

**BALUCHISTAN PUBLIC PRIVATE PARTNERSHIP AUTHORITY**

**REQUEST FOR PROPOSALS**

**FOR**

**AWARD OF CONCESSION**

**IN RESPECT OF THE**

**OUTSOURCING OF THE OPERATIONS, MANAGEMENT AND MAINTENANCE OF 128 WHOLESALE  
SHOPS, TRUCK & BUS TERMINALS , TAXI STAND, AUCTION & CARGO SHEDS AND COLD  
STORAGES (“CHAMAN MASTER PLAN”), CHAMAN, BALUCHISTAN**

**UNDER THE**

**BALUCHISTAN PUBLIC PRIVATE PARTNERSHIP ACT, 2021]**

**[August 01, 2024]**

## LETTER OF INVITATION

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To promote cross-border trade, The Government of Balochistan (“GoB”) intends to engage a private party on Public Private Partnership (PPP) mode for outsourcing of the operations, management and maintenance of the Chaman Master Plan in Chaman, Balochistan under Public Private Partnership.

The Implementing Agency which jointly includes Balochistan Public Private Partnership Authority and the Communication and Works (C&W) Department, Balochistan, invites the Bidders to participate in the Bidding Process and to submit their Bids for the Project in accordance with the requirements of the Applicable Evaluation Documents.

The Implementing Agency intends to engage a private party on public private partnership mode and hence invites “**Technical and Financial Proposals**” sealed under separate envelopes and enclosed in a single envelope from interested Bidders to undertake the Project. Technical details including the project scope can be examined in Volume II of this Request for Proposals (“RFP”). The Bidders participating in the Bidding Process are required to submit their Bids for the Project in accordance with the requirements of the Applicable Evaluation Documents.

The Bidders are required to submit only one (1) Bid, comprising of one (1) original Technical Proposal and one (1) original Financial Proposal, and four (4) hard copies of each, with one (1) soft copy of each (on USBs) and other supporting documents (as applicable), as identified in the RFP, no later than **12 PM PST** by the Bid Submission Date **[September 04, 2024]** at the submission address, each as indicated in the Data Sheet.

The Technical Proposals will be opened on the Bid Submission Date at **12.30 PM PST** in the presence of the representatives of the Bidders who may wish to attend. The Financial Proposals of only technically qualified Bidders will be opened and evaluated, as per the requirements of the Applicable Evaluation Documents.

All Bidders are required to furnish, as part of their Technical Proposals (in a separately sealed envelope) a Bid Security, equivalent to **2 million Rupees/- (Pakistani Rupees Two Million only)**. The Bid Security shall be enclosed in the ‘Technical Proposal’ Envelope. The Bid Security shall be in the form of a **bank guarantee or Deposit at Call from a scheduled Bank** in the form attached as Bidding Form T6 (*Form of Bid Security*) of Part 2 (*Bidding Forms*) of Volume I (*Bidding Procedure*) of the RFP, issued in accordance with the requirements set out in the Instructions to Bidders. In case of foreign entities, the bank guarantee shall be counter-guaranteed by a scheduled bank in Pakistan in favor of the CEO, BPPPA.

It is mandatory for the Bids to be prepared using the standard formats for Technical Proposals and Financial Proposals, as provided in the RFP. Bids that are not prepared in the prescribed formats may not be considered by the Evaluation Committee. If any information required in the prescribed forms is found missing, or written elsewhere, no credit will be given during evaluation and may lead to rejection of the Bid.

Subject to the provisions of the Applicable Evaluation Documents, the Implementing Agency reserves the right to cancel the Bidding Process at any time. The Implementing Agency may amend the RFP by issuing an addendum or a corrigendum as per the requirements specified in the RFP, at any time prior to the Bid Submission Date.

The Interested Parties may obtain further information in relation to the Project and acquire the RFP either: (a) physically, by submitting a written application; or (b) electronically, by sending an email, to the address / email, given below on a working day during office hours, not later than one (1) business day before the Bid Submission Date, in each case specifying its full name, address and contact details. The RFP will be made available on the website of the Implementing Agency.

*All capitalized terms used herein and not otherwise defined shall have the meaning given to them in Volume I (Bidding Procedure) of the RFP.*

**Designation:** CEO, Balochistan PPP Authority  
**Address:** House # 49-A, Street 1, Jinnah Town, Samungli Road, Quetta, Balochistan  
**Phone No.:** 081-9202046  
**Email:** procbpppa@gmail.com  
**Website(s):** <https://bpppa.gob.pk>

Sincerely,

***CHIEF EXECUTIVE OFFICER  
BALOCHISTAN PUBLIC PRIVATE PARTNERSHIP AUTHORITY  
GOVERNMENT OF BALOCHISTAN***

## IMPORTANT NOTICE

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The Request for Proposals, together with all volumes, attachments, forms, annexures and appendices, attached thereto, is issued by the Implementing Agency and is provided to the recipients solely for use in preparing and submitting the Bids in connection with the **national competitive bidding process** to implement the Project.

Bids submitted in response to the RFP by the Bidders shall be upon full understanding and agreement of all terms of the RFP and such submission shall be deemed as an acceptance to all the terms and conditions stated in the RFP.

The Implementing Agency does not make any representations (express or implied) or warranties as to the accuracy or completeness of the information contained in the RFP, or in any other document made available to a person in connection with the Bidding Process for the Project; and the same shall have no liability for the RFP or for any other written or oral communication transmitted to the recipient in the course of the recipient's evaluation of the Project. The Implementing Agency shall not be liable to reimburse or compensate any recipient for any costs, fees, damages or expenses incurred by the recipient in evaluating or acting upon the RFP or otherwise in connection with the Project.

The RFP shall neither constitute a solicitation to invest, or otherwise participate, in the Project, nor shall it constitute a guarantee or commitment of any manner on the part of the Implementing Agency that the Project will be awarded. The Implementing Agency reserves the right, in its full discretion, to modify the RFP and/or the Project requirements at any time to the fullest extent permitted by applicable laws and shall not be liable to reimburse or compensate the recipient for any costs, taxes, expenses or damages incurred by the recipient in such an event. The Implementing Agency makes no representation whatsoever, express, implicit or otherwise, regarding the accuracy, adequacy, correctness, reliability and / or completeness of any assessment, assumptions, statement or information provided by it, and the Bidder shall have no claim whatsoever of any nature against the Implementing Agency in this regard.

Subject to the provisions of the Applicable Evaluation Documents, the Implementing Agency reserves the right to cancel the Bidding Process at any time. The Implementing Agency may amend the RFP by issuing an addendum or a corrigendum as per the requirements specified in the RFP, at any time prior to the Bid Submission Date.

*All capitalized terms used herein and not otherwise defined shall have the meaning given to them in Volume I (Bidding Procedure) of the RFP.*

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**VOLUME I:**  
**BIDDING PROCEDURE**

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# **PART 1**

## **INSTRUCTIONS TO BIDDERS**

## GLOSSARY

*Unless otherwise specified / defined, all capitalized terms used herein shall bear the meanings set out below. References to any law, rule or regulation shall include any amendments, modifications or any re-enactment thereof.*

*The headings in Instructions to Bidders, including the table of contents, are for convenience of reference only and not for purposes of construction or interpretation of the Instructions to Bidders.*

TERM	DEFINITION
<b>Acceptable International Credit Rating</b>	Means, with respect to a person or the unsecured, unguaranteed and unsubordinated instruments issued by such person, an international rating of A- or higher by S&P, A3 or higher by Moody's or A- or higher by Fitch, provided that, where a person or any instrument is rated by more than one of S&P, Moody's or Fitch, then the lowest rating will apply for determining whether the person or instrument has an Acceptable International Credit Rating.
<b>Acceptance of Letter of Award</b>	Has the meaning given to it in Sub-Section 7.3.3 of the Instructions to Bidders.
<b>Affiliate</b>	With respect to a person (being the Bidder, or where the Bidder is a Consortium, each Consortium Member), means: <ul style="list-style-type: none"> <li>(a) any company or entity that directly or indirectly Controls or is Controlled by, or is under common Control with a Bidder (or where the Bidder is a Consortium, a Consortium Member);</li> <li>(b) any director, senior executive or manager either of such Bidder (or where the Bidder is a Consortium, a Consortium Member) or of any company or entity referred to in paragraph (a) above;</li> <li>(c) any consultant, agent or representative supporting such Bidder (or where the Bidder is a Consortium, a Consortium Member) in connection with the Project (including the Bidding Process for the Project); and / or</li> <li>(d) any person with an aggregate ultimate beneficial interest in at least five percent (5%) of the share capital or ownership interest in a Bidder (or where the Bidder is a Consortium, a Consortium Member) (howsoever held).</li> </ul>
<b>Applicable Evaluation Documents</b>	Collectively: (a) the PPP Act; (b) the PPP Rules; and (c) any applicable order, instruction, guideline, regulations or instrument issued under the PPP Act and the PPP Rules; and (d) the RFP.
<b>Balochistan PPP Authority</b>	The PPP Authority established under Section 8 (Establishment of the Balochistan Public Private Partnership Authority) of the PPP Act.
<b>Best Evaluated Bid</b>	A Bid which is determined to be the 'best evaluated bid' for the award of Concession in terms of the requirements of the Applicable Evaluation Documents.
<b>Bid</b>	The proposal (constituting the Technical Proposal and Financial Proposal) submitted by a Bidder in response to the RFP, which is prepared and submitted in accordance with this RFP.

<b>Bidder</b>	An Interested Party, that has submitted Bid in response to the RFP, either individually or as a Consortium.
<b>Bidding Forms</b>	The forms provided in Part 2 (Bidding Forms) of Volume I (Bidding Procedure) of the RFP, that are required to be submitted with the Technical Proposals and the Financial Proposals.
<b>Bidding Process</b>	The national competitive bidding process being conducted for the selection of the Successful Bidder for the award of the Concession for the Project.
<b>Bid Price</b>	The Net present value of dividends (as quoted in Form Fin 4 – Quotation of Dividend) derived from the quoted free equity stake (as quoted in Form Fin 3 – Quotation of Free Equity Stake) for GoB.
<b>Bid Security</b>	Has the meaning given to it in Sub-Section 4.7.1 of the Instructions to Bidders.
<b>Bid Submission Date</b>	The last date for submission of Bids as specified in the Data Sheet.
<b>Bid Validity Period</b>	The period of ninety (90) days starting from the Bid Submission Date, as may be extended from time to time as per the Applicable Evaluation Documents.
<b>Chaman Master Plan</b>	Means:  <b>Phase – I : Operations, Management &amp; Maintenance</b> of the facility comprises 128 wholesales shops ( <b>Urban Market</b> ), Truck & Bus Terminals, Auction & Cargo Sheds and Cold Storages.  <b>Phase II : Design, Build, Finance, Operate, and Maintain and Transfer (DBFOM&amp;T)</b> approximately 34 acres of additional land within the Master Plan area to expand its capacity as a regional logistics hub and to promote cross border trade.
<b>Co-Implementing Agency</b>	Communication & Works (C&W) Department, Balochistan
<b>Concession</b>	Has the meaning given to it in the Concession Agreement.
<b>Concession Agreement</b>	The agreement titled “Concession Agreement” attached in Volume III ( <i>Concession Agreement and Appendices</i> ) of the RFP.
<b>Concession Documents</b>	The Concession Agreement with appendices;
<b>Consortium</b>	A Bidder comprised maximum of <b>Five</b> Consortium Members, formed to submit the Bid.
<b>Consortium Member(s)</b>	Each member of a Consortium, including the Lead Member.
<b>Consortium Undertaking</b>	The consortium undertaking to be submitted by a Bidder, in case the Bidder is a Consortium, in accordance with the requirements of the RFP (including Annexure D ( <i>Requirements for Consortium Undertaking</i> ) of the Part 4 ( <i>Annexures</i> ) of Volume I ( <i>Bidding Procedures</i> ) of the RFP.
<b>Data Sheet</b>	The data sheet provided in Section 9 ( <i>Data Sheet</i> ) of the Instructions to Bidders.

<b>Eligible Countries</b>	Any country in the world with whom Islamic Republic of Pakistan has commercial/trade relations and those who are not subject to sanctions imposed by the United Nations Security Council and has a nationality that has not been proscribed under the applicable laws and shall not be from a proscribed country
<b>Evaluation Committee</b>	The technical and financial evaluation committee formed in accordance with the applicable laws.
<b>Financial Proposal</b>	The financial proposal (including all forms, documents and information required in terms of the RFP and submitted therewith), submitted by a Bidder as part of its Bid pursuant to the RFP.
<b>GoB</b>	Government of Balochistan
<b>Implementing Agency</b>	The Balochistan Public Private Partnership Authority (BPPPA)
<b>Integrity Pact</b>	Has the meaning given to that term in Sub-section 8.3 ( <i>Integrity Pact</i> ) of the Instructions to Bidders.
<b>Interested Party</b>	A person who has obtained the RFP in the manner as specified in the Letter of Invitation.
<b>Lead Member</b>	Has the meaning given to it in Sub-Section 2.1.2(b) of the Instructions to Bidders.
<b>Letter of Invitation</b>	The letter of invitation issued by the Implementing Agency and attached with the RFP
<b>Letter of Award</b>	The letter of award to be issued by the Implementing Agency to the Successful Bidder as per Sub-Section 7.3.1 of the Instructions to Bidders.
<b>Minimum Credit Rating</b>	In case of a local Bidder, a minimum rating of 'AA+ or higher by PACRA or AA+ or higher by VIS, and in case of a foreign Bidder, Acceptable International Credit Rating
<b>Performance Security</b>	Has the meaning given to it in Section 9 ( <i>Data Sheet</i> ) of the Instructions to Bidders.
<b>PKR</b>	Pakistani Rupees, the lawful currency of the Islamic Republic of Pakistan.
<b>PPP</b>	Public Private Partnership.
<b>PPP Act</b>	The Balochistan Public Private Partnership Act, 2021 (Act No. XXV of 2021).
<b>PPP Rules</b>	The Balochistan Public Private Partnership Rules, 2022.
<b>Project</b>	Has the meaning given to it in the Letter of Invitation of the RFP.
<b>PST</b>	Pakistan Standard Time.
<b>RFP</b>	The Request for Proposals document issued by the Implementing Agency in relation to the Project, containing the documents specified in sub-section 3.1 of the Instructions to Bidders, and includes any amendments and / or modifications thereto.

<b>Successful Bidder</b>	The Bidder whose Bid determined is the Best Evaluated Bid in terms of the requirements of the Applicable Evaluation Documents.
<b>Scope of Work</b>	Means the description of such works is provided in Volume II.
<b>Technical Proposal</b>	The technical proposal (including all forms, documents and information required in terms of the RFP and submitted therewith), submitted by a Bidder as part of its Bid pursuant to the RFP.

# **1. GENERAL**

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## **1.1. Introduction**

The Government of Balochistan is desirous of outsourcing the operation, management and maintenance of the Chaman Master Plan to promote cross border trade and as a Multi-Purpose Trade Facility in Chaman which has been constructed over 94 acres and primarily includes the following components:

**Phase – I:** 128 wholes sales shops, Truck and Bus terminals, Cargo & Auction Sheds and Cold Storages.

**Phase II:** Alongside, the Government of Balochistan is also desirous to develop 33 acres land under PPP mode Design, Build, Finance, Operate, and Maintenance and Transfer (DBFOM&T) in the Chaman master plan.

Major activities proposed to be undertaken include: Dry Goods Warehousing, Light Processing and Distribution Centers, Cold Chain Infrastructure and Perishable Processing Facilities, Pharmaceutical Distribution Hub, Scrap Processing and Recycling Centers, Specialized Zones for activities like meat processing and poultry hatcheries and any other feasible and viable business opportunities identified by the concessionaire subject to approval of the Project Steering Committee (PSC).

This RFP is being issued as a part of the competitive selection process to invite the Bidders to submit its Bid with the intent to enter into a Concession Agreement for the Project.

All risks and obligations of the Implementing Agency and the Successful Bidder shall be in accordance with the RFP (including the Concession Documents) and the Bidders shall be deemed to have full and complete understanding of the risks relating to the Project and their allocation, as set out in the RFP (including the Concession Documents).

By submitting the Bid, the Bidder acknowledges the acceptance of all tax related obligations. The Bidder's obligations with regards to taxation are clearly identified in the Concession Agreement. For the sake of clarity, the Bidder shall be required to pay all the taxes, duties, levies, stamp duties, rents, and other charges payable to any local government, provincial or federal government (as applicable) and it would not be allowed to seek any support from the Implementing Agency if it was unaware or ignorant of any taxes, duties, levies, stamp duties, rents, and other charges.

The Implementing Agency does not make any representation or warranty, express or implied, as to the accuracy or completeness of such information, or any information on which this RFP is based, or any other background or reference information or documents prepared and made available to the Bidders, and any liability related to such information is hereby expressly disclaimed.

Before submitting the Bids, the Bidders should carefully examine all the information provided in the RFP (including the Concession Documents).

## **1.2. Overview of The Procurement Process**

For the purposes of the Project, the Implementing Agency has issued the RFP for conducting the Bidding Process for the selection of a Successful Bidder for the award of the Concession, in accordance with the requirements of the Applicable Evaluation Documents.

In terms of the Applicable Evaluation Documents, the **single stage two envelope procedure** has been adopted. A Bidder whose Bid is determined to be the Best Evaluated Bid, shall be awarded the Concession.

