

Ref. # IBA-MC/PD/EM/217/0152/2016-17

April 12, 2017

Manager (Enforcement-II)  
Sindh Public Procurement Regulatory Authority  
Govt. of Sindh  
Block-8, Sindh Secretariat No. 4-A  
Court Road  
Karachi.

**Subject: Submission of Bid Evaluation Reports & Other Related Documents**

Please find following Documents to be floated on SPPRA website.

**1. Tender # ME/08/16-17**

Caption: Provide & Supply of Split AC

- a. Original Bid Evaluation Report
- b. Original Comparative Statement
- c. Minutes of Bid Opening Meeting
- d. Bidder's Qualification Report
- e. Attendance Sheet

Submitted, please



**Muhammad Hanif**  
Sr. Purchase Executive

SPPRA INWARD JOURNAL  
NO: 3247  
DATED: 12-04-17

## Bid Evaluation Report


1. Name of Procuring Agency: Institute of Business Administration, Karachi
2. Tender Reference No: Tender # ME/08/16-17
3. Tender Description/Name of work/item: Provide & Supply of Split AC
4. Method of Procurement: Single Stage One Envelope
5. Tender Published: March 10, 2017 on IBA website & SPPRA web site Serial # 32052  
*Print & Electronic Media (SPPRA ID No. & News papers names with dates)*
6. Total Bid documents Sold; 04 Companies have collected Tender Documents
7. Total Bids Received: 03
8. Technical Bid Opening date: (if applicable) NA *(Provide details in separate form)*
9. No. of Bid technically qualified (if applicable): NA
10. Bid(s) Rejected: NA
11. Financial Bid Opening date: March 31, 2017

### 12. Bid Evaluation Report:

S No	Name of Firm or Bidder	Cost offered by the Bidder	Ranking in terms of cost	Comparison with Estimated cost	Reasons for acceptance/rejection	Remarks
0	1	2	3	4	5	6
1.	M/s Al-Waqad Enterprises	Rs.551,655.00	Lowest Bidder	550,000.00	<b>Accepted</b> , due to lowest bidder. Comparative sheet attached.	
2.	M/s Hamza T-Contractor	Rs.616,473.00	Highest Bidder			
3.	M/s Indus Automation	Rs.653,679.00	Highest Bidder			
5.						

### Signatures of the Central Purchase Committee, Members

  
 MEMBER  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KARACHI  
 Syed Jehanzeb  
 Manager Finance  
 IBA, Karachi

  
 MEMBER  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KARACHI  
 Dr. Rameez Khalid  
 Assistant Professor  
 IBA

  
 MEMBER (EXTERNAL)  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KARACHI  
 Hays Guseeni  
 PPRRA Advisor  
 HET

**Comparative Statement**  
**Provide & Supply of Split AC**

Tender # ME/08/16-17

S#	Items	Qty	M/s Al-Waqad Enterprises				M/s Hamza T-Contractor				M/s Indus Automation			
			Quoted Brand	Quoted Model & Specification	Rate	Amount	Quoted Brand	Quoted Model & Specification	Rate	Amount	Quoted Brand	Quoted Model & Specification	Rate	Amount
1	<b>Split Air Conditioner</b> Brand: Gree or Equivalent BTU Capacity: 1 Ton (12000) Compressor W: 3517, Low Voltage Start-up: 150V Eco Friendly Refrigerant: R410A/ R-22 Energy Efficient Class A Auto Voltage Adaptation: 150V-260V BTU/H Capacity: 12000 Power Supply: 220 V / 50 Hz / 1 Ph EER rating: Greater than 3 Only Cooling Unit is required	2 units			42,550.00	85,100.00	Gree	Specification as mentioned	47,300.00	94,600.00	Gree	12-LM 4/5 LVS (R-410)	50,000.00	100,000.00
2	<b>Split Air Conditioner</b> Brand: Gree or Equivalent BTU Capacity: 1.5 Ton (18000) Low Voltage Startup: 150V, Eco Friendly Refrigerant: R410A / R-22 Energy Efficient Class A Auto Voltage Adaptation: 150V-260V BTU/H Capacity (Cooling): 19100 Power Supply: 220/50 Hz / 1 Ph EER rating: Greater than 3 Only Cooling Unit is required	3 units			54,050.00	162,150.00	Gree	Specification as mentioned	62,000.00	186,000.00	Gree	18-LM 4/5 LVS (R-410)	64,900.00	194,700.00
3	<b>Split Air Conditioner</b> Brand: Gree or Equivalent BTU Capacity: 2 Ton (24000) Low Voltage Start-up: 150V, Eco Friendly Refrigerant: R410A / R-22 Energy Efficient Class A Auto Voltage Adaptation: 150V-260V Cooling BTU/H Capacity: 24000 Power Supply: 220/50 Hz / 1 Ph EER rating: Greater than 3 Only Cooling Unit is required	3 units			74,750.00	224,250.00	Gree	Specification as mentioned	82,100.00	246,300.00	Gree	24-LM 4/5 LVS (R-410)	88,000.00	264,000.00
<b>Total</b>					Rs. 471,500.00		Rs. 526,900.00		Rs. 558,700.00					
<b>17% GST</b>					Rs. 80,155.00		Rs. 89,573.00		Rs. 94,979.00					
<b>Total Amount</b>					Rs. 551,655.00		Rs. 616,473.00		Rs. 653,679.00					

  
 MEMBER  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KARACHI

Syed Jehanzeb  
 Manager Finance  
 IBA

  
 MEMBER  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KARACHI

Dr. Rameez Khan  
 Assistant Professor  
 IBA

  
 MEMBER (EXTERNAL)  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KARACHI

Haris Qureshi  
 PPRA Advisor  
 HES

**Muhammad Hanif / Senior Executive (Purchase) @ Main Campus**

To: Secretary Procurement Committee @ IBA  
Subject: SPPRA - PC Minutes of Bid Opening Meeting

From: Secretary Procurement Committee @ IBA  
Sent: Thursday, April 06, 2017 2:40 PM  
To: Muhammad Hanif / Senior Executive (Purchase) @ Main Campus  
Cc: Procurement-Committee; Muhammad Sohail Khan / Senior Manager (Purchase and Stores) @ IBA  
Subject: Item 1. Approval for Provide & Supply of Split AC

**Item # 1: Approval for Provide & Supply of Split AC**

Discussion: Sr. Executive Purchase briefed the committee about the tender proceedings for "Provide & Supply of Split AC". In this tender three bidders participated. The committee reviewed the attached comparative statement.

