SKYPOWER
(PVT) LTD.

SP/SALES/2026/598
Dated: 28-08-2026

Chief Engineer (Development) PMU
GEPCO, Gujranwala

Subject: REQUEST FOR CLARIFICATION / REVISION OF QUALIFICATION CRITERIA – NCB-STG-11: PROCUREMENT OF CONTROL & RELAY PANELS UNDER GEPCO'S OWN RESOURCES

PRE-BID CLAIRIFACTION

Reference:

1. Bidding Documents for NCB-STG-11 – Procurement of Control & Relay Panels under GEPCO's Own Resources

Dear Sir,

With due respect, we would like to seek clarification and request reconsideration/revision of the qualification requirement stipulated under **Clause 2.1 – General Experience (Qualification Criteria)** of the bidding documents for **NCB-STG-11: Procurement of Control & Relay Panels under GEPCO's Own Resources**, in respect of the offered panels including **MCP-30, MCP-31 and RP-4**.
The relevant clause states as follows:
"The bidder (in case bidder is manufacturer) should have at least five (05) years' experience of manufacturing and Three (03) years' satisfactory operational service of the offered equipment. Supply record duly signed and stamped shall be provided with the bid otherwise bid will be considered as non-responsive."
It is pertinent to refer to the **NTDC SOPs issued vide 17-05-2022**, wherein it is specifically provided in clause 4.1.1 (k) that:

"Upon Completion of at least one-year successful operational experience or 15 months of delivery from their first educational order, they will be eligible for regular bidding and also, they will be eligible to supply equipment/material in EPC Projects."

A copy of the relevant SOP is enclosed for your kind consideration.

Furthermore, it is pertinent to mention that in a **previous LESCO tender no. P47630 For the procurement of Multiple Panels opened on 30th June 2026**, the qualification requirement regarding operational performance was based on **one (01) year satisfactory performance**, as evidenced by the relevant tender clauses, a copy of which is also enclosed for reference.

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We respectfully request the competent authority to kindly consider the above clarification and **revise/amend Clause 2.1 accordingly**, so that bidders having at least **one (01) year of satisfactory operational experience** with the offered equipment may also be considered eligible, subject to fulfillment of all other technical, financial and qualification requirements of the bidding documents.
We shall highly appreciate your kind consideration of this request and issuance of the necessary clarification/addendum before submission of bids to create healthy competition among many bidders in the longer interest of GEPCO.

Thank you for your cooperation and consideration.

Thanking you,

SKY POWER (PVT) LTD.

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NATIONAL TRANSMISSION & DESPATCH CO. LTD

Company Secretary

No. NTDC/CS/956-60

Dated: 17 – 05 – 2022

NOTIFICATION

Approval of SOP for placing Educational Orders to New Manufacturing Entrants.

The Board of Directors of National Transmission & Despatch Company Limited (NTDC) in its 224th meeting held on 14.05.2022 against agenda item No.16 has unanimously resolved and approved **"SOP for placing Educational Orders to new manufacturing entrants" (Annex-A)**.

Azhar Saleem
Company Secretary

Copy to:

1. Managing Director.
2. Chief Financial Officer
3. Chief Engineer (PMU) NTDC
4. Chief Engineer (Substation Design) NTDC
5. Manager (Material Control) NTDC

SOP FOR PLACING EDUCATIONAL ORDERS TO NEW MANUFACTURING ENTRANTS

1 OBJECTIVE

The purpose of this SOP is encouragement of new manufacturing entrants and developing their qualification gradually through Educational Orders till they become regular bidder.

2. CURRENT CHALLENGES

The current standard bidding process is based on Post Qualification criteria which require bidders to meet with the certain technical and financial parameters as mentioned below:

a) Bidder / manufacturer should have completed certain number of contract(s) matching the quantity and value required by bidding document; within a continuous period of fifteen months during the past ten years.
b) Bidder / manufacturer should have at-least 5 years of manufacturing experience as well as 3 years' satisfactory operational experience
c) Bidder should exhibit its financial capability by showing the average annual turnover and access to credit line equaling to 80% of engineer's estimate.

