



**PREQUALIFICATION OF
CONSTRUCTORS FOR
CONSTRUCTION OF MPC
BUILDING, MONUMENT & MAIN
ENTRANCE GATES AT QAID-E-
AZAM BUSINESS PARK(QABP)
ON M-2 DISTRICT SHEIKHUPURA**

**PROJECT OUTLINE
AND
PREQUALIFICATION CRITERIA
IFP No. PIE/P&C/20/19**



Head Office:

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

Tel :- 042-35297203-6 Fax :- 042-3529720

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1. INTRODUCTION

1.1 PROJECT INTRODUCTION

The Client, "Punjab Industrial Estates Development & Management Company" (PIEDMC), has been established by Government of Punjab, to develop a chain of new industrial estates across length and breadth of the province and upgrade existing ones in a dynamic and innovative manner. PIEDMC has developed new industrial estates like Sundar Industrial Estate, Multan Industrial Estate (Phase-II), Rahim Yar Khan Industrial Estate, Bhalwal Industrial Estate, and Vehari Industrial Estate. In addition, PIEDMC has upgraded the infrastructure of old industrial estates like Quaid-e-Azam Industrial Estate in Kot Lakhpat, Lahore and Multan Industrial Estate (Phase-I).

It is PIEDMC's endeavor to provide the best possible infrastructure in its estates and provide solutions to the problems of prospective entrepreneurs. In future projects, PIEDMC plans to develop its 1536 acres flagship project along M-2 motorway in Sheikhupura namely Quaid-e-Azam Business Park (QABP).

Prime Minister of Pakistan inaugurated the project on 18th July 2020 and directed to provide best possible facilities to the industrialists of QABP. As part of this vision, PIEDMC has planned to construct a one-of-a-kind Multipurpose Complex (MPC) in the QABP. The MPC will be a six storey complex with Ground plus five floors with each floor spanning 50,000 square feet. PIEDMC plans to develop MPC in two phases. The Phase-I will comprise foundation work for all six floors, Ground Floor and one floor.

This pre-qualification is for Phase-I of MPC only.

The scope of work includes:

- Construction of Multipurpose Complex (MPC) Building having covered area of 113,000 Sft in Phase-I.
- Foundation (Sub Surface Work) for Six Storey building and Ground plus one floor.

3. INSTRUCTIONS TO APPLICANTS

3.1 SUBMISSION OF APPLICATIONS

- 3.1.1 Applications for pre-qualification one (1 No.) original and One (1 Nos.) copy must be received in sealed envelopes to be delivered by hand or through registered mail to: -

**General Manager (Planning and Contracts)
Punjab Industrial Estate Development and Management
Company (PIEDMC)
Commercial Area (North), Sunder Industrial Estate
Raiwand Road, Lahore**

not later than the date and time given in the advertisement.

Late applications will not be accepted.

- 3.1.2 The name and mailing address of the Applicant shall be clearly marked left hand on the envelope.
- 3.1.3 The application shall be prepared in the English language. Information in any other language shall be accomplished by its certified translation in English. Employer reserves the rights for Pre-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 The clarification, if any, can be obtained by visiting office of GM (Planning and Contracts) in working hours.

Location: Punjab Industrial Estate Development and Management Company
(PIEDMC) Commercial Area (North), Sunder Industrial Estate,
Raiwand Road, Lahore

Email: gm.pc@pie.com.pk or ahmad.ali@pie.com.pk

3.2 QUALIFICATION CRITERIA

3.2.1 General

Pre-qualification will be based on the criteria given in succeeding para,s 3.2.2 to 3.2.6 regarding the Applicant's Financial Soundness, Experience Record, Personnel Capabilities and Equipment 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 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:

Sr. No.	Category	Weight age /Marks
1.	General Experience	60
2.	Personnel Capabilities	10
3.	Equipment Capabilities	10
4.	Financial Position	20
Total:		100

Note: Prequalification status shall be decided on the basis of Pass/Fail basis. The applicant must secure at least 60% score in each category and 65% marks on aggregate.