Decision: The committee approve the award for "Provide & Supply of Split AC" to M/s Al-Waqad Enterprises at Rs. 551,655.00 (inclusive of GST) subject to the availability budget.

Action: Senior Manager Purchase & Stores will implement the decision in accordance with the prescribed rules & regulations framed by IBA PP&P and SPPRA.

**Attendance:**

1. Dr. Rameez Khalid (Chairman)
2. Syed Jehanzeb (Member)
3. Asjad Asad (Member)
4. Haris Quershi (External Member)
5. Ahmed Ali Khan (External Member)
6. Mustaque Ahmed (Member)
7. Muhammad Hanif (Secretary)

Muhammad Hanif,  
Secretary Procurement Committee



MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

Syed Jehanzeb  
Manager Finance  
IBA



CHAIRMAN  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

Dr. Rameez Khalid  
Assistant Professor  
IBA<sup>1</sup>



EXTERNAL MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

Haris Quershi  
PPRA Advisor  
HES



**BIDDERS QUALIFICATION REPORT**


NIT No: ME/08/16-17  
 Description of Work: Provide & Supply of Split AC  
 Method & Procedure of procurement: Open Competitive Bidding  
 Single Stage One Envelope

S. No	Eligibility Criteria	M/s Al-Waqad Enterprises	M/s Hamza T-Contractor	M/s Indus Automation
1	Is envelop sealed	Yes	Yes	Yes
2	Required Bid Security in enclosed	Yes	Yes	Yes
3	Form of Tender Signed or not	Yes	Yes	Yes
4	Registration in GST / SBR & I. Tax	Yes	Yes	Yes
5	Turnover in terms of Financial Statement of last three years	Yes	Yes	Yes
6	Tender Fee Received	Yes	Yes	Yes
7	5 plus years experience	Yes	Yes	Yes
8	Qualified / Disqualified	Qualified	Qualified	Qualified
9	Any overwriting tender dropped received	No	No	No
10	Cliental list provided	Yes	Yes	Yes
11	Affidavit regarding any litigation or blacklisting	No	No	No

**Recommendations:**

- 1 Participated firm is declared as substantially qualified bidders by the Tender opening committee as meet with minimum qualification / eligitbility criteria.
- 2 The lowest evaluted and qualified bidder is M/s Al-Waqad Enterprises at Rs. 551,655.00
- 3 Recommended to award the Purchase Order to the lowest qualified bidder to M/s Al-Waqad Enterprises at Rs. 551,655.00

  
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 KARACHI  
 Haris Qureshi  
 PPRR Advisor  
 HES

**Institute of Business Administration, Karachi**

**Tender Opening**

**March 31, 2017**

**at 3:30 pm**

Statement of Tender for: Provide & Supply of Split AC	Tender #: ME/08/16-17
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S. #	Company Name	Tender Amount in Figures / in Words	Conditions, if any	Bid Security Pay Order No. / Amount & Date	Contractors / Representative Signature	Remarks
1-	M/s Al Waqad Enterprises	Rs 551,655/-		1181010620 Al Baraka Bank Rs 27,600/- Mar 31, 2017		
2-	M/s Hamza T. Contractor	Rs 616,473/-		03195780 Bank Al Habib Rs 30,500/- Mar 30, 2017	ABSENT	
B-	M/s Indus Automation	Rs 653,679/-		71604432 Askari Bank Rs 32,700/- Mar 31, 2017		

**M. SOHAIL KHAN**  
 Manager Purchase & Stores  
 Institute of Business Administration  
 Karachi-Pakistan

M. Hamid  
 Sr. Executive Purchase

**RAUF AHMED**  
 Sr. Finance Executive

ASJAD ASAD  
 Sr. Manager ICT

**SINDH PUBLIC PROCUREMENT REGULATORY AUTHORITY**

**CONTRACT EVALUATION FORM**

**TO BE FILLED IN BY ALL PROCURING AGENCIES FOR PUBLIC CONTRACTS OF WORKS, SERVICES & GOODS**

- 1) NAME OF THE ORGANIZATION / DEPTT. Institute of Business Administration, Karachi
- 2) PROVINCIAL / LOCAL GOVT./ OTHER Local Govt
- 3) TITLE OF CONTRACT Goods
- 4) TENDER NUMBER Tender # ME/08/16-17
- 5) BRIEF DESCRIPTION OF CONTRACT Provide & Supply of Split AC
- 6) FORUM THAT APPROVED THE SCHEME Procurement Committee
- 7) TENDER ESTIMATED VALUE Rs.550,000/-
- 8) ENGINEER'S ESTIMATE (For civil works only) NA
- 9) ESTIMATED COMPLETION PERIOD (AS PER CONTRACT) 1 Month
- 10) TENDER OPENED ON (DATE & TIME) March 31, 2017 (3:30 pm)
- 11) NUMBER OF TENDER DOCUMENTS SOLD FOUR  
(Attach list of buyers)
- 12) NUMBER OF BIDS RECEIVED THREE
- 13) NUMBER OF BIDDERS PRESENT AT THE TIME OF OPENING OF BIDS TWO  
Copy Enclosed
- 14) BID EVALUATION REPORT (Enclose a copy)
- 15) NAME AND ADDRESS OF THE SUCCESSFUL BIDDER (1)Al-Waqad Enterprises
- 16) CONTRACT AWARD PRICE Rs.551,655.00
- 17) RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT (i.e. 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> EVALUATION BID).  
M/s Al-Waqad Enterprises  
M/s Hamza T-Contractor  
M/s Indus Automation

