



Response to Pre-Proposal Clarification from Proposer on RFP/EPC Bidding Document of Package-III: Electro-Mechanical Works of ALHPP

Sr. No.	Clarification from Proposer	Reply by AHMC
1.	It has been found that Sole proprietorship firms are not allowed to submit Proposal, requested to relax this restriction please.	Noted. It is clarified that the provisions of Part-D, Experience, Eligibility and Qualification Criteria, Section-III, Volume-I, RFP/EPC Bidding Document shall prevail.

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SECTION III - EVALUATION AND QUALIFICATION CRITERIA

A. Technical Part

1. Qualification Criteria and Requirements

Eligibility and Qualification information described here below must be met by the legal entity(ies) comprising the Proposer, and not the Proposer's/JV partner's sister or parent companies, subsidiaries or affiliates.

Eligibility and Qualification Criteria			Compliance Requirements				Document / Form
No	Subject	Requirement	Single Entity	Joint Venture (existing or intended)			Submission Requirement
				All Members Combined	Each Member	One Member	
A. Eligibility							
1.1	Nationality	Nationality in accordance with ITP 4.4	Must meet requirement	N/A	Must meet requirement	N/A	Forms ELI 1.1 and 1.2, with attachments
1.2	Conflict of Interest	No conflicts of interest in accordance with ITP 4.2	Must meet requirement	N/A	Must meet requirement	N/A	Letter of Proposal Technical Part
1.3	Eligibility	Not having been declared ineligible by the Government of Islamic Republic of Pakistan, as described in ITP 4.8	Must meet requirement	N/A	Must meet requirement	N/A	Form ELI 1.1
1.4	State-owned Entity of the Employer's	Proposer is required to meet the conditions of ITP 4.6	Must meet requirement	N/A	Must meet requirement	N/A	Forms ELI 1.1 and 1.2, with attachments

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	Country						
1.5	United Nations resolution or Employer's country law	Not having been excluded as a result of prohibition in the Employer's country laws or official regulations against commercial relations with the Proposer's country, or by an act of compliance with UN Security Council resolution, both in accordance with ITP 4.8 and 5.1 and Section V.	Must meet requirement	N/A	Must meet requirement	N/A	Forms ELI 1.1 and 1.2, with attachments
1.6	Pakistan Engineering Council (PEC) Licensing	The Proposer shall be duly licensed by the Pakistan Engineering Council (PEC) for the year 2026 in Category C-A. In case of JV, the lead firm must fulfill the C-A category ¹ .	Must meet requirement	N/A	Must meet category requirement as per share	Lead partner must meet C-A category.	Provisional / standard PEC license. In case validity of License has expired, application for renewal of required category while other JV partners shall have a least category (as per

¹ Foreign firm will be required to submit provisional PEC License in relevant category before submission of Bidding Documents. Standard PEC License shall be mandatory after award of contract.

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							requirement).
1.7	Pakistani Firm Tax Registration	The firm shall be registered with Income Tax and Sales Tax Departments and must be on Active Taxpayer List of the Federal Board of Revenue Pakistan at the time of submission of its Proposal.	Must meet requirement ²	N/A	Must meet requirement	N/A	Income Tax Certificate. Extracts of ATL.
B. Historical Contract Non-Performance							
2.1	History of Non-Performing Contracts	Non-performance of a contract ³ did not occur as a result of EPC Contractor's default since 1 st January 2010	Must meet requirement	Must meet requirement	Must meet requirement ⁴	N/A	Form CON 2
2.2	Suspension	Not under suspension	Must meet	Must meet	Must meet	N/A	Letter of Proposal

² For Pakistani Firms only.

³ Non-performance, as decided by the Employer, shall include all contracts where (a) nonperformance was not challenged by the EPC Contractor, including through referral to the dispute resolution mechanism under the respective contract, and (b) contracts that were so challenged but fully settled against the EPC Contractor. Nonperformance shall not include contracts where Employers decision was overruled by the dispute resolution mechanism. Nonperformance must be based on all information on fully settled disputes or litigation, i.e., dispute or litigation that has been resolved in accordance with the dispute resolution mechanism under the respective contract and where all appeal instances available to the Proposer have been exhausted.

