

2. Submission of Applications

- 2.1. Pakistan Airports Authority (PAA) invites applications from eligible Joint Ventures of consultants (hereinafter referred to as "Applicant(s)") to undertake the "Consulting Services for Expansion of Jinnah Terminal Complex [JTC] and Allied Airside & Landside Facilities at Jinnah International Airport (JIAP), Karachi."
- 2.2. Applications for Expression of Interest must be prepared in accordance with the instructions provided herein and should be clearly labelled "Application for Expression of Interest – Consulting Services for Expansion of Jinnah Terminal Complex [JTC] and Allied Airside & Landside Facilities at Jinnah International Airport (JIAP), Karachi". Applications shall be submitted electronically through the EPADS V2.0 platform, in accordance with the Employer's instructions.
- 2.3. The Applicant is expected to examine all instructions, forms, and terms in the Shortlisting Documents and to furnish with its application all information or documentation as is required by the Shortlisting Documents.
- 2.4. All pages of the Shortlisting Documents should be sequentially numbered, stamped, and signed or initialed by an authorized representative.
- 2.5. The Application as well as all correspondence and documents relating to the Shortlisting exchanged by the Applicant and the Employer, shall be written in 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 in the English language, in which case, for purposes of interpretation of the Application, the translation shall govern.
- 2.6. Applicants are required to respond to all questions and provide complete information as specified in this document. Any false statements or omissions of essential information may result in the disqualification of the Applicant.
- 2.7. Applicants may request clarifications regarding the contents of the Shortlisting Documents in writing. Responses to such queries will be provided in writing within three working days, provided that the requests are received at least seven calendar days before the deadline for submission of the Shortlisting Documents.
- 2.8. The Employer reserves the right to amend the Shortlisting Documents at any time prior to the submission deadline by issuing addenda. Any such addenda shall become an integral part of the Shortlisting Documents and will be communicated in writing to all parties by uploading through the EPADS v2.0 platform.
- 2.9. The Employer may, at its sole discretion, extend the deadline for the submission of Expression of Interest applications either on its own initiative or in response to requests from prospective Applicants, by issuing a corrigendum.
- 2.10. To facilitate the evaluation process, the Employer may request clarifications of any submitted information. Such requests shall be made in writing, and responses must be provided within a reasonable period, not to exceed five days. If an Applicant fails to provide the requested clarifications by the specified date and time, the application will be evaluated based solely on the information originally submitted.
- 2.11. The Applicant shall bear all costs associated with the preparation and submission of its Application. The Employer will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the Shortlisting

process.

3. Evaluation/ Expression of Interest Criteria

3.1. General

- 3.1.1. Applicants shall be evaluated for shortlisting based on the criteria set forth in Clauses 3.2 to 3.3, which pertain to the Applicant's Financial Soundness, Engineering Design Experience and Personnel Capability, as demonstrated by the information provided in the Forms included herein. The experience and resources of Sub-Consultants shall not be considered in assessing the Applicant's compliance with the qualifying criteria. In the case of a Joint Venture, the experience and resources of participating firms shall be evaluated in accordance with Clause 5 and the specific requirements stated herein.
- 3.1.2. The Employer reserves the right to verify or request clarification of any information submitted by Applicants. Any application containing false statements knowingly made by the Applicant, or any information provided in connection with the application that is incorrect in any respect and was intended to influence the Employer's decision on shortlisting, may be rejected. Additionally, the Employer will take appropriate action in accordance with the PPRA regulatory framework concerning corrupt and fraudulent practices.

