



**PRE-QUALIFICATION OF FIRMS
FOR PURCHASE OF SOLAR POWER UPTO
3MW FOR SUNDAR INDUSTRIAL
ESTATE ON BUILT-OWN-OPERATE-
TRANSFER (BOOT) MODE**

**PROJECT OUTLINE
AND
PREQUALIFICATION CRITERIA
IFP No.PIE/P&C/SP-3MW/BOM SIE/26/02**



Head Office:

Commercial Area (North), Sundar Industrial Estate,
Sundar-Raiwind Road, Lahore.

Tel :- 042-35297203-6 Fax :- 042-35297207

Email: info @pie.com.pk

City Office:

Plot No. 169/S, 3rd & 4th Floors, OWSC Building,
Quaid-e-Azam Industrial Estate, Lahore

Tel :- 042-99332519-20 Fax :- 042-99332521

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1. INTRODUCTION

1.1 PROJECT INTRODUCTION

Solarization of Public Sector Buildings through competitive bidding process is initiative of Government under Clean Green Environment for the promotion and development of indigenous renewable energy resources in the country.

Punjab Industrial Estate Development & Management Company (PIEDMC) intends to Pre-qualify firms for purchase of upto 3MW power generated through Solar PV Systems, to be installed at its land/premises/building(s) inside Sundar Industrial Estate on 'Take and Pay' basis under BOOT mode.

1.2 PROPOSED SITE LOCATION

- Open Channel Drain
- Open Space designated for Bus Stand Opp. to Sewer Disposal Station
- Open Space adjacent to 132kV Grid Station

Note: The interested firms on their own expense and without any liability to procuring agency are advised to visit and examine the site of the project and obtain all information that may be necessary.

2. INVITATION FOR PRE-QUALIFICATION



PUNJAB INDUSTRIAL ESTATES DEVELOPMENT AND MANAGEMENT COMPANY



PRE QUALIFICATION OF FIRMS FOR PURCHASE OF SOLAR POWER UPTO 3MW FOR SUNDAR INDUSTRIAL ESTATE ON BUILT-OWN-OPERATE-TRANSFER (BOOT) MODE Contract # PIE/P&C/SP-3MW/BOM-SIE/26/02

Punjab Industrial Estates Development and Management Company (PIEDMC) was established by Govt. of the Punjab, to facilitate the industrial growth of Punjab.

1. PIEDMC intends to Pre-qualify firms for purchase of upto 3MW power generated through Solar PV Systems, to be installed at its land/premises/building(s) inside Sundar Industrial Estate on 'Take and Pay' basis under BOOT mode.
2. The interested firms must be registered with:
 - a. Private Power and Infrastructure Board (PPIB) under AEDB (Certification) Regulations, 2021 in the relevant Category.
 - b. Pakistan Engineering Council under relevant category.
 - c. Income Tax and Sales Tax Departments and evidence of Active Taxpayer list of the Federal Board of Revenue.
3. Pre-qualification documents are available on PPRA website www.ppra.punjab.gov.pk and our website www.pie.com.pk, free of cost.
4. Firms should submit their profile complete in all respect, in accordance with the instructions provided in the documents in Head Office of Punjab Industrial Estates, Head Office, Commercial Area (North), Sundar Industrial Estate, Sundar Raiwind Road, Lahore till 11th May, 2026 by or before 03:00 pm and bids shall be opened on same date at 03:30 pm, as per PPRA Rules, 2014.
5. The URL of the website of PPRA is (<http://punjab.eprocure.gov.pk>) and response time shall be calculated exclusively from the date of publication of the advertisement on the website of PPRA.
6. A pre-proposal meeting will be held in Board Room of PIEDMC Head Office at Commercial Area (North), Sundar Industrial Estate, Raiwind Road, Lahore on 22nd April, 2026 at 03:00 pm.
7. Request for Proposal (RFP) Documents will be issued to qualified Firms. The firms providing unsubstantiated and / or incorrect information are liable to be disqualification.
8. PIEDMC reserves the right to reject all applications as per PPRA Punjab Rule 35.

Chief Engineer (Planning & Contracts),

**Punjab Industrial Estates, Head Office, Commercial Area(North),
Sundar Industrial Estate, Sundar-Raiwind Road, Lahore.
Tel :- 042-35297203-6 Fax :- 042-35297207
URL: www.pie.com.pk, Email: info@pie.com.pk**

3. INSTRUCTIONS TO APPLICANTS

3.1 SUBMISSION OF APPLICATIONS

- 3.1.1 Applications for pre-qualification one (1 No.) original and two (2 Nos.) copies must be received in sealed envelopes to be delivered, not later than the date and time given in the advertisement, by hand or through registered mail to:

Chief Engineer (Planning & Contracts)

Punjab Industrial Estate Development and Management Company (PIEDMC),
Commercial Area (North), Sunder Industrial Estate, Raiwind Road, Lahore,
The Employer reserves the right to accept or reject the late applications.