3 SCOPE

Local manufacturers may be encouraged through participation in bidding by relaxing qualification requirements and opening the bracket through Educational Orders, JVs with international manufacturers and establishment of local subsidiaries. To promote local manufacturing industry, this SOP has been categorized in the following three classes:

a) Local Manufacturers who have the manufacturing facilities but can't be part of NTDC regular bidding process
b) Joint Venture of local manufacturers with other qualified Manufacturers.
c) Establishment of subsidiary by renowned international manufacturer in Pakistan.

In the forthcoming sections, for all three categories as mentioned above, the mechanism has been presented to make them regular part of NTDC procurement process.

4. MECHANISM FOR REGISTRATION OF MANUFACTURER

4.1 LOCAL MANUFACTURERS

Educational orders shall be placed on local manufacturers which are capable of manufacturing equipment /material / goods / spares but can't meet the qualification criteria. The following steps would be taken before placing Educational Orders: -

i. Advertisement on bi-annual basis shall be published in leading newspapers to invite potential local manufacturers. The local manufacturers can also directly approach CE (MP&M), NTDC at any time.

ii. A committee shall be formed by NTDC for the registration of local manufacturers. The committee members shall comprise of following offices:

   a) General Manager (Design & Engineering) – Convener
   b) Relevant General Manager (Asset Management – North/South)
   c) Chief Engineer (MP&M), NTDC
   d) Relevant Chief Engineer (CE (SS Design), CE(T/L), CE(P&C), CE(Telecom))
   e) CFO or his representative

iii. The interested manufacturers shall submit a complete business proposal to the above Committee for review. Such proposal shall include, but not limited to, the following: -

   a) Firm Commercial Registration and letter of its incorporation issued from concerned government agency.
   b) Location of Plant.
   c) Plant Capacity of manufacturing equipment.
   d) Machinery Installed or to be installed.
   e) Testing facility details with calibration certificates.
   f) QA/QC Management Plan.
   g) Financial Capability.
   h) Material Procurement and Management Plan.
   i) Technological Partner Details.
   j) Name of Key Experts dealing with design, engineering and testing of Equipment/ Material.
   k) Foreign and Local component percentage in the finished material/ equipment.
   l) ISO certification.
   m) Any other document as required.

iv. The Committee shall examine the submitted proposal and visit the facility to ascertain the validity of the proposal.

v. NTDC Committee shall submit the comprehensive report to Managing Director NTDC for the formal approval and the name of the manufacturer shall be added to the list of

4.1.1 PROCEDURE TO AWARD EDUCATIONAL ORDER:

i. The prequalified / registered local firms by the Committee will be eligible for participation in NTDC's Own Resources (NOR) tenders.

ii. The BoQ will be calculated with 10% additional quantity than actual requirement.

iii. The following provision will be added in the Bidding Document for new entrants: -

a) The local manufacturers who have already registered / prequalified with NTDC are eligible to participate and submit their price proposal and the award / Educational Order will be up to maximum 10% of the quantities mentioned in the Bidding Documents.

b) The manufacturer will also submit an undertaking that in case of award of contract, he will accept his quoted price or the price quoted by the lowest evaluated responsive bidder, whichever, is less.

c) New entrants will not be bound to submit Bid Security. Acceptance of Educational Order will also be optional and their sole discretion. However, they shall be required to submit performance guarantee in case of award in accordance with the provision of bidding documents.

d) In case of more than one qualified local manufacturers, purchaser reserves the right to divide the quantities among the said manufacturers. In case of rebidding of Main Tender, the Educational Order will not be issued.

e) The warranty period for the new entrants shall be twice as mentioned in the bidding documents, however, the duration of performance guarantee shall be as per bidding document requirement.