3.2. Mandatory Requirements

- 3.2.1. All Applicants must fulfill the mandatory requirements specified below and provide the supporting documentation accordingly. The documents submitted shall be considered final, and no amendments or additional submissions will be accepted thereafter. Failure to comply with the mandatory requirements set forth below will result in the application being deemed non-compliant and may lead to the disqualification of the Applicant. The mandatory requirements are outlined as follows:
 - 3.2.1.1. Applicant shall be a Joint Venture comprising a Foreign Lead Partner that is an internationally recognized engineering firm duly registered with a relevant international engineering body, in association with a local engineering firm registered in accordance with the PEC Bye-Laws.
 - 3.2.1.2. The local JV partner shall possess valid Pakistan Engineering Council (PEC) registration with Profile Code 1216 and Service Codes 0531, 0532, 0537, 0540, and 0547, for the relevant consultancy services. Documentary evidence of the current PEC registration shall be submitted.
 - 3.2.1.3. All foreign consulting firms intending to participate in this procurement process must comply with the Pakistan Engineering Council (PEC) Bye-Laws. The foreign firm must hold a valid PEC registration as a Consulting Engineer/Consulting Firm under the Consulting Engineers/Consulting Firms Registration Regulations, permitting it to provide consultancy services in Pakistan. Foreign firms must participate through a Joint Venture (JV) with a Pakistani consulting firm duly registered with PEC. At this shortlisting stage, firms shall submit a Letter of Intent (LOI) to form a JV, executed on the letterhead of each JV

partner, confirming their mutual commitment to jointly pursue this assignment. Project-specific PEC registration of the JV, as required under the PEC Bye-Laws, shall not be required at the shortlisting stage. Firms found technically qualified at the shortlisting stage shall, as a condition for participation in the Request for Proposals (RFP) stage, submit evidence of the JV's project-specific registration with PEC, duly issued in accordance with the applicable PEC Bye-Laws, prior to or along with submission of the RFP. Failure to provide such project-specific registration at the RFP stage shall render the JV ineligible for further evaluation.

- 3.2.1.4. The foreign Lead Partner shall provide valid evidence of registration with the relevant international engineering body/authority in its country of origin/practice, demonstrating eligibility to provide the required professional engineering consultancy services.
- 3.2.1.5. Local Applicant/JV member(s) shall be registered with the Federal Board of Revenue (FBR) as active taxpayers and active Sales Tax Registration with relevant Revenue Board. Foreign JV member(s) shall provide registration with the relevant authority in the jurisdiction of registration.
- 3.2.1.6. Local Applicant/JV member(s) shall provide valid registration with the Securities & Exchange Commission of Pakistan (SECP), where applicable. Foreign JV member(s) shall provide certificate of incorporation/registration in the country of origin.
- 3.2.1.7. Letter of Application (Annexure A), duly signed by the authorized representative of the Applicant.
- 3.2.1.8. JV Agreement or Letter of Intent (LOI) to form a JV, duly signed by all participating members and clearly identifying the Lead Partner and the local PEC-registered partner.
- 3.2.1.9. Power of Attorney, on non-judicial stamp paper valuing PKR 500, specifically authorizing the authorized representative to sign and submit the shortlisting application on behalf of the Applicant/JV.
- 3.2.1.10. Affidavit/undertaking of non-blacklisting/debarment and confirmation that the Applicant/JV members are not ineligible under the applicable procurement regulatory framework.
- 3.2.1.11. Affidavit/undertaking confirming that all documents, particulars and information submitted with the shortlisting application are true, complete and correct.
- 3.2.1.12. Affidavit/undertaking confirming that the Applicant/JV members have not indulged in corrupt, fraudulent or collusive practices in competing for contracts.
- 3.2.1.13. Declaration regarding absence of actual or potential conflict of interest with the Employer, its staff, consultants, contractors or other entities engaged for the assignment.

3.3. Detailed Evaluation

3.3.1. Evaluation Criteria:

The Applicants are required to qualify by meeting the minimum qualifying threshold in individual categories and overall qualification points as well. In the case of a Joint Venture (JV), the JV must collectively qualify the criteria as given hereunder:

Category	Points	
	Max. Points	Min. Qualifying Threshold
A. Financial Soundness	30	[60% of 30] = 18
B. Engineering Design Experience	150	[60% of 50] = 90
C. Personnel Capability	120	[60% of 120] = 72
Total Points	300	[70% of 100] = 210

3.3.1.1. Financial Soundness:

The financial capacity and soundness of the Applicant shall be ascertained on the basis of audited financial statements duly certified by a Chartered Accounting Firm submitted with Form A-4. The assessment shall consider any three of last five financial years.