### 1.3. Indicative Schedule

The indicative timelines in relation to the Bidding Process for the Project (as may be amended by the Implementing Agency in its discretion) are as follows:

ACTIVITY	DATE
Issuance of RFP	August 01, 2024
Deadline for Clarifications	07 days prior to the Bid Submission Date
Release Amended Bidding Documents (if required)	As required
Original Submission Date & Opening of Technical Proposals	August 19, 2024 at 12:00 PM PST
Revised Bid Submission & Opening of Technical Proposal	September 04, 2024 at 12.00 PM PST
Revised Bid Opening Date	September 04, 2024 at 12:30 PM PST
Technical Bid Evaluation Report and Invitation to the qualified Bidders for opening of Financial Bids	After 7 working days from Bid Opening Date
Opening of Financial Proposals	After 14 working days from Bid Opening Date
Announcement of Bid Evaluation Results	Within 10 working days from opening of the Financial Proposal
Award of Project to Successful Bidder	Within 10 days from the announcement of Bid Evaluation results
Signing of the Concession Agreement	Within 10 days post successful negotiation of the Concession Agreement

*\* In the event of any public holiday (including a gazetted holiday) occurring on the above- mentioned dates, the immediately succeeding business day will be considered as the day on which the respective milestone shall take place.*

## 2. ELIGIBLE BIDDERS

### 2.1. General Requirements

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- 2.1.1 A Bid received from a Bidder, shall only be considered for further evaluation in accordance with the requirements of the Applicable Evaluation Documents, if the criteria, as set out in Annexure A (Basic Eligibility Criteria) of Part 4 (Annexures) of Volume I (Bidding Procedure) of the RFP, is satisfied. Any non-compliant Bid shall be rejected by the Implementing Agency.
- 2.1.2 For the purposes of the RFP, a Bid may be submitted by a single entity or a Consortium. In case a Bid is submitted by a Consortium:
- (a) All (**maximum Five (5)**) members of the Consortium shall be jointly and severally liable in respect of their obligations in relation to the Project;  
  
One (01) member of the Consortium shall be nominated as being in-charge and shall act the lead member (the “**Lead Member**”) who shall have the authority to represent and irrevocably bind the Consortium in all matters connected with the Bidding Process, conduct all business for and on behalf of any and all Consortium Members during the Bidding Process, and in case the Consortium is awarded the Project, finalize the Concession Documents.  
  
This authorization shall be evidenced by submitting a power of attorney in the form and substance as set out in Part B (*Power Of Attorney To Authorize The Lead Member*) of Bidding Form T2 (*Form of Power of Attorney*) of Part 2 (*Bidding Forms*) of Volume I (*Bidding Procedure*) of the RFP, signed by legally authorized signatories of all the Consortium Members, appointed pursuant to the power of attorney in Part A (*Power of Attorney to Authorize a Person to Sign the Documents*) of Bidding Form – T2 (*Form of Power of Attorney*) of Part 2 (*Bidding Forms*) of Volume I (*Bidding Procedure*) of the RFP;
  - (b) The Bid shall contain a formal executed copy of the Consortium Undertaking complying with the applicable laws and the requirements indicated in Annexure D (*Requirements for Consortium Undertaking*) and specifically appointing the Lead Member of the Consortium and identifying the roles of each Consortium Member. Following the Bid Submission Date, there shall be no change in the composition of the Consortium, by addition/withdrawal of a Consortium Member or change in percentage shareholding of any Consortium Member, except as may be permitted by the Implementing Agency in accordance with the Concession Documents; and
  - (c) In case the Successful Bidder is a Consortium, such Successful Bidder shall be required to comply with the requirements regarding ownership stake matters including transfer restrictions set out in the Concession Agreement.
- 2.1.3 Each Bidder shall authorize a representative who shall have the authority to represent and irrevocably bind the Bidder in all matters connected with the Bidding Process, conduct all business for and on behalf of Bidder during the Bidding Process, and in case the Bidder is awarded the Project, finalize the Concession Documents. Such authority shall be in the form of a power of attorney in favor of the authorized representative in the form attached as Part A (*Power of Attorney to Authorize a Person to Sign the Documents*) of the Bidding Form – T2 (*Form of Power of Attorney*) of Part 2 (*Bidding Forms*) of Volume I (*Bidding Procedure*) of the RFP.
- 2.1.4 A Bidder (including any Consortium Member) shall not have a conflict of interest. All Bidders (including any Consortium Members) found to have a conflict of interest shall be disqualified. The Implementing Agency will take appropriate actions to manage such conflicts of interest, which may include rejecting the Bid if it determines that a conflict of interest may affect the integrity of the Bidding Process.

The circumstances giving rise to a conflict of interest for the purposes of the Bidding Process have been set out in *Annexure A (Basic Eligibility Criteria) of Part 4 (Annexures) of Volume I (Bidding Procedure) the RFP* and such circumstances are not exhaustive. The Implementing Agency shall be the sole determinant of when a conflict of interest shall arise.



- 2.1.5 A Bidder (or any Consortium Member) which has been declared ineligible or has been blacklisted by any of its employers, any Federal or Provincial governmental or non-governmental department /agency in Pakistan, as at the Bid Submission Date or thereafter, shall not be considered.**
- 2.1.6 Each Bidder (including a Consortium Member) shall indemnify the Implementing Agency, fully in respect of any damage, cost, penalty or expense of any kind incurred by such person arising from a Bidder's or its representative (including a Consortium Member's or its representatives) breach of its obligations under the RFP.
- 2.1.7 A Bidder may undertake the works and/or services as contemplated in the RFP (including the Concession Documents), either itself or may sub-contract the same in accordance with the requirements set out in the RFP (including the Concession Documents). For any part of the scope of works and/or services for the Project, which the Bidder intends to sub-contract, the Bidder shall give details of the name of the proposed contractor, including the entities which are part of the proposed contractor. Proposed contractor can be a single entity or may comprise a consortium. In addition, the Bidder shall include in its Bid, information establishing compliance of the proposed contractor (in case of a consortium, the consortium members) with the requirements specified in Annexure A (*Basic Eligibility Criteria*) of Part 4 (*Annexures*) of Volume I (*Bidding Procedure*) the RFP.
- 2.1.8 The Bidder shall be responsible for ensuring that any proposed contractor (including its representative(s)) complies with the requirements of RFP (including the Concession Agreement) and the applicable laws. The engagement of the contractors for the Project shall not absolve a Bidder from its obligations under the RFP (including the Concession Documents) and the applicable laws.
- 2.1.9 Bidders are encouraged to submit their respective Bids after ascertaining for themselves the conditions, locations, surroundings, climate, handling and storage of materials, weather data, applicable laws including but not limited to the Applicable Evaluation Documents, the general and local conditions associated with implementing the Project and any other matter considered relevant by them. The costs and permission(s) (if any) for the purposes of visiting such site(s) shall be at the Bidder's own expense and liability. Regardless of the Bid and outcome of the Bidding Process, the Implementing Agency shall not be liable in any manner for any costs incurred as a result of such visit(s).
- 2.1.10 A Bidder is expected to examine all instructions, forms, terms and specifications in the RFP. Failure to furnish all information or documentation required by the RFP may result in the rejection of the Bid.
- 2.1.11 The Implementing Agency reserves the right to engage in negotiations with the best evaluated bidder in pursuant to rule 33 of the Balochistan Public Private Partnership Rules 2022.**

### **3. RFP DOCUMENT**

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#### **3.1. Contents of the RFP**

3.1.1 The RFP comprises the documents stated below and should be read in conjunction with any addendum issued in accordance with Sub-Section 3.4 (*Amendment of RFP*) of the Instructions to Bidders.

**(A) VOLUME I – BIDDING PROCEDURE**

- (a) Part 1 – Instructions to Bidders;
- (b) Part 2 – Bidding Forms.
- (c) Part 3 – Bidding Documentary Requirements.
- (d) Part 4 – Annexures, consisting of the following”
  - (i) Basic Eligibility Criteria (Annexure A);
  - (ii) Evaluation Criteria (Annexure B);
  - (iii) Form of Performance Guarantee(Annexure C); and
  - (iv) Requirements for Consortium Undertaking (Annexure D)
  - (v) Financial Model (Annexure E)
  - (vi) Project Capital Cost Schedule (Annexure F)

**(B) VOLUME II – PROJECT SCOPE**

**(C) VOLUME III – CONCESSION AGREEMENT AND APPENDICES**

- (a) Concession Agreement with Appendices.

3.1.2 The Bidding Forms comprise the forms stated below and should be read in conjunction with any addendum issued in accordance with Sub-Section 3.4 (*Amendment to RFP*) of the Instructions to Bidders:

**(A) For the Technical Proposal:**

- 1. Bidding Form T1 – Letter of Technical Proposal;
- 2. Bidding Form T2 – Form of Power of Attorney;
- 3. Bidding Form T3 – Form of Affidavit;
- 4. Bidding Form T4 – Basic Information Form;
- 5. Bidding Form T5 – Historical Non-Performance and Pending Litigation;
- 6. Bidding Form T6 – Form of Bid Security;
- 7. Bidding Form T7 – Integrity Pact;
- 8. Bidding Form T8 – Bidder’s Experience;
- 9. Bidding Form T9 – Comments and Suggestions;
- 10. Bidding Form T10 – Curriculum Vitae (CV) for Proposed Team; and
- 11. Bidding Form T11 – Proposed Methodology and Work Plan

**(B) For the Financial Proposal**

- (a) Bidding Form F1 – Letter of Financial Proposal; and
- (b) Bidding Form F2 – Financial Proposal Standard Form.

### **3.2. Completeness of RFP**

- 3.2.1 The Implementing Agency shall not be responsible for the completeness of the documents comprising the RFP and its addenda / corrigenda, if a Bidder has not obtained the same directly from the source(s) stated by the Implementing Agency in the Letter of Invitation.
- 3.2.2 Bidders are expected to carefully examine all instructions, forms and terms in the RFP and to furnish all information or documentation required pursuant to the RFP. Failure to comply with the requirements of Bid submission set out in the RFP will be at the Bidders' own risk and may result in the rejection of the Bid. Pursuant to Sub-Section 6.4 (*Determination of Responsiveness of Bids*) of the Instructions to Bidders, Bids which are not responsive to the requirements of the RFP shall be rejected.

### **3.3. Clarifications of RFP**

- 3.3.1 An Interested Party requiring any clarification pertaining to the RFP shall contact the Implementing Agency in writing, at address or through email provided in the Data Sheet. The Implementing Agency will respond in writing to any request for clarification provided that such request is received no later than *Seven (07) days* prior to the Bid Submission Date. The response shall be communicated to all the Interested Parties. Should the Implementing Agency deem it necessary to amend the RFP as a result of a request for clarification, it shall do so following the procedure under Sub-Section 3.4 (*Amendment of RFP*) of the Instructions to Bidders. No markup of the RFP (including the Concession Documents and / or other documents / instruments attached to the RFP) shall be accepted.

### **3.4. Amendment of RFP**

- 3.4.1 At any time prior to the Bid Submission Date, the Implementing Agency may amend the RFP by issuing an addendum / corrigendum.
- 3.4.2 Any addendum/corrigendum issued shall be part of the RFP. Such addendum / corrigendum shall be communicated to all the Bidders and shall be published in widely circulated national dailies, and on the website mentioned in earlier section of this RFP.
- 3.4.3 The Implementing Agency may, at its discretion, extend the Bid Submission Date in accordance with the Applicable Evaluation Documents, if it considers that as a result of issuance of any addendum/corrigendum, additional time will be required by the Bidders for preparation of their Bids.

## **4. PREPARATION OF BIDS**

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### **4.1. Costs For Bids**

Bidders shall bear all costs associated with the preparation and submission of their Bids, including, without limitation, all costs and expenses relating to preparation of responses to any clarifications sought by the Implementing Agency in accordance with Sub-Section 6.1 of the Instructions to Bidders. The Implementing Agency shall in no case be responsible or liable for such costs, regardless of the conduct or outcome of the Bidding Process.

### **4.2. Language Of The Bids**

The Bid, and all correspondence and documents related to the Bid and the Bidding Process between the Bidder and the Implementing Agency shall be written in the English language. In case any document/information furnished by the Bidder is in a language other than English, it will need to be accompanied by an English translation (duly notarized by Notary Public and attested by Pakistan Embassy/Consulate in the country of origin, and once brought into Pakistan, to be attested/stamped by the Ministry of Foreign Affairs, Pakistan) of its pertinent passages for the purposes of interpretation of the Bid. In case of any discrepancy, the English translation shall prevail.

### **4.3. Documents Comprising The Bid**

- 4.3.1 The Bid shall comprise a Technical Proposal, containing the documents listed in Sub-Section 4.4 (*Technical Proposal*) of the Instructions to Bidders, and a Financial Proposal, containing the documents listed in Sub-Section 4.5 (*Financial Proposal*) of the Instructions to Bidders, each submitted simultaneously in separately sealed envelopes clearly marked “**TECHNICAL PROPOSAL**” and “**FINANCIAL PROPOSAL**” respectively, in accordance with manner provided herein.
- 4.3.2 Bidders are expected to carefully examine the RFP when preparing their Bids and use only the Bidding Forms specified in Sub-Section 3.1 of the Instructions to Bidders. Bidding Forms must be completed without any alterations to the text, and no substitutes shall be accepted. All blank spaces shall be filled in with the information requested. Any deviations/omissions/reservations from the formats provided in the RFP shall not be accepted and may form basis for the rejection of the Bid. Material deficiencies in providing the information requested may result in rejection of a Bid.
- 4.3.3 In case a document required to be submitted as part of the Technical Proposal, is submitted with the Financial Proposal; or a document required to be submitted with the Financial Proposal, is submitted with the Technical Proposal, it shall not be considered for evaluation and such document shall be considered as not submitted by the Bidder.

### **4.4. Technical Proposal**

- 4.4.1 The Technical Proposal shall demonstrate the Bidder’s unconditional acceptance of the complete scope of works and services under the RFP. Any material omission, reservation, deviation or

condition attached in the Technical Proposal may cause the Bid to be rejected by Implementing Agency as non-responsive. Under no circumstances shall the Implementing Agency consider/accept a conditional Technical Proposal or a Financial Proposal.

4.4.2 The Technical Proposal submitted by the Bidder shall include the following information:

- (a) *signed and filled out 'Letter of Technical Proposal', as set out in Bidding Form T1 (Letter of Technical Proposal) of Part 2 (Bidding Forms) of Volume I (Bidding Procedure) of the RFP;*
- (b) authorization in the form of a power of attorney on behalf of the Bidder, and in case of a Consortium, each Consortium Member, authorizing its representative to sign the relevant documents as per the requirements of the RFP, on its behalf, in the format attached as Part A (*Power of Attorney to Authorize a Person to Sign the Documents*) of Bidding Form T2 (*Form of Power of Attorney*) of Part 2 (*Bidding Forms*) of Volume I (*Bidding Procedure*) of the RFP;
- (c) in case the Bidder is a Consortium, a power of attorney, to be executed by the authorized representatives of the Consortium Members, in favor of the Lead Member, to authorize it to represent and bind all Consortium Members, as set out in the form attached as Part B (*Power of Attorney to Authorize the Lead Member*) of Bidding Form T2 (*Form of Power of Attorney*) of Part 2 (*Bidding Forms*) of Volume I (*Bidding Procedure*) of the RFP;
- (d) in case the Bidder is a Consortium, Consortium Undertaking prepared and executed based on the requirements set out in Annexure D (*Requirements for Consortium Undertaking*), of Part 4 (*Annexures*) of Volume I (*Bidding Procedure*) of the RFP;
- (e) an affidavit from the Bidder (in case of Consortium, each Consortium Member), in the form and substance as set out in Bidding Form T3 (*Form of Affidavit*) of Part 2 (*Bidding Forms*) of Volume I (*Bidding Procedure*) of the RFP;
- (f) basic information form, in the form and substance as set out in Bidding Form T4 (*Basic Information Form*) of Part 2 (*Bidding Forms*) of Volume I (*Bidding Procedure*) of the RFP;
- (g) all the information, along with the documents evidencing compliance with the eligibility criteria for Bidders set out in Annexure A (*Basic Eligibility Criteria*) and Annexure B (*Evaluation Criteria*) of Part 4 (*Annexures*) of Volume I (*Bidding Procedure*) of the RFP;
- (h) following Bidding Forms, specified in Part 2 (*Bidding Forms*) of Volume I (*Bidding Procedure*) of the RFP, each prepared as per the requirements and containing the details specified therein:
  - i. Bid Security, as set out in Bidding Form T6 (*Form of Bid Security*), in accordance with Section 4.7 (*Bid Security*) of the Instructions to Bidders;
  - ii. Bidding Form T7 (*[Technical Forms to be submitted as part of Technical Proposal to be listed]*);
  - iii. Any other documents required under the RFP.

4.4.3 The Technical Proposal shall not include any direct or indirect financial information relating to the Financial Proposal. Technical Proposal having such financial information shall be declared non-responsive.

#### **4.5. Financial Proposal**

4.5.1 In preparing the Financial Proposals, Bidders are expected to fully understand the requirements and conditions set out in the RFP, including all contractual obligations of the Implementing Agency, the Successful Bidder under the Concession Documents (as applicable) and the scope of works and services to be performed by the bidder (as the concessionaire) in relation to the Project.

4.5.2 Any omission, reservation, deviation or condition included in the Financial Proposal to the contrary shall cause the Bid to be rejected.

4.5.3 The Financial Proposal submitted by the Bidder shall comprise the following:

- (a) signed and filled out Letter of Financial Proposal, as set out in Bidding Form F1 (*Letter of Financial Proposal*) of Part 2 (*Bidding Forms*) of Volume I (*Bidding Procedure*) of

- the RFP;
- (b) information as required in the relevant forms as set out in Bidding Form F2 (*Financial Forms*) of Part 2 (*Bidding Forms*) of Volume I (*Bidding Procedure*) of the RFP;
- (c) financial model with the working of the Bidder; and
- (d) any other document required in the RFP.

#### **4.6. Currencies Of Bid And Payment**

- 4.6.1 All Bids and other supporting documents shall be typed in the English language and state all monetary amounts in Pakistan Rupees (PKR).