- 18) METHOD OF PROCUREMENT USED : - (Tick one)
- a) SINGLE STAGE – ONE ENVELOPE PROCEDURE  Domestic/ Local
  - b) SINGLE STAGE – TWO ENVELOPE PROCEDURE  Domestic
  - c) TWO STAGE BIDDING PROCEDURE
  - d) TWO STAGE – TWO ENVELOPE BIDDING PROCEDURE

PLEASE SPECIFY IF ANY OTHER METHOD OF PROCUREMENT WAS ADOPTED i.e. EMERGENCY, DIRECT CONTRACTING ETC. WITH BRIEF REASONS

19) APPROVING AUTHORITY FOR AWARD OF CONTRACT Procurement Committee

20) WHETHER THE PROCUREMENT WAS INCLUDED IN ANNUAL PROCUREMENT PLAN?

Yes	<input type="checkbox"/>	No	<input checked="" type="checkbox"/>
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21) ADVERTISEMENT :

i) SPPRA Website  
(If yes, give date and SPPRA Identification No.)

Yes	April 18, 2017 and SPPRA ID # 1004/2017
No	

ii) News Papers  
(If yes, give names of newspapers and dates)

Yes	
No	<input checked="" type="checkbox"/>

22) NATURE OF CONTRACT

Domestic/ Local	<input checked="" type="checkbox"/>	Int.	<input type="checkbox"/>
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23) WHETHER QUALIFICATION CRITERIA  
WAS INCLUDED IN BIDDING / TENDER DOCUMENTS?  
(If yes, enclose a copy)

Yes	<input type="checkbox"/>	No	<input checked="" type="checkbox"/>
-----	--------------------------	----	-------------------------------------

24) WHETHER BID EVALUATION CRITERIA  
WAS INCLUDED IN BIDDING / TENDER DOCUMENTS?  
(If yes, enclose a copy)

Yes	<input type="checkbox"/>	No	<input checked="" type="checkbox"/>
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25) WHETHER APPROVAL OF COMPETENT AUTHORITY WAS OBTAINED FOR USING A  
METHOD OTHER THAN OPEN COMPETITIVE BIDDING?

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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26) WAS BID SECURITY OBTAINED FROM ALL THE BIDDERS?

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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27) WHETHER THE SUCCESSFUL BID WAS LOWEST EVALUATED  
BID / BEST EVALUATED BID (in case of Consultancies)

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
-----	-------------------------------------	----	--------------------------

28) WHETHER THE SUCCESSFUL BIDDER WAS TECHNICALLY  
COMPLIANT?

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
-----	-------------------------------------	----	--------------------------

29) WHETHER NAMES OF THE BIDDERS AND THEIR QUOTED PRICES WERE READ OUT AT  
THE TIME OF OPENING OF BIDS?

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
-----	-------------------------------------	----	--------------------------

30) WHETHER EVALUATION REPORT GIVEN TO BIDDERS BEFORE THE AWARD OF  
CONTRACT?  
(Attach copy of the bid evaluation report)

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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31) ANY COMPLAINTS RECEIVED  
(If yes, result thereof)

Yes	
No	<input checked="" type="checkbox"/>

32) ANY DEVIATION FROM SPECIFICATIONS GIVEN IN THE TENDER NOTICE / DOCUMENTS  
(If yes, give details)

Yes	
No	<input checked="" type="checkbox"/>

33) WAS THE EXTENSION MADE IN RESPONSE TIME?  
(If yes, give reasons)

Yes	
No	<input checked="" type="checkbox"/>

34) DEVIATION FROM QUALIFICATION CRITERIA  
(If yes, give detailed reasons.)

Yes	
No	<input checked="" type="checkbox"/>

35) WAS IT ASSURED BY THE PROCURING AGENCY THAT THE SELECTED FIRM IS NOT  
BLACK LISTED?

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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36) WAS A VISIT MADE BY ANY OFFICER/OFFICIAL OF THE PROCURING AGENCY TO THE  
SUPPLIER'S PREMISES IN CONNECTION WITH THE PROCUREMENT? IF SO, DETAILS TO  
BE ASCERTAINED REGARDING FINANCING OF VISIT, IF ABROAD:  
(If yes, enclose a copy)

Yes	<input type="checkbox"/>	No	<input checked="" type="checkbox"/>
-----	--------------------------	----	-------------------------------------

37) WERE PROPER SAFEGUARDS PROVIDED ON MOBILIZATION ADVANCE PAYMENT IN  
THE CONTRACT (BANK GUARANTEE ETC.)?

