



GOVERNMENT OF SINDH

SINDH MASS TRANSIT CELL

TRANSPORT & MASS TRANSIT DEPARTMENT

REQUEST FOR QUALIFICATION

FOR THE WORKS OF

**UP-GRADATION / INSTALLATION OF TRAFFIC SIGNALS IN KARACHI,
HYDERABAD, SUKKUR, MIRPURKHAS, NAWABSHAH AND LARKANA.**

April 2017

Disclaimer

This RFQ is provided to the recipient solely for use in preparing and submitting applications for prequalification in connection with the Project. This RFQ is being issued by the TMTD solely for use by Prospective Bidders in considering the Project.

The evaluation criteria has been established by Procurement Committee. The TMTD, nor its consultants, advisors, employees, personnel, agents, make any representation (expressed or implied) or warranties as to the accuracy or completeness of the information contained herein, or in any other document made available to a person in connection with the tender process for the Project and the same shall have no liability for this RFQ or for any other written or oral communication transmitted to the recipient in the course of the recipient's evaluation of the Project. The TMTD, nor its employees, personnel, agents, consultants, advisors and contractors etc. will be liable to reimburse or compensate the recipient for any costs, fees, damages or expenses incurred by the recipient in evaluating or acting upon this RFQ or otherwise in connection with the Project as contemplated herein.

The Prequalification Applications submitted in response to this RFQ by any of the Prospective Bidders shall be upon the full understanding and agreement of any and all terms of this RFQ and such submission shall be deemed as an acceptance to all the terms and conditions stated in this RFQ.

Any Prequalification Applications in response to this RFQ submitted by any of the Prospective Bidder shall be construed based on the understanding that the Prospective Bidder has done a complete and careful examination of this RFQ and has independently verified all the information received (whether written or oral) from the TMTD (including from its employees, personnel, agents, consultants, advisors and contractors etc.).

This RFQ 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 TMTD that the Project will be awarded. The TMTD reserves its right, in its full discretion, to modify the RFQ and/or the Project at any time to the fullest extent permitted by law, 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.

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Request For Qualification

For

Subject: INSTALLATION / UP-GRADATION OF TRAFFIC SIGNALS IN KARACHI, HYDERABAD, SUKKHUR, MIRPUKHAS, NAWABSHAH AND LARKANA

1. The Transport and Mass Transit Department, GOS through its, Sindh Mass Transit Cell intends to undertake the work of Installation / Up-Gradation of Traffic Signals in Karachi, Hyderabad, Nawabshah, Sukkur, Mirpukhas and Larkana under the Local Competitive Bidding (LCB) process.
2. Applications are invited for qualification of interested reputed Contractors / Firms / Consortia/ JV for **“Installation / Up-Gradation of Traffic Signals in Karachi, Hyderabad, Nawabshah, Sukkur, Mirpukhas and Larkana” (The Project)** having 08 years experience in Traffic Signalization system installed in Sindh.
3. Prequalification is open to all Contractors / Firm / JVs / Consortia **(The Bidder)** listed with Pakistan Engineering Council in category C-4 in the field of specialization EE-06, EE07, and CE-010,
4. The Contractors / Firms /Consortia may form a joint venture and provide authentic documents in support thereof, specially setting forth the extent of responsibility and participation of each member and the person (s) authorized to represent. The member of the joint venture shall be jointly and severally bound and be liable for any default.
5. Interested Contractor's / Firm / JVs / Consortia may obtain RFQ document from the office of the Director General, Sindh Mass Transit Cell, Transport & Mass Transit Department, Government of Sindh, situated at **F-34/1, Block-7, Clifton, and Karachi.**
6. A complete set of RFQ documents may be purchased by the interested Contractors / Firms / JVs / Consortia from the office of Director General, Sindh Mass Transit Cell, Transport & Mass Transit Department, Government of Sindh from **26-04-2017 to 11-05-2017** on submission of a written application along with non-refundable R.F.Q. Cost of Rs. 3000/- in the form of pay order in favor of SMTC, GOS. For inland mailing delivery an additional amount of Rs. 1000/- shall be paid by the applicant.
7. The RFQ documents with acceptable supporting information duly completed in all respect, may be submitted in the office of the Director General, Sindh Mass Transit Cell, Transport & Mass Transit Department, Government of Sindh, on **12-05-2017 at 2: 30 pm** and the same will be Opened at **3:00 pm**. RFQ Documents which are received after the set time will not be considered and returned unopened.
8. The Contractors / Firms /JVs/ Consortia should also possess a valid Electrical Works License from Government of Sindh and Professional Tax Certificate, registration with Sindh Revenue Board.
9. Incomplete applications will not be entertained.
10. Sindh Mass Transit Cell and Transport & Mass Transit Department, Government of Sindh reserves the right to reject or accept any prequalification application under relevant provisions of SPPRA Rules 2010.

**Director General
Sindh Mass Transit Cell
Transport & Mass Transit Department
Government of Sindh**

2. GENERAL INFORMATION AND INSTRUCTIONS

2.1. INSTRUCTIONS TO PROSPECTIVE BIDDERS

The TMTD hereby invites Prospective Bidders through this RFQ to submit their Prequalification Application for the Project. The Project involves design, procurement, installation/up-gradation, operation and maintain the traffic signals in Karachi, Sukkur, Mirpurkhas and Larkana :

Detail of traffic signals installation/up-gradation at various locations in Sindh.

CITY	Number of Signals for installation	Number of signals for up-gradation	Total number of signals
Karachi	11	19	30
Larkana	05		05
Sukkur	06		06
Mirpurkhas	06		06
Hyderabad	05		05
Nawabshah	05		05

As the installation/up-gradation in Karachi must be capable and expandable as following:

KARACHI	Number of signals for installation	Number of signals for up-gradation	Total number of signals
Future expansi	20	80	100

The Project will be structured as a Concession / Contact Agreement between the TMTD and the preferred bidder. The Project will be awarded through a Competitive Bidding Process open to local Qualified Bidders.

2.2. Introduction

Background

Karachi is a fast growing City both in population and travel demands – particularly motor vehicle usage. In order to contain this growth and to provide an appropriate hierarchy of road users it is proposed to implement an appropriate traffic control system to be put into place to allow the potential for improvements in traffic flows. The Urban Traffic Control system that not only regulates traffic but which also provides opportunities for buses or other future forms of public transport to receive priority under certain prescribed conditions.

2.3. Current System

Existing Assets

The current system of urban traffic control in Karachi is a mix of priority junctions, roundabouts, police control on point duty and traffic signals.

There is a mixture of traffic signal controlled intersections as follows:

Asset Owner	Number of Sites
T & C, CDGK	104
D H A	60
KPT	01
CAA	03
Total	168

- Note it is understood that there have been some additional signal installations and also some signalized intersections replaced with flyovers since this inventory was prepared.