#### **4.7. Bid Security**

- 4.7.1 The Bidder shall furnish, as part of the Technical Proposal, in a separately sealed envelope, a Bid Security, equivalent to **2 (Two) Million Rupees**. (the “Bid Security”) **in form of Bank Guarantee or Deposit at Call from a scheduled Bank**. **The Bid Security must be enclosed in the ‘TECHNICAL PROPOSAL’ envelope. In case of non-compliance, the Bid shall be rejected.**
- 4.7.2 The Bid Security shall be an irrevocable, bank guarantee or **Deposit at Call** in the form attached as Bidding Form T6 (*Form of Bid Security*) of Part 2 (*Bidding Forms*) of Volume I (*Bidding Procedure*) of the RFP, having a Minimum Credit Rating at all times, acceptable to the Implementing Agency.
- 4.7.3 The Bid Security shall be issued and maintained in PKR by a scheduled bank in Pakistan or a foreign bank outside Pakistan, in each case, having the Minimum Credit Rating at all times, acceptable to the Implementing Agency. Where the Bid Security is issued by a foreign bank outside Pakistan, such Bid Security shall be counter-guaranteed / confirmed by a scheduled bank in Pakistan (having the Minimum Credit Rating at all times, acceptable to the Implementing Agency).
- 4.7.4 The Bid Security shall be valid **until 28 (Twenty Eight) days** following the Bid Validity Period, as may be extended in accordance with Sub-Section 4.8.2 of the Instructions to Bidders. If the terms of the Bid Security issued by the Successful Bidder specifies an expiry date and the Performance Guarantee has not been issued by the Successful Bidder thirty (30) days prior to the expiry of the Bid Security, then the Successful Bidder shall extend the Bid Security until such date as notified by the Implementing Agency.
- 4.7.5 In case the Bid Security is not verifiable for any reason whatsoever, the Implementing Agency in its sole discretion may disqualify and blacklist the Bidder and may also initiate legal proceedings against the Bidder at the Bidder’s sole risk, cost and expense. Any Bid not accompanied by a compliant Bid Security (as exclusively determined by the Implementing Agency, shall be rejected as non-responsive and the Bidder shall not be allowed to submit Bid Security at a later stage. The Bid Security issued by a foreign bank and not counter- guaranteed / confirmed, within reasonable time granted, from a local scheduled bank in Pakistan shall result in the rejection of the Bid and the Implementing Agency in its sole discretion may also disqualify and blacklist the Bidder.
- 4.7.6 The Bid Security must be enclosed in the ‘Technical Proposal’ envelope. Bidders are required to submit the original Bid Security with their original Technical Proposals. Implementing Agency shall reject a Bid if only a photocopy of original Bid Security is attached with the original Technical Proposal and such Bid may not be further evaluated.
- 4.7.7 The Bid Security of the unsuccessful Bidders shall be returned as soon as reasonably possible.
- 4.7.8 The Bid Security of the Successful Bidder shall be returned as soon as reasonably possible once the Successful Bidder has furnished the required Performance Guarantee pursuant to Sub-Section 7.4 (*Performance Guarantee*) and has signed the Concession Agreement pursuant to Sub-Section 7.5 (*Signing of the Concession Agreement*), each of the Instructions to Bidders.
- 4.7.9 The Bid Security shall be forfeited:

- (I) if a Bidder:
    - (a) withdraws its Bid during the Bid Validity Period (except as provided in Sub-Section 5.4.4 of the Instructions to Bidders);
    - (b) is found to be engaged in any corrupt and fraudulent practices;
    - (c) is found to be blacklisted by any agency of the Federal or Provincial Government;
    - (d) does not accept the arithmetical corrections of its Bid in accordance with Sub-Section 6.2.2.4 of the Instructions to Bidders; and / or
    - (e) fails to fulfil its obligations under the RFP in terms thereof.
  - (II) if the Successful Bidder, as applicable:
    - (a) fails to sign the Concession Agreement, in accordance with Sub-Section 7.5 (*Signing of the Concession Agreement*) of the Instructions to Bidders;
    - (b) fails to furnish Performance Guarantee pursuant to Sub-Section 7.4 (*Performance Guarantee*) of the Instructions to Bidders; and / or
    - (c) fails to comply with the requirements set out in the Letter of Award.
- 4.7.10 The Bid Security is required to protect the Implementing Agency against the risk of Bidder's conduct which would warrant the Bid Security's forfeiture, pursuant to Sub-Section 4.7.9 of the Instructions to Bidders.

#### **4.8. Bid Validity**

- 4.8.1 Bids shall remain valid for the Bid Validity Period, as may be extended by the Implementing Agency in accordance with Sub-Section 4.8.2 of the Instructions to Bidders. A Bid valid for a shorter period shall be rejected as being non-responsive.
- 4.8.2 In exceptional circumstances, prior to the expiration of the Bid Validity Period, the Implementing Agency may request all Bidders to extend the period of validity of their Bids. Any such request by the Implementing Agency with respect to extension of the Bid Validity Period and the response by the Bidder shall be in writing. The Bid Security requested in accordance with Sub-Section 4.7 (*Bid Security*) of the Instructions to Bidders, shall also be extended accordingly for a corresponding period not exceeding the original Bid Validity Period. Extension of Bid Security may be requested upon the extension of the period of Bid Validity Period. A Bidder may refuse the request following which such Bidder's Bid will be disqualified and its Bid Security shall be returned without forfeiture. A Bidder accepting the request shall not be required or permitted to modify its Bid.

#### **4.9. Manner Of Signing of Bid**

- 4.9.1 The Bidder shall prepare one (01) original of the Technical Proposal and one (01) original of the Financial Proposal comprising the Bid as described in Sub-Section 4.3 (*Documents Comprising the Bid*) of the Instructions to Bidders, and clearly mark each as "**ORIGINAL – TECHNICAL PROPOSAL**" and "**ORIGINAL – FINANCIAL PROPOSAL**", respectively, in addition to the marking stipulated in Sub-Section 4.3 (*Documents Comprising the Bid*) of the Instructions to Bidders. The Bidder shall submit as "**COPY**" four (04) hard copies, printable softcopies (PDF), and editable soft copies (MS Word, MS Excel etc., as may be relevant). The USBs should be clearly marked "**TECHNICAL PROPOSAL**" and "**FINANCIAL PROPOSAL**" and placed in their respective envelopes containing the Technical Proposal and the Financial Proposal marked as "**ELECTRONIC COPY**". In the event of any discrepancy between the original and the copies, the original shall prevail. Note that the Bid Security is required to be submitted in a sealed envelope, separately in the envelope marked as "Technical Proposal".
- 4.9.2 The original and all copies of the Bid shall be typed or written in indelible ink and shall be signed by a person duly authorized to sign on behalf of the Bidder. This authorization shall consist of a written power of attorney, as set out in Bidding Form T2 (*Form of Power of Attorney*) of Part 2

(*Bidding Forms*) of Volume I (*Bidding Procedure*) of the RFP, as per the requirements set out in the Instructions to Bidders. This authorization must contain the name and position held by each person signing the authorization and name and position of the authorized signatory.

- 4.9.3 The hard copy of each Bid should be bound in the hard book binding form to avoid the possibility of removal or insertion of page(s). All pages of the Bid must be signed and stamped in original by the Bidder's authorized representative. All the pages must be numbered starting from the first page to the last. Any Bid not substantially adhering to these requirements may be rejected by Implementing Agency.
- 4.9.4 Any interlineations, erasures, or overwriting shall be valid only if they are signed or initialed by the authorized representative signing the Bid.
- 4.9.5 The Implementing Agency reserves the right to reject a Bid which does not meet the requirements in Sub-Section 4.9 (*Manner of Signing of Bid*) of the Instructions to Bidders.



## 5. SUBMISSION AND OPENING OF BIDS

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### 5.1. Sealing, Marking and Submission of Bids

- 5.1.1 In accordance with Sub-Section 4.9.1 of the Instructions to Bidders, each Bid shall be in a separate envelope indicating the Bid as original or copy clearly marked as “**ORIGINAL**” and “**COPY**”, as appropriate. The Technical Proposal shall be placed in a sealed envelope clearly marked “**TECHNICAL PROPOSAL**” and the Financial Proposal in the sealed envelope clearly marked “**FINANCIAL PROPOSAL**”. These two envelopes, in turn, shall be sealed in an outer envelope bearing the address for Bid submission indicated in the Data Sheet. The envelope shall be clearly marked: “DO NOT OPEN, EXCEPT IN PRESENCE OF EVALUATION COMMITTEE”.

The outer envelope of the Technical Proposal shall bear a warning not to open the envelope before the Bid Submission Date. The outer envelope of the Financial Proposal shall bear a warning not to open the envelope before the Technical Proposal has been evaluated. Any Bidder (including a Consortium Member) who submits or participates in more than one (01) Bid shall be disqualified. The inner and outer envelopes of the Technical Proposal and the Financial Proposal shall bear the name of the Bidder and be addressed to the Implementing Agency and shall mention the name of the Project.

- 5.1.2 If all the envelopes are not sealed and marked as required, the Implementing Agency shall not assume any responsibility for the misplacement or premature opening of the Bid. In case of such misplacement of Bids or premature opening of Bid which results in disclosure of any direct or indirect financial information prior to the scheduled opening of the Financial Proposal, the Bid shall be rejected by Implementing Agency as non-responsive.
- 5.1.3 All Bidding Forms forming part of the Technical Proposal and the Financial Proposal, as specified in the RFP, are to be properly completed and signed. No alteration is to be made in the Letter of Financial Proposal, Letter of Technical Proposal or in the Bidding Forms, except in filling up the blanks as directed. If any alteration is made or if these instructions have not been fully complied with, the Bid shall be rejected.
- 5.1.4 Bids shall be submitted by the Bidders: (i) through courier / express mail; or (ii) by hand at the address indicated in the Data Sheet.

### 5.2. Deadline For Submission

- 5.2.1 Bids must be received by the Implementing Agency no later than the Bid Submission Date at the address provided in the Data Sheet.
- 5.2.2 Bids received after **12:00 PM PST hours (PST)** on the Bid Submission Date will be returned to the sender unopened. Bidders are responsible for ensuring that their Bids are timely submitted at the address provided in the Data Sheet. Any Bid or any document received by the Implementing Agency after the Bid Submission Date shall be declared late, rejected, and returned unopened to the Bidder.
- 5.2.3 No arrangements shall be made by the Implementing Agency with Bidders for collection of the Bids from any delivery point. Bidders shall bear all expenses incurred in the preparation and delivery of Bids. No claims for a refund of any expense shall be entertained.
- 5.2.4 Where delivery of the Bid is by courier/express mail and Bidder wishes to receive an acknowledgment of receipt of such Bid, the Bidder shall make a request for such acknowledgement in a separate letter attached to (but not included in) the sealed Bid.
- 5.2.5 The Implementing Procuring Agency may, at its discretion, extend the Bid Submission Date by issuing an addendum in accordance with Sub-Section 3.4 (*Amendment of RFP*) of the Instructions to Bidders, in which case all rights and obligations of the Implementing Agency and the Bidders

previously subject to the earlier Bid Submission Date shall thereafter be subject to extended Bid Submission Date.

- 5.2.6 Delays in the mail, delays of person(s) in transit, or delivery of a Bid to an incorrect location, shall not be accepted as an excuse for failure to deliver a Bid at the proper place and time. It shall be the Bidder's responsibility to ensure delivery of its Bid in a timely manner.

### **5.3. Modification, Substitution And Withdrawal Of Bids**

- 5.3.1 Any Bidder may modify, substitute, or withdraw its Bid after submission provided that written notice, duly signed by authorized representative, for the modification, substitution or withdrawal is received by the Implementing Agency prior to the Bid Submission Date.
- 5.3.2 The notice for modification, substitution or withdrawal of any Bid shall be prepared, sealed, marked and delivered in accordance with the provisions applicable to the original Bid with additional marking of "**MODIFICATION**" or "**SUBSTITUTION**" on all envelopes in case of modification or substitution, or "**WITHDRAWAL**" on the envelope containing the notice, in case of withdrawal.
- 5.3.3 Withdrawal of a Bid during the interval between the Bid Submission Date and the expiration of the Bid Validity Period (or any extension thereof) thereof pursuant to Sub-Section 4.8.2 of the (Instructions to Bidders) shall result in forfeiture of the Bid Security pursuant to Sub-Section 4.7.9 of the Instructions to Bidders.
- 5.3.4 Bids requested to be withdrawn in accordance with Sub-Section 5.3.1 of the Instructions to Bidders shall be returned unopened to the requesting Bidder(s) on the Bid Submission Date.
- 5.3.5 After the Bid Submission Date, no changes to the Concession Documents shall be permitted other than those requested by the Implementing Agency and agreed to by the Bidder and inclusion of details of the Successful Bidder (to whom the Concession is awarded) and any other information that was incomplete prior to the Bid Submission Date.
- 5.3.6 Bids submitted in response to the RFP by the Bidders shall be upon full understanding and agreement of all terms of the RFP (including the Concession Documents) and such submission shall be deemed as an acceptance to all the terms and conditions stated in the RFP (including the Concession Documents).

### **5.4. Opening Of Bids**

- 5.4.1 Implementing Agency shall conduct the opening of Technical Proposals on the same day as the Bid Submission Date at time and address provided in the Data Sheet, in the presence of Bidders' designated representatives who choose to attend.
- 5.4.2 If the Technical Proposal and the Financial Proposal are submitted together in one envelope, other than as specified in the Instructions to Bidders, implementing Agency may reject the entire Bid. If any document, required to be submitted with Technical Proposal, is submitted with the Financial Proposal, or if any document required to be submitted with the Financial Proposal is submitted with the Technical Proposal, such document shall not be considered for evaluation and may also form the basis of rejection of a Bid.
- 5.4.3 The Financial Proposals shall remain unopened and will be held in custody of the Implementing Agency until the specified time of their opening, as communicated by the Implementing Agency to the Bidders.
- 5.4.4 First, envelopes marked "**WITHDRAWAL**" shall be opened and read out and the inner envelope with the corresponding Bid shall not be opened but returned to the Bidder. No Bid shall be withdrawn unless the corresponding withdrawal notice contains a valid authorization by the

Bidder to request the withdrawal and is read out during the Bid opening.

- 5.4.5 Second, outer envelopes marked “**SUBSTITUTION**” shall be opened. The inner envelopes containing the substitute Technical Proposal and/or substitute Financial Proposal shall be exchanged for the corresponding envelopes being substituted, which shall be returned to the Bidder unopened. Only the substituted Technical Proposal, if any, shall be opened, read out, and recorded. The substituted Financial Proposal, if any, will remain unopened in accordance with Sub- Section 5.4.3 of the Instructions to Bidders. No Bid shall be substituted unless a valid authorization by the Bidder to request the substitution is submitted and is read out and recorded during the Bid opening.
- 5.4.6 Next, outer envelopes marked “**MODIFICATION**” shall be opened. The original Technical Proposal shall be opened, read out, and recorded, followed by the opening, reading out and recording of the modification to the Technical Proposal. Any modification to the Financial Proposal shall remain unopened in accordance with Sub-section 5.4.3 of the Instructions to Bidders. No Bid shall be modified unless a valid authorization by the Bidder to request the modification is submitted and is read out and recorded during the Bid opening.
- 5.4.7 All other envelopes holding the Technical Proposals shall be opened one at a time, and the following read out and recorded:
- (a) the name of the Bidder.
  - (b) the presence and value of the Bid Security.
  - (c) whether there is a modification or substitution; and
  - (d) any other details as the Implementing Agency may consider appropriate.
- 5.4.8 Only Technical Proposals which are read out and recorded during the Bid opening shall be considered for evaluation as per the requirements of the RFP. No Bid shall be rejected at the time of opening of Technical Proposals except for late Bids, in accordance with Sub-Section 5.2.2 of the Instructions to Bidders.
- 5.4.9 Implementing Agency shall prepare a record of the opening of Technical Proposals, that shall include, as a minimum: the name of the Bidder, presence or absence and the value of Bid Security and whether there is a withdrawal, substitution, or modification. The Bidders’ representatives who are present shall be requested to sign the attendance sheet. The omission of a Bidder’s signature on the attendance sheet shall not invalidate the contents and effect of the record.
- 5.4.10 At the end of the evaluation of the Technical Proposals, Implementing Agency shall invite Bidders who have submitted responsive Technical Proposals pursuant to the requirements of the RFP and who have been determined as technically qualified for award of Concession to attend the ~~opening~~ of the Financial Proposals. The date, time and location of the opening of Financial Proposals shall be advised in writing by the Implementing Agency.
- 5.4.11 The Implementing Agency shall notify in writing at any time prior to the opening of the Financial Proposals, the Bidders who have been rejected on the grounds of their Technical Proposals not being responsive to the requirements of the RFP. Such Bidders shall be required to collect their Financial Proposals unopened from the Implementing Agency on the date notified by the Implementing Agency.
- 5.4.12 Implementing Agency shall conduct the opening of Financial Proposals of all Bidders who have technically qualified, in the presence of Bidders’ representatives who choose to attend at the address, date and time specified by the Implementing Agency. The Bidders’ representatives who are present shall be requested to sign an attendance sheet/ register evidencing their attendance.
- 5.4.13 Financial Proposals of the Bidders shall be opened one at a time and the following shall be read out and recorded:

- (e) the name of the Bidder.
- (f) whether there is a modification or substitution.
- (g) the Bid Price; and
- (d) any other details as the Implementing Agency may consider appropriate.

5.4.14 Only the Financial Proposals which are read out and recorded during the opening of Financial Proposals shall be considered for evaluation. No Financial Proposal shall be rejected at the time of opening of Financial Proposals.

5.4.15 Implementing Agency shall prepare a record of the opening of Financial Proposals that shall include, as a minimum: the name of the Bidder and the Bid Price. The Bidders' representatives who are present shall be requested to sign the attendance sheet. The omission of a Bidder's signature on the attendance sheet shall not invalidate the contents and effect of the record.

## **6. CLARIFICATION AND EVALUATION OF BIDS**

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### **6.1. Clarification Of Bids**

- 6.1.1 To assist in the examination, evaluation and comparison of the Technical Proposals and/or Financial Proposals, Implementing Agency may, at its discretion, ask the Bidders for any clarification, additional information or supporting documentation in respect of any matter associated with the documentation submitted by the Bidders in their Bids. Any such request and the response should be in writing. No change in the price in the Financial Proposals or substance of the Bid shall be sought, offered or permitted except to confirm the correction of arithmetic errors discovered by Implementing Agency in the evaluation of the Bids, in accordance with Sub-Section 6.3.4 of the Instructions to Bidders.
- 6.1.2 If a Bidder does not provide clarifications of the information requested by the date and time set in Implementing Agency's request for clarification, its Bid shall be rejected.

### **6.2. Evaluation Of Bids**

- 6.2.1 During the evaluation of Bids, the following definitions apply:
- (a) "Deviation" is a departure from the requirements specified in the RFP;
  - (b) "Reservation" is the setting of limiting conditions or withholding from complete acceptance of the requirements specified in the RFP; and
  - (c) "Omission" is the failure to submit part, or all of the information or documentation required in the RFP.