⁴ This requirement also applies to contracts executed by the Proposer as JV member.

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	Based on Execution of Bid/Proposal Securing Declaration by the Employer	based on execution of a Bid/Proposal Securing Declaration pursuant to ITP 19.	requirement	requirement	requirement		Technical Part
2.3	Pending Litigation	Proposer's financial position and prospective long-term profitability still sound according to criteria established in 3.1 below and assuming that all pending litigation will be resolved against the Proposer.	Must meet requirement	N/A	Must meet requirement	N/A	Form CON 2
2.4	Litigation History	No consistent history of court/arbitral award decisions against the Proposer ⁵ since 1 st January 2010	Must meet requirement	Must meet requirement	Must meet requirement	N/A	Form CON 2

⁵ The Proposer shall provide accurate information on the related Application Form about any litigation or arbitration resulting from contracts completed or ongoing under its execution over the last Fifteen (15) years. A consistent history of awards against the Proposer or any member of a joint venture may result in rejection of the Proposal.

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2.5	Declaration: Environmental, Social, Health and Safety (ESHS) past performance	Declare any E&M work contracts that have been suspended or terminated and/or performance security called by an employer for reasons related to the non-compliance of any environmental, social, health or safety (including Sexual Exploitation and Abuse) contractual obligations in the past Fifteen (15) years ⁶ .	Must make the declaration. (including each Specialized Sub-contractor)	N/A	Each must make the declaration. (including each Specialized Sub-contractor)	N/A	Form CON 3 ES Performance Declaration
2.6	Employer's SEA and/or SH Disqualification	(i) At the time of Contract Award, not subject to disqualification by the Employer's for non-compliance with SEA / SH obligations. (ii) If the Proposer had been subject to disqualification by the Employer's for non-	Must meet requirement (including each Sub-contractor)	N/A	Must meet requirement (including each Sub-contractor)	N/A	Application Submission Letter, Form CON 4

⁶ The Employer may use this information to seek further information or clarifications during the bidding stage and the associated due diligence.

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		compliance with SEA / SH obligations, the Proposer shall either (a) provide evidence of an arbitral award on the disqualification made in its favour; or (b) demonstrate that it has adequate capacity and commitment to comply with SEA / SH prevention and response obligations; or (c) provide evidence that it has already demonstrated such capacity and commitment for another Employer's financed works contract.					
C. Financial Situation and Performance							
3.1	Financial Capabilities	(i) The Proposer shall demonstrate that it has access to, or has	Must meet requirement	Must meet requirement. Lead firm must	N/A	N/A	Form FIN 3.1, with attachments

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		available, liquid assets, unencumbered real assets, lines of credit, and other financial means (independent of any contractual advance payment) sufficient to meet the construction cash flow requirements estimated as PKR 650 Million or equivalent for the subject contract(s) net of the Proposers other commitments. (ii) The Proposer shall also demonstrate, to the satisfaction of the Employer, that it has adequate sources of finance to meet the cash flow requirements on works currently in progress and for future contract commitments.		meet 40% of the requirement	.		
			Must meet requirement	Must meet requirement	N/A	N/A	

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		(iii) The audited balance sheets for past three (03) years or, if not required by the laws of the Proposer's country, other financial statements acceptable to the Employer, for the last three (03) years shall be submitted and must demonstrate the current soundness of the Proposer's financial position and indicate its prospective long-term profitability.	Must meet requirement	N/A	Must meet requirement	N/A	
3.2	Average Annual Construction Turnover	(i) Minimum average annual construction turnover of PKR 3,000 Million or equivalent calculated as total certified payments received for contracts in	Must meet requirement	Must meet requirement	Each member must meet as per his share in JV.	Lead Partner must have minimum forty (40%) percent share.	Form FIN 3.2

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		progress and/or completed within the last three (03) years.					

