 years period including the following:

- Projected project Revenues (along with schedules of calculation)
- Projected expenses
- Net Profit/ (Loss)
- IRR
- Projected Cash flow statements

**RISK & SENSITIVITY ANALYSIS:**

Consultant(s) must highlight the major risk factors which may possibly adversely affect the implementation, operation and financial sustainability of the project. Also suggest ways and means to mitigate the risks.

**TIME PERIOD**

Time period of consultancy services for scope of work requested by client will be:

- a. For detailed feasibility (i.e., section A); is 2 months.
- b. For Master Planning, Surveys, Investigation, Studies, Detailed Designing, Preparation of Bidding documents including evaluation and recommendation during procurement of contractor services (i.e., section B to D); is 7 months.
- c. For Resident / Top construction supervision; is 4 years in phases including defect liability period.

## **5. Instructions for Consultants**

*This Section specifies the procedures to be followed by Applicants in the preparation and submission of their Applications for Prequalification (AFP). Information is also provided on opening and evaluation of AFPs.*

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### **Governing Rules**

5.1. The Employer will follow Public Procurement Regulatory Authority i.e., PPRA Rules, 2004 as amended from time to time.

### **Eligible Entities**

5.2. Prequalification is open to all entities (i.e., national and international) duly incorporated under the laws of Pakistan.

### **Eligible Applicant(s)**

5.3. An Applicant(s) may be a private entity, foreign entity, government-owned entity, or any combination of them with a formal MOU to enter into an agreement or under an existing agreement in the form of a Joint Venture (JV).

5.4. Government-owned enterprises in the Employer's country shall be eligible only if they can establish that

- (i) they are legally and financially autonomous,
- (ii) they operate under commercial law, and that they
- (iii) they are not in any way dependent agencies of the Employer/procuring agency.

5.5. Foreign Applicant shall submit a proof of their affiliation / registration from their respective country's legal and professional body (Engineering Services Accreditation Body). Foreign firms' registration with PEC will not be mandatory at the time of Prequalification however, before the time of signing of contract they have to fulfil the requirement of registration with PEC in compliance with PEC Bye-Laws (Construction and Operation of Engineering Works Bye-laws, 1987).

### **Language of Application**

5.6. The Application, as well as all correspondence and documents relating to the prequalification exchanged by the Applicant(s) and the Employer, shall be written in the English language. Supporting documents and printed literature that are part of the Application may be in another language, provided they are accompanied by an accurate translation of the relevant passages into the English language, in which case, for purposes of interpretation of the Application, the translation shall govern. Information in any other language shall be accompanied by its certified translation in English. Non-compliance of the above requirement could result in disqualification of relevant Applicants.

### **Complete Information**

5.7. Applicants must respond to all questions and provide complete information as advised in this document. Failure or omission to provide the aforementioned essential information may result in disqualification of the applicant.

### **One Bidder One Application**

- 5.8. As per client request in, Prequalified Bidders may participate only in one bid for the scope of work requested at that time. If a Prequalified Bidder submits more than one bid for the work, all bids that include that bidder shall be rejected. This rule does not apply in respect of bids that include sub-contractors who are used by more than one bidder.

### **Subcontracting**

- 5.9. Subcontracting is allowed subject to prior permission of the Client. However, it should not exceed by 25% in any case.

### **Subcontractor Experience**

- 5.10. Sub-contractor's experience and resources will not be added / taken into account in determining the Applicant's compliance with the qualifying criteria.

### **Affidavit**

- 5.11. The Applicant / Partner of the JV/Consortium shall attach original affidavit on non-judicial stamp paper (with a value of Rs. 100 atleast) and declaring on oath that the Applicant:

- 5.11.1. is not in bankruptcy or liquidation proceedings;
- 5.11.2. has *never* been declared ineligible/blacklisted by Government / Semi-Government / Agency or Authority or any employer till date due to the any reasons
- 5.11.3. is not making any misrepresentations or concealing any material fact and detail;
- 5.11.4. has not been convicted of, fraud, corruption, collusion or money laundering;
- 5.11.5. is not aware of any conflict of interest or potential conflict of interest arising from prior or existing contracts or relationships which could materially affect its capability to comply with its obligations; and
- 5.11.6. does not fall within any of the circumstances for ineligibility or disqualifications

### **Clarification of Information in EOI Application**

- 5.12. To assist in the evaluation of Applications, the Employer may, at any stage during the course of the prequalification process, ask any Applicant for clarification in respect of any matter associated with the documentation submitted by the Applicant in its Application. If an Applicant does not provide clarifications of the information requested by the date and time set in the Employer's request for clarification, its Application shall be evaluated based on the information and documents available at the time of evaluation of the Application.

