

Pre-Bid Meeting Minutes

Procurement of EPC Contractor for Package-III Electrical and Mechanical
Works
(Works)

International

Single Stage-Two Envelope

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Meeting Details

Date & Time	Tuesday, April 14, 2026 11:00 AM
Location	Conference Hall / Committee room WAPDA House, Lahore.

Minutes of Meeting

MINUTES OF PRE-PROPOSAL MEETING WITH POTENTIAL PROPOSERS FOR PACKAGE-III OF ATTABAD LAKE HYDROPOWER PROJECT (54MW)

A Pre-Proposal meeting with Potential Proposers (having expertise in Hydropower Sector) was arranged, in accordance with the provisions of the RFP/EPC Bidding Document of Package-III, on April 14, 2026, at 1100 hrs. in the WAPDA Authority's Room, 729, WAPDA House, Lahore. A number of potential Proposers who had downloaded the RFP/EPC Bidding Document of Package-III: Electro-Mechanical Works from EPADS V2.0 attended the meeting via zoom link / physical presence. The meeting was chaired by General Manager (Projects) Northern Areas, WAPDA and the list of participants is attached as Annex-I.

AGENDA OF MEETING:

The purpose of the meeting was to provide a clear understanding of the project requirements, scope of work, and expectations prior to submission of proposals. The forum enabled clarification of technical, administrative, and contractual

aspects of the package, as well as addressing queries and concerns of the participants.

The meeting aimed to:

- Reduce ambiguities in the bidding documents,
- Improve the quality of proposals, and
- Ensure a fair and transparent procurement process.

PRESENTATION BY PROJECT DIRECTOR (ALHPP) WAPDA:

The Chief Engineer/ Project Director, Attabad Lake Hydropower Project (ALHPP), WAPDA, gave a detailed presentation on the project

The Chief Engineer/PD informed that WAPDA is the Executing Agency of Project on behalf of Government of Gilgit Baltistan (GB). The initial feasibility study, carried out by GoGB, estimated the project capacity at 32.5 MW, which was later enhanced to 54 MW by WAPDA after further studies.

He further apprised that:

- The PC-I, amounting to PKR 21,246 million, was approved by ECNEC in August 2021, and its revision is currently under process.
- The project site is located approximately 120 km from Gilgit and 750 km from Islamabad.

Chief Engineer/PD briefed in detail about other aspects such as salient features, project consultants and updated progress of the Project and further apprised that the Project has been divided into the following packages:

- Package-I: Civil and Auxiliary Works
- Package-II: 132 kV Transmission Line Works
- Package-III: Electro-Mechanical Works
- Package-IV: Overflow Weir & Landslide Slope Treatment Works

It was further intimated to the participants that Package-I: Civil and Auxiliary Services is at award stage,

BRIEF BY PROJECT MANAGER, AHMC:

The Project Manager, AHMC, stated that the purpose of the session was to address queries and concerns raised by proposers regarding the RFP/EPC Bidding Documents uploaded on EPADS V2.0.

He emphasized that the forum was intended to facilitate better understanding of the bidding requirements and contractual provisions.

It was further clarified that:

- All queries shall be submitted through EPADS V2.0 (mandatory).
- Responses to pre-proposal queries will be issued formally through EPAD V 2.0 to all prospective proposers, in accordance with prescribed procurement procedures

DISCUSSION SESSION:

QUERIES BY PROPOSERS AND RESPONSE BY PROJECT AUTHORITIES

Sr. No.	Discussions		
	Potential Proposer's Queries	Project Responses	Authorities

1. The Representative of Proposer M/s CDigital stated that they had already submitted the detailed technical queries regarding the uploaded RFP/EPC Bidding Document of Package?III. They further inquired about the next course of action and whether a site visit for Proposers can be planned, noting that only one month remains until the proposal submission deadline of May 14, 2026, which they considered a short timeframe.

The Project Manager AHMC acknowledged receipt of the Pre-Proposal Clarifications submitted by Proposer M/s CDigital on April 13, 2026. He assured that the formally submitted queries will be responded at the earliest possible time.

Site Visit shall be facilitated by the Project office/ Consultant upon formal request from the proposer.

2. The Representative of Proposer M/s CDigital raised concerns regarding the right-side landslide slope treatment under Package-IV, specifically highlighting the overlap of certain works between Civil Works and Electro-Mechanical Works, and the need for clear demarcation and coordination of responsibilities.

The Project Director, ALHPP WAPDA, addressed the query by clarifying that the Civil Works are included under EPC Contractor Scope of Work of Package-I (Civil & Auxiliary Services Works), whereas the right bank landslide slope treatment is to be carried out by Contractor of Package-IV (Civil Works for Overflow Weir Structure & Landslide Slope Treatment) which is under Admeasurement Contract mode.