Further detailed criteria for each category is given as under:

3.2.2 General Experience

Credit Marks for experience shall be awarded on the basis of following qualifications (Documentary evidence must be attached):

Sr. No.	Description	Maximum Points
i)	<p>At least three projects of similar nature and complexity i.e. high rise building completed or in hand over last 10 years amounting to not less than Rs. 600 Million each. (Minimum 3 Projects / 20 marks against each project. No Marks for Projects of worth less than Rs.600 Millions). JV Experience will be considered. The applicant must provide JV agreement and qualify on standalone basis on the basis of his share in JV. Sub-Contractor experience shall not be considered. The date of award of the work must be after 01st September 2010. The applicant must have been paid at least Rs. 600 million in each project. The payment must be related directly to the structure. Minimum covered area of the project should be 100,000 square feet (single building). A single building is one that includes buildings that are contiguous and/ or share same foundation.</p>	60
Sub-Total:		60

3.2.3 Personnel Capabilities

Credit Marks shall be awarded under this category using the following criteria (Documentary evidence for employment must be attached):

Sr. No.	Description	Maximum Points
A.	Engineers Registered with PEC;	
i)	Project Manager – BSc. Civil Engineering. Having more than 15 years of relevant experience of similar Projects.	10
Sub-Total		10

3.2.4 Equipment Capabilities

Credit Marks shall be granted on the basis of the following criteria for various kinds of equipment relevant for the Project (Documentary evidence must be attached):

Sr. No.	Equipment Type	Maximum Marks
i)	Concrete Batching Plant (1 No.) – Min 60 CUM/HR	5
ii)	Concrete Pump (1 No.)	5
Sub-Total		10

3.2.5 Financial Position

Credit Marks shall be awarded on the basis of the following criteria (Copy of the Audited Accounts for last three years must be attached):

The financial position of the bidder shall be checked as per following details:

A. SOUNDNESS AND ACCESS TO FINANCIAL RESOURCES: (10 MARKS)**Working Capital**

	FY 2018	FY 2019	FY 2020
Current Assets (Rs.)			
Current Liabilities (Rs.)			
Working Capital (Rs.)			

Please attach certified financial statements to support the above information.

Contract Commitments

Works in Hand	Contract Amount (Rs.)	Payments Received (Rs.)

Please attach all relevant documents, including copies of IPC abstracts, with the Appendix.

Lines of Credits

Name of Bank	Credit Limit Amount (Rs.)	* The credit indicated must be certified by the Bank and the said certificate must be enclosed with this Appendix. Client may verify the letter physically from the bank.

[5 x working capital + Project specific lines of credit*– 40% of current contract commitments] \geq Rs. 820 million

**Any line of credit indicated for this (tendered) project needs to have been certified by the Bank and the said certificate enclosed with application.*

B. AVERAGE ANNUAL CONSTRUCTION TURNOVER (10 MARKS)

Criteria	Bidders' to list their certified yearly turnover for last 3 years
Minimum average annual construction turnover of Pak Rs. 1370 million calculated as total certified payments received for contracts in progress or completed, within the last 3 years.	

Please attach all relevant documents, including copies of IPC abstracts, with the application.

3.3 JOINT VENTURE (JV)

3.3.1 Joint Venture must comply with the following requirements: -

- a) Following are minimum qualification requirements: -
 - i) The partners must have previously worked and completed a project in JV. The lead partner shall meet not less than 51 percent of all qualifying criteria given in paras 3.2.1 and 3.2.5 heretofore.
 - ii) The joint venture must collectively satisfy the criteria of paras 3.2, 3.3 and 3.4, for which purpose the relevant figures for each of the partners shall be added together to arrive at the JV's total capacity. Individual members must satisfy each of the requirements of paras 3.2.5, 3.5 and 3.6 heretofore.
- 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) withdraw 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 J.V has requested/shall request for the same and then his prequalification shall be subject to the written approval of the Employer.