### **Clarification of The Prequalification Document**

- 5.13. A prospective Applicant requiring any clarification of the Prequalification Document shall contact the Employer in writing at the Employer's address or by email indicated in the ADS. The Employer will respond in writing or by email or in pre-bid meeting to any request for clarification provided that such request is received no later than 07 days prior to the deadline for submission of Applications. The Employer shall forward copies of its response to all Applicants who have acquired the Prequalification

Document directly from the Employer including a description of the inquiry but without identifying its source. The Employer will also post copies of its response in its website.

#### **Update of Information in EOI Application**

- 5.14. Applicants may be required to update the information submitted for prequalification at the time of submission of their bids to confirm continued compliance with the Prequalification Criteria. Applicants shall provide such evidence of their continued eligibility satisfactory to the Employer, as and when required by the employer. A bid shall be rejected if the Applicant's qualification thresholds are no longer met at the time of bidding.

#### **Misrepresentation of information**

- 5.15. The applicant must declare and undertake that all the information, warranties, statements and representations provided within this application are true and correct; and applicant also understand that in case any of the aforesaid are found to be false/incorrect then applicant is liable to be disqualified, without prejudice to its other rights and actions the Employer may exercise under the applicable laws.

#### **Instructions for Joint Venture Applicants**

- 5.16. In case of JV/consortium, the applicant must nominate a Lead Partner (as Representative of JV) to act as Lead Partner who shall have the authority to conduct all businesses for and on behalf of any and / or all the partners/ Applicant during the prequalification process and, in the event of prequalification, during the procurement process, and in the event the Contract is awarded to the Applicant then during the term of contract.
- 5.17. The prequalification of a JV / consortium does not necessarily prequalify any of its partners individually or as a partner in another JV or association. In case of dissolution of a JV/consortium, the Individual firms forming JV / consortium shall be deemed to be disqualified.
- 5.18. The joint venture must collectively satisfy the evaluation criteria, for which purpose the relevant figures for each of the partners shall be added together to arrive at the JV's total capacity.
- 5.19. Bid shall be signed by all members in the JV so as to legally bind all partners, jointly and severally, and any bid shall be submitted with a copy of the JV agreement providing the joint and several liability with respect to the contract.

#### **Conflict of Interest**

- 5.20. During the prequalification process and at the time of bidding, Applicants / Bidders shall not have a conflict of interest. All Applicants / Bidders found to have a conflict of interest shall be disqualified. Applicants / Bidders may be considered to be in a conflict of interest with one or more parties in the bidding process if any of, including but not limited to, the following apply:
- (a) they have controlling shareholders in common; or
  - (b) they receive or have received any direct or indirect subsidy from any of them; or
  - (c) they have the same legal representative for purposes of this prequalification / bid; or

- (d) they have a relationship with each other, directly or through common third parties, that puts them in a position to have access to material information about or improperly influence the bid of another Applicant / Bidder, or influence the decisions of the Employer regarding this prequalification / bidding process; or
- (e) an Applicant / Bidder participates in more than one bid in in this prequalification / bidding process, either individually or as a partner in a joint venture, except for alternative offers permitted under Instruction to Bidders of the bidding document. This will result in the disqualification of all Bids in which it is involved. However, subject to any finding of a conflict of interest in terms of 4.4 (a) to (d) above, this does not limit the participation of a specialist subcontractor in another bid or of a firm as a specialist subcontractor in more than one bid; or
- (f) an Applicant / Bidder or any affiliated entity, participated as a consultant in the preparation of the design or technical specifications of the works, plant and services that are the subject of the bid; or
- (g) an Applicant / Bidder was affiliated with a firm or entity that has been hired (or is proposed to be hired) by the Employer as an engineer or consultant for the subject contract.