In recognition of the City's fast rate of traffic growth and the need for appropriate traffic management the city adopted a proposal to install the first stage of the SCOOT Urban Traffic Control System in 1993. These system only covered sites administered by KDA and only included the installation of microprocessor type traffic signal controllers that would enable the future upgrade to a linked traffic signal system. Other essential elements of a dynamic and responsive UTC system such as communications from a control centre to the site and the installation of vehicle detectors were not installed at that stage.

In addition intersections administered by other agencies were not included in this upgrade program. Some KDA sites installed since the 1st stage of SCOOT have compatible micro-processor type traffic signal controllers. It is understood that there are presently:

- 84 UTC compatible micro-processor based traffic signal controlled intersections
- 84 sites with unsuitable traffic signal controllers for UTC integration that require replacement, and
- A need for a further 40 new signal controlled intersections

However there is also a current series of infrastructure projects that are creating signal free corridors that may result in a reduction of the number of traffic signal controlled intersections. A signal free corridor does not necessarily result in the removal of traffic signals, as there may be no signals along the signal free road but there is likely to be traffic signals at the intersection of the ramps to and from the signal free road and the intersecting road.

Being fixed time signals there are no communications from the traffic signal controller back to a central control room.

Existing Operation

The existing UTC compatible signalised intersections are generally linked with a fixed time on time of the day basis with Cable less linking system, where possible. Other isolated traffic signals simply operate on a fixed time but uncoordinated manner.

Existing Operations and Management

Section 2.1 above described the current ownership and administration of the traffic signal assets. However within the KDA the Department of Traffic Engineering Bureau owns the assets and administers the system. The maintenance and detailed operation of the signals however is undertaken under contract.

2.4. Goals & Objectives

With such a diverse arrangement of signalised installations, operating systems and police intervention it can best be concluded that the signals are only effective for part of the typical day. Neither the signal phasing / staging (which traffic movements are displayed green at the same time is a phase or stage) nor cycle times (the duration of time between start of green to the next time start of green is displayed to the same vehicle movements) are varied to respond to the differing traffic demands through out the day. This together with a blatant disregard for the signal display, queuing through / across intersections, lack of pedestrian facilities with resultant very high pedestrian casualty rate, and lack of recognition of public transport generates an urgent need for the system to be overhauled to respond to the current traffic demands.

The signal operations need to reflect the traffic demands and provide for safer traffic movements. Improvements to the existing system are required to:

- Improve capacity
- Improve safety by controlling turning movements where unsafe filter movements are currently permitted
- Provide for protected pedestrian movements
- Reduce the demand for police intervention in traffic control so that driver behaviour can be targeted and improved
- Achieve improvement in the poor air quality arising in part from traffic congestion.

Karachi traffic is growing at a fast rate and depending upon the source varies is reported as ranging between 6% and 18% per year. The installation of a responsive traffic control system will reduce congestion so that traffic loads are balanced and enable traffic signal operations to better respond to people demands rather than vehicle

demands. In addition there are emergency vehicle and security needs to consider in the operation of the traffic signal system.

A modern traffic signal control system for Karachi should provide the following features:

- Ability to respond to varying traffic demands throughout the day
 - Cycle times
 - Phase selection
- Ability to provide coordination or a “green wave” between groups of traffic signals
 - Note that it is difficult to provide progression for vehicle movements in both directions of the same street but is possible for intersecting streets to both have progression in the peak direction of travel.
 - Long cycle times often improve two way progression but increase the delays to side street traffic
- Ability to recognize public transport vehicles and provide priority when required
 - Where there are large numbers of buses (one per cycle) then it is not possible to terminate one phase to all the buses to receive a green signal)
 - Only buses that are behind their schedule should receive priority in these circumstances
- Ability to provide for occasional high speed “green wave” for emergency vehicles / security responses
- Ability to monitor traffic flows and alarm or intervene when appropriate
- Ability to control tidal flow system.

2.5. Project Location

The up-gradation and installation work at Karachi in South and East zones and other signals will be installed at various cities of Sindh (Hyderabad, Nawabshah, Larkana, Sukkur and Mirpurkhas).

2.6. Request for Pre- Qualification (RFQ) Purpose

The purpose of this Request for Qualification (RFQ) is to ascertain suitably competent and experienced UTC SCOOT Based controllers suppliers, system integrators, manufacturers, operators to furnish, install, operate and maintain a comprehensive and integrated TMS solution for the Government of Sindh (GoS) in Karachi for the TRAFIC SIGNALS (19 Intersections as mandatory), up-gradation of the traffic signals (around further 0 Signals as an Option) on other intersections.

This RFQ is intended to:

- ☐ Provide interested parties with the Introduction of the Project;
- ☐ Set out the objectives, the proposed commercial principles governing the Project;
- ☐ Explain the intended procurement process;
- ☐ Outline the Pre-Qualification criteria;
- ☐ Specify the terms and conditions for participation by Bidders in this Pre-qualification stage of the procurement; and

- Elicit responses from Bidders with the skills, knowledge, experience, capability, financial resources, capacity and approach necessary to deliver, finance and maintain the Project.

Further, this RFQ is also intended to receive an overview of the capabilities of potential vendors in UTC SCOOT Based system. This RFQ is not intended for service providers to prepare detailed proposals at this Stage but rather to provide information regarding capabilities and indication as to how they would approach working with GoS to achieve the objectives.

The following list gives a general overview of the intended several packages scope:

1. Installation new UTC SCOOT Based controllers at 19 intersections in Karachi
2. Geometry improvement at 28 intersections in Sindh
3. Central Control Room (CCR)
4. Installation of traffic signals in interior Sindh Cities
5. Communication Network / Digital Transmission System
6. Traffic monitoring System

Submission of answer to this RFQ is mandatory to participate in the RFP stage. Only companies that pass this RFQ technically will be eligible to receive the RFP.

2.7. THE EMPLOYER

The employer for the Project is “Sindh Mass Transit Cell, Transport and Mass Transit Department, Government of Sindh.” – abbreviated as “SMTC, TMTD”. The Authority’s address for communication and submissions is listed below.

