

**PRE QUALIFICATION OF CONTRACTORS
UP-GRADATION OF INFRASTRUCTURE
DERA ISMAIL KHAN ECONOMIC ZONE**

**PROJECT OUTLINE
AND
PREQUALIFICATION CRITERIA**

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TABLE OF CONTENTS

Page No.

Table of Contents

1.	INTRODUCTION	1
1.1	PROJECT OUTLINE	1
2.	INVITATION FOR PRE-QUALIFICATION.....	3
3.	INSTRUCTIONS TO APPLICANTS	4
3.1	SUBMISSION OF APPLICATIONS.....	4
3.2	QUALIFICATION CRITERIA	4
3.2.1	General	4
3.2.2	General Experience:	5
3.2.3	Personnel Capabilities	7
3.2.4	Equipment Capabilities	8
3.2.5	Financial Position.....	8
3.3	JOINT VENTURE (JV).....	9
3.3.1	Joint Venture must comply with the following requirements:-.....	9
3.4	UPDATING PREQUALIFICATION INFORMATION	9
3.5	OTHER FACTORS	10
3.6	CONFLICT OF INTEREST	10
4.	EVALUATION/SHORTLISTING CRITERIA	11
	LETTER OF APPLICATION.....	12

ANNEXURES

Form A	Letter of Application	10
Form A – 1	General Information	13
Form A – 2	General Experience	14
Form A – 3	Joint Venture Summary	15
Form A – 4	Particular Experience	16
Form A – 5	Details of Contracts of Similar Nature and Complexity	17

Form A – 6	Current Contract Commitments / Works in Progress	18
Form A – 7	Personnel Capabilities	19
Form A – 8	Candidate Summary	20
Form A – 9	Software's/ Equipment Capabilities	21
Form A – 10	Financial Capability	22
Form A – 11	Litigation History	23

1. INTRODUCTION

1.1 PROJECT OUTLINE

The Client, 'Khyber Pakhtunkhwa Economic Zones Development & Management Company (KPEZDMC)', has been established by Government of Khyber Pakhtunkhwa (KP) to propel economic activities across length and breadth of the province thereby generating massive employment for the youth and improving the economy of the KP. Previously, this mission was assigned to Sarhad Development Authority (SDA) which has since become defunct with all its assets and liabilities transferred to KPEZDMC through an Act of the Assembly passed in September 2016.

SDA had initiated a scheme to develop an industrial estate in Dera Ismail Khan in late 80s. The project spread over 189 acres is located on Indus Highway (N-55) in Daraban Khurd area about 6 km south of Gomal University. The industrial estate is in very dilapidated condition with almost no basic infrastructure. There are only two constructed roads (TST) which have also worn out over the years. The drains along the roads have been eroded and cannot be repaired and there is no water supply system or sewerage system in the estate.

KPEZDMC has decided to provide basic infrastructure (roads, water supply system, sewerage/ effluent collection and disposal system, and boundary wall) to the industrial estate which henceforth will be renamed as Dera Ismail Khan Economic Zone.

The location plan of the economic zone is given below:



Location Map – Dera Ismail Khan Economic Zone

2. INVITATION FOR PRE-QUALIFICATION

.

3. INSTRUCTIONS TO APPLICANTS

3.1 SUBMISSION OF APPLICATIONS

- 3.1.1 Applications for pre-qualification one (1 No.) original and One (1 No.) copy must be received in sealed envelopes to be delivered by hand or through registered mail to:
General Manager – Infrastructure, Khyber Pakhtunkhwa Economic Zones Development & Management Company (KPEZDMC), 120-Industrial Estate, Hayatabad, Peshawar
- 3.1.2 The name and mailing address of the Applicant shall be clearly marked on left hand of the envelope.
- 3.1.3 The applications shall be prepared in the English language. Information in any other language shall be accompanied by its translation in English. KPEZDMC reserves the rights to reject pre-qualification in case of non-compliance of the above requirement.
- 3.1.4 The Applicant must respond to all questions and provide complete information as advised in this document. Any lapse to provide essential information may result in disqualification of the Applicant.
- 3.1.5 Applicants may seek clarification during working hours (9:00 AM to 5:00 PM) by written or oral communication at the following address;

**General Manager – Infrastructure,
Khyber Pakhtunkhwa Economic Zones Development & Management
Company (KPEZDMC),
120-Industrial Estate, Hayatabad, Peshawar**

3.2 QUALIFICATION CRITERIA

3.2.1 General

Pre-qualification will be based on the criteria given in succeeding paras 3.2.2 to 3.2.6 regarding the applicant's financial soundness, experience record, personnel capabilities and equipment capabilities as demonstrated by the Applicant's responses in the forms attached to this letter. We reserve the right to waive minor deviations, if these don't materially affect the capability of an applicant to perform the contract. We shall not take into account Sub-contractor's experience and resources in determining the Applicant's compliance with the qualifying criteria but will consider Joint Venture

experience & resources. Consortium or Association of firms will be considered for similar treatment as in case of Joint Venture.