#### **Amendment in Prequalification Document**

- 5.21. At any time prior to the deadline for submission of Applications, the Employer may amend the Prequalification Document by issuing addenda. Any addendum issued shall be part of the Prequalification Document and shall be communicated in accordance with PPRA Rules, 2004 (amended).

#### **Instructions for Preparations of EOI Application**

- 5.22. The Applicant shall prepare an Application using the forms furnished / annexed to prequalification document. The application should be prepared in accordance with standard 'Application form' and all forms must be completed without any alteration to the text, and no substitutes shall be accepted. All blank spaces shall be filled in with the information requested.
- 5.23. The Application shall comprise the following:
- a. An application, in accordance with standard attached template
  - b. Power to Attorney as confirmation of authorizing the signatory of the Application to commit the Applicant;
  - c. documentary evidence establishing the Applicant's eligibility to prequalify, in accordance with requalification document;
  - d. documentary evidence establishing the Applicant's qualifications, in accordance with evaluation criteria;
  - e. any other document required as specified in this document.
- 5.24. The Applicant shall prepare one original of the documents comprising the Application as described in prequalification document and clearly mark it "ORIGINAL". The Applicant shall submit 01 copy of the signed original Application, and clearly mark it "COPY". In the event of any discrepancy between the original and the copy, the original shall prevail.

- 5.25. The Applicant shall enclose the original and the copy of the Application in a sealed envelope which shall:
- a. bear the name and address of the Applicant;
  - b. be addressed to the Employer and
  - c. bear the specific identification i.e., Procurement Number of this prequalification process
  - d. If the envelope is not sealed and marked as required, the Employer will assume no responsibility for the misplacement of the Application.
- 5.26. The requirements regarding the legal instruments evidencing the authorization to represent and sign on behalf of the Applicant. The name and position held by each person signing the authorization must be typed or printed below the signature. Failure to provide an acceptable authorization with the prescribed period may cause the rejection of the Application.

### **Opening of EOI Applications**

- 5.27. Applications or any document relating to the Application submitted after the deadline for submission of Applications, shall be rejected by the Employer.
- 5.28. Opening of Applications will be done in the presence of the Applicants who wish to be present at the time of opening of Applications.
- 5.29. The Employer may reject any Application which is not responsive to the requirements of the Prequalification Document.
- 5.30. The Employer reserves the right to annul the prequalification process and reject all Applications at any time as per PPRA 2004 without thereby incurring any liability to Applicants.
- 5.31. Procuring agency shall be under no obligation to return any EOI or supporting materials submitted by the Applicants.
- 5.32. Consultant(s) will remain pre-qualified for one (01) year (extendable) from the date of issuing a prequalification intimation by client and will be requested later to submit their proposals through RFP document against the part of the works requested in RFP documents as per '4-Scope of Work'.
- 5.33. No application will be considered responsive if it:
- 5.33.1. is received after the date and time fixed for its receipt.
  - 5.33.2. is unsigned
  - 5.33.3. is conditional
  - 5.33.4. is given by the firm black listed, suspended or removed from the approved list of the any department/organization of Government
  - 5.33.5. does not confirm to the general conditions of this document

## 6. Evaluation Criteria

EOI evaluation shall be based on the following criteria given in succeeding paras in line with PPRA Rules, 2004 (amended) and level of compliance demonstrated by the Applicant's responses in the forms given in this document.

- Prequalification / EOI Application Responsiveness
- Mandatory Requirements (to establish eligibility)
- Prequalification Criteria (Based on Rule 16 of PPRA Rules, 2004)

Prequalification/ EOI Application Responsiveness: Responsiveness of EOI application will be established based on compliance of all instruction delineated in this document.

Mandatory Requirements: After establishment / confirmation of responsiveness of the applicant / application shall be evaluated based on mandatory requirements.