Sindh Mass Transit Cell (SMTC)
Transport & Mass Transit Department (TMTD)
Government of Sindh
F-34/1, BLOCK 7 CLIFTON, NEAR TEEN TALWAR
Karachi Sindh.
Tel: +92-21-35865391-2, Fax: +92-21-35865392
Smtc.tmt@gmail.com

2.8. Correspondence

All correspondence with the Department in connection with this RFQ must be by:

- a) email sent to smtc.tmt@gmail.com The "Subject" field of all emails must be as follows:

“Installation / Up-gradation of traffic signals in Karachi, Hyderabad, Nawabshah ,Sukkur, Mirpurkha and Larkana”

And/ or

- b) Post sent to

Director General (SMTC)
Transport and Mass Transit Department
Government of Sindh
F-34/1, Block 7 Clifton, Near Teen Talwar, Karachi, Sindh

2.9. ELIGIBLE CONTRACTORS

Eligibility to tender is restricted to reputable and financially sound Company with extensive experience in Installation / Up-gradation in UTC Scoot Based Traffic signaling system. The

Prospective Bidder shall be willing to take over the responsibility for the success of the implementation of the complete project.

2.10. Pre - Qualification costs

The Prospective Bidder shall bear all costs (the "**Prequalification Costs**") associated with the preparation and submission of its Prequalification Applications, including, without limitation, all costs and expenses related to the Prospective Bidder's preparation of responses to questions or requests for clarification.

3. TERMS OF REFERENCE / SCOPE OF WORK

The Team Leader will be the overall in-charge of the project assignment and will coordinate with the client and supervise the work assigned to other experts. The contractor shall carry out the following specific tasks:

3.1. Assessment, concept design and development of standards

- i. The Contractor will study the existing signal infrastructure and evaluate the appropriate system for centralized traffic management and Traffic monitoring System for the city with the feasible communication network.
- ii. Contractor will design the system including Central Control Room and suitable Communication Network required.

3.2. ITMS product evaluation and process

- i. TMTD will evaluate the ITMS design developed by the contractor / manufacturer to determine its capabilities with local and national traffic conditions. The Contractor shall be responsible to address all the issues raised during this evaluation process and make appropriate changes advised by the Client.
- ii. TMTD will review the implementation procedure of UTC system. The Contractor is responsible to provide comprehensive technical support on system technology, transfer of technology, system warranty, software license and provision of relevant services etc.
- iii. TMTD will analyze, evaluate and verify the following technical features and functions of the system;

* Does the ITMS offer a dynamic remote real time traffic control system? Is the system flexible and comprehensive enough to monitor a complex multi modal traffic network in a large urban center? Does the UTC system provide a centralized solution that gives the traffic administrator the power and the flexibility to monitor in real time to offer a demand-responsive and integrated traffic signal control system that adapts signal timing to offer synchronized traffic control along the key traffic corridors.

* Does the UTC contain monitoring and communication devices, vehicle actuated responsive system, capabilities for monitoring traffic volumes in real time and adjusting cycle lengths on the synchronize intersections, capabilities for remote monitoring options for integrating with digital vehicle adaptive count downs, CCTV real time monitoring and security system, surveillance, SCADA etc?

The Contractor shall be responsible to provide comprehensive services and support during the analysis and evaluation process, to fix all the technical (and other) issues observed by the Client and to replace any malfunctioned equipment

* Contactor will also guarantee the system performance and after sales service records by liaising with the traffic engineers and operators of jurisdictions where the contractor has previously implemented and installed its traffic control systems. TMTD will also evaluate in this RFQ the manufacturer's capabilities and skills in transfer of technology and training of client's personnel.

3.3. Central system and field controlled design

TMTD will also evaluate the design implementation of real time process control system for vehicle detection, field communication and central computer system to control and integrate the above system for database management and analysis, congestion detection and management. The Contractor shall be responsible to extend comprehensive support at the design and evaluation and also be responsible to present the methodology (through presentations, simulations) to the Client before execution works.

3.4. Quality Control plan and Contract Administration

TMTD will prepare a quality control plan and will be fully responsible for quality control of all services. TMTD will also provide specialized inspection services for checking of works, advise on resolving all problems connected with the project and endeavour that all provisions of quality control plan have been duly executed.

The Quality Control Plan includes that the Contractor shall conduct Factory Acceptance Tests of the centralized Urban Traffic Control System, and the traffic monitoring system prior to their installations. Afterwards, the TMTD will monitor their installation and operation and ensure that the works have been completed satisfactorily and in accordance with the specification. The Contractor shall be solely responsible to provide services/ equipment of satisfactory quality and shall comply the Quality standards throughout the project. The Contractor shall also be responsible to implement due safety measures during the execution of the project, to provide safety training to the staff and to assure all possible measures to prevent workplace accidents.

3.5. Training of personnel and system maintenance plan

- i. Contactor shall develop plans for training of personnel and maintenance of the system for long term implementation.
- ii. Contractor will produce staffing structure and manpower requirements of the Traffic Control Centre and compare the cost implications with the optional externalization of this service.

3.6. Intersection Functional Requirements

Each of the intersections to be integrated into the system will need to be assessed to determine its capacity to provide for the expected traffic demands. This task is an analytical one to primarily identify the lane and phasing requirements for each intersection.

A series of design standards will be developed as part of this project that will cover all aspects of design and construction. The Contractor shall be responsible to carry out all the necessary design assessments and to prepare the above mentioned design standards considering the local traffic conditions and constraints.

3.7. Intersection Reference Designs

The Contractor shall prepare Intersection reference designs for each intersection showing the physical arrangements and changes to existing infrastructure. These designs will show the base arrangements for purpose of costing and tender preparation and include

- Intersections geometry based on topographical survey
- Civil works, lanterns, traffic monitoring system, controller, cabling etc

- Control room
- Power and communications

An asset survey including power and communications availability will be undertaken as input to these designs. A system performance specification that covers the full range of system requirements from the field installation to the operating control room will be produced.