D. Experience							
Eligibility and Qualification Criteria			Compliance Requirement			Document/Form	
Sr. No.	Subject	Requirement	Single Entity	Joint Venture (existing or intended)			Submission Requirement
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4.1	General Experience <i>(To substantiate the experience, Proposer shall submit Authenticated Taking Over Certificates and other relevant</i>	Experience in the role of Prime Contractor, JV Member, Sub-Contractor or Management Contractor of at least fifteen (15) years.	Must meet requirement	N/A	Must meet requirement	N/A	Form EXP 4.1

D. Experience							
Eligibility and Qualification Criteria			Compliance Requirement				Document/Form
Sr. No.	Subject	Requirement	Single Entity	Joint Venture (existing or intended)			Submission Requirement
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	<i>documents.)</i>						
4.2 (a)	Specific Construction & Contract Management Experience⁷ <i>(To substantiate the experience, Proposer shall submit Authenticated Taking Over Certificates and</i>	The Employer accepts any of the key activities listed under to be Sub-Contracted. These Key Activities may be complied with the Proposer or by its proposed Specialized Sub-Contractor. A minimum number of Contracts specified below that have been satisfactorily Completed	Must meet requirement (The Criteria can be met through specialized Sub-Contractor)	Must meet requirement	N/A	N/A	Form EXP 4.2(a)

⁷ The Employer accepts experience listed in Form EXP 4.2(a) (*Specific Construction & Contract Management Experience*) to be Subcontracted. They may be complied with by the Proposer or by its proposed specialized Subcontractor. The Proposer shall provide Subcontractors authorization using form Subcontractor's / Manufacturer's Authorization Form, provided in Section-IV (Proposal Forms).

D. Experience							
Eligibility and Qualification Criteria			Compliance Requirement				Document/Form
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	other relevant documents.)	as a Prime Contractor, Joint Venture Member, Management Contractor or Sub-Contractor between January 01, 2005 and Proposal submission deadline: Either (i) One Contract of Hydropower Project of 45 MW or higher and should be in successful commercial operation for one year Or Two (02) separate Contracts of Hydropower Projects totaling 45					

D. Experience							
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		MW or higher and at-least one should be in successful commercial operation for one year. To fulfill the above, Plant Engineering Design firm experience required to integrate the Project. The Qualification requirement mentioned in Specific Provisions (Volume-II Part-I) under Sub-Clause 1.4.					
4.2 (b)	Experience in Key Activities	The Employer accepts any of the key activities listed under to be Sub-Contracted. These Key	Must meet requirements (The Criteria can be met through	Must meet requirements		Must meet the requirements (The Criteria can be met through Manufacturer /	Form EXP 4.2(b)

D. Experience							
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	(To substantiate the experience, Proposer shall submit Authenticated Taking Over Certificates, Manufacturers Authorization Letter etc. and other relevant documents.)	Activities may be complied with the Proposer or by its proposed Specialized Sub-Contractor ⁸ . For the above and any other Contracts completed and under implementation as Prime Contractor, Joint Venture Member, Management Contractor or Sub-Contractor ⁹ between	specialized Sub-Contractor)			specialized Sub-Contractor)	

⁸ In the case of a Proposer who offers to supply and install major Equipment of Plant under the Contract, which the Proposer did not manufacture or otherwise produce, the Proposer shall provide the Manufacturer's Authorization Letter, using the form provided in Section IV (Proposal Forms), showing that the Proposer has been duly authorized by the Manufacturer or Producer of the related Plant and Equipment or component to supply and install that Equipment in the Employer's country. Failure to submit the Manufacturer's Authorization Letter at the first instance is considered a minor, Non-Material omission and shall be subject to clarification. However, failure of the Proposer to submit the omitted Authorization Letter shall lead to rejection of the Subcontractor or Manufacturer.