<b>Mandatory Requirements</b>	<b>Lead Firm</b>	<b>If Associate Firm(s)</b>
* Legal Status of Firm (Registered with either of the following) * <ul style="list-style-type: none"> <li>• SECP</li> <li>• Registrar of Firms</li> <li>• Recognized by Law or Statutory body</li> <li>• Relevant registration forum (In case of international firms)</li> </ul>	Must Meet	Must Meet
* Valid Registration with Pakistan Engineering Council (PEC) with Project Profile Code Nos.1201, 1203, 1204, 1206, 1215(ii), 1207, 1208, 1210 and Valid Registration with PCATP	The firm not in JV/consortium must meet the requirement. In case of JV/Consortium, all partners collectively as one unit, must meet all requirements	
* Tax Registration with Federal and relevant provincial authority	Must Meet	Must Meet
Audited Financial Statements of the firm duly audited by the Chartered Accountant Firm for the last 3 years.	Must Meet	Must Meet
Completion/ Performance Certificate for Consultancy Services of: <ol style="list-style-type: none"> <li>Feasibility, Master planning, detailed designing and construction supervision for minimum 500 Acres land for construction of industrial park/city/zone for atleast 2 projects</li> <li>132kV Grid station and transmission lines with NTDC or any other Distribution company for atleast 2 projects.</li> </ol>	The firm not in JV/consortium must meet all requirement. In case of JV/Consortium, lead firm must meet 50% weightage. Whereas, all other partners collectively as one unit, must meet 50% weightage	
Minimum years in Business	15 years	10 years
Power of Attorney for Representative	Must Meet	Must Meet
Affidavit should be submitted to the effect that firm / company has never been black listed	Must Meet	Must Meet
Affidavit should be submitted to the effect that the firm / company (if) involved in litigation with any department with no adverse decision against the firm/ company	Must Meet	Must Meet

*\* Note: In case of foreign firm- if not already registered with any of above criteria. the Firm will need to submit letter of consent in the name of PIDC, showing their interest of work alongwith lead firm and firm will get registered with relevant body if awarded a work by PIDC.*



**Prequalification Criteria** for evaluation of application those are responsive and fulfill mandatory requirements, weightages are as follows for each category:

Sr. No.	Description	Marks
W1	Relevant and past experience and Profile	40
W2	Managerial Capability	10
W3	Personnel Capability	30
W4	Financial Position	20
<b>Total</b>		<b>100</b>

*Note: Prequalification status shall be decided on the basis of Pass/Fail. It's desirable that applicant secure at least 50% marks in each category and it's mandatory that applicant secure 70% marks on aggregate.*

#### **Marking / Scoring Methodology**

$$\text{Score} = W1[40\%] + W2[10\%] + W3[30\%] + W4[20\%]$$

#### **W1- Firm Experience (Weightage 40%)**

Firms experience will be evaluated based on following three (03) categories:

- General Experience
- Relevant Experience
- Firm Profile

**W1(A)-Past Experience:** General experience by submitting the detail of 04 number of works/ assignments performed in the past 15 years as per **Annex – A**

1(A)	General Experience	Marks
	<b>04 Number of Consultancy Assignments for evaluation of Past General Experience (04 works/ assignments) *</b>	<b>20</b>
	Marks would be allocated based on Cost of the work / assignment for which Consultancy Services provided by the firm(s) in the general works/ assignments (in PKR)  Minimum cost of work/ assignment for Eligibility of consultancy services for evaluation purposes is Rs. 15 million Rupees	<b>Maximum 5 Marks for each work / assignment</b>
i	<u>03 Marks</u> Assignment with Cost of Services equal to or greater than Rs. 15 million	<b>3</b>
ii	<u>04 Marks</u> Assignment with Cost of Services equal to or greater than Rs. 30 million	<b>4</b>
iii	<u>05 Marks</u> Assignment with Cost of Services equal to or greater than Rs. 50 million	<b>5</b>

\* 04 general assignments performed in the past to be provided. Assignment provided must be supported with the completion certificate issued and it's desirable if attested by the procuring/ executing agency of that particular project.