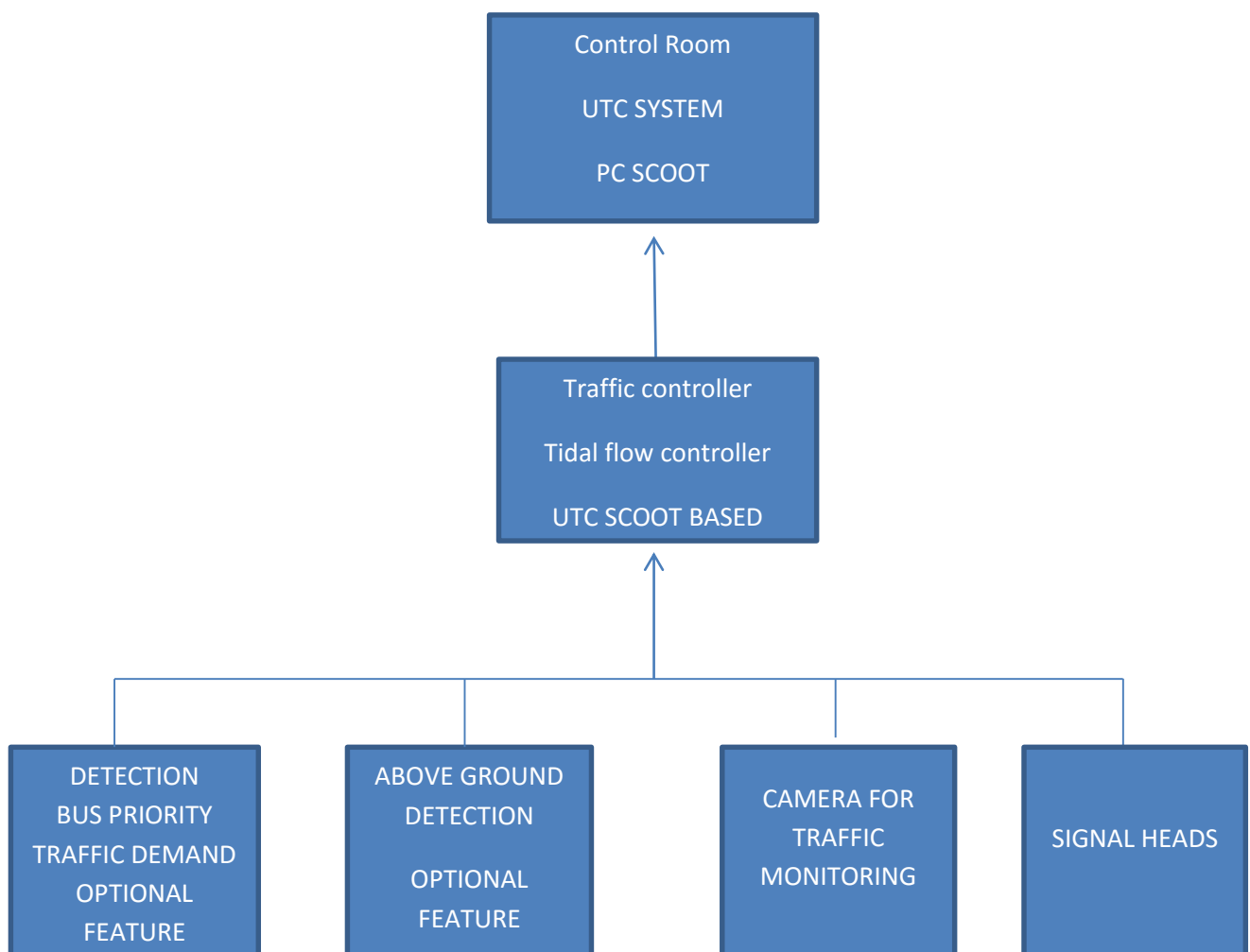
3.9. Tidal Flow System

The tidal flow system permits traffic in a two-way road to be used for maximum lane in one direction during certain times of the day and in the other direction at other times of the day. It may also be used to control the flow of traffic in the bores of a tunnel. The flow of traffic in the specific lane of a tidal flow system is controlled by variable message signs, which can display one of the following situations:

- A straight-on arrow, permitting traffic to use the central lane
- A red cross, signifying no traffic is allowed to use the lane in this direction.

This system is to be implemented on one of the busiest location of Karachi by the Contractor.

3.10. Figure 1 System Schematic



4. PROCUREMENT PROCESS

4.1. Intended Process

The intended Bidding Process for the selection of the successful Bidder is set out below.

Stage 1 – Prequalification

At the Prequalification stage, Prospective Bidders will submit Prequalification Applications to demonstrate their capabilities to fulfill the roles and responsibilities of the private sector partner for the Project.

Stage 2 – Request for Proposal (RFP)

Successful Prequalified Bidders will be issued the RFP document for the respective components of the Scope of Work.

Finalization of Project Documentation

The TMTD and the Successful Bidder will work towards finalization of the Contract/Concession Agreement and associated contracts.

4.2. Indicative Timeline

Issuance of Expression of Interest (“EOI”)	April 24, 2017
Issuance of Pre-Qualification Documents and Project Brief	April 26, 2017
Deadline for Submission and Opening of Proposals	May 11, 2017
Anticipated selection of Prequalified Bidders	To be Notified on 12 th May 2017.

The above steps and timelines are tentative. ** From the date of Issuance of EOI.

TMTD reserves the right to amend the scope & timing during the RFQ process, if it deems necessary.

4.3. Prequalification - Basic Information in response to RFQ

This Section sets out the minimum information requirements for responses to the RFQ. Prospective Bidders should support their submissions with other information where they believe it is essential to their RFQ response.

The minimum list of information to be submitted is set out below. Each Prequalification Application should also be accompanied by the Prequalification Forms attached in Section 6, completed as required. Failure to respond to any of these elements may result in the Prospective Bidder’s submission being non-responsive/disqualified from the Prequalification process. Prospective Bidders should use the list of requirements in this section as the framework for their responses to assist the evaluation of their Prequalification Applications.

Applicants are advised that the Employer contemplates applying the following criteria in the selection of the Applicants who will be invited to tender for the Project:

- ▶ 08 years and above experience in UTC SCOOT Based systems. (Attach evidence)
- ▶ Local know-how and understanding based on experience in Pakistan and other countries of similar environment.
- ▶ Must have provided similar services to different clients in or outside Pakistan. (Attach evidence)
- ▶ Financial strength & reliability of the Applicant
- ▶ Average annual turnover during the last 3 years of the Applicant should be PKR 30 Million or more (Attach audited Income statement/ Balance sheet).
- ▶ Sufficient staff and human resource to undertake the Project; (Attach CVs)
- ▶ Quality assurance/control, safety and security shall be of international standards (Attach Evidence);
- ▶ Each submission should also be accompanied by the Pre-Qualification Document Forms listed at section 6 (Annexures) below, completed as required. A failure to respond to any of these elements may result in the Bidder's submission being disqualified from the Pre-qualification process.

Basic Information

Prospective Bidders must provide, using Section 6 (Annexures: Basic Information Form) information on the identity, management structure and organization of the consortium or organization in the case where the Prospective Bidder is a sole organization, including as a minimum, an outline summary of::

- a) Corporate structure, shareholdings;
- b) Consortium, joint venture or subcontractor agreements;
- c) Lead partner identity and nomination with contact information;
- d) Roles and responsibilities of each partner and main subcontractors in the Consortium or organization; and
- e) Letter of Association (in case of Consortium)

Prospective Bidders must provide, using Section 6 (Annexures: List of Key Personnel) details of key team describing their involvement with management and operations of the Project.

In case of a Consortium, the Consortium Members shall enter into a Consortium Agreement in the form provided herein in Section 6 (Annexures: Format of Consortium Agreement). Further, each of the Consortium Member shall execute a power of attorney authorizing the lead member in the form provided herein in Section 6 (Annexures: Authorization of Lead Member).