He further apprised the Proposers that Package-I is at an advanced stage of EPC Contract award, while construction activities under Package-IV are expected to commence following completion of diversion works, anticipated within approximately 2–3 years from the commencement date of Package-I. He emphasized that adequate time is available for execution of Package-IV and confirmed that there is no interface or overlap of Package-IV with the scope of Package III: Electro

3. A query was raised by the representative of Proposer M/s CDigital regarding the Civil works associated with the 132 kV Switchyard of ALHPP. It was noted that while the RFP/EPC Bidding Document clearly define the scope of Electro-Mechanical Works for 132 kV Switchyard, ambiguity remains regarding the responsibility for execution of the associated Civil Works for 132 kV Switchyard, for which clarification was sought. Furthermore, the representative of the Proposer M/s CDigital requested that the queries formally submitted to the Employer with respect to the RFP/EPC Bidding Document of Package-III be duly addressed and responded to.

The Project Manager, AHMC, addressed the query by clarifying that the Civil Works for the 132-kV switchyard has been included within the scope of Package-I (Civil & Auxiliary Services Works) and shall be executed by the respective EPC Contractor in coordination with Package-III EPC Contractor. He further added that responses to the Pre-Proposal Clarification raised by the Proposer M/s CDigital will be provided in due course of time.

4. While citing the Synchronous Generator efficiency requirement of 98% as stipulated in the RFP/EPC Bidding Documents of Package-III, the representative of Proposer M/s Shaheen & Sons stated that Chinese Manufacturers are generally offering Synchronous Generator efficiencies in the range of 96–97% and they requested consideration of some flexibility or relaxation in the specified efficiency requirement of Synchronous Generator for ALHPP.

The Senior Electrical Engineer, AHMC, responded that a Synchronous Generator efficiency level of 96–97% has been considered relatively low for the proposed rating of 23.2 MVA Generator for Hydropower Project and further elaborated that the Vertical Francis Turbine efficiency, already in the range of 93%, would be difficult to enhance significantly beyond the stated level. The Project Manager, AHMC, added that the overall hydropower generation output remains the key consideration, and the relevant performance parameters must be reviewed to ensure that any reduction in Synchronous Generator efficiency does not adversely affect the required design generation output. He further noted that a lower Synchronous Generator efficiency may be considered acceptable, subject to confirmation that the overall plant performance requirements remain fully intact.

5. The Representative of Proposer M/s CDigital, while referring to Section-III (Evaluation and Qualification Criteria) of Volume-I of the RFP/EPC Bidding Document for Package-III, particularly Experience Clauses 4.2(a), Clause 4.2(b), and Clause 4.2(c), inquired whether, in the absence of relevant experience of the main equipment manufacturer in similar 45 MW or 54 MW Hydropower Projects, the manufacturer could be engaged as a Sub-Contractor without forming a Joint Venture, while the representative of Proposer M/s CDigital participates as the Lead Partner of the Proposer in order to meet the Qualification requirements as a single member of the Proposer.

The Project Manager, AHMC, addressed the query and responded that this matter has been adequately incorporated in Section-III Evaluation and Qualification Criteria 4.2(a), Volume-I of the RFP/EPC Bidding Document of Package-III, wherein provisions have been made for the engagement of Specialized Sub-Contractor. He clarified that the Proposers may utilize the services of Specialized Sub-Contractor, for design, execution and manufacturing works, subject to compliance with the conditions stipulated in the Evaluation and Qualification Criteria, Volume-I of RFP/EPC Bidding Document of Package-III.

6. The Representative of Proposer M/s CDigital sought Clarification regarding the mode of submission of Proposals, specifically whether the Proposals are required to be submitted in hard copy (physical form) or uploaded through the EPADS v2.0 system only. Furthermore, the representative of the Proposer highlighted concerns regarding file size limitations on the EPADS/PPRA portal during the upload process and sought guidance in this regard.

The Project Director, ALHPP WAPDA, addressed the query by clarifying that submission of Proposals through EPADS v2.0 is mandatory for all Proposers, and no alternative mode of submission shall be accepted.

Submission of hard copies for proposals in addition to proposals uploading on EPADsv2.0 (Mandatory) is being taken-up with concerned WAPDA formations (CCC/C&M) for guidance.

The General Manager (Projects) Northern Areas, WAPDA, added to the discussion that the Proposals uploaded on EPADS v2.0 shall be treated as final for evaluation purposes, even in cases where physical documents are also submitted. He further stated that any Pre-Proposal Clarifications pertaining to the uploaded RFP/EPC Bidding Document will be formally communicated to the ALHPP Project Office, WAPDA through the EPADS v2.0 portal.