**Note:** If past experience of a firm is in JV, then as per Role in JV with allocated percentage shall be the basis for calculating Value of Consultancy Services for this EOI i.e., **Total Value of Consultancy Services X Allocated percentage in JV = Value of Consultancy Services for evaluation under this EOI.** JV/ Consortium agreement & Completion certificate in support of such services shall be submitted. **Assignments provided beyond the limit of 04 will be given no weightage.**

**W1(B)- Relevant Experience:** Relevant experience by submitting the detail of most relevant projects completed or in-hand (provided that project is not on hold), on minimum 500 acres land in the past 15 years as per **Annex - B.**

<b>1(B)</b>	<b>Relevant Experience</b>	<b>Marks</b>
	<b>Similar (relevant) nature of projects completed or in-hand **</b>	<b>60</b>
i	Successful completion of atleast 2 projects of Feasibility, Master planning, detailed designing and construction supervision for minimum 500 acres land for construction of industrial park/ city/ zone	<b>20</b>
ii	Successful completion of atleast 1 international project of Feasibility, Master planning, detailed designing and construction supervision for minimum 500 acres land for construction of industrial park/ city /zone	<b>10</b>
iii	Successfully performing atleast 1 project (in-hand) of Feasibility, Master planning, detailed designing and construction supervision for minimum 500 acres land for construction of industrial park/city/zone	<b>10</b>
iii	Successful completion of atleast 2 projects of 132kV Grid station (or above) and Transmission lines with NTDC or any other Distribution company	<b>10</b>
iv	Successfully performing atleast 1 project (in-hand) of 132kV Grid station (or above) and transmission lines with NTDC or any other Distribution company	<b>10</b>

\*\* Projects provided must be supported with the completion / performance certificate issued and it's desirable if attested by the procuring/ executing agency of that particular project.

Relevant / Similar project means works performed as stated in 4-Scope of Works hereinabove for construction of an industrial city/park/zone or mega residential scheme on minimum 500 acres land.

**W1(C)- Firm Profile**

Detailed description of the Firm Profile by providing its organizational structure (organogram), vision and mission statement, list and pictures of projects completed or in hand, list of professional staff working within the firm, and list of testing equipment/ machinery.

<b>1(C)</b>	<b>Firm Profile</b>	<b>Marks</b>
i	Approved Organizational Structure	<b>10</b>
ii	List and Documentary proof of projects in hand or completed	<b>10</b>

**W2 -Managerial Capability (Weightage 10%)**

2	Description	Marks
i	Narrative description of Quality policy of the of the firm duly approved by BOD/ Management	50
ii	Valid ISO Certification, ISO relevant code should be specified.	25
iii	List of Testing Equipment / Machinery to assist in subject Consultancy (approved by BOD/ Management)	25

**W3- Personnel Capacity (Weightage 30%)**

Personnel Capabilities List of key personnel having expertise in relevant fields as per Annex - C.

3	Personnel Capacity***	Marks
i	Personnel Capabilities	100

**W4 - Financial Capabilities (Weightage 20%)**

Financial capabilities of the firms will be evaluated based on following criteria: (The information must be supported by documentary evidence) to be provided as per Annex- E.

4	Financial Capacity ****	Marks
i	Average Annual Turnover for last 3 Years in PKR Million 0.1 Marks per million	Max. 50
ii	Average Current Ratio for last 3 Years in PKR Million (Current Assets / Current Liabilities)  <b>0 Marks</b> Avg. Current Ratio - less than 0.5 <b>20 Marks</b> Avg. Current Ratio - 0.5 but less than 1 <b>40 Marks</b> Avg. Current Ratio - 1 but less than 2 <b>50 Marks</b> Avg. Current Ratio – 2 or more	Max. 50

\*\*\*\* Financial capacity should be supported by Authenticated Audit Financial Statement.

Annual turnover shall be calculated from the Average annual turnover of last 03 years as per Annex – E.

***Notes:***

1. In case of JV/ Consortium/ Partners, if any requirement is not stated in an advertisement and/or mandatory requirement but requested in evaluation criteria; In such case, all firms collectively as one unit have to fulfil the same evaluation criteria.
2. Local Partner in any JV must be the lead partner (to promote local industry).