Sr. No.	Category	Weightage/Marks
1.	Experience Record	40
2.	Personnel Capabilities	15
3.	Equipment Capabilities	20
4.	Financial Soundness	25
	Total:	100

Note: Prequalification status shall be decided on the basis of Pass/Fail basis. The applicant must secure at least 60% score in each category.

3.2.2 General Experience:

Credit Marks for experience shall be awarded on the basis of following qualifications:

Sr. No.	Description	Maximum Points
i)	<ul style="list-style-type: none"> • Projects of similar nature and complexity completed over latest 05 years (asphalt roads, water supply storage and distribution, sewerage and drainage collection) along with details / certificates of successful completion from the respective employers. (Total 2-projects @ 5 Marks against each worthy project). • Full marks will awarded if each project is worth not less than Rs. 300 Million. No marks awarded, if project worth less than specified limit. • Date of commencement of work must be on or after 01 January 2012. • No marks awarded if completion certificate is not attached. 	10

	<ul style="list-style-type: none"> • Fill out attached form A-4. 	
ii)	<ul style="list-style-type: none"> • Projects of similar nature and complexity in hand (asphalt roads, water supply storage and distribution, sewerage and drainage collection) along with details of location and status of the project (Total 2 projects @ 5 Marks against each worthy project). • Full marks will be awarded if each project is worth not less than Rs. 300 Million. No marks awarded, if project worth less than specified limit. • No marks awarded if award certificate is not attached. • Fill out attached form A-4. 	10
iii)	<ul style="list-style-type: none"> • Projects of roads completed in last 05 years (asphalt roads only), along with details / certificates of successful completion from the respective employers. (Total 2-projects @ 5 Marks against each worthy project). • Date of commencement of work must be on or after 01 January 2012. • Full marks will be awarded if each project is worth not less than Rs. 300 Million. No marks awarded, if project worth less than specified limit. • No marks awarded if completion certificate is not attached. • Fill out attached form A-4. 	10
iv)	<ul style="list-style-type: none"> • Maximum value of 'work done' completed in last year (2016) for a single project(s) – any infrastructure type (road, water, or sewerage only) • Full marks given if value is more than Rs. 500 Million, 50% if value is more than Rs. 250 Million, and no 	10

	marks for less than Rs. 250 Million.	
	<ul style="list-style-type: none"> Fill out attached forms A-3 and A-4. 	
	Sub-Total:	40

3.2.3 Personnel Capabilities

- a) The nominated personnel must be enrolled with the firm for at least one year and must have actually worked at site. Fill out attached forms A-7 and A-8.
- b) The applicant shall attached evidence in the form of detailed CVs (signed) and valid PEC registration certificates.
- c) Provide affidavit of employment with the firm.

Credit Marks shall be awarded under this category using the following criteria:

Sr.No.	Description	Maximum Points
i)	Graduate Engineers Registered with PEC	
	a) Number of Engineers (1 No) <i>He will be the engineer actually working for the project in Dera Ismail Khan</i>	6
	b) Experience of Engineers in number of years (Minimum 10 years)	3
ii)	Number of Diploma Engineers in Employment of the Firm	
	a) Number of Engineers (2 Nos)	4
	b) Experience of Engineers in number of Years (Minimum 8 years)	2
	Sub-total:	15

3.2.4 Equipment Capabilities

Credit Marks shall be granted on the basis of the following criteria for various kinds of equipment relevant for the Project. Fill out form A-9.

Sr.No.	Equipment Type and Characteristics	Maximum Marks
1.	Asphalt Plant 100 MT per hour	15
2.	Asphalt Finisher (Paver) 12 ft wide	1
3.	Front End Loader/ Excavator – 100 HP	1
4.	Pneumatic Tyre Roller (8-13 MT)	1
5.	Motor Grader – 135 HP	1
6.	Tandem Roller – 8-12 MT	1
	Sub-total:	20

The Applicant must give evidence of ownership of the Asphalt Plant. The plant must be in working condition.