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
-----	-------------------------------------	----	--------------------------

38) SPECIAL CONDITIONS, IF ANY  
(If yes, give Brief Description)

Yes	
No	<input checked="" type="checkbox"/>

Signature & Official Stamp of  
Authorized Officer

*Aamer Shabbir*  
Wing Commander (Retd)  
Acting Registrar  
Institute of Business Administration (IBA),  
Karachi, Pakistan

**FOR OFFICE USE ONLY**

***SPPRA, Block. No.8, Sindh Secretariat No.4-A, Court Road, Karachi***  
***Tele: 021-9205356; 021-9205369 & Fax: 021-9206291***

Print

Save

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## Bid Evaluation Report

1. Name of Procuring Agency: Institute of Business Administration, Karachi
2. Tender Reference No: Tender # ME/08/16-17
3. Tender Description/Name of work/item: Provide & Supply of Split AC
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 HET



Institute of  
Business Administration  
Karachi

*Leadership and Ideas for Tomorrow*

### List of Buyers

**Tender #** ME/08/16-17

**Caption:** Provide & Supply of Split AC

**Number of Tender Documents Sold:** 04

S #	List of Buyers
01	M/s Al-Waqad Enterprises
02	M/s Indus Automation
03	M/s Hamza T-Contractor
04	M/s Elmec International

Letter of Award



Institute of  
Business Administration  
Karachi

Leadership and Ideas for Tomorrow

**PURCHASE ORDER**


To : M/s Al-Waqad Enterprises  
Order No : IBA-MC/PD/EM/206/0155/2016-17  
Date of Issue : May 05, 2017  
Date of Delivery : May 09, 2017  
Place of Delivery : IBA, Main Campus  
Total Amount : **Rs.551,655.00 (Including GST)**  
**(Rupees Five Hundred Fifty One Thousand Six Hundred Fifty Five Only)**

S#	Items	Qty	Rate	Amount
1	<b>Split Air Conditioner</b> Brand: Gree BTU Capacity: 1 Ton (12000) Compressor W: 3517, Low Voltage Start-up: 150V Eco Friendly Refrigerant: R410A/ R-22 Energy Efficient Class A Auto Voltage Adaptation: 150V-260V BTU/H Capacity: 12000 Power Supply: 220 V / 50 Hz / 1 Ph EER rating: Greater then 3 Only Cooling Unit is required	2 units	42,550.00	85,100.00
2	<b>Split Air Conditioner</b> Brand: Gree BTU Capacity: 1.5 Ton (18000) Low Voltage Startup: 150V, Eco Friendly Refrigerant: R410A / R-22 Energy Efficient Class A Auto Voltage Adaptation: 150V-260V BTU/H Capacity (Cooling): 19100 Power Supply: 220/50 Hz / 1 Ph EER rating: Greater then 3 Only Cooling Unit is required	3 units	54,050.00	162,150.00

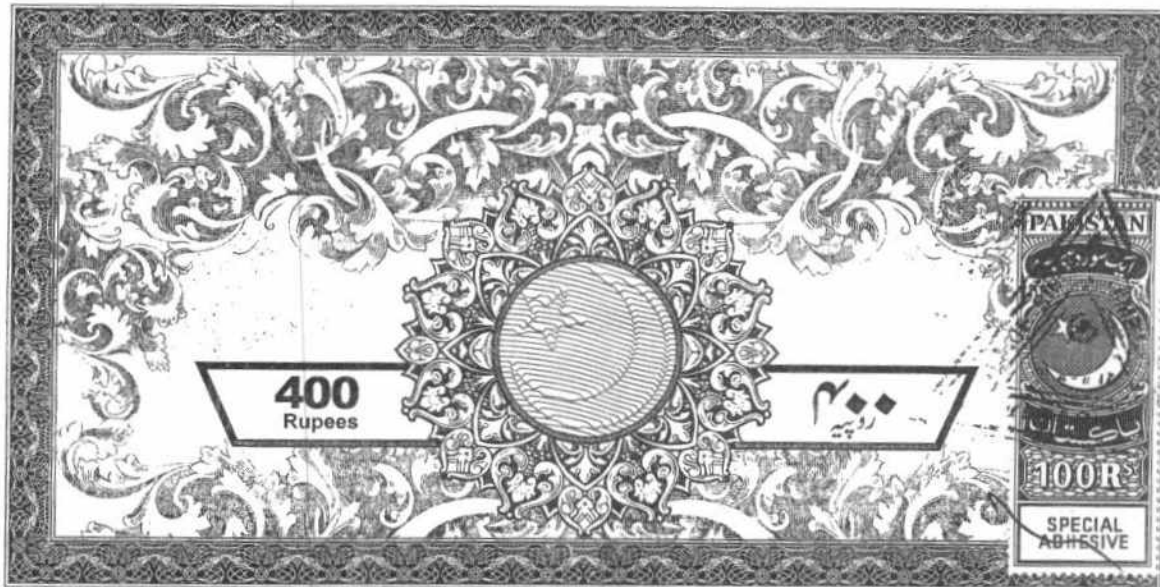
3	<b>Split Air Conditioner</b> Brand: Gree BTU Capacity: 2 Ton (24000) Low Voltage Start-up: 150V, Eco Friendly Refrigerant: R410A / R-22 Energy Efficient Class A Auto Voltage Adaptation: 150V-260V Cooling BTU/H Capacity: 24000 Power Supply: 220/50 Hz / 1 Ph EER rating: Greater then 3 Only Cooling Unit is required	3 units	74,750.00	224,250.00
<b>Total</b>			<b>Rs. 471,500.00</b>	
<b>17% GST</b>			<b>Rs. 80,155.00</b>	
<b>Total Amount</b>			<b>Rs. 551,655.00</b>	

**Terms & Conditions:**

1. Material of this order is subject to final inspection at the time of delivery.
2. We reserve the right to cancel any or all the above items if material is not in accordance with our specification or if the delivery is delayed.
3. Payment will be made through crossed cheque after the receipt of the bill and delivery of the above item.
4. General Sales Tax will be paid on applicable items only.
5. Liquidity damages at the rate of 2% per month on actual will be imposed on delayed delivery.
6. The rate / item cost is final and no change what so ever will be accepted.
7. Government tax(es), levi(es) and charge(s) will be charged at actual as per SRO.
8. Competent Authority reserves the right to change / alter / remove any item or article or reduce / enhance quantity without assigning any reason.
9. Invoice / bill, Purchase Order & Delivery Challan should be submitted to Finance Department.
10. Advance Payment subject to Bank Guarantee
11. All Government taxes (including Income tax and stamp duty), levies and charges will be charged as per applicable rates / denomination of Purchase / Work Order.
12. Stamp duty 0.35% for Goods against total value of Purchase Order will be levied accordingly.