Financial Information

Prospective Bidders must provide evidence of financial strength of the consortium or organization by providing:

- a) The audited accounts for the last 3 years for each of the consortium members;
- b) Where an equity provider and / or any other key subcontractor intends to procure a corporate guarantee from a parent company or other entities, the audited accounts for the last 3 years of that parent company or other entities; and
- c) Any other information for the equity provider or any other subcontractor needed to demonstrate financial capacity to provide the relevant service to the Project over the relevant time period.

Experience in Similar Projects

Prospective Bidders are required to identify, using Section 6 (Annexures: Current Contract Commitments) potential liabilities and/ or guarantees which may arise from other projects which the Prospective Bidder is committed to, or are at the bidding stage on, which are not covered by any financial reporting disclosure requirements included in the information requested above.

History of Litigation, Bankruptcy and Blacklisting

The Prospective Bidder, or if the Prospective Bidder is a Consortium, each Consortium member, shall not be subject to any bankruptcy or liquidation proceedings.

The Prospective Bidder, or if the Prospective Bidder is a Consortium, each Consortium member, shall not have been convicted of fraud, corruption, or money laundering.

If the TMTD determines that the bidder, sub-contractors, sub-consultants, services providers and suppliers has engaged in corrupt, fraudulent, collusive, coercive, or obstructive practices, in competing for this Project, then the TMTD may blacklist /disqualify the prospective bidder in accordance with the SPPRA Rules (as amended from time to time). Any personnel of the bidder, who engages in corrupt, fraudulent, collusive, coercive, or obstructive practice during the execution of the Project, shall be removed in accordance with SPPRA Rules (as amended from time to time).

The Prospective Bidder, or if the Prospective Bidder is a Consortium, each Consortium member, shall not have been previously blacklisted by any provincial government or federal government in any country

The Prospective Bidder, or if the Prospective Bidder is a Consortium, each Consortium member, shall not have any directors or senior personnel who is or has been previously placed on the exit control list

The Prospective Bidder, or if the Prospective Bidder is a Consortium, each Consortium member, shall not have any directors or senior personnel who is or has been disqualified from holding any public or private office.

PREQUALIFICATION FORMS

The Prospective Bidder shall submit the following forms in relation to the Prequalification Application:

4.4. Evaluation Criteria

Basic Eligibility Criteria

The Prospective Bidders are required to evaluate themselves under the following "BASIC ELIGIBILITY CRITERIA" as to whether they are an "eligible bidder" or not. Ineligibility with the same would make the Prequalification Application non-compliant.

An eligible bidder is a Bidder who:

1. Is a local registered entity in accordance with the applicable laws.
2. Has valid registration certificate for Income Tax, Sales Tax (on goods and services where applicable) or possesses corresponding equivalent certificate from the country of origin, if applicable. (In case of Consortium, Applicable to all members)

5. QUALIFICATION / EVALUATION REQUIREMENTS

This section contains the requirements that will be used to evaluate the pre-qualification documents of the bidders. The information's to be provided in relation to each requirement and the definitions of the corresponding terms are included in the respective Bid Forms.

5.1 Qualification Criteria

(I) General

Evaluation will be based on all the criteria given in succeeding paras II to X regarding the Bidder's general and particular experience, personnel & equipment capabilities, and financial position, as demonstrated by the Bidder's responses in the forms provided under 'Application Forms'. The Employer reserves the right to waive minor deviations, if these don't materially affect the capability of a bidder to perform the contract.

(II) Mandatory Requirements for Responsive Bids

The Bidder shall meet the following minimum criteria:

- a. **Registration with PEC in Category C-4, Specialization code EE-06,EE07,& CE10**
- b. **NTN (National Tax Number)**
- c. **Professional tax**
- d. **Electrical License (Government of Sindh)**
- e. **Minimum Eight Year Experience with UTC controllers/system SCOOT Based**
- f. **Registration with Sindh Board of Revenue**
- g. **Litigation History (compulsory)**
- h. **Blacklisting Clearance Affidavit (compulsory)**
- i. **Possess a minimum Eight Year Experience Of Allied Traffic Engineering Civil works.**

Non-Performance of a contract did not occur within the last 5 years prior to the deadline for bid submission based on all information's on fully settled disputes or litigation. 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 have been exhausted. The past performance of the bidder-on all-completed and ongoing projects also be checked in coordination with other executing agencies.

(III) Failure to Sign Contract

Not being under execution of a Bid Securing Declaration for the last 5 years.

(IV) Litigation history

All pending litigation shall in total not represent more than fifty (50) % of the Bidder's net worth and shall be treated as resolved against the bidder.

The Bidder should provide accurate information's on any litigation or arbitration resulting from contracts completed or under execution over the last five years. A consistent history of award against the Applicant or any partner of a joint venture may result in rejection of the bid.

(V) The Analysis of Litigation History

- The execution of any construction contract will normally result in the payment by the Employer of a number of reasonable claims from the Contractor, e.g. for defaults of the Engineer / Project Manager, delays, unforeseeable ground and climatic conditions, etc. However, some Contractors have an established business practice of bidding low to obtain award of contract; and then flooding the Employer with excessive or frivolous claims to increase their income. Employer should be on guard against any Contractor who habitually resorts to excessive claims, arbitration and litigation in the execution of contracts.

- Bidders with a consistent and significant history of excessive contract arbitrations and litigation resulting in awards or decisions against them should not be qualified to bid. Bidders should be required to list all contracts over a stated period of time (normally five years) that resulted in litigation or arbitration proceedings, with an indication of the matters and amounts in dispute, the parties involved and the resolution of the dispute.

- The criterion for rejection is that of numerous arbitral awards or court decisions against the Bidder in relation to awards for the Bidder, taking the number and amount of contracts executed. As an indicative example, the occurrence of one or two adverse cases over five years for a Contractor handling, on average, ten construction jobs simultaneously, should not be a cause for rejection. If dispute resolution is found relatively frequently in the business of the Bidder, it may indicate an attitude of the management of the firm that could be dangerous for the Employer if the Bidder were awarded the contract, and further investigation with previous Employers may be warranted.

(VI) **Black-Listing**

The Contractor should not be black listed by government / semi government / autonomous / private organizations (Affidavit to be provided), previously.

(VII) **Financial Situation**

The Applicant shall meet the following minimum criteria:

a) The Bidder should demonstrate that he has access to, or has available liquid assets, unencumbered real assets, lines of credit and other financial means sufficient to meet the construction cash flow for the execution of works. Bidder's commitments for other ongoing contracts shall also be considered. [The duration for the ongoing contracts are calculated by allowing the time of construction from beginning of month Invoiced plus the time needed for the Engineer to certify the pay estimate plus the time needed by the Employer to pay the certified amount]

The audited balance sheets for the past five years should demonstrate the soundness of the Bidder's financial position, showing long term profitability. Where necessary, the Employer will make enquires with the Bidder's bankers.