### **6.3. Preliminary Examination of Bids**

- 6.3.1 Prior to the detailed evaluation of Bids pursuant to Sub-Section 6.4 (*Determination of Responsiveness of Bids*) of the Instructions to Bidders, Implementing Agency shall examine each Bid to determine whether:
- (a) the Bid is complete and does not deviate from the Scope of Works and services to be performed in relation to the Project.
  - (b) any computational errors have been made.
  - (c) required sureties (including the Bid Security) have been furnished.
  - (d) documents have been properly signed.
  - (e) valid authorization(s) is / are present.
  - (f) the Bid is valid till the Bid Validity Period; and
  - (g) The Bidder is compliant with the basic eligibility requirements set out in Annexure A (*Basic Eligibility Criteria*) of Part 4 (*Annexures*) of Volume I (*Bidding Procedure*) of the RFP.
- 6.3.2 Prior to conducting detailed evaluation of Bids pursuant to Sub-Section 6.4 (*Determination of Responsiveness of Bids*) of the Instructions to Bidders, Implementing Agency shall examine each Bid as follows, and a Bid may not be considered acceptable if:
- (a) it is unsigned; or
  - (b) its validity is less than the Bid Validity Period.
- 6.3.3 Prior to the detailed evaluation of Bids pursuant to Sub-Section 6.4 (*Determination of Responsiveness of Bids*) of the Instructions to Bidders, Implementing Agency shall examine each Bid as follows, and a Bid shall not be considered acceptable if:
- (a) it is not accompanied by a Bid Security.

- (b) it is received after the Bid Submission Date.
  - (c) it is submitted through fax, email, or any other form of electronic transmission.
  - (d) the Bidder refuses to accept arithmetic correction(s); or
  - (e) it materially deviates from the requirements of the RFP.
- 6.3.4 During the evaluation of Financial Proposals, the Implementing Agency shall correct arithmetical errors on the following basis:
- (a) [the relevant input amount and the output (i.e., total) amount in any Bidding Form, due to any error in calculation, the relevant input amount shall prevail, and the output (i.e., total) amount shall be corrected]; and
  - (b) the words and figures, the amount in words shall prevail.
- 6.3.5 If the Bidder does not accept the corrected amount of the Bid, its Bid shall be rejected, and its Bid Security shall be forfeited.

#### **6.4. Determination of Responsiveness of Bids**

- 6.4.1 Implementing Agency shall determine the responsiveness of each Bid to the RFP. The Technical Proposals that conform to all the terms and conditions of the RFP without material deviations, reservations or omissions shall be declared responsive. A material deviation, reservation or omission is one that:
- (a) if accepted, would:
    - (i) affect in any substantial way the scope, quality, or performance of the works and services in relation to the Project as specified in the RFP; or
    - (ii) limit in any substantial way the Implementing Agency's rights or the Bidder's or the successful bidder's obligations under the RFP; or
    - (iii) if rectified, would unfairly affect the competitive position of other Bidders presenting substantially responsive Technical Proposals.
- 6.4.2 Implementing Agency's determination of a Bid's responsiveness may be based on the contents of the Bid itself without recourse to extrinsic evidence.
- 6.4.3 Any minor non-conformity or irregularity in a Technical Proposal that does not constitute a material deviation, reservation or omission may be waived by the Implementing Agency or required by the Implementing Agency to be rectified, provided such waiver or rectification does not prejudice or affect unfairly the competitive position of other responsive Technical Proposals.
- 6.4.4 Provided that a Bid is substantially responsive, Implementing Agency may request that the Bidder submit the necessary information or documentation, within a reasonable period of time, to rectify non-material non-conformities in the Bid related to documentation requirements. Requesting information or documentation on such non-conformities shall not be related to any aspect of the Financial Proposal. Failure of the Bidder to comply with the request may result in the rejection of its Bid.
- 6.4.5 If a Technical Proposal is not substantially responsive to the requirements of the RFP, it shall be rejected by the Implementing Agency and may not subsequently be made responsive by correction of the material deviation, reservation, or omission.
- 6.4.6 A responsive Financial Proposal is one which meets the requirements of the RFP without any deviation, reservation or omission. No change in the Financial Proposals shall be allowed and shall be evaluated as per the information provided by the Bidders. A non-responsive Financial Proposal may not subsequently be made responsive by correction of the deviation, reservation, or omission.

## **6.5. Evaluation Criteria**

- 6.5.1 Bids of only those Bidders shall be considered who meet the basic eligibility criteria set forth in Annexure A (*Basic Eligibility Criteria*) of Part 4 (*Annexures*) of Volume I (*Bidding Procedure*) of the RFP.
- 6.5.2 In addition, and subject to the requirements set out in Sub-Section 6.3 (*Preliminary Examination of Bids*) and Sub-Section 6.4 (*Determination of Responsiveness of Bids*) each of the Instructions to Bidders, the Bidders shall be evaluated against the evaluation criteria for the Technical Proposals and the Financial Proposals set out in Annexure B (*Evaluation Criteria*) of Part 4 (*Annexures*) of Volume I (*Bidding Procedure*) of the RFP.
- 6.5.3 The Implementing Agency shall attribute a technical score to responsive Technical Proposals. Technical Proposals scoring less than **70 points** shall be rejected. The technical score shall be calculated as follows:

S.NO	CRITERIA	WEIGHTAGE/ MARKS
a	Financial Soundness	20 Points
b	Experience of Bidder	30 Points
c	Methodology and Work Plan	15 Points
d	Key Professionals	20 Points
e	Site Visit	10 Points
f	Local Business Existence or Registered Business in Chaman, Balochistan	05 Points
	<b>Total</b>	<b>100 Points</b>

For technical qualification, a Bidder must score at least *seventy (70)* or more marks. The detailed technical evaluation criteria for Technical Proposal are set out in Annexure B (*Evaluation Criteria*) of Part 4 (*Annexures*) of Volume I (*Bidding Procedure*) of the RFP.

**Successful bidder will be selected on the basis of technically qualified offering highest present value of the dividend based on form Fin-3**

## **6.6. Successful Bidder**

- 6.6.1 The Bidder who secures the highest marks based on the Financial Evaluation Criteria shall be determined to be the Best Evaluated Bid in terms of the Applicable Evaluation Documents and shall be declared the Successful Bidder. In the event it is determined that two (2) or more Bidders have been determined to be the Best Evaluated Bid, the Implementing Agency may require such Bidders to re-submit the revised Financial Proposals.
- 6.6.2 If a Financial Proposal, in the opinion of Implementing Agency, is seriously unbalanced or is seen to unfairly exploit the evaluation mechanism, Implementing Agency may require the relevant Bidder to produce detailed price analysis for any or all items of the Bid, to demonstrate the internal consistency of those prices. After evaluation of the price analysis, taking into consideration the terms of payments, the Implementing Agency may require the Bidder to rationalize the costs and / or terms of payments.

## **6.7. The Implementing Agency's Right to Verify Documents**

- 6.7.1 The Implementing Agency retains the right to verify particulars regarding any information, statements and/or documents furnished with a Bid. Any Bidder found to be misrepresenting information may be disqualified at any stage of the Bidding Process and their Bid Security shall be forfeited.



## **7. AWARD OF CONCESSION**

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### **7.1. Award Criteria**

- 7.1.1 Subject to Sub-Section 7.2 (*Implementing Agency's Right to Accept/Reject Bids*), the Implementing Agency shall award the Concession to the Bidder whose Bid has been determined to be the Best Evaluated Bid in terms of the requirements of the Applicable Evaluation Documents.

### **7.2. Implementing Agency's Right to Accept / Reject Bids**

- 7.2.1 No Bid shall be considered to have been accepted, unless such acceptance is confirmed in writing and notified to the Successful Bidder by the Implementing Agency.
- 7.2.2 The Implementing Agency reserves the right to annul the Bidding Process and reject all Bids at any time prior to the issuance of the Letter of Award, without thereby incurring any liability to Bidders or providing any reason for rejection of the Bids. In case of such annulment, all Bids submitted and specifically, the Bid Securities, shall be promptly returned to the Bidders. The decision of the Implementing Agency shall be final and binding and no correspondence shall be entered into with the Bidders.
- 7.2.3 The Implementing Agency shall not be responsible for, or pay for, any expenses or losses which may be incurred by any Bidder in the preparation of, or in connection with, its Bid.
- 7.2.4 Each Bidder fully waives off any and all rights to claim in respect of such expenses or losses and agrees to indemnify the Implementing Agency, its Affiliates and their advisors fully in respect of any direct or indirect losses, damages, costs or expenses of any kind incurred by any of them.

### **7.3. Notification of Award**

- 7.3.1 Prior to expiration of the Bid Validity Period, the Implementing Agency shall notify the Successful Bidder through the Letter of Award that its Bid has been accepted.
- 7.3.2 The Implementing Agency shall, at least *ten (10)* business days prior to the issuance of the Letter of Award, publish results of the Bidding Process in the form of a report.
- 7.3.3 The Successful Bidder shall acknowledge and return the Letter of Award with its acceptance (the "**Acceptance of Letter of Award**") within seven (07) days of the issuance of Letter of Award, failure of which may constitute sufficient grounds for the annulment of the award and forfeiture of its Bid Security.

### **7.4. Performance Guarantee**

- 7.4.1 The Successful Bidder shall, during the 'conditions precedent' period, furnish to the Implementing Agency satisfactory Performance Guarantee and shall maintain the same in full force and effect until the Performance Guarantee expiry date, in accordance with the requirements of the Concession Agreement and the RFP.
- 7.4.2 Failure of the Successful Bidder to comply with the requirements of Sub-Section 7.4.1 of the Instructions to Bidders shall constitute sufficient grounds for the annulment of the award and forfeiture of its Bid Security. Following execution of the Concession Agreement, the Performance Guarantee shall be encashed in terms of the Concession Agreement.

### **7.5. Signing of the Concession Agreement**

- 7.5.1 The Concession Agreement shall be executed between, the Implementing Agency and the Successful bidder (as the concessionaire), within *thirty (30)* days of issuance of the Letter of Award or within such extended timeline as determined by the Implementing Agency in its sole discretion. In case the Concession Agreement is not executed within the aforesaid timeline, the Bid Security or the

Performance Guarantee (as applicable) shall be encashed by the Implementing Agency and the award shall be canceled, if such failure is due to reasons attributable to the Successful Bidder.

#### **7.6. Award To Next Best Evaluated Bidder**

- 7.6.1 In the event the Successful Bidder/Bidder fails to comply with Sub-Section 7.5 (*Signing of the Concession Agreement*) of the Instructions to Bidders, the Implementing Agency shall be entitled to revoke and terminate the Letter of Award and/or the Acceptance of the Letter of Award, as the case may be.
- 7.6.2 Thereafter, the Implementing Agency may issue (at its sole discretion) the Letter of Award to the Bidder whose Bid has been determined to be second Best Evaluated Bid in terms of the RFP. Upon the issuance of the Letter of Award, such a Successful Bidder shall be required to comply with all the provisions set out in the RFP.

## **8. OTHER CONSIDERATIONS**

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### **8.1. Confidentiality**

- 8.1.1 Subject to Sub-Section 8.1.3 of the Instructions to Bidders and Sub-Section 3.3 (*Clarifications of RFP*), no Bidder shall contact the Implementing Agency on any matter relating to its Bid from the time of Bid Submission Date.
- 8.1.2 Any attempt by a Bidder to influence the Implementing Agency in relation to the Bidding Process may result in the rejection of its Bid and encashment of its Bid Security.
- 8.1.3 Notwithstanding Sub-Sections 8.1.1 and 8.1.2 of the Instructions to Bidders, from the time of Bid opening to the time of award of the Concession, if any Bidder wishes to contact the Implementing on any matter related to the Bidding Process (including for the matters set out in Sub-Section 3.3 (*Clarifications of RFP*), it should do so in writing.
- 8.1.4 Information relating to the examination, clarification, evaluation and recommendation for the Bidder shall not be disclosed to any person who is not officially concerned with the Bidding Process or is not a retained professional advisor advising the Implementing Agency in relation to, or matters arising out of, or concerning the Bidding Process. The Implementing Agency will endeavor to treat all information, submitted as part of the Bid, in confidence and will require all those who have access to such material to treat the same in confidence. The Implementing Agency may not divulge any such information, unless it is directed to do so by any statutory entity that has the power under law to require its disclosure, is required under the applicable laws in Pakistan, or it is to enforce or assert any right or privilege of the Implementing Agency, a statutory entity.
- 8.1.5 All information supplied by the Implementing Agency in connection with this RFP, shall be treated as confidential and the Bidders shall not, without the prior written consent of the Implementing Agency, at any time make use of such information for their own purposes or disclose such information to any person (except as may be required by applicable law). Subject to the provisions of this RFP, the RFP shall remain the property of the Implementing Agency and is issued solely for the purpose of preparation and submission of the Bid in accordance herewith.
- 8.1.6 The RFP and every part of it and all other information provided by or on behalf of the Implementing Agency must be treated as private and confidential. Bidders shall not disclose the fact that they have been invited to submit a Bid or release details of the RFP other than on a strictly confidential basis to those parties whom they need to consult for the purposes of preparing the Bids.
- 8.1.7 Bidders shall not at any time release any information concerning the RFP and / or their Bid and / or any related documents and / or any discussion with the Implementing Agency in this connection for publication in the press or on radio, television, screen or any other medium without the prior written approval of the Implementing Agency.
- 8.1.8 Each Bidder undertakes to indemnify the Implementing Agency and to keep the Implementing Agency indemnified against all actions, claims, demands, liability, proceedings, damages, costs, charges and expenses whatsoever arising out of or in connection with any breach of the provisions of this Sub-Section 8.1 (*Confidentiality*).
- 8.1.9 Any Bid submitted in response to the RFP is submitted upon a full understanding and agreement of terms of this Sub-Section 8.1 (*Confidentiality*) and therefore the submission of the Bid in response to the RFP would be deemed as an acceptance to the said terms.

### **8.2. Corrupt And Fraudulent Practices**

- 8.2.1 The Implementing Agency will reject a Bid if it determines that a Bidder (including any of its Affiliates) has, directly or through an agent, engaged in corrupt, fraudulent, collusive, coercive, or obstructive practices or other integrity violations during the Bidding Process and / or shall declare such Bidder ineligible, either indefinitely or for a stated period of time, to engage with the Implementing Agency.

8.2.2 “*Corrupt and fraudulent practice*” has the meaning given to that term in the PPP Rules.

### **8.3. Integrity pact**

The Successful Bidder shall sign and stamp the form of integrity pact, in the form and substance to be provided with the Letter of Award (the “**Integrity Pact**”). Failure to provide the Integrity Pact may result in the cancellation of the award.

### **8.4. Grievance Redressal**

Any Bidder being aggrieved by any act or decision of the Implementing Agency, may after the issuance of the RFP, lodge a written complaint to the “*complaint redressal committee*” constituted by the Implementing Agency in accordance with the Applicable Evaluation Documents. The mechanism for redressal of grievances of Bidders shall be as per the Applicable Evaluation Documents.

### **8.5. No Lobbying**

- 8.5.1 The Bidders (including any member of the Consortium) will not attempt to communicate, directly or indirectly, with the Implementing Agency at any stage of the Bidding Process (including during the evaluation process), except as expressly permitted under this RFP, directed or permitted by the Implementing Agency, or except as may be required and permitted under another procurement process, project or other assignment, in which event the Bidder will not have any discussions regarding the Project.
- 8.5.2 The Implementing Agency reserves the right to disqualify any Bidder that, in the Implementing Agency opinion, has engaged in lobbying in connection with this Project.

## 9. DATA SHEET

The following specific data shall supplement the provisions in the Instructions to Bidders.

<b>NAME OF PROJECT</b>	Outsourcing Of the Operations, Management and Maintenance of the 128 Wholesale shops, Truck and Bus Terminals, Taxi Stand, Cargo & Auctions Sheds and Cold Storages (“Chaman Master Plan”), Chaman, Balochistan
<b>ADDRESS AND CONTACT PERSON OF IMPLEMENTING AGENCY</b>	<b>Designation:</b> CEO, BPPPA <b>Address:</b> Bungalow No. 49 - A, Jinnah Town, Samungli Road, Quetta. <b>Phone No.:</b> 081-9202046
<b>ADDRESS FOR SUBMISSION AND OPENING OF BIDS</b>	<b>Designation:</b> CEO, BPPPA <b>Address:</b> Bungalow No. 49 - A, Jinnah Town, Samungli Road, Quetta. <b>Phone No.:</b> 081-9202046
<b>ADDRESS FOR SEEKING CLARIFICATIONS ON THE RFP</b>	<b>Designation:</b> CEO, BPPPA <b>Address:</b> Bungalow No. 49 - A, Jinnah Town, Samungli Road, Quetta. <b>Phone No.:</b> 081-9202723 <b>Email:</b> <a href="mailto:procbpppa@gmail.com">procbpppa@gmail.com</a> <b>Website(s):</b> <a href="https://bpppa.gob.pk">https://bpppa.gob.pk</a>  Requests for clarifications to be sent to the following email addresses:  <i>bpppauthority@gmail.com</i> Subject of email to be Attn: RFP [ <i>Name of Bidder</i> ]
<b>REVISED BID–SUBMISSION DATE</b>	September 04 ,2024 (12:00 PM PST)
<b>BID OPENING DATE (TECHNICAL PROPOSALS ONLY)</b>	September 04, 2024 (12.30 PM PST)
<b>LANGUAGE OF THE BIDS</b>	English Language
<b>BID VALIDITY PERIOD</b>	90 days from the Bid Submission Date
<b>BASIC ELIGIBILITY CRITERIA</b>	Annexure A of Part 4 of the RFP
<b>EVALUATION CRITERIA</b>	Annexure B of Part 4 of the RFP
<b>METHOD OF PROCUREMENT</b>	National Competitive Bidding
<b>METHOD OF SELECTION</b>	Single stage two envelope Procedure
<b>BID SECURITY</b>	The Bidder shall deposit a bid security, in favour of the Implementing Agency in original Technical Proposal of an amount equivalent to PKR 2 million (Two Million Rupees) in the form bank guarantee or Deposit at call issued by a scheduled commercial bank operating in Pakistan or from a foreign bank duly counter guaranteed by a scheduled commercial bank in Pakistan having a Minimum Credit Rating
<b>PERFORMANCE SECURITY</b>	Performance Security: <b>PKR 20,000,000/-</b> (Rupees Twenty Million only). Both issued in the form of irrevocable bank guarantees to be renewed an annual basis as per Annexure C (Form

	of Performance Security) of Part 4 (Annexures) of Volume I (Bidding Procedure) of this RFP.
<b>TAX LIABILITY</b>	The Bidder shall be responsible to bear all taxes, duties, charges and fee of any nature whatsoever whether provincial or federal.
<b>OPERATION, MANAGEMENT AND MAINTENANCE PERIOD</b>	20 Years (Further Extendable for same Period subject to satisfactory performance and mutual consent)
<b>IMPLEMENTING AGENCY</b>	BPPPA
<b>CO-IMPLEMENTING AGENCY</b>	C&W Department, Balochistan
<b>LOCATION</b>	Chaman, Balochistan
<b>SITE VISIT DATE &amp; TIME</b>	August 12 <sup>th</sup> , 2024, 11 AM PST.