Marks shall be awarded on the basis of the following criteria:

Criteria / sub-criteria for assessment of Financial Soundness	Points
Average Annual Turnover of the Applicant Average Annual Turnover for any three of last five the last five completed financial years based on audited financial statements. Average Turnover = [(Year 1 + Year 2 + Year 3)] ÷ 3 • 09 marks if average annual turnover is PKR 400 million or its equivalent in US\$. • Three (03) additional mark for every PKR 100 million or equivalent increase in average annual turnover above PKR 400 million. • Full 15 marks for average annual turnover of PKR 600 million or above.	15
Average Annual Working Capital Average annual working capital for any three of last five completed financial years based on audited financial statements. Average Working Capital = [(Year 1 + Year 2 + Year 3)] ÷ 3 • 09 marks if average working capital is PKR 300 million or its equivalent in US\$. • Three (03) additional mark for every PKR 50 million or equivalent increase in average working capital above PKR 300 million. • Full 15 marks for average working capital of PKR 400 million or above.	15
Total Points for this criterion – “A”	30

3.3.1.2. Marks shall be awarded based on the following criteria for evaluation of the Applicant's Engineering Design Experience.

For the Applicant's experience, marks shall be awarded for

successfully completed assignments for which the Applicant, or the Lead Partner in the case of a JV, was legally contracted by the Procuring Agency. The relevant Consultancy Services Completion Certificate or other satisfactory supporting document shall be submitted with Forms A-2 and A-3. A particular project may be claimed against only one of the experience sub-criteria below.

Criteria, sub-criteria for assessment of Engineering Design Experience	Points
Experience in successfully completing international airport passenger terminal projects handling at least ten (10) million passengers per annum (MPPA) within the last fifteen (15) years. • 30 points for one (01) project; • 60 points for two (02) projects; • 90 points for three (03) or more projects.	90
Experience of at least one (01) project involving the expansion of Terminal Building & allied facilities on an operational international airport site handling at least five (05) million passengers per annum (MPPA) within the last fifteen (15) years. 60 points for one qualifying completed project.	60
Total Points for this criterion – “B”	150

3.3.1.3. Key Personnel:

Marks shall be awarded on the basis of the qualification and relevant experience of the key experts listed below, subject to submission of Forms A-6 and A-7 and the required documentary evidence. The proposed personnel shall meet at least the minimum qualification and experience requirements stated herein.

Criteria, sub-criteria for assessment of Personnel Capabilities				
S.No.	Expert	Criteria	Marks	Total
			Sub-criteria	
1	Team Leader / Project Manager <i>[Must be current employee of the foreign Lead Partner]</i>	Bachelor's degree in Civil Engineering	2.4	15
		Masters in Transportation Engineering, Airport Planning or related aviation infrastructure discipline.	0.6	
		Minimum 20 years general experience in Civil Engineering	2.4	
		Minimum 10 years in airport master planning and design; or handled at least 04 Airport Master design	9.6	
2	Airport Planner	Bachelor's degree in Civil	2.4	15