The current soundness of the Bidder's financial position and its long terms profitability will be evaluated on Average Net Working Capital

b) **Average Annual Construction Turnover**

Minimum average annual construction turnover of Rs.50 Million, calculated as total certified payments received for contracts in progress or completed, within the last five (05) years.

(VIII) Experience

The Application shall meet the following minimum criteria:

a) General Experience

Experience under construction contracts in the role of contractor, Subcontractor, or management contractor for at least last five (05) years, prior to the bid submission deadline, and with activity at least nine (9) months in each year

b) Specific Work Experience

Participation as contractor or subcontractor, in at least two (02) contracts within the last five (05) years, with a value of the largest work of at least amount as mentioned below, that have been successfully and substantially completed and that are similar to the proposed works. The similarity shall be based on the physical size, complexity, methodology, technology or other characteristics

(IX) Personnel Capabilities

The Bidder must have in his employment suitably qualified personnel to fill the key management and specialist positions. The Bidder will supply information on a prime and an alternate candidate for each position (both should meet the specified experience.

NO	POSITION	MINIMUM REQUIREMENT (NO)	TOTAL WORK EXPERIENCE (YEARS)	IN SIMILAR WORK EXPERIENCE (YEARS)
1	PROJECT ENG	1	08	05
2	SYSTEM ENG	1	05	04
3	SITE ENG CIVIL	1	05	04
4	SITE ENG ELECTRONC	2	05	04
5	SYSTEM TECHNICIAN	2	05	04
6	SKILLED LABOUR	6	05	04

(X) Joint Venture

Joint Venture must comply with the following requirements:

a) Following are minimum qualification requirements:

(i) The lead partner shall meet not less than 51% (in case of two partners) and 40% (in case number of partners is more than two) of all qualifying criteria.

(ii) Each of the partners shall meet not less than 25% of all the qualifying Criteria.

(iii) The joint venture must collectively satisfy the qualifying criteria.

For which purpose the relevant figures for each of the partners shall be added together to

Arrive at the JV's total capacity. Individual members must satisfy each of the requirements of qualifying criteria.

- b) Bid shall be signed by all members in the JV so as to legally bind all partners, jointly and severally, and any bid shall be submitted with a copy of the JV Agreement providing the joint and several liabilities with respect to the contract.

5.2. Evaluation Criteria

Following is the Criteria for Evaluation of Pre-Qualification Document:

1. The bid of the bidder who failed in Eligibility criteria will be rejected.
2. Minimum Qualifying mark is **70 out of 100** for qualifying technically.
However the bidder must obtain **at least fifty percent marks** in each part (A, B and C)
3. The marks in each category of evaluation will be calculated on the basis of the provided documents.
4. The Participant shall attach all their authentic documents (relevant certificates, CVs) duly signed & stamped by the participants. Documents without signature & stamp on non-easily readable will not be considered for evaluation purpose.

5.3. EVALUATION CRITERIA DETAIL

NOTE on ELIGIBILITY:

Bidder will not qualify for further detailed Technical evaluation if following are not submitted;

1. Registration with Pakistan Engineering Council in relevant category, as mentioned in RFQ (Compulsory).
2. NTN (Compulsory)
3. Professional Tax (Compulsory)
4. Electrical License (Gos)
5. Minimum Eight (8) Years Experience with SCOOT based controllers/ system
6. Registration with Sindh Board of Revenue.
7. Litigation History (Compulsory).
8. Black listing Clearance Affidavit (Compulsory).

PART – A (WORKING EXPERIENCE)
(35 MARKS)

- a) **Working Experience** (0-25 Marks)
- i. Allied Traffic Engineering Works Experience (0 – 10 Marks)
- Last Continuous 5 years 05
- Last Continuous 08 years 10
- (Attach PEC Valid License for each year).
- ii. Specific Traffic Signal (Scoot based controllers / System) Experience (0 – 10 Marks)
- For 2 similar projects within the last eight (8) years,
Over Rs 50 million. 08
- Two marks for each additional 01 similar project
 - Four marks deduction for each decrement of 01 similar project
- iii. Current Commitments / Work in Hand (0 – 05 Marks)
- 02 projects in hand 05
- Deduction of 01 mark for each additional one project
- b) Tools / Machinery (0 – 10 Marks)
(Ownership only / lease undertaken)
- i) System tools Equipment (as specified below) 05
- ii) E-Prom blowing software 03
- iii) Material stock in hand 02

PART – B (FINANCIAL STATUS)
(35 MARKS)

1. Average Net Worth for last 05 years (0 – 05 Marks)
- Rs. 50 Million 03 Marks
- One mark addition for each increment of Rs. 12 Million
- One mark deduction for each decrement of Rs. 12 Million
2. Average Net Working Capital for last 05 years (0 – 05 Marks)

Rs. 25 Million	03 Marks
One mark addition for each increment of Rs. 10 Million	
One mark Deduction for each decrement of Rs. 5 Million	
 3. Average Annual Construction Turnover	 (0 – 15 Marks)
Rs. 30 Million	12 Marks
One mark addition for each increment of Rs. 100 Million	
One mark Deduction for each decrement of Rs. 100 Million	
 4. Cash Flow Requirement	 (0 – 10 Marks)
(Attach proof of Bank Statement / Credit Facilities / etc.)	
Less than 15% of this Work	00
Upto 25% of the work	04
Upto 50% of the work	08
More than 50% of this work	10

PART – C (STRENGTH OF ENGINEERING ESTABLISHMENT)
(30 MARKS)