3.2.5 Financial Position

Credit Marks shall be awarded on the basis of the following criteria. Fill out form A-10 and A-11:

Sr.No.	Description	Maximum Marks
i)	Available Bank Credit Line	5
ii)	Working Capital in last 3 years.	5
iii)	Income Tax deposited in each of the last 3 years (FY 2014, FY 2015, and FY 2016)	5
iv)	Litigation History where decision went against the Firm.	3
v)	Blacklisting from any Agency	2
vi)	Enlistment/ License in 'No Limit' from C&W (Highway), NHA, and/ or PHED	5
	Sub-total:	25

3.3 JOINT VENTURE (JV)

3.3.1 Joint Venture must comply with the following requirements:-

- a) Following are minimum qualification requirements:-
 - i) All partners must individually qualify and secure not less than 60 percent of all qualifying criteria given in paras 3.2 and 3.5 heretofore.
 - b) Any change in a prequalified JV after prequalification, shall be subject to the written approval of the Engineer/Employer prior to the deadline for submission of bids. Such approval may be denied if:-
 - i) Partner(s) withdraw from a JV and remaining partners do not meet the qualifying requirements;
 - ii) The new partners to a JV are not qualified individually or as another JV; or
 - iii) In the opinion of the Employer, a substantial reduction in competition would result.
- c) Bid shall be signed by all members in the JV so as to legally bind all partners, jointly and severally, and any bid shall be submitted with a copy of the JV agreement providing the joint and several liability with respect to the contract.

3.3.2 The prequalification of a JV does not necessarily prequalify any of its partners individually or as a partner in any other JV or association. In case of dissolution of a JV, each one of the constituent firms may prequalify if they meet all the prequalification requirements and any partner of J.V has requested/shall request for the same and then his prequalification shall be subject to the written approval of the Employer.

3.4 UPDATING PREQUALIFICATION INFORMATION

3.4.1 Bidders shall be required to update the financial, personnel and equipment information used for prequalification at the time of submitting their bids, to confirm their continued compliance with the qualification criteria and verification of the information provided at the time of prequalification. A bid shall be rejected if the Applicant's qualification thresholds are no longer met at the time of bidding.

3.5 OTHER FACTORS

3.5.1 Only firms and JVs that have been prequalified under this procedure shall be invited to bid. A qualified firm or a member of a qualified JV may participate only in one bid for the contract. If a firm submits more than one bid, singly or as a JV, all bids including that bidder will be rejected. This rule will not apply in respect of bids which include specialist who are used by more than one bidder.

3.5.2 The Employer reserves the right to:-

- a) Amend the scope and value of any contract(s) to be bid, in which event the bidder(s) will only bid among those prequalified bidders who meet the requirements of the contract(s) as amended. However the Employer has to review the disqualified bids who originally do not meet the specified criteria for Pre-qualification.
- b) Reject or accept any application; and
- c) Cancel the prequalification process and reject all applications.

The Employer shall neither be liable for any such actions nor be under any obligation to inform the Applicant of the grounds for rejection, however, may be debriefed if solicited.

3.5.3 Applicants will be informed in writing by fax or mail within 45 days of the date for submission of applications.

3.6 CONFLICT OF INTEREST

3.6.1 The Applicant (including all members of a JV) must not be associated, nor have been associated in the past, with the consultant or any other entity that has prepared the design, specifications, and other prequalification and bidding documents for the project, or was proposed as Engineer for the contract, over the last five years. Any such association may result in disqualification of the Applicant.

4. EVALUATION/SHORTLISTING CRITERIA

Applicants meeting the minimum requirements mentioned in Para 3.2 besides other factors shall be considered for pre-qualification. No compromise shall be made on minimum requirements of 60% score in each category.

The Applicant must provide following additional information:

- Valid registration from Pakistan Engineering Council in C-B or above category.
- Detail of Organization with office address, Partnership Deed/ Articles of Incorporation etc.
- List of key personnel / Staff available and capabilities.
- Financial soundness duly verified by the Bank.
- Audited financial statements for last three years
- Tax returns for last three years
- Complete detail of similar projects executed during the last 10 years. The detail must include location, cost and details about the employers along with performance certificates.
- List of Staff / Equipment Capabilities of the firm.
- Enlistment certificates with the Govt. departments.
- Certificate to the effect that the firm / company is not involved in litigation with any department nor has ever been black listed by any department.