  
\_\_\_\_\_  
Sr. Manager Purchase & Stores

\_\_\_\_\_  
G.M. Admin



SAHAD SALEEM Stamp Vendor  
Licence No 66, Shop No.1, Karim Plaza  
Sulshan-e-Iqbal, Block-14, Karachi

108584  
S.N.O. DATE 19 APR 2017

Issued To With Address  
Through With Address SADACH ALI SIDDIQUI  
Purpose Lic No 15303 Advocate

### AGREEMENT

Stamp Vendor  
Lic No 15303

OFFICE SUPERINTENDENT  
Stamp Office, City Court  
19 APR 2017

THIS AGREEMENT is executed at KARACHI, on this day April 19, 2017.

#### BETWEEN

M/s Institute of Business Administration, through its Registrar, located at Main Campus, University Road, Karachi, hereinafter called and referred to as "IBA" (which expression shall wherever the context so permits, be deemed to include its legal representatives, executors, successors and assigns) of the FIRST PART.

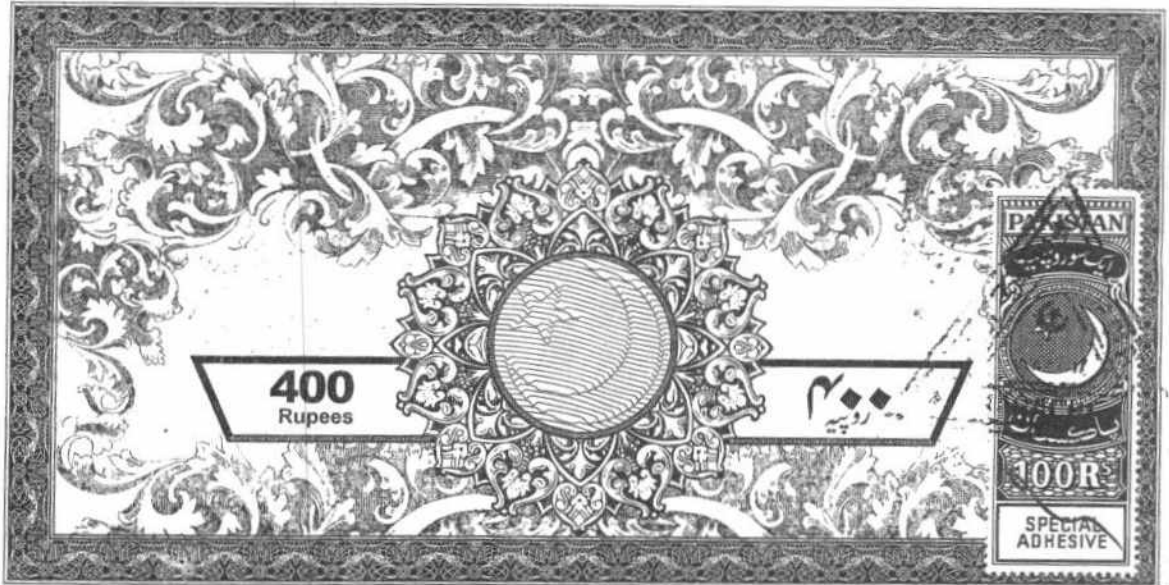
#### AND

M/s Al-Waqad Enterprises, having its office at # R-86, Shaz Banglows, Sector 16 A/5, Gulzar-e-Hijri, Sector 33 Karachi, hereinafter referred to as "SUPPLIER" (which expression shall wherever the context so permits be deemed to include its legal representatives, executors, successor and assigns), through its proprietor Mr. Khalid Mehmood, holding CNIC No. 42501-0899319-1 on the SECOND PART.

WHEREAS "IBA" intends to obtain split AC items vide tender # ME/08/16-17 for the Provide & Supply of Split AC (IBA requirement) discussions in respect of the same before the determination of scope of work will be held with "IBA" as "Split AC" and "THE SUPPLIER" have offered to render all kind of split AC (including but not limited to the "Split AC" of the proposed work up to the satisfaction & handing over the material(s) to the "IBA" having accepted the offer in finished form complete in all respect.

NOW IT IS HEREBY AGREED & DECLARED BY AND BETWEEN THE PARTIES AS FOLLOWS:





**TAMID SALEEM Stamp Vendor**  
 Office No 88, Shop No.1, Karim Plaza  
 Mirshahi-e-Iqbal Block-14, Karachi  
 108585  
 DATE: 18 APR 2017  
 Lic. No. 553, Advocate

STAMP OFFICE SUPERINTENDENT  
 Stamp Office, City Court  
 Karachi  
 18 APR 2017

**SADAT ALI SIDDIQUI**  
 Lic. No. 553, Advocate  
 WITNESSETH

"IBA" hereby offer to appoint "THE SUPPLIER" as their official for the specific purpose of "Split AC" discussions in respect of the same with "IBA" before the determination of Scope of Work Split AC to illustrate the schematic design to suitable scale with any/all other relevant details for presentation to "IBA" for split AC. "THE SUPPLIER" hereby agree to the offer of the "IBA" in acceptance of the terms & conditions here in below forth.