# Letter of Application

*[Letterhead paper of the Applicant, or partner responsible for a joint venture, including full postal address, telephone no. and e-mail address]*

Date: .....

To: .....

.....  
*[ name and address of the Employer]*

Sirs,

1. Being duly authorized to represent and act on behalf of ..... (hereinafter “the Applicant”), and having reviewed and fully understood all the prequalification information provided, the undersigned hereby apply to be prequalified as a bidder for the following contract(s) under the .....*[ name of the Project to be listed by the User/Employer]* project:

Contract No.	Description of Contract
1.	
2.	
3.	
4.	
5.	

*{Note: The Applicant is to delete, any contract for which he does not wish to prequalify, and sign and date the deletion. If the prequalification refers to only one contract, delete this note and spaces for additional contract references}.*

Sr. No.	Name of Member / Partner	Lead Member / Associate Member	Short description of Role of Member
1			
2			
'n			

2. Attached to this letter are copies of original documents defining:
- (a) the Applicant's legal status;
  - (b) the principal place of business; and
  - (c) the place of incorporation (for applicants who are corporations); or the place of registration and the nationality of the owners (for applicants who are partnerships or individually-owned firms). All other supporting documents required in this PQD or other documents those are necessary for prequalification purposes.
3. Your Agency and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this application, and to seek clarification from our bankers and clients regarding any financial and technical aspects. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by yourselves or the authorized representative to verify statements and information provided in this application, or with regard to the resources, experience, and competence of the Applicant.
4. Your Agency and its authorized representatives may contact the following persons for further information, if needed.

<b>General and Managerial Inquiries</b>	
Contact 1	Telephone 1
Contact 2	Telephone 2

<b>Personnel Inquiries</b>	
Contact 1	Telephone 1
Contact 2	Telephone 2

<b>Technical Inquiries</b>	
Contact 1	Telephone 1
Contact 2	Telephone 2

<b>Financial Inquiries</b>	
Contact 1	Telephone 1
Contact 2	Telephone 2

<sup>1</sup>  
*For applications by joint ventures, all the information requested in the prequalification documents is to be provided for the joint venture, if it already exists, and for each party to the joint venture separately. The lead partner should be clearly identified. Each partner in the joint venture shall sign the letter.*

<sup>2</sup>  
*Application by joint ventures should provide information on a separate sheet information for each party to the application.*

5. This application is made with the full understanding that:
- (a) bids by prequalified applicants will be subject to verification of all information submitted for prequalification at the time of bidding;
  - (b) your Agency reserves the right to:
    - (i) amend the scope and value of any contract under this project; in such event bids will only be called from prequalified bidders who meet the revised requirements; and
    - (ii) reject or accept any application, cancel the prequalification process, and reject applications; and
  - (c) your Agency shall not be liable for any such actions and shall be under no obligation to inform the Applicant of the grounds for actions at 5(b) hereabove.
  - (d) your Agency shall not be liable for consequence of, and shall be under no obligation to inform the applicant of the grounds for, actions taken under para 5(b) hereabove.

**Applicants who are not joint ventures should delete para 6&7 and initial the deletions.**

6. Appended to this application, we give details of the participation of each party, including capital contribution and profit/loss agreements, to the joint venture or association. We also specify the financial commitment in terms of the percentage of the value of the (each) contract, and the responsibilities for execution of the (each) contract.
7. We confirm that in the event that we bid, that bid as well as any resulting contract will be.
- (a) signed so as to legally bind all partners, jointly and severally; and
  - (b) submitted with a Joint Venture agreement providing the joint and several liability of all partners in the event the contract is awarded to us.
8. The undersigned declare that the statements made and the information provided in the duly completed application are complete, true, and correct in every detail.