f) The new entrants / manufacturers can apply for different Educational Orders of different type of equipment / material subject to their manufacturing capacity, however, they will not be considered for award of contract in the same or different type until they complete their first order successfully.

g) Upon award of Educational order, the manufacturer shall submit the technical data schedule along with allied calculation and accessories literature as per NTDC relevant specifications and IEC/ANSI/ISO/ any other applicable international standard.

h) After approval of technical data, manufacturer shall start production of the equipment/ material and NTDC shall reserve the right to monitor manufacturing *i) In case of successful delivery of the first order and type/ routine testing to the satisfaction of the Engineer as per NTDC type test policy/relevant specifications, they will become eligible for award of further educational order(s).*

j) Type Testing of the equipment / material will be carried out as per latest NTDC's Type Test Policy and relevant IEC / ANSI/ ASTM etc. or any other applicable standard. In case of conflict between procedure given in NTDC's specifications or international standard, the provisions of the said standard shall be applicable until specifically mentioned in the document after getting consent / approval from Technical Committee of BoD (NTDC).

k) Upon completion of at least one-year successful operational experience or 15 months of delivery from their first educational order, they will be eligible for regular bidding and also, they will be eligible to supply equipment/ material in EPC projects.

4.2 JOINT VENTURE OF LOCAL MANUFACTURERS WITH OTHER QUALIFIED MANUFACTURERS

The local firms which have fulfilled criteria of Registration may enter into Joint Ventures with other qualified manufacturers. The firm shall be eligible to participate in the normal bidding process and the technical and financial capability of their qualified partner shall be considered. In case the JV firm becomes lowest evaluated bidder, the order shall be placed upon them based on following conditions:

i. The JV shall supply the ordered quantity on jointly and severally liable basis.

ii. The local partner shall supply the proportion of the ordered quantity from their local facility with respect to their production / supply capacity and available financial resources required as per contract

iii. For the portion to be supplied from local facility, the type/routine testing shall be performed to Engineer's satisfaction as per prevailing NTDC specification and type test policy.

iv. Type Testing of the equipment / material will be carried out as per latest NTDC's Type Test Policy and relevant IEC / ANSI/ ASTM etc. or any other applicable standard. In case of conflict between procedure given in NTDC's specifications or international standard, the provisions of the said standard shall be applicable until specifically mentioned in the document after getting consent / approval from Technical Committee of BoD (NTDC).

v. The warranty period in this case shall be twice as that required by bidding documents

vi. The JV firm shall not be eligible to participate in future tender until successful delivery of its first order.

vii. Once the JV firm has completed its first order, local partner can take part in NTDC future tenders as sole entity only after successful completion of one (1) year operational experience or 15 months after delivery of material.

viii. In case of successful delivery of the first order and type/ routine testing to the satisfaction of the Engineer as per NTDC type test policy/relevant specifications, the JV will become eligible for award of further order in different category(ies) subject to fulfillment of the conditions stated above.

4.3 ESTABLISHMENT OF SUBSIDIARY BY RENOWNED INTERNATIONAL MANUFACTURER IN PAKISTAN

i. The international firms may be encouraged to establish their manufacturing subsidiaries in Pakistan under their own commercial and administrative control. Such facility shall be registered / pre-qualified by the NTDC as per procedure mentioned under Para 4.1 above in addition to the following: -

a) Submit Plan to hire and train Pakistani engineers / workers.
b) Submit Plan to develop local vendors.

ii. After completion of the pre-qualification / registration process of such subsidiary, the firm shall be eligible to participate in the normal bidding process and the technical and financial capability of their international facility shall be considered upon an Undertaking from their parent company for support in execution of the order. However, the manufacturer shall have to arrange type testing as per NTDC relevant Specifications and Policy.

iii. The warranty period in this case shall be twice as that required by bidding document.

iv. Upon Completion of one-year successful operational experience or 15 moths of the delivery of the material, the subsidiary can take part in the regular bidding process.