## **PART 2**

# **BIDDING FORMS**

## 1. BIDDING FORMS

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- 1.1 The Bidding Forms comprise the forms stated below. Each relevant form is required to be submitted with the Technical Proposal and the Financial Proposal, as applicable.
- 1.2 In case a document / Bidding Form required to be submitted as part of the Technical Proposal, is submitted with Financial Proposal; or a document / Bidding Form required to be submitted with Financial Proposal, is submitted with Technical Proposal, it shall not be considered for evaluation and such document / Bidding Form shall be considered as not submitted by the Bidder and may also form the basis of rejection of a Bid.
- (A) For the Technical Proposal:
- (a) **BIDDING FORM T1 – LETTER OF TECHNICAL PROPOSAL.**
  - (b) **BIDDING FORM T2 – FORM OF POWER OF ATTORNEY.**
  - (c) **BIDDING FORM T3 – FORM OF AFFIDAVIT.**
  - (d) **BIDDING FORM T4 – BASIC INFORMATION FORM.**
  - (e) **BIDDING FORM T5 – HISTORICAL NON-PERFORMANCE AND PENDING LITIGATION.**
  - (f) **BIDDING FORM T6 – FORM OF BID SECURITY.**
  - (g) **BIDDING FORM T7 – INTEGRITY PACT.**
  - (h) **BIDDING FORM T8 – BIDDER’S EXPERIENCE.**
  - (i) **BIDDING FORM T9 – COMMENTS AND SUGGESTIONS.**
  - (j) **BIDDING FORM T10 – CURRICULUM VITAE (CV) FOR PROPOSED TEAM; and**
  - (k) **BIDDING FORM T11 – PROPOSED METHODOLOGY AND WORK PLAN.**
- (B) For the Financial Proposal:
- (a) **FORM F1 – LETTER OF FINANCIAL PROPOSAL; and**
  - (b) **FORM F2 – FINANCIAL PROPOSAL STANDARD FORM**



## A. TECHNICAL PROPOSAL BIDDING FORMS

### BIDDING FORM T1 – LETTER OF TECHNICAL PROPOSAL

[Date]

**To:** [Insert name of the Implementing Agency]  
[Insert Address and Email details]

**Re:** [Operations, Management and Maintenance]<sup>9</sup> of the [insert name of the project]project (the “Project”).

Dear [Sir/Madam],

Reference the Request for Proposals document issued on [●], by [insert name of the Implementing Agency] (the “**Implementing Agency**”), (the “**RFP**”) in relation to the Project.

We, [Name of the Bidder] hereby submit our Technical Proposal in conformity with the requirements of the RFP.

*All capitalized terms unless defined herein shall bear the meaning as ascribed thereto in the RFP.*

We, agree, confirm, undertake and declare that:

- (a) We have examined and have no reservations to the RFP, including Addenda No(s) / Corrigenda No(s).....
- (b) We, [including all Consortium Members,] fully and completely understand and accept the terms of the RFP and hereby undertake to comply with the requirements specified therein.
- (c) As security for due performance of the undertakings and obligations of this Bid, we submit unconditionally herewith a Bid Security equivalent to PKR 2 (Two) million drawn in your favor or made payable to you and valid for 28 days beyond the bid validity period. We confirm that the Bid Security has been issued and maintained in accordance with the requirements of the RFP.
- (d) We offer to perform and undertake the works and services in respect of the Project in conformity with the RFP (including the Concession Documents) without any omission, reservation and deviation; and we accept and undertake to comply with all requirements in the RFP, including the appendices / annexures attached to the RFP.
- (e) We, [including all Consortium Members,] as per the requirements of the RFP, respectively:
  - (i) having nationalities of Eligible Countries;
  - (ii) do not have any conflict of interest; and
  - (iii) have not been declared ineligible/blacklisted by any of our employers, by any Federal or Provincial governmental or non-governmental department / agency in Pakistan, as at the Bid Submission Date.
- (f) Our Bid consisting of the Technical Proposal and the Financial Proposal shall be valid for a period of 90 days from the Bid Submission Date in accordance with the RFP, and it shall remain binding upon us and may be accepted at any time before the expiration of that period.
- (g) We understand that all the volumes, appendices / annexures attached to the RFP are integral part of the RFP.
- (h) We have reviewed and accepted the form of the Concession Agreement along with the appendices attached thereto (attached as Volume III (*Concession Agreement and Appendices*) to the RFP), and undertake to execute the same within the time period stipulated in Notification of Award.
- (i) We acknowledge that the Implementing Agency will be relying on the information provided in our

Bid and the documents accompanying it to determine the Successful Bidder. We certify that all information provided in our Bid is true and correct and that nothing has been omitted which renders such information misleading.

- (j) We certify that in the last [five (5)] years, we have neither failed to perform on any contract, as evidenced by imposition of a penalty by any arbitral or judicial authority or a judicial pronouncement or arbitration award, nor have been expelled from any project or contract by any public authority, nor have had any contract terminated by any public authority for breach by us or, if we are a Consortium, by any of our Consortium Members.
- (k) We understand that the Implementing Agency may request supporting documentation to verify this claim and agree to provide such documentation upon request. We further acknowledge that providing false information may result in the forfeiture of our bid security and potential legal action.
- (l) We understand that this Bid, together with your written acceptance thereof included in your Notification of Award, shall constitute a binding contract between us, until the Concession Agreement (attached as Volume III (*Concession Agreement and Appendices*) to the RFP) is executed.
- (m) We are not participating, as a Bidder in more than one Bid in this Bidding Process in accordance with the requirements of the RFP.
- (n) We understand that the Implementing Agency may cancel the Bidding Process at any time and that the Implementing Agency is not bound either to accept any Bid that it may receive, without incurring any liability to the Bidders.
- (o) We agree to permit the Implementing Agency, and any persons, representatives or auditors appointed and authorized by the Implementing Agency to inspect and audit our accounts, records and other documents relating to our Bid.
- (p) All the information submitted along with our Bid, including the enclosed forms and documents, is accurate in all respects.
- (q) We accept the right of the Implementing Agency to: (i) request additional information reasonably required to assess the Bid; (ii) amend the procedures and requirements or make clarifications thereof; and (iii) extend or amend the timelines as stipulated in the RFP.
- (r) All information, representations and other matters of fact communicated (whether in writing or otherwise) to the Implementing Agency by us or on our behalf, in connection with or arising out of the Bid are true, complete and accurate in all respects.
- (s) We hereby declare that all the information and statements made in this Bid are true and accept that any misrepresentation contained in it shall lead to our disqualification, forfeiture of the Bid Security and / or our blacklisting by the Implementing Agency.
- (t) We, [including all Consortium Members,] have made our own investigations and research and have satisfied ourselves in respect of all matters (whether actual or contingent) relating to the Bid and the Project.
- (u) We undertake, if our Bid is accepted, to furnish the Performance Guarantee as per the requirements of the RFP.
- (v) We do hereby declare that the Bid is made without any collusion, comparison of figures or arrangement with any other person or persons making a Bid for the Project.
- (w) We understand that the RFP has been issued by the Implementing Agency for the Project; and we undertake and confirm that if our Bid is accepted, we and the bidder (to be incorporated by us, in case the Project is awarded to us), as applicable, shall execute the Concession Agreement (including other Concession Documents) (attached as Volume III (*Concession Agreement and Appendices*) to the RFP and all other instruments as may be required to be executed in relation to the Project as per the requirements of the RFP.

Name ..

.....

In the capacity of .....

Signed ..... (Seal)...

Duly authorized to sign the Bid for and on behalf of: *(Insert Name of the Bidder/names of all Consortium Members)*

Date .....

**Witness#1:**

**Witness # 2:**

Signature:\_\_\_\_\_

Signature: \_\_\_\_\_

Name:\_\_\_\_\_

Name: \_\_\_\_\_

Designation:\_\_\_\_\_

Designation: \_\_\_\_\_

Date:\_\_\_\_\_

Date: \_\_\_\_\_

CNIC/Passport No.:\_\_\_\_\_

CNIC/Passport No.:\_\_\_\_\_

\_\_\_\_\_

## **BIDDING FORM T2 – FORM OF POWER OF ATTORNEY**

### **A. POWER OF ATTORNEY TO AUTHORIZE A PERSON TO SIGN THE DOCUMENTS**

#### ***NOTES FOR EXECUTION OF POWER OF ATTORNEY***

- *To be executed by each Bidder and in case the Bidder is a Consortium, by each Consortium Member, authorizing the relevant attorney to sign the required documents on its behalf. Such attorney may be the same person authorized to submit documents on behalf of the Bidder (or Consortium Member) or may be a separate person.*
- *The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure.*
- *This Affidavit shall be authorized with the Notary Public.*
- *For an Affidavit executed and issued overseas, the document will also have to be attested and authorized by the Pakistan Embassy/ Consulate and Ministry of Foreign Affairs, Pakistan in the county of origin and authorized in the jurisdiction where the Affidavit is being issued.*
- *To be submitted by each Bidder in case the same is a foreign entity.*
- *The Power of Attorney should comply with the requirements set out in Part 3 (Bidding Documentary Requirements) of Volume I (Bidding Procedure) of the RFP.*

**KNOW ALL BY THESE PRESENTS, WE,** \_\_\_\_\_ *(name of the entity and address of the registered office)* do hereby irrevocably constitute, nominate, appoint and authorize Mr. / Ms. (Name), son / daughter / wife of \_\_\_\_\_ holding [CNIC / Passport] Number \_\_\_\_\_ and presently residing at \_\_\_\_\_, who is presently employed with [us / [in case of Consortium, insert name of Consortium Member] and holding the position of \_\_\_\_\_, as our true and lawful attorney (hereinafter referred to as the “**Attorney**”) to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to the requirements of the request for proposals document issued on [●] (the “**RFP**”) by [insert name of the Implementing Agency] (“**the Implementing Agency**”) in relation to [design, finance, build, operate, maintain and transfer] of the [insert name of project] (the “**Project**”), including but not limited to signing and submission of all documents and providing information / responses to the Implementing Agency, representing us in all matters before the Implementing Agency, and generally dealing with the Implementing Agency in all matters in connection with our Bid for the Project.

We hereby ratify all prior and/ or future acts, deeds and things lawfully done or caused to be done by the Attorney in relation to the Project (including with respect to the submission of our Bid in response to the RFP) pursuant to this Power of Attorney and we hereby agree that all prior and/ or future acts, deeds and things done by the Attorney in relation to the Project (including with respect to the submission of our Bid in response to the RFP) shall, and shall always be deemed to have been done by us.

**IN WITNESS WHEREOF WE,** \_\_\_\_\_, **HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS** \_\_\_\_\_ **DAY OF** \_\_\_\_\_, **20**\_\_.

For & On Behalf of:

\_\_\_\_\_*(name of the entity)*

By Its Duly Authorized Signatory

.....(Signature)

(Name, Title and Address)

**WITNESSES:**

**WITNESS 1:**

**WITNESS 2:**

.....

.....

NAME:

NAME:

CNIC / PASSPORT NUMBER:

CNIC / PASSPORT NUMBER:

ADDRESS:

ADDRESS:

**SIGNATURE OF ATTORNEY**

[NOTARISED]

.....(Signature)

(Name, Title and Address of the Attorney)

## **B. POWER OF ATTORNEY TO AUTHORIZE THE LEAD MEMBER**

### ***NOTES FOR EXECUTION OF POWER OF ATTORNEY***

- *This Power of Attorney for the appointment and authorization of Lead Member, is to be executed by the authorized representative of each Consortium Member (appointed pursuant to the power of attorney in Form A (Power of Attorney to Authorize a Person to Sign the Documents)).*
- *The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure.*
- *The Power of Attorney should comply with the requirements set out in Part 3 (Bidding Documentary Requirements) of Volume I (Bidding Procedure) of the RFP.*

**WHEREAS**, the [insert name of Implementing Agency] (“**the Implementing Agency**”) has invited bids for the ‘[INSERT NAME OF PROJECT]’ (the “**Project**”) pursuant to the request for proposals document issued on [●] by the Implementing Agency (as amended from time to time) (the “**RFP**”);

**WHEREAS**, \_\_\_\_\_, \_\_\_\_\_ and \_\_\_\_\_ (each hereinafter referred to individually as a “**Consortium Member**” and collectively as “**Consortium Members**”) have formed a consortium (the “**Consortium**”) in accordance with the requirements of the RFP and have formed a consortium as per the requirements of the RFP;

**AND WHEREAS**, the Consortium Members issue this Power of Attorney for the appointment and authorization of the ‘**Lead Member**’ with all necessary powers and authority to represent and irrevocably bind all the Consortium Members in all matters connected with the Bidding Process and during execution of the relevant agreements in relation to the Project, in case the Consortium is awarded the Project.

### **KNOW ALL MEN BY THESE PRESENTS**

**WE**, \_\_\_\_\_, having our registered office at \_\_\_\_\_, M/s. \_\_\_\_\_, having our registered office at \_\_\_\_\_, and M/s. \_\_\_\_\_, having our registered office at \_\_\_\_\_, do hereby irrevocably designate, nominate, constitute, appoint and authorize M/s \_\_\_\_\_, having its registered office at \_\_\_\_\_, being one of the Consortium Members, as the Lead Member and true and lawful attorney of the Consortium (hereinafter referred to as the “**Attorney**”) and hereby irrevocably authorize the Attorney (with power to sub-delegate) to conduct all business for and on behalf of the Consortium and any one of us during the Bidding Process being conducted by the Implementing Agency pursuant to the RFP and to do on our behalf and on behalf of the Consortium, all or any of such acts, deeds or things as are necessary or required or incidental to the Project, including but not limited to signing and submission of our Bid, all applications and other documents and writings, participate in conferences / meetings, respond to queries, submit information / documents, sign and execute contracts and undertakings including the Acceptance of Notification of Award, as applicable (if awarded the Project) and generally to represent the Consortium in all its dealings with the Implementing Agency and / or any other governmental agencies or any person, in all matters in connection with or relating to or arising out of the Consortium’s Bid and its acceptance by the Implementing Agency.

We hereby ratify all prior and future acts, deeds and things lawfully by the Attorney in relation to the Project (including with respect to the submission of our Bid in response to the RFP) pursuant to this Power of Attorney and we hereby agree that all prior and/ or future acts, deeds and things done by the Attorney in relation to the Project (including with respect to the submission of our Bid in response to the RFP) shall, and shall always be deemed to have been done by us.

**IN WITNESS WHEREOF WE THE ABOVE NAMED HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS [•] DAY OF 20[•].**

For: \_\_\_\_\_ (Signature)

(Name, Title and Address)

For: : \_\_\_\_\_ (Signature)

(Name, Title and Address)

For: : \_\_\_\_\_ (Signature)

(Name, Title and Address)

**WITNESSES:**

**WITNESS 1:**

**WITNESS 2:**

.....

NAME:

CNIC / PASSPORT NUMBER:

ADDRESS:

(Executants)

.....

NAME:

CNIC / PASSPORT NUMBER:

ADDRESS:

(To be executed by all the Consortium Members in favor of Lead Member)

## **BIDDING FORM T3 – FORM OF AFFIDAVIT**

### **AFFIDAVIT** (This “Affidavit”)

Date: \_\_\_\_\_

**[INSERT NAME OF IMPLEMENTING AGENCY]**

[Address]

Reference the Request for Proposals document issued on [●], by [insert name of the Implementing Agency] (the “RFP”), in relation to the [operations, mangement and maintenance]<sup>10</sup> of the [insert name of the project] project.

We, [insert name of Bidder / Consortium Member] hereby represent and warrant that, as of the date of this Affidavit [name of Bidder / Consortium Member] (as applicable):

- (a) are not in bankruptcy or liquidation proceedings;
- (b) are not blacklisted by any governmental or non-governmental department / agency;
- (c) have not been convicted of, fraud, corruption, collusion or money laundering;
- (d) are not aware of any conflict of interest or potential conflict of interest arising from prior or existing contracts or relationships which could materially affect our capability to comply with the obligations under the Concession Agreement;
- (e) [are legally and financially autonomous and operate under commercial law]<sup>11</sup>;  
[there is no pending litigation which represents more than [fifty percent (50%)] of our net worth]<sup>12</sup>;
- (f) [are not under any non-performance of a contract within last [five (5)] years of the Bid Submission Date]<sup>13</sup>; and
- (g) [have not failed to sign a contract with any procuring authority following award]<sup>14</sup>.

We have also attached proof of our registration from the relevant statutory authority.

*All capitalized terms unless defined herein shall bear the meaning as ascribed thereto in the RFP.*

---

#### **Deponent**

[Verified on oath at \_\_\_\_\_ on this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_ that the contents of the above Affidavit are true and correct to the best of my knowledge and belief.]<sup>15</sup>

---

#### **Deponent**

Yours sincerely,

Name and Title of Signatory: \_\_\_\_\_

Name of Bidder / Consortium \_\_\_\_\_



Member:  
Address of Bidder / Consortium  
Member:

\_\_\_\_\_

**WITNESS 1:**

**WITNESS 2:**

.....

.....

.....