- 3.1.2 The name and mailing address of the Applicant shall be clearly marked left hand on the envelope.
- 3.1.3 The applications shall be prepared in the English language. Information in any other language shall be accomplished by its translation in English. Employer reserves the rights for dis-qualification in case of non-compliance of the above requirement.
- 3.1.4 The Applicants must respond to all questions and provide complete information as advised in this document. Any lapses to provide essential information may result in dis-qualification of the Applicant.
- 3.1.5 A prospective firm / company requiring any clarification of the bidding documents may notify to the Employer in writing or by email at the Employer's address indicated in the invitation to advertisement for prequalification, not later than ten (10) days prior to the deadline for submission of proposals.
- 3.1.6 A pre-proposal meeting will be scheduled on date, time and address given in the invitation to advertisement, seven (07) days prior to the deadline for submission of prequalification documents, to clarify the issues and to answer any question on the matters related to prequalification documents.
All prospective firms / companies or their authorized representatives may attend the pre-proposal meeting.

3.2 QUALIFICATION CRITERIA

General

Pre-qualification will be based on all the criteria given below regarding the Applicant's Financial Soundness, Experience Record, Personnel and Product Capabilities as demonstrated by the Applicant's responses in the forms attached to this letter. The Employer reserves the right to waive minor deviations, if these don't materially affect the capability of an applicant to perform the contract. Sub-contractor's experience and resources, to be engaged for execution of the project, shall not be taken into account in

determining the Applicant's compliance with the qualifying criteria. However, Joint Venture experience & resources shall be considered. Consortium or Association of firms will be considered for similar treatment as in case of Joint Venture. The weight age / Marks for different categories will be followed as per table given below:

Category	Compliance Requirement / Marks
Firm's Registration with Private Power and Infrastructure Board (PPIB) under AEDB (Certification) Regulations, 2021 in the relevant Category.	Mandatory
Firm's Registration with Pakistan Engineering Council (PEC) in C-3 or above category with specialization code(s) of General Electric Works and Solar.	Mandatory
Registration with Income Tax and Sales Tax Departments and evidence of Active Taxpayers List of the Federal Board of Revenue.	Mandatory
Product Technical Capabilities	Mandatory
Financial Soundness	15
Personnel Capabilities	20
Experience & Past Performance	20

Note: Qualification status shall be decided on the basis of Pass / Fail basis. The applicant must fulfil Mandatory requirements and secure at least 60% marks in each respective score / marks category. Only Eligible Firms / Companies shall be called for further process.

The further detailed criteria for each category are given under each head as follows:

3.2.1 Product Technical Capabilities

Sr. No.	Category	Criteria	Compliance Requirement
1.	Solar PV Panels	Tier-1 manufacturer as per latest Bloomberg New Energy Finance (BNEF) list during year 2025. The module shall be S.R.O 604 compliant issued by Government of Pakistan.	Mandatory
2.	Invertors	Three phase Grid tied with minimum IP65 protection having CEC efficiency of not less than 98.5 % and output frequency of 50Hz. Shall be compliant with UL 1741, IEC 62109-1/2	Mandatory

		for safety design.	
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3.2.2 Financial Soundness

Sr. No.	Category	Criteria	Maximum Marks
1.	Working Capital	Average Annual Working Capital in last 3 years (Minimum 400 Millions)	7.5
2.	Audited Reports	Audited Financial Statement for last 3 years. (2.5 Marks for each year).	7.5
Sub-Total			15

3.2.3 Personnel Capabilities

Sr. No.	Category	Criteria	Max. Marks
1)	Project Manager: Registered Engineer with PEC in Elec/Mech/Energy/Renewable having minimum 5 years' experience in Renewable/Power Generation Projects.	5 years' experience = 7 Marks 6 years' experience = 8 Marks 7 years' experience = 9 Marks 8 years' experience = 10 Marks	10
2)	Plant Engineer: Registered Engineer with PEC in Elec/Energy/Renewable having minimum 4 years' experience in Plant Operations & Maintenance.	4 years' experience = 5 Marks 5 years' experience = 6 Marks 6 years' experience = 7 Marks	7
3)	Associate Engineer, B-Tech/Diploma in Electrical. Minimum 4 years' experience.	4 years' experience = 2 Marks 5 years' experience = 3 Marks	3
Sub-Total			20

3.2.4 Experience & Past Performance

Sr. No.	Category	Criteria	Maximum Marks
1)	Solar PV Project(s) completed in last 3 years having minimum capacity of 100kWp each.	4 marks against each Project (Documentary evidence of Performance Certificates/ Completion Certificates to be attached)	20
Sub-Total			20