v. In case of successful delivery of the first order and type/ routine testing to the satisfaction of the Engineer as per NTDC type test policy/relevant specifications, the subsidiary will become eligible for award of further order in different category(ies) subject to fulfillment of the conditions stated above.

vi. *Type Testing of the equipment / material will be carried out as per latest NTDC's Type Test Policy and relevant IEC / ANSI/ ASTM etc. or any other applicable standard. In case of conflict between procedure given in NTDC's specifications or international standard, the provisions of the said standard shall be applicable until specifically mentioned in* *the document after getting consent / approval from Technical Committee of BoD (NTDC).*

GENERAL NOTES

i. The Purchaser / Employer reserves the right to exclude provision of Educational Order in any project keeping in view the availability of budget and financial resources.

ii. It will be the exclusive right of the Purchaser / Employer to place Educational Orders keeping in view its resources and it will not be claimed as a right by the local manufacturers. If there will be no requirement of the material, the Educational Orders will not be placed.

iii. The above said policy will only be applicable for tenders being financed under NTDC's own resources.

iv. Purchaser/ Employer also reserves the right to place educational orders to shortlisted/registered firms even without following normal bidding process.

v. Payment terms shall be decided at the time of award of contract.

vi. This is policy document which gives the general guidelines to the committee regarding pre-qualification of the manufacturers/manufacturers' facility. The detailed procedure/ plan/SOPs shall be chalked out during execution stage of this policy and proper approval shall be sought from the management.

vii. It will be made sure to use the material/ equipment on top priority basis so procured from new entrants/manufacturers. The names of the Green / Brown field project (s) where the material is to be allocated in future will be mentioned in Educational Order to ensure timely utilization of the material.

viii. MD NTDC shall be competent for placing Educational orders to local industry up-to Rs. 180 Million irrespective of number of Educational Orders beyond which approval of BoD NTDC would be required.

ix. The amendment to this SOP in whole or in parts is the sole discretion of NTDC.

x. In case of conflict of this policy with any law(s) of the country, the latter shall prevail.

xi. This Policy shall be subject to review by BoD (NTDC) on bi-annual basis.

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		18. Non-provision of information regarding beneficial owners on Annex-I as per PPRA SRO 592. 19. All participating bidders quote the same price against offered material. Such activity shall be considered under fraudulent practice and action will be initiated as per clause ITB 49 of the bidding document. Moreover, matter will be forwarded to Competition Commission of Pakistan for further strict action.

B. QUALIFICATION CRITERIA AND EXPERIENCE

2. General Experience	2.1	*Deleted.*
3. Contractual Experience	3.1	The bidder or its manufacturer, or any JV partner must have successfully completed at least one similar nature or higher capacity contract/ educational order; non-manufacturer bidders/JVs shall also provide a valid and current manufacturer's authorization for supply of goods to Pakistan under the tender. *Note: Supply record (copies of contract agreements or purchase orders along-with its GRN to ascertain the criteria duly signed and stamped shall be provided with the bid.*
4. Operational Certificate	4.1	The bidder/manufacturer/JV shall submit at least one (01) satisfactory performance (end-user) certificate of offered equipment with the bid or educational order of offered material along with its GRN/ Completion certificate and same must be in successful operation for at least one year (from the date of installation to be provided by the bidder from the concerned DISCO/NTDC).
5. Financial Criteria	5.1	Financial position of the bidder /manufacturer/JV shall be assessed during financial evaluation. **1. Financial Statements** The bidder/JV (both partners) should have sound financial status. In order to determine the same the bidder shall provide it's up to date financial statements i.e. audited balance sheet), income statement and cash flow statements, provide Income Tax Returns of FBR for the last consecutive 3 years to calculate AATO. **2. Average Annual Turnover (AATO)** The bidder should have an average Annual Turnover in the last consecutive 3 years 50% of the quoted price.