A. PROJECT ENGINEER	10 Marks
(Must be registered with PEC)	
i. Project Manager Experience	05 Marks
08 or more years Experience as Project Manager	05 Marks
05 or more years Experience as Project Manager	02 Marks
Less than 05 years Experience	00 mark
 ii. Specific experience	 05 Marks
Should be at least 05 years	05 Marks
Less than 05 years	00 Mark
 B. SYSTEM ENGINEER	 08 Marks
(Must be registered with PEC)	
i. System Engineer Experience	05 Marks
08 or more year Experience	05 Marks
04 or more year Experience	02 Marks
Less than 04 year experience	00 Marks
 iii. Specific experience	 03 Marks
Should be at least 05 years	03 Marks
Less than 05 years	00 Mark
 C. SITE ENGINEER (CIVIL)	 03 Marks

i.	Site Engineer Experience	02 Marks
	05 or more year Experience	02 Marks
	03 or more year Experience	01 Marks
	Less than 03 year Experience	00 Mark
ii.	Specific experience	01 Marks
	Should be at least 03 years	01 Mark
	Less than' 03 years	00 Mark
D.	SITE ENGINEER (ELECTRONICS).....	02 Marks
	For each (Must be registered with PEC)	
i.	Site Engineer Experience	02 Mark
	05 or more year Experience	02 Mark
	03 or more year Experience	01 Mark
	Less than 03 year Experience	00 Mark
E.	TECHNICIAN (2 Nos)	04 Marks
	For each	
i.	Experience	04 Marks
	08 or more years experience	04 Marks
	05 or more years Experience	03 Marks
	Less than 05 years Experience	00 Marks
F.	SKILLED LABOUR	03 Marks
i.		
	05 or more years experience	02 Marks
	03 or more years experience	01 Marks
	Less than 03 years experience	00 Marks
ii.	Specific experience	01 Marks
	Should be at least 03 years	01 Marks
	Less than 03 years	00 Marks

5.4. REJECTION

The Employer may reject any Application if the RFQs are not, in the reasonable opinion of the Employer, completed satisfactorily.

6. THE PREQUALIFICATION DOCUMENTS

The submission must be performed using the provided templates.

The Prequalification Documents have been designed to provide maximum Prospective Bidder's information to the Employer in order that the Employer may properly assess each Prospective Bidder's capability to provide the full project scope in highly qualified and reliable manner.

The Prequalification Documents consist of the following documents.

- > Section 1: Application Form
- > Section 2: Statement on Subcontractors
- > Section 3: Statement on Exclusion Grounds
- > Section 4: Financial Position, Economic Situation and Operating Performance
- > Section 5: Relevant Project Experience
- > Section 6: Annex

All information must be provided in the specified formats.

Only the information within the text boxes in the Prequalification Documents and the required documents will be the basis for evaluation of prequalification. Brochures and other publications will be considered for the evaluation for available & implemented products and services only. Please observe additional instructions in each section.

Applicants who are currently or previously employed on projects in Pakistan must submit soft copies of the documents mentioned in the ANNEX: "Information related to Working in Pakistan".

All of the foregoing documents are collectively referred to as the 'Prequalification Documents'.

6.1. FINANCIAL DATA

All financial data are to be given in Pakistani Rupees (PKR).

6.2. LANGUAGE

The Prequalification Documents and all supporting information must be submitted in English language.

Any statements, certificates, confirmations, affidavits or any further supporting documentation which cannot be acquired in English must be provided in original language together with its certified translation into English language.

6.3. FORM OF PREQUALIFICATION DOCUMENTS

Every question must be answered by inserting the Prospective Bidder's response into the version of the Prequalification Documents provided herein, and in the spaces following the text of each section.

The Prequalification Documents must be signed, dated and stamped by the Prospective Bidder (in case of Consortium, the Lead Member). The following chapters must be completed as instructed therein. The application will be considered void if any of the queried information will not be provided, except those particularly noted.

The completed Prequalification Documents together with all supporting documents must be submitted in **two** original hard copy and in **one** soft copy on CD to the designated address by the specified submission time and date.

6.4. MANNER OF SUBMISSION

The Prequalification Documents and all supporting documents must be submitted in one sealed envelope marked as:

CONFIDENTIAL

PREQUALIFICATION DOCUMENTS for

**INSTALLATION / UP-GRADATION OF TRAFFIC SIGNALS IN
KARACHI, HYDERABAD, NAWABSHAH
SUKKUR, MIRPURKHAS AND LARKANA**

The Prequalification Documents must be delivered personally or by registered post to

DIRECTOR GENERAL (SINDH MASS TRANSIT CELL)

TRANSPORT & MASS TRANSIT DEPARTMENT

GOVERNMENT OF SINDH

F-34/1, BLOCK 7 CLIFTON

NEAR TEEN TALWAR

Karachi, Sindh

Tel: +92-21-35865391, Fax: +92-21-35865392

Smtc.tmttd@gmail.com

Submissions by e-mail or fax will **not** be accepted.

6.5. SUBMISSION TIME & DATE

The Prequalification Documents must reach the specified address not later than 2.30 PM, 12th May 2017 and will be opened on the same day and address at 3:00 PM.

Late submissions will not be accepted.

7. EXAMINATION AND SELECTION

7.1. EXAMINATION

The Prequalification Documents will be examined by the Employer. Information contained in the Documents will be treated as strictly confidential.

7.2. CLARIFICATIONS

The Employer may request Prospective Bidders by email to provide any clarification considered necessary for the proper analysis of the submitted Prequalification Documents. Failure to comply with such a request may result in disqualification.

7.3. SUCCESSFUL APPLICANTS

The Employer will advise Prospective Bidders of their inclusion in the list of Prospective Bidders prequalified to tender on the Project.

7.4. SELECTION

The Employer does not bind itself to select any Prospective Bidder and will not assign any reason for the selection or rejection of any Prospective Bidder.

8. Prequalification Forms

PREQUALIFICATION DOCUMENTS

Templates

APPLICATION FORM

To: DIRECTOR GENERAL (SINDH MASS TRANSIT AUTHORITY)
TRANSPORT & MASS TRANSIT DEPARTMENT
GOVERNMENT OF SINDH
F-34/1, BLOCK 7 CLIFTON
NEAR TEEN TALWAR
KARACHI, SINDH
Tel: +92-21-35865391, Fax: +92-21-35865392
Smtc.tmt@gmail.com

Gentlemen,

We, the undersigned

NAME AND STAMP OF FIRM

Postal Address

Telephone:

Email:

Website:

.....

submit herewith our Application for Prequalification for Tender for an **Installation / UP-Gradation of traffic signals in Karachi, Hyderabad, Nawabshah, Sukkur, Mirpurkhas and Larkana.**

The submitted Prequalification Documents have been completed to the best of our knowledge and signed as instructed.

We understand that the submission of the Prequalification Documents does not obligate you towards us nor to any party associated with or related to us.

We also understand that you will be the sole judge in the assessment of the information presented.

~~We further understand that you will~~ treat the information as strictly confidential and will not make it available to any third party except to your Technical, Financial and Legal Advisors, Consultants and financing agencies as applicable.

Furthermore, we understand that you will not be responsible for, nor pay any expense which we may incur in the preparation and submission of the Prequalification Documents.

We confirm that in case of Contract Award we will be jointly and severally responsible for the fulfillment of the specified project scope.

We undertake to supply any clarification requested.

SIGNATURES

Dated this day of

in the capacity of

duly authorized to sign for and on behalf of:

Statement on SUBCONTRACTORS

Under this section the Prime Contractor must provide information about targeted subcontractors.