LETTER OF APPLICATION

Date:

Contract No:

To:

General Manager - Infrastructure
Khyber Pakhtunkhwa Economic Zones
Development and Management Company (KPEZDMC),
120-Industrial Estate, Jamrud Road, Hayatabad
Peshawar

Subject: PREQUALIFICATION FOR UP-GRADATION OF INFRASTRUCTURE OF
DERA ISMAIL KHAN ECONOMIC ZONE, DERA ISMAIL KHAN

Sir,

- 1. Being duly authorized to represent and act on behalf of ("the Applicant"), and having reviewed and fully understood all the prequalification information provided, the undersigned hereby apply to be prequalified as a bidder for the contract "Up-gradation of Infrastructure of Dera Ismail Khan Economic Zone, Dera Ismail Khan".
2. Attached to this letter are copies of original documents defining:
(a) the Applicant's legal status;
(b) the principal place of business; and
(c) the place of incorporation (for applicants who are corporations); or the place of registration and the nationality of the owners (for applicants who are partnerships or individually-owned firms).
3. The Client and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this application, and to seek clarification from our bankers and clients regarding any financial and technical aspects. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by yourselves or the authorized representative to verify statements and information provided in this application, or with regard to the resources, experience, and competence of the Applicant.

Annex - A

4. The Client and its authorized representatives may contact the following persons for further information, if needed.

Technical Inquiries	
Contact 1	Telephone 1
Contact 2	Telephone 2

Financial Inquiries	
Contact 1	Telephone 1
Contact 2	Telephone 2

5. This application is made with the full understanding that:
- (a) bids by prequalified applicants will be subject to verification of all information submitted for prequalification at the time of bidding;
 - (b) The Client reserves the right to: demand the scope and value of any contract under this project; in such event bids will only be called from prequalified bidders who meet the revised requirements; and project or accept any application, cancel the prequalification process, and reject applications; and
 - (c) The Client shall not be liable for any such actions and shall be under no obligation to inform the Applicant of the grounds for actions at 5(b) hereabove.
 - (d) The Client shall not be liable for consequence of, and shall be under no obligation to inform the applicant of the grounds for, actions taken under para 5(b) here above.

Applicants who are not joint ventures should delete Para 6&7 and initial the deletions.

6. Appended to this application, we give details of the participation of each party, including capital contribution and profit/loss agreements, to the joint venture or association. We also specify the financial commitment in terms of the percentage of the value of the (each) contract, and the responsibilities for execution of the (each) contract.
7. We confirm that in the event that we bid, that bid as well as any resulting contract will be.
- (a) signed so as to legally bind all partners, jointly and severally; and
 - (b) submitted with a Joint Venture agreement providing the joint and several liability of all partners in the event the contract is awarded to us.

Annex - A

8. The undersigned declare that the statements made and the information provided in the duly completed application are complete, true, and correct in every detail.

Signed: _____

Signed _____

Name: _____

Name _____

For and on behalf of

For and on behalf of

(name of Applicant or lead partner of a joint venture)

(name and signature of other partners of the joint venture)

GENERAL INFORMATION

1.	Name of Firm:	
2.	Head Office Address:	
3.	Telephone	Contact Person: Name: Title:
4.	Fax	Telex:
5.	Place of Incorporation/Registration	Year of incorporation/registration

NATIONALITY OF OWNERS		
	NAME	NATIONALITY
1.		
2.		
3.		
4.		
5.		

GENERAL EXPERIENCE

Name of Applicant or partner of a joint venture

Use a separate sheet for each partner of a joint venture.