**Article I:**  
**DUTIES & SCOPE OF WORK & AGREEMENT**

1.1 This Agreement includes, the "Split AC", discussions with "IBA" before the determination of scope of work with any/all other relevant details for presentation to "IBA". The description/BoQ is appended below:

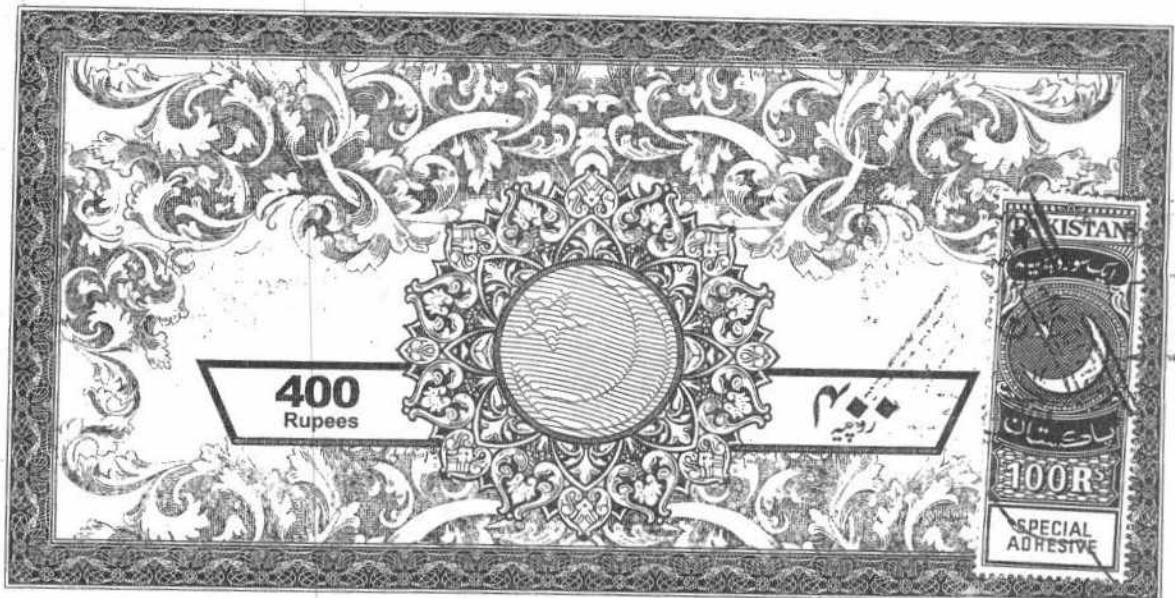
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2	<b>Split Air Conditioner</b> Brand: Gree BTU Capacity: 1.5 Ton (18000)	3 units	54,050.00	162,150.00





159341

ALL RIGHTS RESERVED BY THE GOVERNMENT OF PAKISTAN



WID SALEEM Stamp Vendor  
 Office No.66, Shop No.1, Karim Plaza  
 Station-e-Qbal Block-14, Karachi.

108386 DATE 19 APR 2017

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SALMAAT ALI SIDDIQUI  
 Lic. No. 19353, Advocate

	Low Voltage Startup: 150V, Eco Friendly Refrigerant: R410A / R-22 Energy Efficient Class A Auto Voltage Adaptation: 150V-260V BTU/H Capacity (Cooling): 19100 Power Supply: 220/50 Hz / 1 Ph EER rating: Greater then 3 Only Cooling Unit is required			
3	<b>Split Air Conditioner</b> Brand: Gree BTU Capacity: 2 Ton (24000) Low Voltage Start-up: 150V, Eco Friendly Refrigerant: R410A / R-22 Energy Efficient Class A Auto Voltage Adaptation: 150V-260V Cooling BTU/H Capacity: 24000 Power Supply: 220/50 Hz / 1 Ph EER rating: Greater then 3 Only Cooling Unit is required	3 units	74,750.00	224,250.00
<b>Total</b>				Rs. 471,500.00
<b>17% GST</b>				Rs. 80,155.00
<b>Total Amount</b>				Rs. 551,655.00

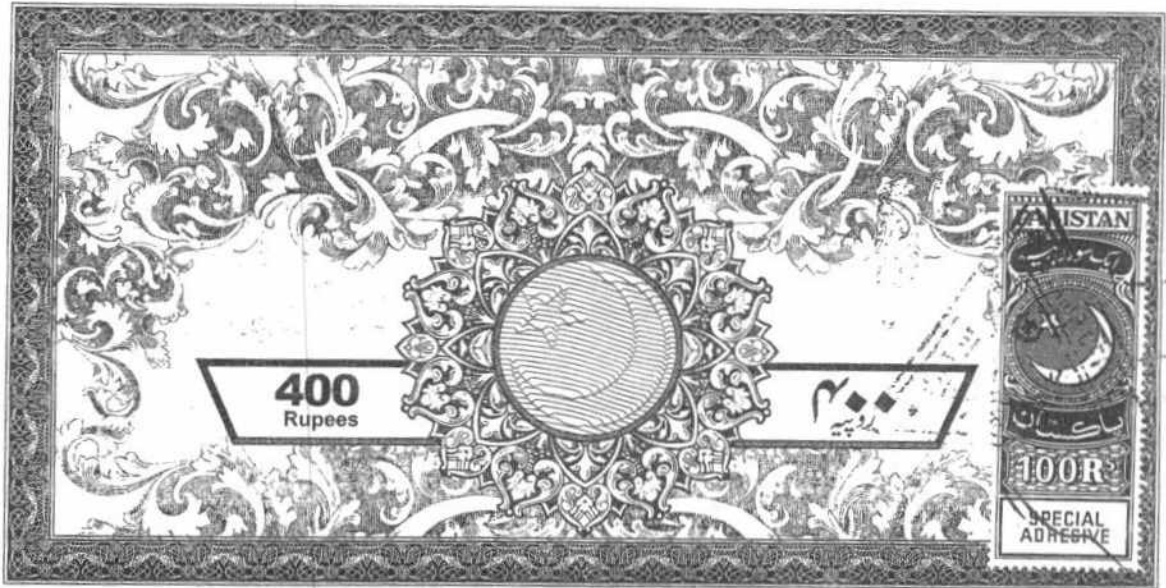
(RUPEES FOUR HUNDRED ONLY)  
 OFFICE SUPERINTENDENT  
 Stamp Office, City Court  
 Karachi,