Major Subcontractors

The Prime Contractor must list all his major subcontractors in the following table.

Nr	Name	Postal Address	Field of work within the project
1			
2			
3			
4			
5			
6			

Additional Subcontractors

In the following table the Prime Contractor must list all his additional subcontractors, which are not Major Subcontractors but referred within the reference list in previous section.

Nr	Name	Postal Address	Field of work within the project
1			
2			
3			
4			
5			
6			

STATEMENT ON EXCLUSION GROUNDS

Applicants must repeat under this section the following duly signed statement for the Prime Contractor and each Major Subcontractor.

Statement on Exclusion Grounds

I, Name of the authorized signatory, in my position as position, being the authorized signatory for name of entity confirm that none of the following exclusion grounds apply for name of entity, unless specified below:

- ▶ Being bankrupt, or insolvent, or being wound up, or having its affairs administered or conducted by any court, administrator, receiver, administrative receiver or other insolvency practitioner or any analogous situation arising from a similar procedure under national laws or regulations;
- ▶ Having been declared by a court or other competent authority; unable to pay its debts, or having made any composition or arrangements with creditors or having had the repayment of its debts suspended or any analogous situation arising from a similar procedure under national laws or regulations;
- ▶ Being the subject of proceedings for a declaration of bankruptcy, compulsory winding up or administration or any similar proceedings under national laws or regulations or any analogous situation arising from a similar procedure under national laws or regulations;
- ▶ Having been convicted or otherwise found responsible (or having any of its current or prospective directors, officers or other senior managers convicted or found responsible) by any court, tribunal or regulatory, public or other competent authority for any breach of criminal, administrative or civil law or regulations which:
 - a related to any act of fraud or dishonesty for which a fine, penalty, damages, compensation or other payment was levied against the Bidder or Member, any such directors, officers or managers; or
 - b resulted in the imprisonment of any current or prospective director, other officer or senior manager of the Bidder or Member; or
 - c resulted in the disqualification of any such director or other officer from acting as such; or
 - d resulted in the permanent or temporary suspension of the rights of the Bidder or Member to operate any types of business, operation, service or network; or
- ▶ Any other matter which is tantamount to any of the issues referred to in (a) to (d) above in any jurisdiction or which it could reasonably be expected would be pertinent to be known by the Client in the context of the award of the Project contract.

One or more of the above circumstances apply with details provided below:

► (please provide details on each single circumstance, if any)

I acknowledge that our Application can be excluded from the pre-qualification process if any of the conditions or circumstances specified above apply.

Name of Entity:

Name of Authorized Signatory:

Date / Signature:

FINANCIAL POSITION, ECONOMIC SITUATION AND OPERATING PERFORMANCE

This section has to be edited by each Contractor.

TURNOVER

	2014	2015	2016
Annual Turnover for the last three financial years	PKR	PKR	PKR

Insurance

Without limiting his responsibilities, obligations and liabilities under the provisions of the Contract, the Prime Contractor must provide for the whole Contract duration period professional liability insurance with adequate insurance coverage. Minimum insurance coverage must include the amount equivalent to PKR 20 Mil for personal damages as well as PKR 5 Mil for property damages.

A copy of an insurance certificate must be submitted together with this documentation in the annex.

Quality system certifications

The Prime Contractor, the Prime Contractor's production facilities and organization must be certified to the appropriate prevailing QS-9000 / ISO 9000 series of standards. The production, delivery and service under the contract must be carried out in compliance with the quality management system.

Please enclose a valid quality system certifications in the Annex.

MANPOWER

Indicate the complete number of personnel permanently employed at the Prime Contractor's.

	2014	2015	at present
Worldwide Total			
Worldwide except Pakistan			
Total			

Management			
Technical			
Other			
Pakistan			
Total			
Management			
Technical			
Other			

Indicate number of persons permanently employed with expertise in engineering and construction of AFC Systems.

	2014	2015	at present
Total			
Technical			
Other, please specify:			

RELEVANT PROJECT EXPERIENCE

The Applicant must repeat under this section the following information referring to the prime contractor's own references. To fulfill relevant project experience the Prime Contractor may also use suitable references of his subcontractors but must indicate the sub-contractor.

With the following references the Applicant verifies his suitability for the contract. Minimum requirements are imposed on the references, which must be demonstrated in at least one completed project, whereas a maximum of three references will be evaluated for each criterion. The application will be considered void if evidence will not be provided.

Furthermore, additional requirements are imposed, which must be demonstrated in at least one completed project, whereas a maximum of three references will be evaluated for each criterion. The non-fulfillment of these requirements does not lead to exclusion and seeks to identify the performance of the Applicant.

Applicant must focus in particular on relevant projects executed over the past 7 years, which are most similar in nature to the present Project and the role of each contractor in the project:

Please use the Reference Matrix attached with the Compliance Matrix document for each Project as per selected Package (A, B, C).

Each reference listed in the reference matrix must have a referred detailed reference sheet based on the following template:

Reference for Package:	(A, B or C)
Ref.-No. (Details in reference matrix)	(please use this reference number in the reference sheet summary)
Project partner (prime's or subcontractor's name)	
Project name	
Country and City of Project	
Employer/Client	
Employer's reference (Name, Position, Role in the Project, Contact Data including E-Mail, Fax & Phone Numbers)	
Project status	<input type="checkbox"/> completed (Contractor has finalized the work (contract ended)) <input type="checkbox"/> in Operation (Contractor operates the system, contract is ongoing) <input type="checkbox"/> Maintenance (System implementation completed. Operation by client ongoing) <input type="checkbox"/> Expansion (First Contract Scope completed, System expansion ongoing)
Date commenced	/ /
Date of completion (actual or scheduled)	/ /
Value of Project	PKR
Status of Entity	
a. Prime Contractor (Name Subs)	<input type="checkbox"/>
b. Joint Venture (Name Partners)	<input type="checkbox"/>
c. Member of Consortium (Name Members)	<input type="checkbox"/>
d. Sub-Contractor (Name Prime Contractor)	<input type="checkbox"/>

INFORMATION OF WORKING IN PAKISTAN

Applicants who are currently or previously employed on projects in Pakistan must submit soft copies of the following additional documents, which must be attached under this section:

- ▶ Copy of Applicant's Pakistani Commercial Registration.
- ▶ Copy of Applicant's Pakistani Income Certificate.
- ▶ Copy of Applicant's PEC Qualification Certificate or other countries qualification registration

List below the title of each attached document.

Insurance Documents

(insert copy of insurance certificate)

.....

.....

Quality Management Documents

(insert copy of Quality System Certifications)

9. Annex (Other documents)

Please add any valuable information here.