

10.	13.3 (b)	The qualification criteria required from Bidders in ITB 13.3(b) is modified as follows: a) To be qualified for award, the Bidder shall meet the experience, capability and adequacy of resources as per criteria delineated herein below: 1. <u>Contractual Experience Criteria</u> experience of 100% of the tendered quantity of similar material, having similar or higher rating, supplied to DISCOs/NGC/PPMC/WAPDA/ GENCOs during the last five (05) years, under either a single contract or multiple contracts. Details in this regard should be submitted in the prescribed format given in standard forms of Bidding documents. The Bidder shall submit with the bid evidence duly stamped in this regard including inter alia copies (with English translation) of the contract agreement(s) and completion certificate(s)/delivery document(s) (bills of lading, inspection certificates etc.) for the contract(s). In case of JV, at least any one partner should fulfill the above mentioned experience pertaining to the individual's obligation (s) in respect of manufacturing or supplying as per JV agreement between the parties. 2. <u>Manufacturing Experience Criteria</u> The manufacturer must have at least 5 years' manufacturing experience of tendered material having similar or higher rating. Details in this regard should be submitted in the prescribed format given in standard forms of Bidding documents. The Bidder/manufacturer shall submit with the bid, copies (with English translation) of the contract agreement(s) and completion certificate(s)/delivery document(s) (bill(s) of lading, inspection certificate(s) etc.), duly notarized, for the contract(s). The Bidder is required to include with its Bid, documentation from the manufacturer of the goods, that it has been duly authorized to deliver, in Pakistan, the goods indicated in its Bid (In case the Bidder is not a Manufacturer). 3. <u>Performance Criteria</u> i. The offered material by the Bidder/Manufacturer/JV should have been in satisfactory operation for a continuous period of at least three years in any DISCO/NGC/WAPDA/GENCO prior to deadline for submission of Bids. ii. In above context, at least two (02) satisfactory operational certificates shall be submitted with the bid from the end user(s) i.e. DISCOs/NGC/WAPDA/GENCOs. of offered equipment/goods. The submitted operational certificate must indicate the name of the end user/client along with its contact address, phone numbers, fax numbers, web-site and e-mail addresses. The bidder must also submit with the bid the copies of contract agreements along with performance certificates (along with translation in English if original is in different language) for these
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		supplies. Further, the summary of operational experience be provided as per standard forms of Bidding documents. 4. <u>Supply Capacity</u> The manufacturer shall provide the following information with the Bid to establish its capacity/capability to execute the order. - Manufacturing Capacity - Orders in hand - Expected orders in pipe line - Implementation schedule of the orders in hand The manufacturing capacity of the Bidder should be at least equal to the sum of orders in hand, expected orders in pipeline and this order (if placed on it). 5. <u>Financial Criteria of the Bidder</u> The Purchaser will take into account the following criteria to verify the financial qualification of the Bidder. - The Bidder has an average annual, turnover in the last three years equal to or more than PKR. 8,000,000/- for 132kV Potential Transformer and PKR. 9,000,000/- for 132kV Lightening Arrestor. The bidder's net worth calculated as a difference between total assets and total liabilities must be positive for last three years and must be submitted with the bid. (Information to be submitted in standard forms of Bidding documents. - In case of JV the (leading partner minimum 50% of AATO & remaining of other partner) has to have an average Annual Turnover in the last 3 years equal to or more than PKR. 8,000,000/- for 132kV Potential Transformer and PKR. 9,000,000/- for 132kV Lightening Arrestor.
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