Signed	Signed
Name	Name
For and on behalf of (Name & Signature of Applicant or lead partner of a joint venture)	For and on behalf of (Name & Signature of other partners of the joint venture)

**Template for Affidavit**  
**(on Stamp paper not less than Rs. 100)**

The Applicant/Partner of the JV shall attach original affidavit on non-judicial stamp paper (with a value of Rs. 100) and declaring on oath that the Applicant:

- a. is not in bankruptcy or liquidation proceedings;
- b. has *never* been declared ineligible/blacklisted by Government / Semi- Government / Agency or Authority or any employer till date due to the any reasons
- c. is not making any misrepresentations or concealing any material fact and detail;
- d. has not been convicted of, fraud, corruption, collusion or money laundering;
- e. is not aware of any conflict of interest or potential conflict of interest arising from prior or existing contracts or relationships which could materially affect its capability to comply with its obligations; and
- f. does not fall within any of the circumstances for ineligibility or disqualifications


**TEMPLATE FOR UNDERTAKING FOR AUTHORIZATION OF LEAD  
JV PARTNER / REPRESENTATIVE**

**(on Stamp paper not less than Rs. 100)**

We, [JV Partner Names] (the "Applicant"), do hereby undertake as under:

1. That with respect to the Project the Applicant shall be jointly and severally liable, and
2. That we nominate [Lead Partner] as our Representative to act as Lead Partner who shall have the authority to conduct all businesses for and on behalf of any and/or all the partners/Applicant during the prequalification process and, in the event that we are prequalified, during the procurement process, and in the event the Contract is awarded to the Applicant then during the term of contract.

For & on Behalf of the [JV Support Partners]

For & on Behalf of the [JV Lead Partner]

Name:

Name:

Designation:

Designation:

Date:

Date:

Witness # 1:

Witness # 2:

Signature:

Signature:

Signed By:

Signed By:

Designation

Designation:

:Date:

Date:



# **TEMPLATE FOR AFFIDAVIT OF CORRECTNESS OF INFORMATION**

**(on Stamp paper not less than Rs. 100)**

We do hereby declare and undertake that all the information, warranties, statements and representations provided within this application are true and correct; and we also understand that in case any of the aforesaid are found to be false and malafied then we are liable to be disqualified, without prejudice to any other rights and actions the Employer may exercise under the applicable laws.

For & on Behalf of the Applicant [or Lead JV Partner]

Name:

Designation:

Date:



**Annex-A Firm Experience (General)**

General											
S. No	Name of Project	Location (Country / Province/ Division)	Client	Project Description	Implementation of Project		Total Cost of project	Period of services provided by the Consultant		Cost of Consultancy Services Provided by the Firm	Actual Scope of Services Provided by the Consultant
					Start date	Completion date		Start date	Completion date		
1											
2											
3											
4											
5											

**Note:** Above table (template) is just for reference / guidance.

1. Provide list of minimum four (04) number of work/ assignments performed in the past.
2. Work/ Assignment provided must be supported with the completion certificate issued and it's desirable if attested by the procuring agency/executing agency of that particular project.
3. Projects performed in the past will be considered.

**Annex-B Firm Experience (Relevant)**

Relevant											
S. No	Name of Project	Location (Country / Province / Division)	Client	Project Description	Implementation of project		Total Cost of project	Period of services provided by the Consultant		Cost of Consultancy Services Provided by the Firm	Actual Scope of Services Provided by the Consultant
					Start date	Completion date		Start date	Completion date		
1											
2											
3											
4											
5											

**Note:** Above table (template) is just for reference /guidance.

1. Projects must be relevant to section 4-Scope of Works hereinabove for construction of an industrial city/park/zone or mega residential scheme on minimum 500 acres land.
2. Projects provided must be supported with the completion certificate issued and it's desirable if attested by the procuring agency/executing agency of that particular project.
3. Projects provided must be supported with the performance certificate for in-hand project, provided that a project is not on hold and it's desirable if performance certificate is attested by the procuring/ executing agency of that particular project.