NAME:

NAME:

CNIC / PASSPORT NUMBER:

CNIC / PASSPORT NUMBER:

ADDRESS:

ADDRESS:

## **BIDDING FORM T4 – BASIC INFORMATION FORM**

*To be submitted by all Bidders. In case of a Consortium, each Consortium Member must fill in this form.*

### Basic Information Form (Company Profile)

1	Name of Entity: (In case of Consortium, legal name of each Consortium Member)	
2	Nature of Business: (Whether the entity is a corporation, partnership, trust <i>etc.</i> )	
3	Head office address:	
4	Telephone: Fax Number: E-mail address:	
5	Place of Incorporation / Registration:  Year of Incorporation / Registration:	
6	Bidder's authorized representative: Telephone: Fax numbers: E-mail address:	
7	Nationality of owners	
	Name:	Country:

## **BIDDING FORM T5 – HISTORICAL NON-PERFORMANCE AND PENDING LITIGATION**

Non-Performing Contracts			
<input type="checkbox"/> <b>Contract non-performance did not occur</b> within the last <b>five (5)</b> years prior to the bid submission Date based on all information on fully settled disputes or litigation ( <b>Affidavit to be provided</b> )			
<input type="checkbox"/> <b>Contract non-performance during the stipulated period.</b>			
Year	Outcome as Percent of Total Assets	Details	Total Contract Amount (current value, PKR) <sup>16</sup>
		Contract Identification: Name of Employer: Address of Employer: Matter in dispute:	

Pending Litigation			
<input type="checkbox"/> <b>No pending litigation</b> (A fully settled dispute or litigation is one that has been resolved in accordance with the dispute resolution mechanism under the respective contract and where all appeal instances available to the Bidder / Consortium Member have been exhausted) ( <b>Affidavit to be provided</b> )			
<input type="checkbox"/> <b>Pending litigation</b> (All pending litigation shall in total not represent more than [50%] of the Bidder's / Consortium Member's net worth and shall be treated as resolved against the Bidder / Consortium Member)			
Year	Outcome as Percent of Total Assets	Details	Total Contract Amount (PKR)
		Contract Identification: Name of Employer: Address of Employer: Matter in dispute:	

<sup>16</sup> In case of USD amount, exchange rate to be specified.

## **BIDDING FORM T6 – FORM OF BID SECURITY**

### **1.I.A.1 1.6 BANK GUARANTEE**

Guarantee No. \_\_\_\_\_

Executed on \_\_\_\_\_

Expiry date \_\_\_\_\_

Name of Guarantor (Bank) with address: \_\_\_\_\_

[Name of Bidder with address:] \_\_\_\_\_

Guaranteed Amount (express in words and figures): 20,000,000

Date of Bid \_\_\_\_\_

The above premised, we (the “**Guarantor**”) hereby undertake irrevocably and unconditionally on demand to pay to [insert name of the Implementing Agency] (the “**Implementing Agency**”), without any notice, reference or recourse to the Bidder or to any other entity or without any recourse or reference to any document, agreement, instrument or deed, any sum or sums (or any part thereof) equivalent in aggregate up to but not exceeding a maximum amount of:

[●] [●]/- ([●][●])

(The “**Guaranteed Amount**”)

at sight and immediately upon the receipt of the Implementing Agency’s first written demand (the “**Demand**”) at the Guarantor’s offices located at [●] or through SWIFT instructions transmitted by the Implementing Agency’s bank (i.e. [●]), on behalf of the Procuring Agency, to the Guarantor, or through fax sent by the Implementing Agency at the Guarantor’s fax number i.e., [●], such Demand stating:

- (a) that the Bidder is in breach of its obligations towards the Implementing Agency; and
- (b) the total amounts demanded.

A Demand shall only be honored by us: (i) in the case of a written Demand, if it is made by and bears the signature of an authorized officer or other representative of the Implementing Agency; or (ii) in the case of a Demand transmitted through SWIFT, if it is transmitted through authenticated SWIFT instructions by the Implementing Agency’s bank (i.e. [●]), on behalf of the Implementing Agency; or (iii) in the case of a Demand made through fax, it is made by and bears the signature of an authorized officer or other representative of the Implementing Agency.

We, the Guarantor, shall unconditionally honor a Demand hereunder made in compliance with this Bank Guarantee at sight and immediately on the date of receipt of your Demand, as stated earlier, and shall transfer the amount specified in the Demand to the bank account, as notified in the Demand, in immediately available and freely transferable funds in the currency of this Bank Guarantee, free and clear of and without any set-off

or deduction for or on account of any present or future taxes, levies, imposts, duties, charges, fees, deductions or withholdings of any nature whatsoever and by whomsoever imposed.

Such demand must be received by us on or before the [●] (the “**Expiry Date**”), when this Bank Guarantee shall expire and shall be returned to us.

Upon expiry, this Bank Guarantee shall be returned to the Bidder without undue delay. Multiple Demands may be made by the Implementing Agency under this Bank Guarantee, but our aggregate liability will be restricted up to the Guaranteed Amount.

We hereby agree that any amendment, renewal, extension, modification, compromise, release or discharge by mutual agreement by the Implementing Agency, the Bidder or any other entity of any document, agreement, instrument or deed shall not in any way impair or affect our liabilities hereunder and may be undertaken without notice to us and without the necessity for any additional endorsement, consent or guarantee by us.

This Bank Guarantee for its validity period shall not be affected in any manner by any change in our constitution or of the Bidder’s constitution or of their successors and assignees and this Bank Guarantee shall be legally valid, enforceable and binding on each of their successors and permitted assignees.

All references to any contract, agreement, deed or other instruments or documents are by way of reference only and shall not affect our obligations to make payment under the terms of this Bank Guarantee.

If one or more of the provisions of this Bank Guarantee are held or found to be invalid, illegal, or unenforceable for any reason whatsoever, in any respect, any such invalidity, illegality, or unenforceability of any provision shall not affect the validity of the remaining provisions of this Bank Guarantee.

We hereby declare and confirm that under our constitution and applicable laws and regulations, we have the necessary power and authority, and all necessary authorizations, approvals and consents thereunder to enter into, execute, deliver and perform the obligations we have undertaken under this Bank Guarantee, which obligations are valid and legally binding on and enforceable against us under the laws of Pakistan and under the laws of the jurisdiction where this Bank Guarantee is issued. Further, that the signatory(ies) to this Bank Guarantee is / are our duly authorized officer(s) to execute this Bank Guarantee.

This Bank Guarantee and all rights and obligations arising from this Bank Guarantee shall be governed and construed in all respects in accordance with the laws of Pakistan. The courts in Pakistan shall have exclusive jurisdiction in respect of any dispute relating to any matter contained herein.

[The issuance of this Bank Guarantee is permitted according to the laws of Pakistan and the laws of the jurisdiction where this Bank Guarantee is issued.]

This Bank Guarantee is subject to the Uniform Rules for Demand Guarantee, ICC Publication No.758.

Name: .....

Designation: .....

## **BIDDING FORM T7 – INTEGRITY PACT**

### **DECLARATION OF FEES, COMMISSION AND BROKERAGE ETC. PAYABLE BY THE BIDDERS/CONSORTIUM**

**CONTRACT NUMBER:**

**DATED: [●]**

**CONTRACT TITLE: OUTSOURCING OF THE OPERATIONS, MANAGEMENT AND MAINTENANCE OF 128 WHOLESALE SHOPS, TRUCK & BUS TERMINALS, CARGO & AUCTION SHEDS AND COLD STORAGES (“CHAMAN MASTER PLAN”), CHAMAN, BALOCHISTAN**

[*Bidder*] hereby declares that it has not obtained or induced the procurement of any contract, right, interest, privilege or other obligation or benefit from Government of Balochistan (the “GoB”) or any administrative subdivision or agency thereof or any other entity owned or controlled by it (i.e. the GoB) through any corrupt business practice.

Without limiting the generality of the foregoing, [*Bidder*] represents and warrants that it has fully declared the brokerage, commission, fees etc., paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside Pakistan either directly or indirectly through any natural or juridical person, including its affiliate, agent, associate, broker, consultant, director, promoter, shareholder, sponsor or subsidiary, any commission, gratification, bribe, finder’s fee or kickback, whether described as consultation fee or otherwise, with the object of obtaining or inducing the procurement of a contract, right, interest, privilege or other obligation or benefit, in whatsoever form, from the GoB, except that which has been expressly declared pursuant hereto.

[*Bidder*] certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with the GoB and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty. [*Bidder*] accepts full responsibility and strict liability for making any false declaration, not making full disclosure, misrepresenting facts or taking any action likely to defeat the purpose of this declaration, representation and warranty.

[*Bidder*] agrees that any contract, right, interest, privilege or other obligation or benefit obtained or procured as aforesaid shall, without prejudice to any other right and remedies available to the GoB under any law, contract or other instrument, be voidable at the option of the GoB.

Notwithstanding any rights and remedies exercised by the GoB in this regard, the [*Bidder*] agrees to indemnify the GoB for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to the GoB in an amount equivalent to ten times the sum of any commission, gratification, bribe, finder’s fee or kickback given by [*Bidder*] as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit, in whatsoever form, from the GoB.

**Acknowledged, Accepted & Agreed**

**For & On Behalf of:**

**GOVERNMENT OF BALOCHISTAN,  
through its duly authorized  
signatory**

**Acknowledged, Accepted & Agreed**

**For & On Behalf of:**

**[INSERT NAME OF BIDDER],  
through its duly authorized  
signatory**

.....  
(Signature)

NAME:

DESIGNATION:

.....  
(Signature)

NAME:

DESIGNATION:

**BIDDING FORM T8 - BIDDER'S EXPERIENCE**

[This form will be used for evaluation Relevant Experience stated under the Evaluation Criteria]

Projects will only be evaluated for scoring if the completion certificates or a copy of contract is provided.

<b>SR. NO.</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
<b>Name of the project</b>					
<b>Country</b>					
<b>Province and exact location</b>					
<b>Name of Client with address, telephone number, fax number and email address.</b>					
<b>Nature of works and special features relevant to the contract</b>					
<b>Bidder's Role (Sole, Sub Contactor or Partner in a Joint Venture).</b>					
<b>Value of the total contract in PKR</b>					
<b>Date of award of the project</b>					
<b>Date of Completion</b>					

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**BIDDING FORM T9 – COMMENTS AND SUGGESTIONS**

BIDDING FORM T9 – Comments and suggestions on the Terms of Reference.



## **BIDDING FORM T10 – CURRICULUM VITAE (CV) FOR PROPOSED TEAM**

- 1. Proposed Position:** [insert]
- 2. Name of Expert**
- 3. Name of Firm:** [insert]
- 4. Current Residential address:** [insert]
- 5. Telephone No:** [insert]
- 6. Fax No:** [insert]
- 7. Email Address:** [insert]
- 8. Date of Birth:** [insert]
- 9. Citizenship:** [insert]
- 10. Qualification:** [insert]
- 11. Work Experience** (*Note: summarize professional experience in reverse chronological order indicating particular technical and managerial experience relevant to the Project.*)

From	To	Company/Project/Position/Relevant technical and management experience

### **12. Certification:**

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes my qualifications, my experience, and myself. I understand that any wilful misstatement described herein may lead to my disqualification or dismissal, if engaged.

Signature of the Candidate:

Place:

Date:

**BIDDING FORM T11 – PROPOSED METHODOLOGY AND WORK PLAN**

## B. FINANCIAL PROPOSAL BIDDING FORMS

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### BIDDING FORM F1 – LETTER OF FINANCIAL PROPOSAL

[Date]

**To:** [Insert name of the Implementing Agency]  
[Insert Address and Email details]

**Re:** [insert name of the project] project (the “Project”).

Dear [Sir/Madam],

Reference the Request for Proposals document issued on [●], by [insert name of the Implementing Agency] (the “**Implementing Agency**”), (the “**RFP**”) in relation to the Project.

We, [Name of the Bidder] hereby submit our Financial Proposal in conformity with the requirements of the RFP.

*All capitalized terms unless defined herein shall bear the meaning as ascribed thereto in the RFP.*

We, agree, confirm, undertake and declare that:

- (a) We have examined and have no reservations to the RFP, including Addenda No(s) / Corrigenda No(s).....
- (b) We, [including all Consortium Members,] fully and completely understand and accept the terms of the RFP and hereby undertake to comply with the requirements specified therein.
- (c) We offer to perform and undertake the works and services in respect of the Project in conformity with the RFP, including the Concession Documents, without any omission, reservation and deviation; and we accept and undertake to comply with all requirements in the RFP including the appendices / annexures attached to the RFP.
- (d) We, including all Consortium Members and the proposed contractors, as per the requirements of the RFP, respectively:
  - (i) have nationalities of Eligible Countries;
  - (ii) do not have any conflict of interest; and
  - (iii) have not been declared ineligible/blacklisted by any of our employers, by any Federal or Provincial governmental or non-governmental department / agency in Pakistan, as at the Bid Submission Date.
- (e) Our Bid consisting of the Technical Proposal and the Financial Proposal shall be valid for a period of [•] days from the date fixed for the Bid Submission Date in accordance with the RFP, and it shall remain binding upon us and may be accepted at any time before the expiration of that period.
- (f) We understand that all the volumes, appendices / annexures attached to the RFP are integral part of the RFP.
- (g) We have reviewed and accepted the form of the Concession Agreement along with the Appendices attached thereto (attached as Volume III (*Concession Agreement and Appendices*) to the RFP) and undertake to execute the same within the time period stipulated in Notification of Award.
- (h) We acknowledge that the Implementing Agency will be relying on the information provided in our Bid and the documents accompanying them to determine the Successful Bidder. We certify that all information provided in our Bid is true and correct and that nothing has been omitted which renders such information misleading.
- (i) We certify that in the last five (5) years, we (including the proposed contractors) have neither failed to perform on any contract, as evidenced by imposition of a penalty by any arbitral or judicial authority or a judicial pronouncement or arbitration award, nor have been expelled from any project or contract by any public authority, nor have had any contract terminated by any public authority for breach by us or, if we are a Consortium, by any of our Consortium Members and the proposed contractors.
- (j) We understand that this Bid, together with your written acceptance thereof included in your Notification of Award, shall constitute a binding contract between us, until the Concession Agreement (attached as Volume III

(*Concession Agreement and Appendices*) to the RFP) is executed.

- (k) We are not participating, as a Bidder in more than one Bid in this Bidding Process in accordance with the requirements of the RFP.
- (l) We understand that the Implementing Agency may cancel the Bidding Process at any time and that the Implementing Agency is not bound either to accept any Bid that it may receive, without incurring any liability to the Bidders.
- (m) We agree to permit the Implementing Agency and any persons, representatives or auditors appointed and authorized by the Implementing Agency to inspect and audit our accounts, records and other documents relating to our Bid.
- (n) All the information submitted along with our Bid, including the enclosed forms and documents, is accurate in all respects.
- (o) We accept the right of the Implementing Agency to: (i) request additional information reasonably required to assess the Bid; (ii) amend the procedures and requirements or make clarifications thereof; and (iii) extend or amend the timelines as stipulated in the RFP.
- (p) All information, representations and other matters of fact communicated (whether in writing or otherwise) to the Implementing Agency by us or on our behalf, in connection with or arising out of the Bid are true, complete and accurate in all respects.
- (q) We hereby declare that all the information and statements made in this Bid are true and accept that any misrepresentation contained in it shall lead to our disqualification, forfeiture of the Bid Security and / or our blacklisting by the Implementing Agency.
- (r) We, [including all Consortium Members,] have made our own investigations and research and have satisfied ourselves in respect of all matters (whether actual or contingent) relating to the Bid and the Project.
- (s) We undertake, if our Bid is accepted, to furnish the Construction Performance Guarantee as per the requirements of the RFP.
- (t) We do hereby declare that the Bid is made without any collusion, comparison of figures or arrangement with any other person or persons making a Bid for the Project.
- (u) We understand that the RFP has been issued by the Implementing Agency for the Project; and we undertake and confirm that if our Bid is accepted, we (to be incorporated by us, in case the Project is awarded to us), as applicable, shall execute the Concession Agreement (including other Concession Documents) (attached as Volume III (*Concession Agreement and Appendices*) to the RFP and all other instruments as may be required to be executed in relation to the Project as per the requirements of the RFP.

Name .....

In the capacity of .....

Signed .....

(Seal) .....

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

(*Insert Name of the Bidder/names of all Consortium Members*)

Date .....

## **BIDDING FORM F2 – FINANCIAL PROPOSAL STANDARD FORM**

1. **FORM FIN 1** – FINANCIAL MODEL
2. **FORM FIN 2** – PROJECT COST SCHEDULE
3. **FORM FIN 3** – QUOTATION OF EQUITY STAKE
4. **FORM FIN 4** – QUOTATION OF DIVIDEND

**FORM FIN 1 - FINANCIAL MODEL**

- Financial model (*as per the attached bidding financial model in Excel workbook/spreadsheet provided on the website as Exhibit – 1* ) and should have the following components:
- **PROJECT COST BREAKUP**

<b>TOTAL PROJECT COST (A+B+C)</b>	<b>IN PKR</b>
<b>TOTAL CAPITAL COST / INVESTMENT (A)</b>	<b>In PKR</b>
<b>TOTAL WORKING CAPITAL (B)</b>	<b>In PKR</b>
<b>TOTAL CONTINGENCY (C)</b>	<b>In PKR</b>

**Note:** The Financial Bid of the Bidder which does not include the Financial Model (as per the attached bidding financial model in Excel Workbook/spreadsheet provided on website as Exhibit - 1) will be **rejected**.

- **RETURN**

<b>EQUITY IRR %</b>	
<b>NET PRESENT VALUE</b>	

**Signature of Authorized Signatory**

---

**Name and Title of Signatory:**

---

**Name of Firm:**

---

**Address:**

---

## FORM FIN 2 – PROJECT CAPITAL COST SCHEDULE

- Project Cost Schedule (as per the attached bidding Project Cost Schedule in Excel workbook/spreadsheet provided on [•]) and should have the following components:
- **PROJECT CAPITAL COST BREAKUP**

<b>PROJECT CAPITAL COST SCHEDULE SUMMARY (BASIC MEDICAL FACILITY - (5000 SQ FT)) (A)</b>	<b>IN PKR</b>
<b>PROJECT CAPITAL COST SCHEDULE SUMMARY (BASIC FIRE FIGHTING FACILITY - (5000 SQ FT)) (B)</b>	<b>IN PKR</b>
<b>PROJECT CAPITAL COST SCHEDULE SUMMARY (COMPLETE SECURITY EQUIPMENT INCLUDING CCTV CAMERAS AND INSTALLATION) (C)</b>	<b>IN PKR</b>
<b>PROJECT CAPITAL COST SCHEDULE SUMMARY (ROOM FOR GUESTS/DRIVERS/LABORER – (5000 SQ Ft x 02)) (D)</b>	<b>IN PKR</b>
<b>PROJECT CAPITAL COST SCHEDULE SUMMARY (COMPLETE INSTALLATION OF ADDITIONAL TUBEWELL IN THE FACILITY)) (E)</b>	
<b>PROJECT CAPITAL COST SCHEDULE SUMMARY (ANY OTHER INVESTMENT NECESSARY FOR THE SUCCESSFUL OPERATIONS OF THE FACILITY)) (F)</b>	
<b>PROJECT CAPITAL COST SCHEDULE SUMMARY (CONTINGENCIES @ 10%) (G)</b>	
<b>TOTAL PROJECT CAPITAL COST (A+B+C+D+E+F+G)</b>	<b>IN PKR</b>

**Note:** The Financial Bid of the Bidder which does not include the Project Capital Cost Schedule (as per the attached project cost schedule Excel Workbook/spreadsheet provided on website as Exhibit -1) will be **rejected**.