	/ Constructability Specialist <i>[Must be current employee of the foreign Lead Partner]</i>	Engineering		
		Masters in Transportation Engineering, Airport Planning or related aviation infrastructure discipline.	0.6	
		Minimum 20 years of General Experience	2.4	
		Minimum 10 years in airport master planning and design; or handled at least 02 Airport Master design	9.6	
3	Architect <i>[Must be current employee of the foreign Lead Partner]</i>	Bachelor's degree in Architecture.	2.4	12
		Minimum 15 years of General Experience in field of Architecture	1.92	
		Minimum 10 years in building and airport terminal building design or handled at least 02 Terminal Building Projects	7.68	
4	Interior Designer <i>[Must be current employee of the foreign Lead Partner]</i>	Bachelor's degree in Interior Designing or equivalent	1.8	09
		Minimum 15 years of General Experience in field of Interior Designing	1.44	
		Minimum 10 years in mass-scale public building and airport terminal building design or handled at least 01 Terminal Building Projects	5.76	
5	Airport Infrastructure Design Engineer <i>[Must be current employee of the foreign Lead Partner]</i>	Bachelor's degree in Civil Engineering	1.92	12
		Masters in Civil Engineering	0.48	
		Minimum 15 years general experience in Civil Engineering	1.92	
		Minimum 15 years in geometric, pavement, drainage and sewerage system design; or handled at least 02 Airport pertinent projects	7.68	
6	ICT / Network Design Engineer <i>]</i>	Bachelors in Electronics / Telecommunication / Avionics / Electrical Engineering	0.36	09
		Masters in related field	1.44	

		Minimum 10 years general experience in related field	1.44	
		Minimum 07 years in communication and navigation system design of airport; or handled at least 01 Airport ICT/Network related project	5.76	
7	Electrical Design Engineer	Bachelors in Electrical Engineering.	0.36	09
		Masters in Electrical Engineering.	1.44	
		Minimum 15 years general experience in related field	1.44	
		Minimum 10 years in relevant electrical design and power distribution; or handled at least 01 Airport related project	5.76	
8	Terminal Electronics Facilities Design Engineer <i>[Must be current employee of the foreign Lead Partner]</i>	Bachelor's degree in Electronics / Telecommunication	1.8	09
		Minimum 15 years of General Experience in related field	1.44	
		Minimum 10 years in design, planning, specification and implementation of terminal facilities including FIDS, PA, EPABX, MCS, AFDS and ACS; or handled at least 02 Terminal Building Projects	5.76	
9	BHS Specialist	Bachelors in Mechanical Engineering	0.96	06
		Masters in Mechanical Engineering	0.24	
		Minimum 10 years general experience in related field	0.96	
		Minimum 07 Years of experience in design and O&M of BHS or handled at least 02 Airport BHS related project	3.84	
10	Mechanical / HVAC Design Engineer	Bachelors in Mechanical Engineering	1.92	12
		Masters in Mechanical Engineering	0.48	
		Minimum 15 years	1.92	

		general experience in related field		
		Minimum 12 years in HVAC, plumbing, passenger conveying systems and fire protection systems or handled at least 02 Airport HVAC related project	7.68	
11	AFL Design Engineer	Bachelors in Electrical Engineering	1.92	12
		Masters in Electrical Engineering	0.48	
		Minimum 10 years general experience in related field	1.92	
		Minimum 12 years at Airports or handled at least 02 Airport AFL related project	7.68	
Total Points for this criterion – “C”				120

For foreign experts, registration with the relevant professional authority in the country of practice, where applicable, shall be submitted in place of PEC registration. Documentary evidence of qualifications shall be provided for each Key Expert. Documents in foreign languages must include an English translation.

The points assigned to each position shall be determined considering the following two sub-criteria and relevant percentage weights:

Qualifications: 20%

Relevant Experience: 80%

Total for the Three Criteria (A+B+C): [300 Points]

3.4. Litigation History (Form A-8)

3.4.1. The Applicant is required to provide accurate and complete information regarding any litigation and/or arbitration and/or appeal(s) under PPRA Rules, involving their firm or Joint Venture (JV) that has arisen from their participation in procurements and/or contracts either completed or currently under execution.