Annual Turnover		
Year	Amount Received on account of Work Done (in PKR)	Remarks
1. FY 2014		<i>Attach Evidence</i>
2. FY 2015		<i>Attach Evidence</i>
3. FY 2016		<i>Attach Evidence</i>

JOINT VENTURE SUMMARY

Names of all Partners of a Joint Venture	
1.	Lead Partner
2.	Partner
3.	Partner
4.	Partner
5.	Partner
6.	Partner

Total value of annual turnover, in terms of work billed to clients,

Annual Turnover Data i.e. Amount received on account of IPCs/ Bills etc (Pak Rupees, Millions)					
Partner	Form A-2	FY 2014	FY 2015	FY 2016	
1. Lead Partner					
2. Partner					
3. Partner					
4. Partner					
5. Partner					
6. Partner					
Total:					

DETAILS OF CONTRACTS/ WORKS

Name of Applicant or partner of a joint venture

1.	Name of Contract
	Country
2.	Name of Employer
3.	Employer Address
4.	Nature of works and special features relevant to the contract for which the Applicant wishes to prequalify
5.	Contract Role (Tick One) (a) Sole Contractor (b) Partner in a Joint Venture
6.	Value of the total contract (in PKR) at date of award for current contract:
7.	Engineer Estimate:
8.	Date of Award
9.	Date of Completion
10.	Present Progress – <i>for ongoing works</i> <i>Attach progress certificate duly signed by Project Director/ Employer/ Engineer</i>
11.	Contract Duration (Years and Months) as per Letter of Award
12.	Particulars/ Contact Details of Project Director
13.	Particulars/ Contact Details of Consultant and Resident Engineer
14.	Please attach following: <ul style="list-style-type: none"> • Copy of Letter of Award • Copy of Completion Certificate • EOT Letters, if required • Progress Certificate • Certificate of Satisfactory Performance from Project Director/ Employer

Form Deleted

CURRENT CONTRACT COMMITMENTS / PROJECTS IN PROGRESS

<i>Name of Applicant or partner of a joint venture</i>
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Applicants and each partner to an application should provide information on their current commitments on all contracts that have been awarded, or for which a letter of intent or acceptance has been received, or for contracts approaching completion, but for which substantial Completion Certificate has yet to be issued.

Name of Contract	Project Value (Pak Rs.) (Millions)	Estimated Completion Date
1.		
2.		
3.		
4.		

Please fill Form A-4 for each project worth over Rs. 250 Million

PERSONNEL CAPABILITIES

<i>Name of Applicant</i>

1.	Title of Position
	Name of Prime Candidate
	Name of Alternate Candidate
2.	Title of Position
	Name of Prime Candidate
	Name of Alternate Candidate
3.	Title of Position
	Name of Prime Candidate
	Name of Alternate Candidate
4.	Title of Position
	Name of Prime Candidate
	Name of Alternate Candidate

CANDIDATE SUMMARY

<i>Name of Applicant</i>

Position	Candidate [Tick appropriate one]	
	<input type="checkbox"/> Prime	<input type="checkbox"/> Alternate
Candidate information	1. Name of Candidate	2. Date of Birth
	3. Professional Qualification	
Present employment	4. Name of employer	
	Address of employer	
	Telephone	Contact (manager/personnel officer)
	Fax	Telex
	Job title of candidate	Years with present employer

Month / Dates / Years		Company / Project / Position / Relevant technical and management experience
From	To	

EQUIPMENT CAPABILITIES

Name of Applicant

The Applicant shall provide adequate information to demonstrate clearly that he has the capability to meet the requirements for each and all items of equipment listed in the Instructions to Applicants. A separate Form shall be prepared for each item of equipment listed in para 3.2.4 of the Instructions to Applicants, or for alternative equipment proposed by the Applicant.

Item of Equipment		
Equipment information	1. Name of manufacturer	2. Model and power rating
	3. Capacity	4. Year of manufacture
Current status	5. Current location	
	6. Details of current commitments	
Source	7. Indicate source of the equipment <input type="checkbox"/> Owned <input type="checkbox"/> Rented <input type="checkbox"/> Leased	

Omit the following information if it is owned by the Applicant or partner.

Owner	8. Name of owner	
	9. Address of owner	
	Telephone	Contact name and title
	Fax	Telex
Agreement	Details of rental/lease specific to the Project.	

FINANCIAL CAPABILITY

Name of Applicant or Partner of a Joint Venture

Banker	Name of banker	
	Address of banker	
	Telephone	Contact name and title
	Fax	

Financial information in Pak Rs. or equivalent	Actual: previous three years			Projected: Next two years	
	1	2	3	4	5
1. Total assets					
2. Current assets					
3. Total liabilities					
4. Current liabilities					
5. Profits before taxes					
6. Profits after taxes					

Source of Financing	Amount (Pak Rs.)
1.	
2.	
3.	
4.	

Attach audited financial statements for the last three years (for individual applicant or each partner of joint venture).