19 APR 2017

- 1.2 "THE SUPPLIER" agrees to provide any/all kind of split AC to "IBA" whenever and wherever form is required as per the terms & conditions of this Agreement.
- 1.3 "THE SUPPLIER" will coordinate their work with Sr. Manager Purchase & Stores, of the "IBA" who will assist "THE SUPPLIER" in supervision of proposed split AC.
- 1.4 "THE SUPPLIER" hereby agrees to accept variation, if occurred, in scope of professional services and works with mutual consent on acceptable cost/price/charges/amount inclusive of all taxes and levies.







AHID SALEEM Stamp Vendor  
 Office No 56, Shop No. 1, Karim Plaza  
 Ishaan-e-Iqbal Block-14, Karachi

NO. 108587 DATE 15 APR 2017

SADAQAT ALI SIDDIQUI  
 Lic No. 13353, Advocate

OFFICE ONLY  
 (RUPEES FOUR HUNDRED)  
 Office City Court  
 Karachi

15 APR 2017

1.5 "THE SUPPLIER" will visit the Purchase Offices located at Main Campus, University Road, Karachi as & when required with prior appointment.

1.6 All logistic charges will be borne by "THE SUPPLIER".

#### Article II

#### SCOPE OF PROFESSIONAL SERVICES:


- 2.1 "THE SUPPLIER" hereby agree and acknowledge for the periodic supervision of the work and to check the execution of Split AC in accordance with the Description & Specification.
- 2.2 "THE SUPPLIER" hereby agree and acknowledge the acceptance of attending the meetings with the Sr. Manager Purchase & Stores "IBA" as & when required.
- 2.3 "THE SUPPLIER" hereby agrees to accept variation, if occurred, in scope of professional services and works with mutual consent on acceptable cost/price/charges/amount inclusive of all taxes and levies.
- 2.4 Delivery 10 days after approval of samples.
- 2.5 All staff must have CNIC and clearly mentioned to discourage work through child labor.
- 2.6 "THE SUPPLIER", will provide all required/necessary carpenter(s) / labor(s) / transportation(s) / cartage(s) what so ever required to complete the project at the cost/charges amount offered in the tender vide # ME/08/16-17.

#### Article III

#### REMUNERATION

- 3.1 The cost offered by the Supplier is Rs. 551,655.00 (inclusive of all taxes) Provide & Supply of Split AC vide tender # ME/08/16-17 variation may occurred. The cost is inclusive of labor/transportation/supplies/etc.

*(Handwritten signature)*

- 
- 3.2 A liquidity damages @ 2% per month, of the total agreed payment as per Work Order, of the total cost will be imposed in case of delayed delivery. Liquidity damages will be imposed after 15 days subject to final proof sample material handed over by supplier to IBA before the starting date mentioned on the Work Order. Work will be deemed completed in finished form as per specification and "THE SUPPLIER" have to deliver the required number of Split AC to IBA.
- 3.3 Payment will be made after delivery and submission of invoice. Advance Payment subject to Bank Guarantee.
- 3.4 Performance Security 5% of total amount of Work Order will be provided by the party.
- 3.5 Stamp Duty @ 0.35% of the cost of transaction / work order will be deposited in Government treasury by the SUPPLIER. This paid Stamp Duty challan would be submitted along with the Bill / Invoice.
- 3.6 Tax(es)/Challan(s)/Levy(ies), if any or additional will be paid/borne by SUPPLIER as per SRO/Notification.

**Article IV:**  
**ARBITRATION**

- 4.1 In case of any dispute, difference or and question which may at any time arise between the parties hereto or any person under them, arising out in respect of this letter of intent or this subject matter thereof shall be referred to the Registrar of the IBA and CEO of the company / firm / agency for arbitration/settling of the dispute, failing which the decision of the court law in the jurisdiction of Karachi binding to the parties. The Arbitration proceedings will be governed by the Arbitration Act, 1940 and the Substantive and procedural law of Pakistan. The venue shall be Karachi.

**Article V:**  
**TERMINATION**

- 5.1 "IBA" may terminate this agreement if the job is not executed according to the requirement at anytime after issuing a 15 day's notice.



**Article VI:**  
**INDEMNITY**

- 6.1 "THE SUPPLIER" in its individual capacity shall indemnify and keep IBA and any person claiming through IBA fully indemnified and harmless from and against all damages, cost and expenses caused to or incurred by "THE SUPPLIER", as a result of any defect in the title of IBA or any fault, neglect or omission by the "THE SUPPLIER" which disturbs or damage the reputation, quality or the standard of services provided by "IBA" and any person claiming through the IBA.

**Article VII:**  
**NOTICE**

- 7.1 Any notice given under this AGREEMENT shall be sufficient if it is in writing and if sent by courier or registered mail.