7. The representative of Proposer M/s GRC requested an extension of one month in the Proposal Submission Deadline from May 14, 2026 to June 14, 2026, citing that the Procurement process involves Foreign JV Firm participation and coordination across multiple countries for the manufacturer of Electro-Mechanical Equipment. The Representative of Proposer M/s GRC further requested relaxation of PEC Provisional Licensing requirements for Foreign JV Firms, stating that PEC registration for Provisional Licensing of Foreign JV Firms is a time-consuming process and may adversely impact the participation of foreign JV Partners in the bidding procedure.

The Project Manager, AHMC, responded that the requirements regarding PEC Provisional Licensing for all Foreign JV Firms have already been addressed in Section-III, Evaluation & Qualification Criteria, Volume-I of the RFP/EPC Bidding Document for Package-III, wherein Foreign JV Firms may participate in the bidding process through association with the Lead Partner of Proposer as a Specialized Sub-Contractor on which PEC Provisional Licensing is not applicable to participate in the bidding procedure. The Project Director, ALHPP WAPDA, further clarified that PEC Provisional Licensing registration is mandatory for all Foreign JV Firms participating in bidding process in accordance with the bye-laws of the PEC Governing Authority in Pakistan. He reiterated the provision for inclusion of Foreign Firms as a Specialized Sub-Contractor with the lead partner of the Proposer.

8.

Upon discussion regarding the Proposal Submission timeline, the representative of Proposer M/s Shaheen & Sons requested an extension of 8–10 weeks in Proposal submission. Subsequently, all the representatives of Proposers present in the meeting collectively requested the Employer to extend the Proposal Submission Deadline for at least one month for Package-III.

The Project Director ALHPP WAPDA stated that further extension of 6-8 weeks in Proposal Submission Deadline is excessive, as the NIT and RFP/EPC Bidding Document had already been uploaded on PPRA EPADS V2.0 on March 16, 2026, and two months tie for the Proposal Submission has already been initially provided, i.e., up to May 14, 2026. He further added that Package-I is already at an advance stage of Contract award and requires synchronization with the Package-III EPC Contractor; therefore, any further delay may lead to contractual and implementation complications.

However, the Project Director ALHPP WAPDA advised that the Proposers may submit their requests formally on PPRA EPADS V2.0, so that the matter can be examined and considered for appropriate extension of time.

9.

The representative of Proposer M/s Multiline sought clarification regarding ITB 16.1 of Section-II (Proposal Data Sheet) of Volume-I of the RFP/EPC Bidding Document for Package-III, wherein the proposed price currency has been indicated as PKR with allowance of up to 80% foreign currency. The Representative of Proposer M/s Multiline noted that Section-IV (Proposal Forms) of the same document permits pricing in three currencies, and requested clarification to resolve this inconsistency in the same document.

The AHMC Expert, Contracts clarified that the provision contained in Section-II (Proposal Data Sheet) of Volume-I of the RFP/EPC Bidding Document for Package-III, allowing pricing in one foreign currency, shall prevail. He further stated that the inconsistency in the document is a typographical error, which will be rectified through an Addendum to the RFP/EPC Bidding Document of Package-III.

10.

The Representative of Proposer M/s Multiline sought clarification regarding Sub-Clause 14.2 (Advance Payment) under Section-VIII, Part-B, Special Provisions of Part-II Particular Conditions of Contract of Volume-I of the RFP/EPC Bidding Document for Package-III. It was noted that three modes for Advance Payment Guarantee has been specified, namely: (a) Scheduled Bank in Pakistan, (b) Foreign Bank duly counter-guaranteed by a Scheduled Bank in Pakistan, and (c) Insurance Entity rated “A” by PACRA/VIS. The Representative of Proposer M/s Multiline inquired whether the Advance Payment Guarantee may also be submitted in the form of an Advance Insurance Guarantee.

The Deputy Director Central Contracts Cell (CCC), WAPDA clarified that Employer does not accept Insurance Guarantees for the Advance Payment purpose, and the requirement pertains specifically to Bank Guarantees. It was further explained that WAPDA’s preference is for Bank Guarantees required from Contractor for Advance Payment release; however, certain flexibility has been provided in terms of issuing Banks, including those with defined high credit ratings.

The Project Director ALHPP WAPDA further advised that in case the Proposer identifies any ambiguity or typographical errors in the document, a formal written query should be submitted from the Proposer on PPRA EPADS V2.0 so that the matter may be revised and, if required, addressed through an Addendum to the RFP/EPC Bidding Document of Package-III.

11.