3.4 CONFLICT OF INTEREST

3.4.1 The Applicant (including all members of a JV) must not be associated, nor have been associated in the past, with the Project consultant or any other entity that has prepared the design, specifications, and other prequalification and bidding

documents for the project, or was proposed as Engineer for the contract, over the last five years. Any such association may result in disqualification of the Applicant.

3.5 UPDATING PREQUALIFICATION INFORMATION

3.5.1 Bidders shall be required to update the financial, personnel and equipment information used for prequalification at the time of submitting their bids, to confirm their continued compliance with the qualification criteria and verification of the information provided at the time of prequalification. A bid shall be rejected if the Applicant's qualification thresholds no longer meet at the time of bidding.

3.6 OTHER FACTORS

3.6.1 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.

3.6.2 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.
- d) Verify the contents of application.

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.

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

4. CHECK LIST/MANDATORY REQUIREMENTS FOR EVALUATION CRITERIA

- Valid registration in C-2 or above category with specialization codes of CE-10, and BC-03 of Pakistan Engineering Council.
- Detail of Organization with office address and experience record.
- List of key personnel / Staff available and capabilities.
- List of engineering personnel with their experiences and evidence of employment.
- Financial soundness duly verified by the Bank.
- Complete detail of similar projects executed during the last TEN years and similar project in hand also. The detail must include location, cost and details about the employers along with performance certificates.
- List of Equipment Capabilities of the firm along with documentary evidence.
- Certificate on Stamp Paper of min Rs100/- to the effect that the firm / company has never been black listed by any department. Failure to provide the non-blacklisting certificate will lead to rejection of documents.

LETTER OF APPLICATION

Date:

Contract No:

To:

General Manager-Planning and Contracts

Punjab Industrial Estate Development and Management Company (PIEDMC),
Commercial Area (North), Sunder Industrial Estate, Raiwand 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 bidder for the following contract under the "_____".

Contract No.	Description of Contract
1.	
2.	

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.

Annex - A

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

Technical Inquiries	
Contact 1	Telephone 1
Contact 2	Telephone 2

Financial Inquiries	
Contact 1	Telephone 1
Contact 2	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.

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

Annex - A

(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 _____	For and on behalf of _____
(name of Applicant or lead partner of a joint venture)	(name and signature of other partners of the joint venture)

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.		

GENERAL EXPERIENCE

Name of Applicant or partner of a joint venture

Use a separate sheet for each partner of a joint venture.

Annual Turnover (Construction only)		
Year	Turnover (in PKR)	Equivalent Rupees in Millions. PKR
1.		
2.		
3.		
4.		
5.		

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:						

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

**DETAILS OF CONTRACTS OF SIMILAR
NATURE AND COMPLEXITY**

<i>Name of Applicant or partner of a joint venture</i>
--

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

CURRENT CONTRACT COMMITMENTS / WORKS IN PROGRESS

Name of Applicant or partner of a joint venture

Name of Contract	Project Value (Pak Rs.) (Millions)	Estimated Completion Date
1.		
2.		
3.		
4.		
5.		
6.		

PERSONNEL CAPABILITIES

<i>Name of Applicant</i>

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

CANDIDATE SUMMARY

<i>Name of Applicant</i>

Position	Candidate [Tick appropriate one] <input type="checkbox"/> Prime <input type="checkbox"/> 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	

EQUIPMENT CAPABILITIES

<i>Name of Applicant</i>

Item of Equipment		
Equipment information	1. Name of manufacturer	2. Model and power rating
	3. Capacity	4. Year of manufacture
Current status	5. Current location	
	6. Details of current commitments	
Source	7. Indicate source of the equipment	
	<input type="checkbox"/> Owned <input type="checkbox"/> Rented <input type="checkbox"/> Leased	

Omit the following information if it is owned by the Applicant or partner.

Owner	8. Name of owner	
	9. Address of owner	
	Telephone	Contact name and title
	Fax	Telex
Agreement	Details of rental/lease specific to the Project.	

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 five years (for individual applicant or each partner of joint venture).