**Note:** Procurement and installation of security equipment, medical equipment (initially 2-3 shop spaces shall be utilized as BHU) and tubewell must be undertaken at the start of the project (completed within the first year) following contract award. Additionally, the Concessionaire shall complete the construction of the medical facility by the end of first year, fire-fighting facility by the end of second year and guest rooms facility by the end of fourth year of commercial operations.

**Signature of Authorized Signatory**

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**Name and Title of Signatory:**

---

**Name of Firm:**

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**Address:**

---



### FORM FIN 3 – QUOTATION OF FREE EQUITY STAKE

<b>Free Equity Stake Quoted for GoB/ Implementing Agency</b> <i>(Minimum floor at 5%)</i>	_____ % (In words: _____ percent) of the Total Equity Stake
--	--

The Bidder who does not quote the Minimum Free Equity Stake or quotes **below the floor of 5%** will be **rejected**.

**Note:**

- a. The concessionaire will have the **first right of refusal**, to develop approximately 34 acres of vacant land in the Master Plan within a specified time frame. Based on the experience gained during the initial years of operation, management, and maintenance of the Chaman Master Plan, the concessionaire will be well-positioned to identify high-demand business opportunities driven by cross-border trade. The concessionaire will be required to present the business case and feasibility studies of viable business opportunities to the Project Steering Committee for approval within Five years after the project's award. These opportunities may include expanding warehouses for dry goods, adding cold storage facilities, establishing iron scrap sorting and recycling centers, and creating zones for meat processing, poultry, and other allied facilities. The development will follow a design, build, finance, operate, and maintain and transfer (DBFOM&T) model, with the concessionaire managing the risks it can efficiently handle. The concessionaire will share dividends arising from the development and operation of Zones A and B with the Government of Balochistan (GoB) **at least at per quoted equity. This should be considered by the Concessionaire while quoting free equity stake for the GoB.**
- b. To boost cross border trade and encourage socio-economic activity in Chaman Master Plan, the GoB will waive its dividend share for First three years of operations from start of operations.

#### FORM FIN 4 – QUOTATION OF DIVIDEND

The highest net present value of dividend derived from the quoted free equity stake (as quoted in Form Fin 3 – Quotation of Free Equity Stake) for GoB discounted at the rate of 15%. Bidder who quotes the highest net present value of the dividends derived will be given the maximum financial score of 100 points.

The annual dividend value provided/quoted below against each year forms the ‘**Minimum Annual Benchmark (share of) Dividends**’ for the GoB against the quoted free equity. If during any year, the actual dividend payment falls below the ‘Minimum Annual Benchmark Dividend’, then the differential amount will be cumulatively adjusted (*including previous years if excess balance is available*) and carried forward to subsequent forward year (*with NPV of differential dividend amount calculated/certified by the Independent Auditor*) and paid to the GoB until complete adjustment.

Operating Year	Year Wise, Absolute Value of Annual Dividend Payment to GoB against the Free Equity offered	Year Wise, Net Present Value of Dividends against the quoted free equity (Discounted at 15 %) ( <i>Annual Benchmark Dividend Payment to GoB</i> )
Operating Yr. 4		
Operating Yr. 5		
Operating Yr. 6		
Operating Yr. 7		
Operating Yr. 8		
Operating Yr. 9		
Operating Yr. 10		
Operating Yr. 11		
Operating Yr. 12		
Operating Yr. 13		
Operating Yr. 14		
Operating Yr. 15		
Operating Yr. 16		
Operating Yr. 17		
Operating Yr. 18		
Operating Yr. 19		
Operating Yr. 20		
<b>Total</b>		

**Note:** To boost cross border trade and encourage socio-economic activity in Chaman Master Plan, the GoB will waive its dividend share for First three years of operations from start of operations.

# **PART 3**

## **BIDDING DOCUMENTARY REQUIREMENTS**

## BIDDING DOCUMENTARY REQUIREMENTS

No	DOCUMENT	REQUIREMENTS
1	LETTER OF TECHNICAL PROPOSAL AND LETTER OF FINANCIAL PROPOSAL	To be dated, signed by the authorized representative and witnessed.
2	FORM OF BID SECURITY	To be dated, signed by an authorized representative and duly stamped (PKR [relevant applicable amount to be inserted]/-).
3	POWER OF ATTORNEY	To be dated; witnessed; notarized; duly stamped (PKR [ <i>relevant applicable amount to be inserted</i> ]/-); signed by an authorized representative; and in the language as required under the Instructions to Bidders.
4	AFFIDAVIT	To be dated; signed by the authorized signatory; witnessed; duly stamped (PKR [ <i>relevant applicable amount to be inserted</i> ]/-); and in the format as required under the RFP. The Affidavit to be attested by oath commissioner.

# **PART 4**

# **ANNEXURES**

## ANNEXURE A - BASIC ELIGIBILITY CRITERIA:

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A Bid received from a Bidder, shall only be considered if all the following components of the Basic Eligibility Criteria are satisfied:

### ELIGIBILITY CRITERIA FOR BIDDERS (MANDATORY)

#### ➤ REGISTRATION

The Bidder (in case of consortium, each member) must be an entity registered under the applicable laws and must submit incorporation details, including corporate charter and articles of incorporation. In case of foreign entities, certified true copies of their constitutive documents must be provided. The Bidder (in case of consortium, each member) must possess valid tax registration certificate (i.e NTN certificate) from Federal Board of Revenue and other applicable/relevant sales tax authority. In case of foreign entities, valid tax certificate and sales tax certificate, if applicable must be submitted. In case of foreign entities, Bidders submitting documents/information in a language other than English, it must be accompanied by an English translation (duly notarized by the Notary Public) and attested by the Pakistan Embassy/Consulate and Ministry of Foreign Affairs, Pakistan in the country of origin. In case of any discrepancy, English translation shall prevail.

The Successful Bidder must register with the Balochistan Revenue Authority (BRA) before execution of the contract.

**The Bidders, or if the Bidder is a consortium, collectively must have proven experience of at least 10 years of Operations, Management and Maintenance of infrastructure Projects or experience in wholesale business or cross-border trade or have experience of similar nature of assignment. (Documentary proof must be provided (Company registration and/or Contracts/Agreements/Ownership document)).**

#### ➤ AFFIDAVIT FOR GOVERNMENT OWNED LEGAL ENTITIES

In case the Bidder, or any Consortium Member is a government owned legal enterprise or institution, such Bidder, any consortium member (as applicable) must establish that it is legally and financially autonomous and operating under commercial law.

(Bidders, or any Consortium Member, who are government owned legal enterprise or institution shall submit an Affidavit confirming that they are legally and financially autonomous and operating under commercial law).

Relevant Form: **BIDDING FORM T3 (FORM OF AFFIDAVIT)**

#### ➤ NO CONFLICT OF INTEREST

The Bidder, and any Consortium Member shall not have any Conflict of Interest.

**Conflict of Interest** means:

- where the Bidder, any Consortium Member, provides, or could provide, or could be perceived as providing biased professional advice to the Implementing Agency to obtain an undue benefit for himself or those affiliated with him;
- receiving or giving any remuneration directly or indirectly in connection with the Project except as provided in the RFP;
- any engagement in consulting or other procurement activities of a Bidder, any Consortium Member, that conflicts with his role or relationship with the Implementing Agency under the Project;
- where an official of the Implementing Agency engaged in the procurement process has a financial or economic interest in the outcome of the process of procurement, in a direct or an indirect manner.

(Bidders (in case of a consortium, each consortium member), shall submit an Affidavit for no-conflict of

interest. In case the affidavit is issued by a foreign entity, outside Pakistan, such affidavit will have to be duly notarized by the Notary Public and attested by the Pakistan Embassy/ Consulate and Ministry of Foreign Affairs, Pakistan in the county of origin.)

Relevant Form: **BIDDING FORM T3 (FORM OF AFFIDAVIT)**

➤ **NON- BLACKLISTING**

The Bidder, any Consortium Member shall not be blacklisted.

**Blacklisting** means barring a Bidder or any Consortium Member from participating in any procurement proceedings by the Government of Balochistan or any governmental entity including the Implementing Agency.

(Bidders (in case of a consortium, each Consortium Member) shall submit an Affidavit for non-blacklisting. In case the affidavit is issued by a foreign entity, outside Pakistan, such affidavit will have to be duly notarized by the Notary Public and attested by the Pakistan Embassy/ Consulate and Ministry of Foreign Affairs, Pakistan in the county of origin.)

Relevant Form: **BIDDING FORM T3 (FORM OF AFFIDAVIT)**

➤ **HISTORY OF NON- PERFORMING CONTRACTS AND LITIGATION**

Any non-performance of a contract by the Bidder (in case of Consortium, including each Consortium Member) should not have occurred in the last *five (5) years* prior to Bid Submission Date based on all information on fully settled disputes or litigation. All pending litigation against the Bidder, any Consortium Member shall in total not represent more than [*fifty percent (50%)*] of the respective net worth, nor shall there be any litigation that prevents or materially impedes the Bidder, any Consortium Member from its obligations in respect of the Project and the terms of the Concession Agreement.

(The Bidders (in case of Consortium, each Consortium Member) shall provide details of the litigation or the Bidder (in case of Consortium, each Consortium Member) shall submit an Affidavit in case of no litigation on [*PKR 200/-*] (*Pakistani Rupees [Two Hundred only]*) stamp paper attested by Notary Public. In case the affidavit is issued by a foreign entity, outside Pakistan, such affidavit will have to be duly notarized by the Notary Public and attested by the Pakistan Embassy/ Consulate and Ministry of Foreign Affairs, Pakistan in the county of origin.

Relevant Forms: **BIDDING FORM T5 (HISTORICAL NON-PERFORMANCE AND PENDING LITIGATION) AND BIDDING FORM T3 (FORM OF AFFIDAVIT)**

➤ **FAILURE TO SIGN CONTRACTS**

The Bidder (in case of Consortium, each Consortium Member) and a proposed contractor shall not have failed to sign a contract in the last five (5) years.

(The Bidders (in case of Consortium, each Consortium Member) and a proposed contractor shall provide details of such failure to sign contracts or the Bidder (in case of Consortium, each Consortium Member) and a proposed contractor shall submit an Affidavit in case if not applicable on [PKR [relevant applicable amount to be inserted] /- (Pakistani Rupees [relevant applicable amount to be inserted] only)] stamp paper attested by Notary Public. Foreign Bidders' Affidavit should be attested by Pakistani Consulate / Pakistan High Commission of their country).

Relevant Form: **BIDDING FORM T5 (HISTORICAL NON-PERFORMANCE AND PENDING LITIGATION) AND BIDDING FORM T3 (FORM OF AFFIDAVIT)**

➤ **FINANCIAL SITUATION / HISTORICAL FINANCIAL PERFORMANCE**

**Net Worth**

The Bidder, or if the Bidder is a Consortium, collectively shall have net worth of at least **PKR 200,000,000/- (Pak Rupees Two Hundred Million Only)** as presented in the most **recent audited financial statements**

**or Annual Tax Return.** Details should be provided as per following:

Financial Year End *[insert the date and year]*

**Bidder (or if the Bidder is a Consortium, collective net worth)**

<b>Years</b>	<b>Value of Total Assets</b>	<b>Total Liabilities</b>	<b>Net Worth</b>
<i>[insert the Year]</i>	<i>[insert the amount in PKR]</i>	<i>[insert the amount in PKR]</i>	<i>[insert the amount in PKR]</i>

**Average Annual Turnover**

The Bidder, or if the Bidder is a Consortium, collectively shall have an average annual turnover of at least **PKR 250,000,000/- (Pak Rupees Two Hundred Fifty Million Only)** over the last three (3) years as per audited financial statements or **Annual Tax Return.** Details should be provided as per following:

Financial Year End *[insert the date and year]*

**Bidder (or if the Bidder is a Consortium, collective turnover)**

<b>Years</b>	<b>Turn Over</b>	<b>Average Turn Over</b>
<i>[insert the Year]</i>	<i>[insert the amount in PKR]</i>	
<i>[insert the Year]</i>	<i>[insert the amount in PKR]</i>	
<i>[insert the Year]</i>	<i>[insert the amount in PKR]</i>	



## ANNEXURE B – EVALUATION CRITERIA

### (I) TECHNICAL EVALUATION CRITERIA

S. NO	CRITERIA	WEIGHTAGE/ MARKS
a	Financial Soundness	20 marks
b	Experience of Bidder <sup>1</sup>	30 marks
c	Methodology and Work Plan	15 marks
d	Key Professionals	20 marks
e	Site Visit	10 marks
f	Local Business Existence or Registered office in Chaman Balochistan	05 Marks
	<b>Total</b>	<b>100 marks</b>

For technical qualification, a Bidder must score at least 70 (Seventy) marks or more marks.

#### a. Financial Soundness of Bidder (in case of Consortium Bid, collectively): (20 points)

i.	If Average Annual Turnover over the last three years as per audited Financial Statements is PKR250,000,000/- (Pak Rupees Two Hundred Fifty Million only)  (less than 250 million will score no marks)	<b>MAXIMUM 10 MARKS</b>  5 points for turnover of PKR 250,000,000/- (Pak Rupees Two Hundred Fifty Million only) + 1 Mark for each increase of PKR 50,000,000/- (Pak Rupees Fifty Million only)
ii.	If Net Worth is greater than PKR 200,000,000/- (Pak Rupees Two Hundred Million) in the most recent audited financial statements  Less than 200 million, will score no marks.	<b>MAXIMUM 10 MARKS</b>  5 points for Net worth of PKR 200,000,000/- (Pak Rupees Two Hundred Million) + 1 Mark for each increase of PKR 50,000,000/- (Pak Rupees Fifty Million only)

#### b. Experience of Bidder (30 Marks)

i.	General Experience of Management, Operations & Maintenance or Experience of Cross Border Trade or Wholesale Market or Trading. (maximum 10 marks)	Number of Projects for which successful O&M has been undertaken ( <b>maximum total 10 marks</b> ):  General O&M or Experience in Cross border trade or Wholesale Market or Trading of projects worth minimum value of PKR 10 million – <b>5 Marks</b>
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<sup>1</sup> Bidder in this instance shall mean the consortium and all its members.

		<b>1 Marks</b> For each additional General O&M Experience.
I	Specific Experience of Operations & Maintenance of the <b>Infrastructure Projects</b> or similar assignments  (maximum 15 marks)	Number of O&M of Infrastructure Projects or similar assignment for which successful O&M has been undertaken ( <b>maximum total 15 marks</b> ):  Specific Experience of O&M of Infrastructure Projects or Similar Assignment– <b>5 Marks</b>  <b>2 Marks</b> For each additional Specific Experience of O&M of Infrastructure Projects or Similar Assignment (Max 10 Marks)
	Construction/Contracting Experience for developing/establishing Infrastructure Project  <b>Maximum – 5 Marks</b>	<b>Marking: (5 Marks)</b>  <b>Number of Infrastructure Projects successfully executed (maximum total 5 marks):</b>  <ul style="list-style-type: none"> <li>Infrastructure projects worth minimum value of PkR 100 million or above – 5 Marks.</li> </ul>

**c. Proposed Methodology and Work-Plan: (15 Points)**

i.	Understanding of local context including market intelligence and market assessment	03 points
ii.	Detailed coverage of methodology and work plan for the Operationalization and utilization 128 wholesales shops, Truck and Bus Terminals, Auction and Cargo Sheds and cold storages.	04 points
iii.	Detailed administrative and coordinating mechanism	02 points
iv.	Strategy for HR development	02 points
v.	Methodology and work plan for development of Zone A & Zone B	03 points
vii.	Work plan for first five years (Gantt Chart, supported with narrative)	01 points

**d. Key professional staff qualifications and competence for the assignment: (20 Points)**

No.	Core Team: (Dedicated, skilled human resource proposed for the project)		Points		
a	Project Director	Qualification & Experience	Points	[05]	
Qualification Master in Relevant Field			[03] Points		
Experience  - Post qualification experience in project management or senior level management for 15 Years or more			[02] points		
b	Financial Expert	Qualification & Experience	Points	[05]	
Qualification Masters in Finance or relevant Field / CA / ACCA			03 Points		
Experience Post qualification experience in finance field of more than 10 years			02 Points		
c	HR Specialist		Qualification & Experience	Points	[5]
Bachelors Degree in relevant discipline with 10 years of relevant experience			03 Points 02 Points		
Total points for criteria:					
			05		
Marketing Specialist Bachelors Degree in relevant discipline with 10 years of relevant experience			03 02		

**The Concessionaire shall maintain the deployment of these individuals throughout the term of the Concession Agreement, unless otherwise approved in writing by the Project Steering Committee.**

**e. Site Visit: (10 Points)**

Site Visit to Chaman, Balochistan - 10 marks

The BPPPA Authority team shall be present on-site to record the attendance of potential bidders. Only bidders whose names are marked on the attendance sheet will be awarded the **10 points**.

**Note:**

**Chaman Master Plan - Site visit date and time is 12<sup>th</sup> August 2024 at 11.00 AM (Only bidder present at said date and time will be considered only)**

**F. Registered Business Office or Business Existence In Chaman - 05 Marks**

## (II) FINANCIAL EVALUATION CRITERIA

Financial Proposal standard form shall be used for the preparation of the Financial Proposal (Annexure E – Financial model).

