Sr#	Queries	IESCO Reply
1	With reference to the above-mentioned tender, we intend to participate as a Foreign Manufacturer through our authorized Local Agent in Pakistan. Upon detailed examination of the bidding documents, certain provisions relating to payment, pricing, import duties/taxes, delivery terms and domestic preference require clarification to enable us to submit its financial proposal	Procuring Agency appreciate your efforts and welcome as potential bidder of this process
2	**1. Contradiction regarding LC payment against Bill of Lading and payment against GRN Relevant provisions:** SCC Clause 6, Page 155; SCC Clause 20, Pages 163–164 SCC Clause 6 states that "Letter of Credit is to be opened by the Foreign Bidder within 14 days from signing of the Contract for payment upon submission of Bill of Lading and other documents." However, SCC Clause 20 states that payment for goods supplied from abroad through LC shall be made against, Delivery Challan and ERP-generated GRN duly stamped and signed by the consignee, Custom Clearance Certificate and a certificate confirming that the material has been taken into stock. A Bill of Lading is generated upon shipment, whereas the ERP GRN and stock receipt certificate are generated only after arrival and acceptance of the goods at IESCO. Kindly clarify whether payment under the LC is intended to be made: a. Will it be LC at Sight? Against shipment documents including the Bill of Lading; OR b. After delivery of goods to IESCO and issuance of GRN. If payment is intended against shipment documents, kindly specify the exact documents and percentage of payment available for negotiation under the LC.	If contractor is willing to receive the payment through LC, then Letter of credit (LC) shall be opening from signing of contract on cost of contractor or whenever contractor intend to open the LC during currency of contract. Payment shall be made after custom clearance, delivery material at procuring agency warehouse as designated in BD and issuance of GRN. Contractor will submit all the requisite document related to custom clearance, Delivery challan and GRN and other document as mentioned in corresponding clause along with invoice of contractor.
3	**2. Contradiction regarding treatment of GST in the Foreign Bid Price Relevant provisions:** BDS Clause 3, Page 150; Foreign Goods Price Schedule, Page 180 BDS Clause 3 states that the Foreign Bidder shall quote: "CIP Karachi Port Excluding taxes & duties & GST" And further states that taxes, duties and GST shall be reimbursed upon submission of the original invoice. However, the Foreign Goods Price Schedule on Page 180 states: "CIP Price is excluding all taxes and duties except of GST" The two provisions appear inconsistent regarding whether GST is included or excluded from the quoted CIP price. Kindly clarify whether GST is: a) excluded from the bid price and reimbursed separately; or b) included in the quoted CIP price.	CIP price shall be excluding of all taxes and duties as well as GST. all taxes, duties and GST shall be reimbursed upon submission of original invoices to procuring agency.

Sr#	Queries	IESCO Reply
4	**3. CIP Karachi Port versus CIP IESCO Regional Store Islamabad Relevant provisions:** Schedule of Requirements, Page 144; Foreign Goods Price Schedule, Page 180 The Schedule of Requirements states that, for goods originating outside the purchaser's country, delivery shall be: "At CIP up to IESCO Regional Stores, Islamabad." However, the Foreign Price Schedule requires the bidder to quote: Unit rate on CIP up to Karachi Port; and Separate inland transportation, loading/unloading etc. up to IESCO Regional Store Islamabad. Kindly clarify which delivery term shall govern the financial evaluation: 1- CIP Karachi Port + separately quoted inland transportation, or 2- CIP IESCO Regional Store Islamabad.	Bidder shall quote the price separately CIP price upto Karachi port and Inland transportation upto PA store as per price schedule.
5	**4. Basis for calculation of domestic preference / "CIP landed cost":** Relevant provision: • Evaluation Criteria Clause 1.2(c), Page 141 Clause 1.2(c) states that, for further comparison, the applicable percentage of price preference shall be added to the evaluated price offered in the Group B CIP landed cost. However, the Foreign Price Schedule separates the CIP Karachi price from inland transportation and excludes taxes/duties. Kindly clarify what constitutes "CIP landed cost" for the purpose of domestic preference calculation, specifically whether it includes: 1. CIP Karachi Port price; 2. customs duties; 3. import taxes; 4. GST; 5. inland transportation from Karachi to Islamabad; 6. loading/unloading and other incidental charges; and 7. any other applicable charges.	For the purpose of evaluation and comparison of bids, the **Landed Cost** shall comprise the following: 1. CIP Karachi Price; and 2. Duties and taxes applicable to the offered goods under the relevant HS Code, excluding General Sales Tax (GST).
6	**5. Responsibility for customs clearance and payment of import duties/taxes Relevant provisions:** BDS Clause 3, Page 150; SCC Clause 20, Page 163 BDS Clause 3 states that taxes and duties for foreign goods shall be reimbursed, while SCC Clause 20 requires submission of a Custom Clearance Certificate as a payment document. However, the bidding documents do not clearly identify who shall be responsible for: 1. customs clearance; 2. acting as importer/consignee; 3. payment of customs duties; 4. payment of import taxes/GST; and Kindly clarify whether customs clearance shall be undertaken by IESCO or by the Foreign Supplier/Local	Contractor will responsible for all the custom clearance and other formalities upto warehouse of Procuring agency. However, procuring agency shall reimburse taxes and duties and GST upon submission of original invoices of taxes, duties and GST payable in purchaser's country.

Sr#	Queries	IESCO Reply
	Agent and who shall initially bear the applicable customs duties, taxes and GST.	
7	**6. Fixed-price provision and reimbursement of taxes/duties:** **Relevant provisions: • BDS Clauses 3 & 4, Page 150** **BDS Clause 3** provides for reimbursement of taxes/duties/GST for foreign goods, while BDS Clause 4 states that prices shall remain fixed during the currency of the contract and that the bidder shall assess all risks before quoting. Kindly clarify that any change in statutory customs duties/taxes/GST occurring after submission of the bid shall be dealt with through the stated reimbursement mechanism and shall not be considered part of the Foreign Bidder's fixed CIP price.	All applicable taxes and duties shall be reimbursed upon submission of the original tax invoices clearly depicting that such taxes and duties were actually deposited at the time of importation. Any increase or decrease in the applicable taxes and duties at the time of importation shall be applicable and reimbursed accordingly.

Price Schedule: Goods Manufactured Outside Pakistan, to be Imported

Name of Bidder ………………………………………………… Page ……… of ……………

ICB Tender	Sr. No	ITEM DESCRIPTION	Unit	Lot#	Qty.	Unit rate on *CIP upto Karachi Port	Total Price on CIP upto Karachi Port	Unit rate of inland transportation, loading, Un loading etc. upto IESCO Regional Store, Islamabad.	Total Price of inland transportation, loading, Un loading etc. upto IESCO Regional Store, Islamabad.	Total Price	Country of Origin
1	2	3	4	5	6	7	8=(6x7)	9	10=(6x9)	11=(8+10)	12
IESCO/MM/Goods/ICB-01 /2026-27	1	15 kV XLPE Power Cable 240mm^2 500 MCM S/C (unarmoured) as per Specification P-29:2010	Km	I	600						
				II	600						

Note:

1. In case of discrepancy between unit price and total, the unit price shall prevail.
2. The Currencies should be in Pak Rupees.
3. CIP Price is excluding all taxes and duties as well as GST (which is reimbursable on submission of original Invoices as per FBR Procedure).
4. IESCO Designated Store: *IESCO Regional Store, Islamabad.*

Name ………………………

In the capacity of ………………………………………

Signature: ____________________

Duly authorized to sign the Bid for and on behalf of………………………………

Dated: ……………………………………