The Representative of Proposer M/s Umer Jan & Co. sought clarification regarding Payment Terms, Sub-Clause 14.4 of Section-VIII, Part-B Special Provisions under Part-II Particular Conditions of Contract of Volume-I of the RFP/EPC Bidding Document for Package-III. It was noted that 2.5% of each of the four Schedules of Payment Terms Supply of Plant from Abroad, Supply of Plant within the Employer's Country, Design Services, and Installation & Other Services has been indicated as a retention linked to the Performance Security A, to be withheld until issuance of the Taking Over Certificate (TOC). The Representative of Proposer M/s Umer Jan further observed that in addition to yje 10% of the retention of the four Payment Schedules, 10% is to be retained as Performance Security and an additional 5% as Retention Money, resulting in a cumulative perceived deduction of 25%, which is considered too high for a EPC Contractor to maintain his financial circle. The Representative of Proposer M/s

The Deputy Director Central Contracts Cell (CCC), WAPDA clarified the Proposer's misunderstanding and stated that the total retention under Sub-Clause 14.4 of Section-VIII, Part-B Special Provisions under Part-II Particular Conditions of Contract of Volume-I of the RFP/EPC Bidding Document is only 2.5% instead of 10% of the Proposal Price, which is to be released upon issuance of the Taking Over Certificate (TOC). It was further clarified that the Retention Money is 5%, while Performance Security is 10%, thereby bringing the total Financial securities/retentions to 17.5% rather than the 25% figure interpreted by the Proposer. It was also added that 50% of the Performance Security will be released upon expiry of the Defects Notification Period (DNP), in accordance with the Contract provisions.

The Project Director ALHPP WAPDA stated that regarding the retention related to Schedule No. 03 (Design

Conclusion

The meeting was concluded by the General Manager (Projects) Northern Areas, WAPDA, who requested all the representatives of Proposers to submit any remaining Pre-Proposal Clarifications and queries pertaining to the RFP/EPC Bidding Document of Package-III at the earliest through PPRA EPADS V2.0, preferably at least 14 days prior to the Proposal Submission Date of May 14, 2026, in accordance with the provisions stipulated in the RFP/EPC Bidding Document for Package-III. He also emphasized the participants to formally inform the Project Director ALHPP, WAPDA for their site visit prior to Proposal Submission so that joint visit can be arranged for better understanding of the Project.

Annexure-I

Minutes of Pre-Proposal Meeting with the Potential Proposers for Package-III:
Electro-Mechanical Works of Attabad Lake Hydropower Project (54MW) Held on
April 14, 2026 at Committee Room, WAPDA House, Lahore.

List of Participants

Online Participant of Employer (WAPDA)

1. General Manager (Projects) Northern Areas, WAPDA Mr. Waseem Ali Mullah

Physical Participants of Employer (WAPDA)

2. Chief Engineer / Project Director ALHPP, WAPDA Mr. Iqtidar Hussain
3. Executive Engineer (Electrical) ALHPP, WAPDA Mr. Tahir Sarwar
4. Deputy Director Hydel (Dev), WAPDA Mr. Wajahat Barig
5. Deputy Director Hydel (Dev), WAPDA Mr. Soban Masood
6. Deputy Director (Mech) CCC, WAPDA Mr. Ansar Waseem
7. Assistant Director (Environment) ALHPP, WAPDA Mr. Muhammad Irfan

8. Assistant Manager (Insurance), WAPDA Mr. Irfan Jahangir

Physical Participants of Management Consultants (AHMC)

9. Project Manager, AHMC Mr. Waqar Hasnain

10. Expert Contracts, AHMC Mr. Altaf Hussain Bhatti

11. Senior Engineer (Electrical), AHMC Mr. Nauman Javed Khan

12. Senior Engineer (Switchyard), AHMC Mr. Muhammad Saleem

13. Senior Engineer (Electrical), AHMC Mr. Abdul Waheed

14. Junior Engineer, AHMC Mr. Salar Ayub

15. Junior Engineer, AHMC Mr. Qaseem Haider

16. Junior Engineer, AHMC Mr. Shahryar

Online Participants (AHMC)

17. Expert Mechanical, AHMC Mr. Ali Khurram

Physical Participants of Potential Proposers

Representatives from different firms:

1. M/s Zahir Khan & Brothers (Pvt) Ltd.
2. M/s Ghulam Rasool & Company (Pvt) Ltd.
3. M/s Umer Jan & Co. (Pvt) Ltd.
4. M/s CDigital (Pvt) Ltd.
5. M/s Multiline Enterprises (Pvt) Ltd.
6. M/s Shaheen & Sons (Pvt) Ltd.
7. M/s TFC Lahore (Pvt) Ltd.

Online Participants Proposers

Representatives from different firms:

8. M/s Al-Fajr International (Pvt) Ltd.
9. M/s CRBC Pakistan (Pvt) Ltd.

Date and Time April 14, 2026 at 1100 hours

Venue WAPDA Committee Room, WAPDA House, Lahore