

**CREATIVE
ELECTRONICS
(PVT) LTD.**

C.E.Co/Marketing/2026/369

Date: July 13, 2026

The Chief Engineer MM,
IESCO, Islamabad.

Subject: **Pre-bid meeting for Tender Nos. 15, 16, 17 & 18 to be opened on 22-07-2026 for procurement of AMI Meters.**

Reference: Your letter No.5704-07 dated 08-07-2026

Dear Sir,

With reference to the subject cited above, an online pre-bid meeting was convened by your good office in the IESCO Conference Room on **09 July 2026 at 11:00 a.m.** under your chair, which was attended by representatives of various meter manufacturing companies along with the concerned officers of IESCO. The following points were discussed during the meeting for consideration and appropriate action by the concerned stakeholders:

1. Delivery Schedule and Prototype Approval

Engr. Mian Sultan Mahmood, Chief Executive Officer of M/s Creative Electronics (Pvt.) Ltd., pointed out that the tender stipulates mandatory prototype approval before commencement of supplies. Under the existing provisions of tender documents, the delivery period has been specified as **45/75 days** from the date of contract award for manufacturers already possessing prototype approval, whereas manufacturers required to obtain prototype approval have been allowed **120 days**.

He submitted that the prescribed timelines are not practically achievable because, although manufacturers may submit prototype samples within the stipulated period of 30 days, the testing and approval process depends upon the availability of testing slots and several other factors beyond the manufacturers' control, which may considerably delay the issuance of prototype approval. He further requested that the time allowed for submission of prototype samples should also be enhanced, as the proposed AMI meters are being developed for the first time and additional time would be required for product development, sample preparation and successful completion of in-house testing.

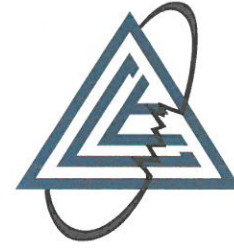
2. Enhancement of Delivery Period

Under the present procurement all components and raw materials are required to be imported afresh, and the import cycle alone requires approximately Ninety (90) days. Consequently, the prescribed delivery schedule is not practically achievable.

The Project Director, IESCO, endorsed the concerns raised by Engr. Mian Sultan Mahmood.

Signature
13/7/2026

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3. Interoperability Certification Fee

In response to a query, it was clarified that the interoperability certification fee shall be payable separately for PLC and GPRS communication systems. IESCO, however, suggested that manufacturers may obtain combined interoperability certification covering both PLC and GPRS systems in order to minimize the overall certification cost.

4. Establishment of IESCO Interoperability Laboratory

The Project Director, IESCO, informed the participants that IESCO is in the process of establishing its own interoperability testing laboratory. Accordingly, the present procurement shall be the last tender requiring interoperability certification from a third-party laboratory, while subsequent procurements shall utilize IESCO's own testing facilities.

Engr. Mian Sultan Mahmood suggested that the completion and commissioning of the interoperability laboratory may be outsourced to expedite its operation within 45 days.

5. Performance Guarantee

The requirement of **10% Performance Guarantee** is substantially higher than the prevailing practice adopted by the DISCOs for local procurements. The Performance Guarantee be reduced to **5%**, consistent with previous procurements. It is further requested that reasonable additional time be allowed for submission of the Performance Guarantee after issuance of the Letter of Intent (LOI).

6. Flexibility in Meter Dimensions

Engr. Touseef Aslam of M/s Creative Electronics (Pvt.) Ltd. sought clarification regarding permissible variation in meter dimensions among different manufacturers and reasonable flexibility in mechanical dimensions would be acceptable, as is the prevailing industry practice.

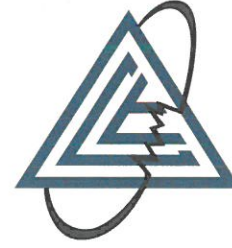
7. Applicability of IESCO Specifications During Inspection

Engr. Touseef Aslam sought clarification regarding the inspection process in the event that PPMC raises observations based upon specifications different from those incorporated in the IESCO bidding documents.

In response, IESCO clarified that any such issues would be resolved through mutual consultation. However, in the event of any conflict between the specifications of IESCO and PPMC, the specifications contained in the IESCO bidding documents shall prevail, and IESCO reserves the right to conduct its own inspection and acceptance process.