Information for Evaluation of Personnel Capabilities

**Annex-C List of Key Personnel**

S. No.	Name	Qualification	Total Experience in years	Experience with in the Firm in years	Marks
1	Economic and Financial Analyst having extensive experience of project financial model, analysis, feasibility analysis etc.	Minimum MBA in Finance/ MCOM / MA Economics	Minimum 15 years	Min. 5 years	10
2	Electrical Design Engineer having minimum experience of work of development projects similar to KIP. Must have valid PEC registration and relevant qualifications	Minimum B.E. / B.Sc. Electrical Engineering	Minimum 15 years	Min. 5 years	10
3	Law Expert minimum qualification of LLB having experience in areas of corporate, tax, land revenue etc. matters	Minimum LLB	Minimum 15 years	Min. 5 years	05
4	Civil Engineers having experience in the areas of design and supervision of infrastructure development works Road Pavement Design Engineer, WATSON Design engineer, Structure Design Engineer, Material Engineer Resident Engineer All engineers should have valid PEC registration and relevant qualifications	Minimum B.E. / B.Sc. Civil Engineering	Minimum 12 years for each	Min. 3 years for each	<b>05 Positions</b>  10 Marks for Each Engineer  (Total 50 marks i.e. 10*5 = 50)
5	Town Planner with experience in Industrial Estates / Cities, Housing Schemes etc.  Architect (should be registered with PCATP and must have valid PCATP registration)  Surveyor  Quantity Surveyor  HSE Officer	Minimum B.Sc. in Regional and Town Planning  Bachelor in Architecture  Min. DAE Civil  Min. DAE Civil  BS / BE	Minimum 12 years for each	Min. 3 years for each	5  5  5  5  5

**Note:**

Proof of each employee having the required education, experience and presently working with the consultant must be provided.

**Annex-D (CVs of Key Personnel)**

**CURRICULUM VITAE (CV)**

1. **Name of Personnel:** \_\_\_\_\_
2. **Current Position in the Firm:** \_\_\_\_\_
3. **Date of Birth:** \_\_\_\_\_
4. **Nationality** \_\_\_\_\_
5. **CNIC No (if Pakistani):** \_\_\_\_\_ **or Passport No:** \_\_\_\_\_
6. **Education:**

Degree	Major/Minor	Institution	Date (MM/YYYY)

7. **Membership of Professional Associations:** \_\_\_\_\_
8. **Other Training** [*Indicate significant training since degrees under 6 - Education were obtained*]:
9. **Employment Record** [*Starting with present position, list in reverse order every employment held by staff member since graduation, giving for each employment (see format here below)*]:

Employer	Position	From (MM/YYYY)	To (MM/YYYY)

**10. Detail of Work Undertaken**

Name of assignment or project: \_\_\_\_\_

Cost of Project: \_\_\_\_\_ Location: \_\_\_\_\_

Date of Start: \_\_\_\_\_ Date of Completion: \_\_\_\_\_

Client: \_\_\_\_\_ Main project features: \_\_\_\_\_

Positions held: \_\_\_\_\_ Activities performed: \_\_\_\_\_

Actual time spent on the project: \_\_\_\_\_ in months.

**11. Certification:**

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience. I understand that any willful misstatement described herein may lead to my disqualification or dismissal, if engaged.

\_\_\_\_\_  
*[Signature of the proposed staff]* Date: \_\_\_\_\_  
*Day/Month/Year*

\_\_\_\_\_  
*[Counter Signature of authorized signatory]* Date: \_\_\_\_\_  
*Day/Month/Year*

Annex-E Information for Evaluation of Financial Capabilities

Name of Applicant
-------------------

<b>Year</b>	<b>Annual Turnover (PKR)</b>	<b>Current Ratio = (Current Assets / Current Liabilities)</b>	<b>Reference/ Supporting Document</b>
FY 2017-18			
FY 2018-19			
FY 2019-20			
FY 2020-21			

1. Data provided under the head of financial capabilities must be supported by the Authenticated Audited Annual Financial Statements.
2. Minimum last three years audited financial statements should be submitted by all JV partners

**Annex-F (Applicant's Firm Detail)**

<b>Legal Name of Firm</b>	<b>Address</b>	<b>Contact No.</b>	<b>Authorized Personnel Name</b>	<b>Authorized Personnel Contact No.</b>
Lead Firm				
Joint Venture Firm(s)				
Associate Firm(s)				

**Note:** Above table (template) is just for reference/ guidance.