The Financial Evaluation Criteria shall be:

Sr.No.	CRITERIA	WEIGHTAGE
1.	Submission of The Financial Model ( <i>Form Fin -1</i> )( ( <i>Exhibit 1</i> )	Not Scored – 0%
2.	Submission of The Project Capital Cost Schedule ( <i>Form Fin -2</i> )	Not Scored – 0%
3.	Submission of the Free Equity Stake ( <i>Form Fin -3</i> )	Not Scored – 0%
4.	Submission of the bid quotation with the highest net present value of the dividends ( <i>Form Fin -4</i> )	100%
	<b>Total</b>	<b>100%</b>

Standard formula for financial evaluation criteria shall apply.

## (III) MARKING CRITERIA

**Successful bidder will be selected on the basis of technically qualified offering highest present value of the dividend based on form Fin-3**

## ANNEXURE C – FORM OF PERFORMANCE SECURITY

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To:

[●]

[Insert Address]

At the request of our client, [●], a company incorporated under the laws of Pakistan, having its registered office located at [●], Pakistan (the “**Concessionaire**”), we issue in favour of [●], a company incorporated under the laws of the [●] having its registered office located at [●] (the “**Client**”) (which expression shall, where ever the context so permits, include its successors-in-interest, administrators and assigns), this Performance Security No. \_\_\_\_\_ (the “**Bond**”)

We \_\_\_\_\_, hereby, irrevocably and unconditionally undertake to pay you immediately on receipt of your first demand or at the option of the Concessionaire through a written demand on the letterhead of Concessionaire, without any notice, reference or recourse to the Concessionaire or any other person, and without any supporting statement, or any other further document or proof of authorisation of the signatory of the demand for payment, any amount or amounts (or parts thereof) specified in the demand for payment up to an aggregate of PKR \_\_\_\_\_ (Pakistani Rupees \_\_\_\_\_ only) (the “**Capped Amount**”). All payments hereunder shall be made without any deductions on account of any present or future charges, fees, or withholding, levies, taxes, imposts, duties, or charges of any nature whatsoever and by whomsoever imposed.

We hereby confirm that our obligations under this Bond constitute a continuing security. Our obligations shall be valid, binding and enforceable irrespective of the validity and the legal effects of the Contract and we hereby waive all rights of objection and defence arising under the Contract or applicable law. Without limiting the generality of the foregoing, we hereby agree that any amendment, renewal, extension, modification, compromise, release or discharge in relation to any Contract or any insolvency or change in the legal status of the Concessionaire shall not, in any way, impair or affect our liabilities and obligation hereunder and may be undertaken without notice to us and without the necessity for any additional endorsement, consent or guarantee by us.

This Bond may not be amended, changed or modified without the express written consent of Client. The Capped Amount will be reduced in accordance with the Agreement upon the Concessionaire’s presentation to us of the relevant commercial invoice, duly signed and approved by the Client, clearly stating the amount by which the Capped Amount is to be reduced.

This Bond shall come into force and shall become automatically effective upon issuance. This Bond shall remain valid until [●] (the “**Expiry Date**”). However, the expiry of the Bond shall not affect or discharge our liability to make payment of any amount requested under a demand for payment received by us on or before the Expiry Date.

If one or more of the provisions of this Bond are held or found to be invalid, illegal, or unenforceable for any reason whatsoever, in any respect, any such invalidity, illegality, or unenforceability of any provision shall not affect the validity of the remaining provisions of this Bond.

This Bond and all rights and obligations arising from this Bond shall be governed and construed in all respects in accordance with the laws of Pakistan. The courts in [●] Pakistan shall have the non-exclusive jurisdiction in respect of any dispute relating to any matter contained herein.

This Bond is subject to the Uniform Rules for Demand Guarantees (URDG) 2010 revision, ICC Publication No. 758. The supporting statement under article 15 (a) is excluded.

Very truly yours

Name: .....

Designation: .....

## **ANNEXURE D – REQUIREMENTS FOR CONSORTIUM UNDERTAKING**

The legally binding and enforceable Consortium undertaking signed by each Consortium Member and ~~sh~~ include the following:

- (a) Specify the designated Lead Member, nominated by the Consortium, as its representative and the role of each Consortium Member.
- (b) Each Consortium Member shall authorize the Lead Member to sign and submit the Bid on its behalf and participate in the Bidding Process.
- (c) Specify that the Consortium Members are jointly and severally liable in respect of their obligations in relation to the Project.

## **“Exhibit 1” FINANCIAL MODEL**

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**TO BE DOWNLOADED FROM THE WEBSITE**



## **“ANNEXURE F” PROJECT CAPITAL COST SCHEDULE**

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# **VOLUME II:**

# **PROJECT SCOPE**

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**PROJECT: Operations, Management and Maintenance of 128 Wholesale shops, Truck and Bus Terminal, Auction & Cargo Sheds and Cold Storages (“Chaman Master Plan”), Chaman, Balochistan**

<b>A. Project Background</b>		
<b>1.</b>	<b>Project Name</b>	<b>Operations, Management &amp; Maintenance of the 128 wholesales shops, Truck and Bus Terminals, Auction &amp; Cargo Sheds and Cold Storages.</b>
<b>2.</b>	<b>Brief Description of the Project</b>	<p>Chaman, a key city in Balochistan, Pakistan, stands at the forefront of the Pak-Afghan trade corridor. This region is pivotal for bilateral trade and serves as a critical transit and trade route, connecting Pakistan with Afghanistan and further leading to Central Asian countries. The Chaman border, being one of the major crossings between Pakistan and Afghanistan, plays a significant role in the socioeconomic landscape of both nations.</p> <p>The Government of Balochistan invested PKR1,656.9 million on 94 acres of land in the infrastructure facilities which include 128 shops, cold storage, auction shed, truck terminal, bus terminal, taxi stand and cargo sheds. The main objective of this project is to improve infrastructure facilities to boost business and trade between Pakistan &amp; Afghanistan. The following are the three major components with necessary details:</p>
<b>3.</b>	<b>Major Components of Chaman Master Plan</b>	<p>The project consists of the following three facilities:</p> <p>Phase - I</p> <ol style="list-style-type: none"> <li><b>128 wholesales shops along with Auction Shed and Cold Storages</b></li> <li><b>Truck Terminal along with Cargo Shed</b></li> <li><b>Bus Terminal &amp; Taxi Stand</b></li> </ol> <p>Phase – II</p> <p>Development of Zone A &amp; B under PPP Mode (DBFOM&amp;T)</p>
<b>4.</b>	<b>Chaman Master Plan</b>	


5.

Sr. No	Description	Area	Status
1.	128 Wholesale Shops Total 8 Blocks containing 16 shops per Block Two Auction sheds (7500 SFT each) Two Cold Storages (6500 SFT each)	10.5 acres	Completed
2.	Truck Terminal along with Cargo Shed Max 500 Trucks Parking Capacity Cargo Sheds (47000 SFT)	28 acres 47000 SFT	Completed
3.	Bus Terminal & Taxi Stand Max 300 Bus Capacity Max 200 Taxi Capacity	12 acres 8 acres	Completed

6.

128 Wholesale Shops (Urban Market)

Total Blocks : 8 Block containing 16 shops each  
Total Shops: 128 Shops  
Shop Size: 18'x14' (252 SFT)





7.

### **Cold Storages**

**Total Blocks : 2 Blocks containing 5 shops each**

Total Shops: 10 Shops

Shop Size: 23.5'x 39.5' (928 SFT)



8.

**Total Auction Sheds: 2**  
**Size: 7500 SFT each**



9.

**Truck Terminal Area: 28 Acres**  
**Truck Parking Capacity: 500 Trucks**



10.



**Cargo Shed Size: 47000 SQF**  
**Cargo Shed Capacity: 300 Containers**



11.

**Bus & Taxi Stand Size: 20 Acres**  
**Bus Parking Capacity: 300 Buses**  
**Taxi Parking Capacity: 200 Taxis**



12.	Total Imports in preceding three years through chaman			
		FY	Import value (in million)	No of Vehicles
		FY2020-21	15,542.5	13816
		FY2021-22	17,139.9	13816
		FY2022-23	48,214.3	19468
13.	Total Exports in preceding three years through chaman			
		FY	Export value (in million)	No of Vehicles
		FY2020-21	21,941.925	26683
		FY2021-22	34,789.603	32688
		FY2022-23	60,887.32	35566
14.	Top Five Major Imports through Chaman	Sr.No	Major Items Imported	
		1	Iron and Steel	
		2	Pomegranate	
		3	100% Cotton Grey Cloth	
		4	Fresh Grapes	
		5.	Fresh Apple	
15.	Top Five Major Exports through Chaman	Sr.No	Major Items Exported	
		1	Rice	
		2	Pharmaceutical Medicines	
		3	Vegetable Ghee	
		4	Black Tea	
		5.	Food Supplements	

## B. Project Scope

The Project is to be carried out under PPP mode, wherein, the Concessionaire would be handed a long term (20 years) lease of the Chaman Master Plan. The Concessionaire will be responsible for complete operation, management and maintenance as well as development of the multi-purpose trade facility.

The scope of work for the project comprises in two phases which includes the following:

### 1. Phase - I

#### A. Operations, Management, and Maintenance of 128 wholesales shops, Cold Storage, and Auction Sheds which includes:

- Develop marketing strategies to maximize the utilization of the 128 wholesales shops, cold storage facilities and auction sheds. Engage with potential clients and stakeholders to expand the customer base and enhance the facility's profitability.
- The private party will be responsible for the complete management and operation of the 128 wholesale shops, cold storage facilities and auction sheds. This includes day-to-day operations including cleanliness of the facilities and ensuring operational efficiency.
- Prepare a Rental/fee structure for 128 wholesale shops, cold storages and auction sheds get it approved from the competent authority. Any proposed changes to the rental/fee structure must be submitted to the competent authority for prior approval.
- Establish a system for collection of revenue from 128 wholesale shops, cold storages and auction sheds and establish an effective billing system for services rendered to ensure transparent and accountable revenue collections. Further, also provide detailed monthly reports including revenue generated, and compliance with the rate structure to the reporting authority.
- Regular cleanliness and maintenance of the 128 wholesale shops, cold storages and auction sheds which include provision of water system, sanitation, cleaning services, Maintenance of streetlights and public baths and other related infrastructure, is required to ensure optimal performance.

- (f) Provision of Basic Health Unit and Basic Fire Fighting Services.
- (g) Implement energy-efficient practices to minimize energy consumption and reduce operational costs.
- (h) Ensure the security of the 128 wholesale shops, cold storages and auction sheds, including the implementation of surveillance systems and access controls.
- (i) Time payment of utility bills relating to Cold storage facilities.
- (j) Any other services to be performed on the direction of the competent authority.

**B. Operations, Management, and Maintenance of Truck Terminal and Cargo Shed which includes:**

- (a) Develop a system to efficiently allocate Truck parking spaces, maximizing usage while minimizing congestion.
- (b) Implement strategies to manage the flow of trucks entering and exiting to prevent bottlenecks and delays.
- (c) Prepare a fee structure for Truck Parking Spaces, loading and unloading services, cargo handling, and get it approved from the competent authority. Any proposed changes to the rental/fee structure must be submitted to the competent authority for prior approval.
- (d) Establish a system for collection of revenue from parking, loading/unloading etc. and establish an effective billing system for services rendered to ensure transparent and accountable revenue collections. Further, also provide detailed monthly reports including revenue generated, and compliance with the rate structure.
- (e) Ensure a regular and adequate supply of water for operations and sanitation. Also maintain cleanliness and functionality of the sewage systems and drainage channels.
- (f) Implement the routine cleaning schedule covering the entire stand and cargo sheds. Conduct regular inspections and maintenance of the lighting, signage, pavements, and other infrastructure to ensure they are in good condition.
- (g) Quickly address and resolve any identified repair needs to ensure the terminal remains operational and safe.
- (h) Time payment of utility bills relating to Truck Terminals Cargo Depot.
- (i) Maintain continuous surveillance to ensure safety and security of these facilities. Implement pro-active measures to deter and prevent theft, vandalism, and other criminal activities.
- (j) Work closely with local law enforcement agencies to ensure overall security and compliance with regulations.
- (k) Provision of Basic Health Unit and Basic Fire Fighting Services.
- (l) Any other services to be performed on the direction of the competent authority.

**C. Operations, Management, and Maintenance of Bus Terminal and Taxi Stand which includes:**

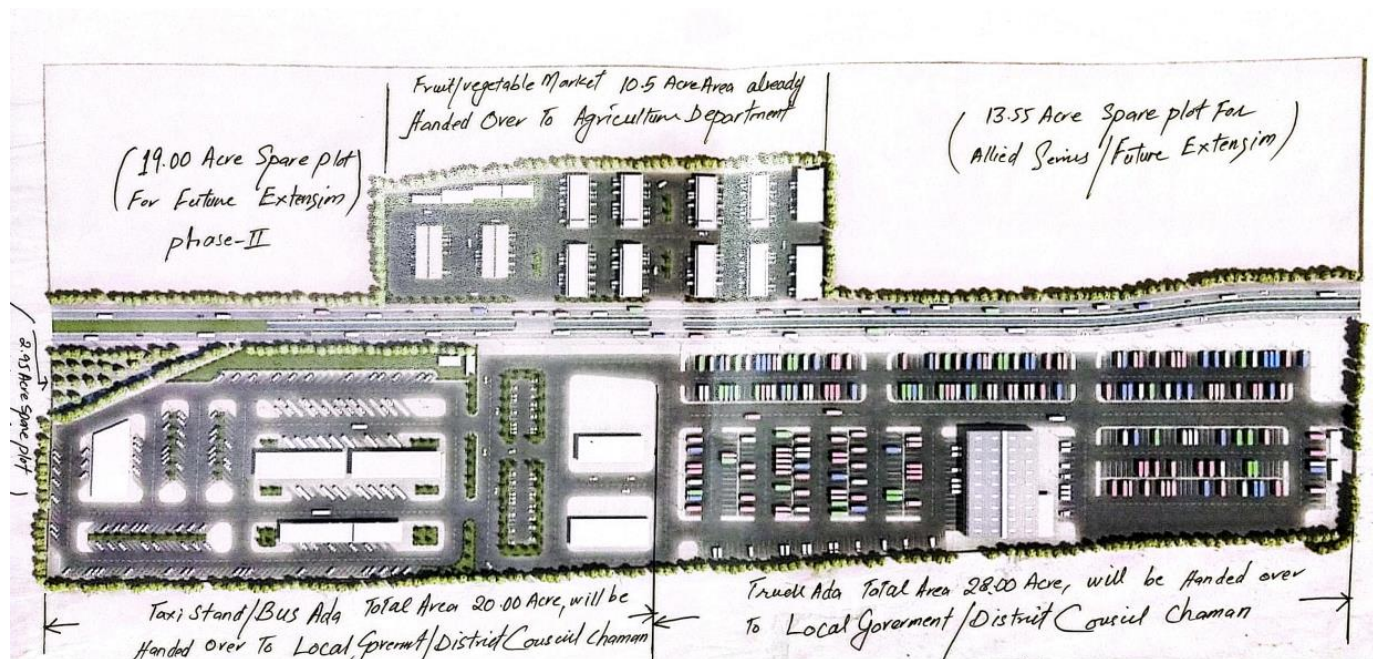
- (a) Develop a system to efficiently allocate Bus and Taxi parking spaces, maximizing usage while minimizing congestion.
- (b) Implement strategies to manage the flow of buses and Taxis entering and exiting to prevent bottlenecks and delays.
- (c) Efficiently manage the scheduling of bus arrivals and departures to minimize wait times and avoid congestion. Further, also ensure smooth passengers flow within terminals/stand and prioritize safety in all operational aspects.
- (d) Prepare a fee/rent structure for Bus Terminals including 30 shops for bus operators, taxi stand, get it approved from the competent authority. Any proposed changes to the rental/fee structure must be submitted to the competent authority for prior approval.
- (e) Establish a system for collection of revenue from parking, rent collection from 30 shops etc. and establish an effective billing system for services rendered to ensure transparent and accountable revenue collections. Further, also provide detailed monthly reports including revenue generated, and compliance with the rate structure.
- (f) Ensure a regular and adequate supply of water for operations and sanitation. Also maintain cleanliness and functionality of the sewage systems and drainage channels.
- (g) Implement the routine cleaning schedule covering the entire terminal and stand. Conduct regular inspections and maintenance of the lighting, signage, pavements, and other infrastructure to ensure they are in good condition.
- (h) Ensure high standards of cleanliness in passenger waiting areas, platforms, restrooms, and offices. Regularly maintain benches, shelters, and information boards to keep them in good condition and functional.
- (i) Quickly address and resolve any identified repair needs to ensure the stand remains operational and safe.
- (j) Time payment of utility bills relating to Bus Terminals (excluding 30 shops) and Taxi Stand.
- (k) Maintain continuous surveillance to ensure safety and security of these facilities. Implement pro-active measures to deter and prevent theft, vandalism, and other criminal activities.
- (l) Provision of Basic Health Unit and Basic Fire Fighting Services.



- (m) Work closely with local law enforcement agencies to ensure overall security and compliance with regulations.
- (n) Any other services to be performed on the direction of the competent authority.

## 2. Phase – II

### Design, Build, Finance & Operate and Maintain & Transfer (DBFOM&T) Additional Land approximately 34 Acres in Chaman Master Plan:



The concessionaire will have the **first right of refusal**, to develop approximately 34 acres of vacant land in the Master Plan within a specified time frame. Based on the experience gained during the initial years of operation, management, and maintenance of the Chaman Master Plan, the concessionaire will be well-positioned to identify high-demand business opportunities driven by cross-border trade. The concessionaire will be required to present the business case and feasibility studies of viable business opportunities to the Project Steering Committee for approval within Five years after the project's award. These opportunities may include expanding warehouses for dry goods, adding cold storage facilities, establishing iron scrap sorting and recycling centers, and creating zones for meat processing, poultry, and other allied facilities. The development will follow a design, build, finance, operate, and maintain and transfer (DBFOM&T) model, with the concessionaire managing the risks it can efficiently handle. The concessionaire will share dividends arising from the development and operation of Zones A and B with the Government of Balochistan (GoB) **at least at per quoted equity. This should be considered by the Concessionaire while quoting free equity stake for the GoB.**

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**VOLUME III:**  
**CONCESSION AGREEMENT AND**  
**APPENDICES**

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