8. Conflict of Interest in Interoperability Testing

Engr. Touseef Aslam observed that M/s Kaifa, being a commercial competitor in the AMI meter market while simultaneously providing third-party interoperability testing services, presents a



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potential conflict of interest. He expressed concern that such an arrangement may result in excessive testing charges and unnecessary delays in certification.

IESCO acknowledged the validity of the observation and assured the participants that the matter would be examined appropriately.

Engr. Mian Sultan Mahmood further suggested that additional accredited laboratories should be enlisted to eliminate reliance upon a single testing facility and to avoid any monopolistic situation.

9. Price Preference for Local Value Addition

In response to a query raised by Engr. Mian Sultan Mahmood, IESCO clarified that price preference for local value addition shall be admissible in accordance with **SRO-827**.

Engr. Mian Sultan Mahmood further suggested that IESCO may arrange visit by its evaluation committee to the manufacturing facilities of local manufacturers and suppliers to physically verify the extent of local value addition and manufacturing capabilities, ensuring the quantum of in-house production of subject IESCO's meters enabling accurate assessment of %age eligibility of price preference, strictly in accordance with the provision of SRO.

10. Clarification on Acceptance of Black and White PDF Documents

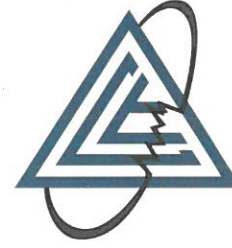
Please clarify whether bid documents may be uploaded in black and white PDF format to comply with the 10 MB per document upload limit in EPADS.

11. Price Clarification on Inclusion of 18% GST in EPADS Quoted Prices

Please clarify whether the prices to be quoted on EPADS should be inclusive of 18% GST.

12. In addition, we hereby submit the following technical clarifications in tabular form for your kind consideration and necessary clarifications:

S.#	Clause No.	Description	Queries	IESCO response
1	Mechanical Design (Page 400 of Three Phase meter tender with PLC module and page 356 of Three Phase meter tender with GSM communication Module)	Mechanical Design is flexible and IESCO will accept any other mechanical design fulfilling DDS, IEC or any other international standard fulfilling IESCO requirements.	IESCO specification: External Battery Slot clause 7.10 states that "The meter supports an external battery slot for CR2032 type, which is protected by terminal cover". Can a bidder propose battery slot at any other location instead of under terminal cover? Similarly, can a bidder use other type of batteries like ER14250?	



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2	IESCO specification: Terminal and Terminal Block 7.5.1	The terminal diameter size is 11+0.3/0mm. The type of wires can be solid cores, composite cores or stranded wires. The terminal block is suitable for cable sleeves, see the figure as below(unit:mm)	Can a bidder propose pressure plate type terminal design suitable for cable dia of 9.00 mm while the Terminals and Terminal Block complying all other IESCO's requirements mentioned in clause 7.5 of the specification?	
3	IESCO specification: Terminal and Terminal Block 7.5.2	The color of the terminal block is grey, and the material can pass a glow wire test at 960°C ± 10°C and duration of application is 30±1s.	Can a bidder propose other color like off-white for the terminal block instead of Grey while material will still be compliant to pass glow wire test as per IESCO's requirements.	
4	IESCO specification: LED Indicators 8.6.1	1: One Active Energy LED 2: One Reactive energy LED 3: One Green-color LED indicates the remote communication Status	We understand that IESCO requires minimum 3 LEDs but bidder can propose more than three LEDs like 1. For Active Energy, 2. For Reactive Energy, 3. For Relay Status, 4. For Alarms etc. Please confirm if our understanding is correct?	
5	IESCO specification: Terminal Cover 7.6	The color of the terminal cover is grey. The material can pass a glow wire test at 650°C ± 10°C and duration of application is 30±1s. The thickness of terminal cover is 2.5mm (±5%).	Can a bidder propose transparent Terminal cover instead of Grey with thickness of terminal cover 2 ~2.2mm while material of terminal cover complying glow wire and other requirements mentioned in IESCO's specification clause 7.6 ?	

Yours sincerely,

Engr. M. Ijaz Rabbani
Director CM&O

CC: General Manager, Creative Electronics (Pvt.) Ltd. Lahore.