3.3 JOINT VENTURE (JV)

3.3.1 Joint Venture must comply with the following requirements: -

- a) Following are minimum qualification requirements: -
 - i) The lead partner shall meet not less than 51 percent of all qualifying criteria given in paras 3.2.2, 3.2.3 & 3.2.4
 - ii) Each of the partners shall meet not less than 25 percent of all the qualifying criteria given in paras 3.2.2, 3.2.3 & 3.2.4
 - iii) The joint venture must collectively satisfy the criteria of paras 3.2.2, 3.2.3 & 3.2.4, for which purpose the relevant figures for each of the partners shall be added together to arrive at the JV's total capacity.
 - iv) All JV Partners must be registered with PEC and must collectively satisfy the criteria for relevant category of PEC and specialization code(s).
 - v) All JV Partners must collectively satisfy the criteria for registration with PPIB.
 - vi) All of JV partners must be registered with FBR.
 - b) Any change in a prequalified JV after prequalification, shall be subject to the written approval of the Engineer/Employer prior to the deadline for submission of bids. Such approval may be denied if: -
 - i) Partner(s) withdraws from a JV and remaining partners do not meet the qualifying requirements;
 - ii) The new partners to a JV are not qualified individually or as another JV; or
 - iii) In the opinion of the Employer, a substantial reduction in competition would result.
 - c) 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 liabilities with respect to the contract.
- 3.3.2 The prequalification of a JV does not necessarily prequalify any of its partners individually or as a partner in any other JV or association. In case of dissolution of a JV, each one of the constituent firms may prequalify if they meet all the prequalification requirements and any partner of JV has requested/shall request for the same and then his prequalification shall be subject to the written approval of the Employer.

3.4 OTHER FACTORS

3.4.1 Only firms and JVs that have been prequalified under this procedure shall be invited to bid. A qualified firm or a member of a qualified JV may participate only in one bid for the contract. If a firm submits more than one bid, singly or as a JV, all bids including that bidder will be rejected. This rule will not apply in respect of bids which include specialist sub-contractors who are used by more than one bidder.

3.4.2 The Employer reserves the right to: -

- a) Amend the scope and value of any contract(s) to be bid, in which event the bidder(s) will only bid among those prequalified bidders who meet the requirements of the contract(s) as amended. However, the Employer has to review the disqualified bids who originally do not meet the specified criteria for Pre-qualification.
- b) Reject or accept any application; and
- c) Cancel the prequalification process and reject all applications.

The Employer shall neither be liable for any such actions nor be under any obligation to inform the Applicant of the grounds for rejection, however, may be debriefed if solicited.

3.4.3 Applicants will be informed of the result of evaluation in writing by fax or mail within 45 days of the date for submission of applications.

4. TERMS OF REFERENCES (TORs)

- Firm shall design, finance, supply, install, test, commission, operate, maintain and at the end of the term, transfer the system to PIEDMC under and in accordance with the terms and conditions of Contract Agreement and applicable laws of Pakistan.
- PIEDMC will provide the land for establishing solar system and will lease out to qualified solar firm.
- Firm shall commission the solar system capable to interconnect with distribution system after synchronizing with 132 kV Grid Station at Sundar Industrial Estate.
- Firm will make all necessary modifications for connection of solar power to Sundar Industrial Estate distribution network.
- PIEDMC shall provide access to Firm across the Project Site(s) for the purposes of Designing, Installing, constructing, operating, owning, maintaining, accessing, removing and replacing the System.
- PIEDMC shall take delivery of all of the electric energy generated by the System during the term of Contract.
- Both parties i.e. PIEDMC & Firm/Contractor shall ensure that all requirements of applicable safety laws or codes are adhered to in their performance under the Contract Agreement.
- Service Level Agreement (SLA) as per Government of Punjab shall be implemented through PEECA.

5. MANDATORY REQUIREMENT

The interested firms / company must be registered with:

- Private Power and Infrastructure Board (PPIB) under AEDB (Certification) Regulations, 2021 in the relevant category.
- Pakistan Engineering Council under relevant category.
- Income Tax and Sales Tax Departments and evidence of active tax payer list of the Federal Board of Revenue (FBR)

5.1 Certificate on stamp paper duly attested by Oath commissioner to the effect that the firm / company has never been black listed by PIEDMC & PPRA. Failure to provide the certificate will result in Disqualification

Form-A**LETTER OF APPLICATION**

Date:

To:

**Chief Engineer (Planning & Contracts),
Punjab Industrial Estates Development & Management Company
Commercial Area (North), Sunder Industrial Estate Raiwind Road, Lahore.**
Sir,

1. Being duly authorized to represent and act on behalf of ("the Applicant"), and having reviewed and fully understood all the prequalification information provided, the undersigned hereby apply to be prequalified as a Firm for Solar PV Project on BOLT Mode.