4. Blacklisting & Other Affidavits (Form A-9)

4.1. The Applicant shall submit an undertaking or affidavit on non-judicial stamp paper of at least PKR 100, affirming the following:

- 4.1.1. The Applicant has never been blacklisted/ debarred by the government /Semi government or any autonomous body.
- 4.1.2. All documents, particulars, and information provided in the Expression of Interest application are accurate and true to the best of their knowledge.
- 4.1.3. The Applicant has never indulged in corrupt, fraudulent, or collusive practices in competing contracts.

5. Joint Venture (JV)

- 5.1. Joint Venture (JV) must comply with the following requirements:
- 5.1.1. The maximum number of members in a Joint Venture (JV) shall not exceed three firms. Any Applicant consisting of a JV with more than three members shall be disqualified.
 - 5.1.2. They must collectively qualify the criteria given in Clause 3 heretofore, for which purpose the relevant figures for each of the partners shall be added together to arrive at their total capacity.
 - 5.1.3. If the Applicant is an existing or intended JV, submit a copy of the JV Agreement, or a letter of intent to enter into such an agreement in case of award of contract. The respective document shall be signed by all legally authorized signatories of all the parties to the existing or intended JV, as appropriate. All firms comprising the joint venture shall be legally constituted.
 - 5.1.4. Each individual firm in the JV must be registered with income tax and sales tax departments and must be on the active taxpayers' list of the Federal Board of Revenue. For foreign firms participating in a JV, registration with the relevant authority in the jurisdiction of their registration is required.
 - 5.1.5. Application submitted by an existing or intended JV shall include an undertaking signed by all parties (i) stating that all parties shall be jointly and severally liable, and (ii) nominating a Representative who shall have the authority to conduct all business for and on behalf of any and all the parties the JV during the bidding process and, in the event the JV is awarded the contract, during contract execution.
 - 5.1.6. Each Applicant shall submit only one proposal either by himself, or as a partner in a joint venture. An Applicant who submits more than one proposal will be disqualified and proposals submitted by him shall not be considered for evaluation and award.
 - 5.1.7. Any change in a shortlisted JV after shortlisting shall not be allowed by the Employer. Consequently, the Request for Proposal (RFP) documents will not be issued, and proposals will not be accepted from any JV that has undergone changes following shortlisting.

6. Conflict of Interest

- 6.1. The Applicant, including all members of a Joint Venture (JV), must not be associated, nor have been associated in the past, with the Contractor or any other entity engaged by the Employer for the execution of works, provision of goods, non-consulting services, or in any other capacity that may give rise to a conflict of interest. Any such association may result in the disqualification of the Applicant.

7. Updating Expression of Interest Information

- 7.1. Applicants shall be required to update the financial, personnel and any other pertinent information used for shortlisting at the time of submitting their proposals, to confirm their continued compliance with the qualification criteria and verification of the information provided at the time of shortlisting. A proposal shall be rejected if the Applicant's qualification thresholds are no longer met at the time of bidding.

8. Other Factors

- 8.1. Only Consultants/JVs that have been shortlisted under this procedure shall be invited to submit proposals. A qualified Consultant or member of a qualified JV shall participate only in one proposal for the Contract. If a firm

- submits or participates in more than one proposal, all proposals involving that firm may be rejected in accordance with the applicable procurement rules.
- 8.2. The Employer reserves the right to:-
- 8.2.1. Amend the scope and value of any contract(s) for which proposals are to be solicited. In such an event, only those shortlisted consultants who meet the revised requirements of the contract(s) as amended shall be eligible to submit proposals.
 - 8.2.2. Reject or accept any or all applications in accordance with the provisions set forth herein.
 - 8.2.3. Cancel the Expression of Interest process and reject all applications.
- 8.3. 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, the grounds for rejection may be communicated upon request.

9. Notification of Shortlisting

- 9.1. The Employer shall notify all Applicants in writing of the names of those Applicants who have been shortlisted. The Shortlisting Result shall be uploaded to EPADS.

10. Request for Proposal

- 10.1. After the notification of the results of the Shortlisting, the Procuring Agency will invite the proposal from all the Applicants that have been shortlisted.