**Article VIII:**  
**INTEGRITY PACT**

- 8.1 The intention not to obtain the procurement / work of any Contract, right, interest, privilege, or other obligation or benefit from the IBA or any administrative or financial offices thereof or any other department under the control of the IBA through any corrupt practice(s).
- 8.2 Without limiting the generality of the forgoing the M/s Al-Waqad Enterprises, represents and warrants that it has fully declared the charges, fees, commission, taxes, levies etc, paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within the IBA directly or indirectly through any means any commission, gratification, bribe, gifts, kickback whether described as consultation fee or otherwise, with the object of obtaining or including the procurement or service contract or order or other obligations whatsoever from the IBA, except that which has been expressly declared pursuant hereto.
- 8.3 M/s Al-Waqad Enterprises, accepts full responsibility and strict liability for making any false declaration/statement, not making full disclosure, misrepresenting facts or



taking any action likely to degrade the purpose of declaration, representation and warranty. It agrees that any contract/order obtained aforesaid shall without prejudice to any other right & remedies available to the IBA under any law, contract, or other instrument, be stand void at the discretion of the IBA.

- 8.4 Notwithstanding any right and remedies exercised by the IBA in this regard, M/s Al-Waqad Enterprises, agrees to indemnify the IBA for any loss or damage incurred by it on account of its corrupt business practice & further pay compensation to the IBA in any amount equivalent to the loss of any commission, gratification, bribe, gifts, kickback given by the M/s Al-Waqad Enterprises, as aforesaid for the purpose of obtaining or inducing procurement/work/service or other obligation or benefit in whatsoever from the IBA.

**Article IX:**  
**MISCELLANEOUS**

- 9.1 Any addition & alteration(s) made for item(s) as required by IBA on the basis of sample or in course of the work in progress which entail extra time & labor and material on part of the supply, shall not be charged separately/extra on 'Quantum Merit' basis before & on final material handed over to the "IBA". After FINALIZATION OF SAMPLE if any alteration(s), arise charges will be paid on mutually agreed upon.
- 9.2 Material(s) will be handed over by the "IBA" or vet the cost with authentic stamp and signature.
- 9.3 The terms and conditions of the AGREEMENT have been read over to the parties which they admit to be correct and abide by the same.
- 9.4 The validity of the contract will be effective from the date of issue of Purchase Order.
- 9.5 All terms and conditions of tender vide # ME/08/16-17 will be the integral part of this agreement and can't be revoked.



*[Large handwritten signature]*

IN WITNESS WHEREOF both the parties hereto have set & subscribed their respective hands to this agreement at Karachi on the date as mentioned above.

*[Signature]*  
Aamer Shabbir  
Wing Commander (Retd)  
Acting Registrar  
Institute of Business Administration (IBA),  
Karachi, Pakistan

"IBA"

NAME: Aamer Shabbir Khan

CNIC # \_\_\_\_\_

Address: \_\_\_\_\_

G. M. Admin Institute of Business  
Administration Main Campus  
University Road, Karachi

1. *[Signature]*

**M. SOHAIL KHAN**

Manager Purchase & Stores

Institute of Business Administration

CNIC # \_\_\_\_\_ Karachi-Pakistan

Address: \_\_\_\_\_

*[Signature]*  


M/S Al-Waqad Enterprises

NAME: Khalid Mehmood

CNIC # \_\_\_\_\_

Address: \_\_\_\_\_

R-86, Shaz Banglows,  
Gulzar-e-Hijri, Sector 16/A 5, Karachi

2. MUHAMMAD TORAN APTAB

*[Signature]*

CNIC# 422012906885

Address: 1. Wali Centre SB-6, Block 17  
Gulshan-e-Qadir Karachi,



(1/3)

3. **BILL OF QUANTITY**  
**Provide & Supply of Split AC**

Form No. M/200/2016-17

No	Items	Quoted Brand	Quoted Model & Specification	Qty	Rate	Amount
1	Split Air Conditioner Brand: Gree or Equivalent All Capacity: 1 Ton Compressor: 220V, 1.5HP Voltage: 220V Eco friendly Refrigerant E-110A/R-32 Energy Efficiency Class: A Auto Voltage Adjustment 180V-260V R134A/R-32 12000 BTU Power Supply: 220V, 0.15 E-110A/R-32 Eco friendly Refrigerant E-110A/R-32 Energy Efficiency Class: A Auto Voltage Adjustment 180V-260V R134A/R-32 12000 BTU Power Supply: 220V, 0.15 Only Cooling Unit is required			3	28500/-	85500/-
2	Split Air Conditioner Brand: Gree or Equivalent All Capacity: 1.5 Ton Compressor: 220V, 2.5HP Voltage: 220V Eco friendly Refrigerant E-110A/R-32 Energy Efficiency Class: A Auto Voltage Adjustment 180V-260V R134A/R-32 15000 BTU Power Supply: 220V, 0.25 E-110A/R-32 Eco friendly Refrigerant E-110A/R-32 Energy Efficiency Class: A Auto Voltage Adjustment 180V-260V R134A/R-32 15000 BTU Power Supply: 220V, 0.25 Only Cooling Unit is required			3	54500/-	163500/-
3	Split Air Conditioner Brand: Gree or Equivalent All Capacity: 2 Ton Compressor: 220V, 3.5HP Voltage: 220V Eco friendly Refrigerant E-110A/R-32 Energy Efficiency Class: A Auto Voltage Adjustment 180V-260V R134A/R-32 18000 BTU Power Supply: 220V, 0.35 E-110A/R-32 Eco friendly Refrigerant E-110A/R-32 Energy Efficiency Class: A Auto Voltage Adjustment 180V-260V R134A/R-32 18000 BTU Power Supply: 220V, 0.35 Only Cooling Unit is required			3	74500/-	223500/-



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~~For amount Budget (in words) For the City Council~~  
~~For amount Budget (in words) For the City Council~~

471520/-	Total				
80155/-	Total				
531659/-	Total amount				

Stamp & signature  


Phone: 03117435246 email: [alvargonzalez@live.com](mailto:alvargonzalez@live.com)

First Name

Last Name

Country/Region *United Kingdom*

City *Alvargonzalez*

It is hereby certified that the terms and conditions have been read, agreed upon and signed.