⁹ For the Contracts under which the Proposer participated as a JV Member or Subcontractor, only the Proposer's share by value shall be considered to meet this requirement. Instead, each Contract performed by each JV Member shall satisfy the minimum value of a single Contract as required for single entity. In determining whether the JV meets the requirement of total number of Contracts, only the number of Contracts completed by all Members each of value equal or more than the minimum value required shall be aggregated.

D. Experience							
Eligibility and Qualification Criteria			Compliance Requirement				Document/Form
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		January 01, 2005 and Proposal submission deadline, a minimum experience in the following key activities successfully completed¹⁰: At least One (01) Contract of Design, Manufacturing, Installation, Testing and Commissioning of the following minimum major Plant Equipment: (i) Turbine 15 MW (Francis) (ii) Governor (iii) Main Inlet Valve (iv) Synchronous					

¹⁰ Volume of production of any key activity can be demonstrated in one or more Contracts combined if executed during same time period.

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		Generator 18 MVA (v) Generator Step Up Transformer 20 MVA (vi) 132 kV Switchgear (vii)Hydraulic Gate The minimum Criteria will be applied to all Sub-Contractors/ Manufacturers who are intended to be used: 1. The proposed Suppliers must demonstrate at least twenty (20) years of business starting from January 01, 1997 on International					

D. Experience							
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		Projects outside their home countries with similar equipment designed according to International Standards. Main Plant Equipment i.e. Francis Turbine, Governor, Main Inlet Valve, Synchronous Generator, Power Transformer, 132 kV Switchgear and Hydraulic Gates shall comply with International Standards as mentioned in Employer's Requirements.					

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4.2 (c)	Specific Experience in managing ESHS aspects	For the Contracts in Form Exp 4.2 (a) above and / or any other Contracts [completed and under implementation] as a Prime Contractor, Joint Venture Member, or Sub-Contractor between January 01, 2005 and Proposal submission deadline, experience in Managing ESHS risks and impacts in the following aspects: Details of Safety Records / Statistics in terms of lost time incident frequency and any deaths.	Must meet requirement	Must meet requirement	N/A	N/A	Form EXP 4.2 (c)

D. Experience							
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		- Project ESHS Plan used (including Key Performance Indicators and ESHS Reporting to Employer) - Organization / Institutional Chart and Responsibilities for the Project with reference to the ESHS Aspects. - Experience of implementing Site Specific Environmental Management Plans such as: - Site Restoration Plan					

D. Experience							
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		b. Waste Management Plan c. Hazardous Waste Management Plan d. Traffic Management Plan • Experience of implementing Site Specific Health and Safety Management Plans • HSE Communication Tools (the measures taken to spread awareness and					

D. Experience							
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		communicate hazards & risks at site such as HSE team meetings, safety posters, incident reporting etc.) • ESHS Control Plan for Sub-Contractors • Emergency Preparedness and Response Plan • Systems for Capturing ESHS Incidents, Accidents and Near Misses • ESHS Audits Plan • Risk Assessment / Mitigation Plan					

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Eligibility and Qualification Criteria			Compliance Requirement				Document/Form
Sr. No.	Subject	Requirement	Single Entity	Joint Venture (existing or intended)			Submission Requirement
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		• Strategy for Staff and Labor Recruitment of temporary workforce and local labor, worker grievance mechanism • Strategy for communication and interaction with stakeholders and local communities Certificates: Availability of a valid ISO Certification as below: a) Quality Management Certificate ISO					

D. Experience							
Eligibility and Qualification Criteria			Compliance Requirement				Document/Form
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		9001:2015 b) Environmental Management Certificate ISO 14001:2015. c) Occupational Health and Safety Management Certificate OHSAS ISO 45001:2018.					

Note: The qualification procedure for Plant Equipment other than those specified in Qualification and Evaluation Criteria under Clause 4.2(b), may be conducted after the Award of the Contract. The Qualification Criteria for such Plant items, as stipulated in the Specific Provisions (Volume-II, Part-I, Clause 1.5), shall be met by the successful Proposer.