Past Experience and Completed Contracts

QUALIFICATION CRITERIA AND EXPERIENCE

1 General Performance of the bidder or Manufacturers	1.1	In case, bidder or its offered manufacturer after submission of bid or after award of Letter of Acceptance /Purchase Order do not comply with the clauses of tender document/ Letter of Acceptance /Purchase Order, this office will proceed in accordance with Rule 19 of the Public Procurement Rules 2004 (Revised) to take such action as may be deemed appropriate under the circumstances of the case including black listing of such Bidder under GEPCO Blacklisting Policy and debarring him from participation in future bidding for supply of Goods.
2 General Experience	2.1	a) The bidder (in case bidder is manufacturer) should have at least **five (05) years**' experience of manufacturing and **Three (03) years'** satisfactory operational service of the offered equipment. Supply record duly signed and stamped shall be provided with the bid otherwise bid will be considered as non- responsive. b) The bidder (in case bidder is not manufacturer) should be registered/pre-qualified with DISCOs/NTDC/WAPDA/ GENCOS/PPMC. However, the manufacturer in this case should have 05 years' experience of manufacturing and 03 years' satisfactory operational service of the offered equipment. Supply record duly signed and stamped shall be provided with the bid otherwise bid will be considered as non-responsive. c) For JV, the leading partner of JV (in case leading partner is manufacturer) should have at least 05 years' experience of manufacturing and 03 years' satisfactory operational service of the offered equipment. i. The other partner/member of JV (in case other partner is not manufacturer) should be registered/pre-qualified with DISCOs/NTDC/WAPDA/ GENCOS/PPMC. Or ii. the other partner/member of JV (in case other partner is manufacturer) should have at least **five (05) years**' experience of manufacturing and **Three (03) years'** satisfactory operational service of the offered equipment. Supply record duly signed and stamped shall be provided with the bid otherwise bid will be considered as non-responsive.

		d) For JV, the leading partner of JV (in case leading partner is not manufacturer) should be registered/pre-qualified with DISCOs/NTDC/WAPDA/ GENCOS/PPMC and its manufacturer should have 05 years' experience of manufacturing and 03 years' satisfactory operational service of the offered equipment. i. The other partner/member of JV (in case other partner is not manufacturer) should be registered/pre-qualified with DISCOs/NTDC/WAPDA/ GENCOS/PPMC. Or ii. the other partner/member of JV (in case other partner is manufacturer) should have at least **five (05) years**' experience of manufacturing and **Three (03) years'** satisfactory operational service of the offered equipment. Supply record duly signed and stamped shall be provided with the bid otherwise bid will be considered as non-responsive.
3. Operational Certificate & Supply Record	3.1	Schedule of qualifications duly filled in should be submitted with the Technical bid and extra sheets may be used to furnish qualifications, experience and supply record (year wise) of the manufacturer for the offered equipment indicating addresses/contract numbers of the Purchasers/Procuring Agency/clients and Performance certificates of satisfactory operation. Non-submission of said documents/certificates shall render the bid non-responsive.
4. Manufacturer Authorization	4.1	The bidders, who are not manufacturers themselves, shall furnish an Authorization from the concerned Manufacturer to submit a bid for supply of their goods in Pakistan against this tender.

Financial Capacity and Net Worth Evaluation criteria & Average Annual Turnover Requirement		
5. Financial Criteria	5.1	Financial position of the bidder/JV shall be assessed during Technical Evaluation of bids. **1. Financial Statements** The Bidder, or each partner in the case of a Joint Venture, shall demonstrate sound financial standing by submitting, as part of the Technical Bid, audited financial statements for the last three (03) fiscal years, including the balance sheet, income statement, and cash flow statement, all duly certified by a registered external auditor. The Auditor's Reports shall be in line with the Sales Tax Returns filed with the Federal Board of Revenue (FBR). The Bidder, or each JV partner, shall also provide Income Tax Returns of FBR for the same period. The net worth of the Bidder, or of each partner in the JV, calculated as total assets minus total liabilities, must be positive for each of the last three (3) years. All required financial documents must be submitted in the prescribed forms provided in the Tender Document, duly signed and stamped; failure to comply with these requirements shall render the bid non-responsive. Reports on Financial Standing of the Bidder(or of each party to a Joint Venture) such as balance sheet inter-alia, Assets and Liabilities certified by an Auditor's Report for the last three years should be submitted with the Technical Bid. The Auditors' Report must be in line with FBR Sales Tax Return. The bidder should have sufficient financial resources to meet the total cash flow demand of Purchase Order/Contract and verifiable data/documents must be provided along with Technical bid. In this regard, bidder is required to provide information on their manufacturing capacity and details (name of Procuring Agency, description of material, amount of contract(s), expected date of delivery/completion etc.,) of in-hand/on-going/pipeline tenders and expected tenders. However, if bidder conceals any information/facts and fail to provide any related information/facts, then the bid is liable to be rejected. All financial documents/statements must be duly signed & stamped by bidder and Charted Accountant. **Average Annual Turnover (AATO)** To be awarded a Purchase Order/Contract for this tender, the bidder/manufacturer must have an Average Annual

		Turnover (AATO) during the last three (03) years equal to or more than the amount specified in the Eligibility Criteria. In the case of a Joint Venture (JV), the lead partner shall possess not less than fifty percent (50%) of the required AATO, while the remaining percentage shall be met by the second JV partner, such that the aggregate AATO of the JV meets or exceeds the specified amount. Non-submission of said documents shall render the bid non-responsive. In this context, the bidder(s) is required to fill in the relevant forms given in this tender document and submit the same with the bid.