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).

3. The Client 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. The Client and its authorized representatives may contact the following persons for further information, if needed.

Contact - 1 [Name]	Telephone 1
Contact - 2 [Name]	Telephone 2

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) the Client reserves the right to: demand 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 project or accept any application, cancel the prequalification process, and reject applications; and

(c) The Client 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) here above.

(d) The Client 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) here above.

(e) 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_____

Name_____

For and on behalf of

(Name of Applicant Firm)

Form-B**GENERAL INFORMATION**

1.	Name of Firm:	
2.	Head Office Address:	
3.	Telephone	Contact Person: Name: Title:
4.	Fax	Telex:
5.	Place of Incorporation/Registration	Year of incorporation/registration

NATIONALITY OF OWNERS		
	NAME	NATIONALITY
1.		
2.		
3.		
4.		
5.		

Form-C**JOINT VENTURE SUMMARY**

Names of all Partners of a Joint Venture	
1.	Lead Partner
2.	Partner
3.	Partner
4.	Partner
5.	Partner
6.	Partner

Total value of annual construction turnover, in terms of work billed to clients,

Annual Turnover Data (Construction only; Equivalent in Pak Rupees, Millions)						
Partner	Form A-2	Year 1	Year 2	Year 3	Year 4	Year 5
1. Lead Partner						
2. Partner						
3. Partner						
4. Partner						
5. Partner						
6. Partner						
Total:						

Form-D**PARTICULAR EXPERIENCE**

Name of Applicant or partner of a joint venture

1.	Name of Contract
	Country
2.	Name of Employer
3.	Employer Address
4.	Nature of works and special features relevant to the contract for which the Applicant wishes to prequalify
5.	Contract Role (Tick One) (a) Sole Contractor (b) Sub- Contractor (c) Partner in a Joint Venture
6.	Value of the total contract (in specified currencies) at completion, or at date of award for current contract Currency..... Currency..... Currency.....
7.	Equivalent in Pak/Rs.
8.	Date of Award
9.	Date of Completion
10.	Contract Duration (Years and Months) ____ Years ____ Months
11.	Specified Requirements

Form-E**DETAILS OF CONTRACTS OF SIMILAR
NATURE AND COMPLEXITY**

Name of Applicant or partner of a joint venture

1.	Name of Contract
	Country
2.	Name of Employer
3.	Employer Address
4.	Nature of works and special features relevant to the contract for which the Applicant wishes to prequalify
5.	Contract Role (Tick One) (a) Sole Contractor (b) Sub- Contractor (c) Partner in a Joint Venture
6.	Value of the total contract (in specified currencies) at completion, or at date of award for current contract Currency..... Currency..... Currency.....
7.	Equivalent in Pak/Rs.
8.	Date of Award
9.	Date of Completion
10.	Contract Duration (Years and Months) ____ Years ____ Months
11.	Specified Requirements1

PERSONNEL CAPABILITIES

Name of Applicant

1.	Title of Position
	Name of Prime Candidate
	Name of Alternate Candidate
2.	Title of Position
	Name of Prime Candidate
	Name of Alternate Candidate
3.	Title of Position
	Name of Prime Candidate
	Name of Alternate Candidate
4.	Title of Position
	Name of Prime Candidate
	Name of Alternate Candidate

Form-G**CANDIDATE SUMMARY**

Name of Applicant

Position		Candidate [Tick appropriate one] ☐ Prime ☐ Alternate	
Candidate information	1. Name of Candidate	2. Date of Birth	
	3. Professional Qualification		
Present employment	4. Name of employer		
	Address of employer		
	Telephone	Contact (manager/personnel officer)	
	Fax	Telex	
	Job title of candidate	Years with present employer	

Month / Dates / Years		Company / Project / Position / Relevant technical and management experience
From	To	

Form-H

PRODUCT TECHNICAL CAPABILITIES

Name of Applicant or Partner of a Joint Venture

Product / Equipment information	1. Name of manufacturer	2. Power rating
	3. Capacity	4. Year of manufacture
Technical Data Sheet	5. Technical Specifications of Solar PV Panels and Invertors	

Form-I**FINANCIAL CAPABILITY**

Name of Applicant or Partner of a Joint Venture

Banker	Name of banker	
	Address of banker	
	Telephone	Contact name and title
	Fax	

Financial information in Pak Rs. or equivalent	Actual: previous three years			Projected: Next two years	
	1	2	3	4	5
1. Total assets					
2. Current assets					
3. Total liabilities					
4. Current liabilities					
5. Profits before taxes					
6. Profits after taxes					

Source of Financing	Amount (Pak Rs.)
1.	
2.	
3.	
4.	

Attach audited financial statements for the last three years (for individual applicant or each partner of joint venture).