

Ref: KSL/132 KV ZM-30/20561

Date: 27.07.2026

The Chief Executive Officer
PESCO Ltd.

Peshawar.

KSL
Khalifa Sons (PVT) Ltd
STEEL FABRICATED ITEMS
NON-FERROUS ALLOYS

Subject : TENDER NO. PMU/3 TO BE OPENED ON 11.08.2026 FOR
THE SUPPLY OF 132 KV ZM-1,ZM-30 & ZM-60 WITH
STUBS AND CLEATS AND LEG EXTENSIONS.

Dear Sir,

Reference to the subject tender we would like to invite your valuable attention towards the clause ITB 13.3(b) which has been modified by PESCO (copy attached) as under:

1- Contractual Experience Criteria

"The bidder/manufacturer shall demonstrate successful supply experience of 100% of the tendered quantity of similar material having similar or higher rating supplied to DISCO's/NTDC/PPMC/Wapda during last 5-years.

It is worthy to mention sir that the other DISCO's like LESCO don't bother for the above clause rather they have simplified it by facilitating the entry of new manufacturing firms (copy attached) where as in PESCO instead of easing the process, the clauses have been modified thus creating hindrances for the new entrants in this particular category of 132 KV.

2-Performance Criteria

I- The offered material by the bidder/manufacturer should have been in satisfactory operation for a continuous period of at least 3-yers in any DISCO/NTDC/Wapda prior to dead line for submission of bid.

II- In above context, at least two (02) satisfactory operational certificates shall be submitted with the bid from the end user. In LESCO tender opened in this month for 132 KV ZM-60 towers, only 01 satisfactory performance certificate was asked to be uploaded with bid (copies attached). So as per pattern of other DISCO's like LESCO, your good self is requested to kindly facilitate the other competitors in order to make the competition healthy and by removing the above mentioned unnecessary clauses induced thus favoring some firms. Hence the above mentioned clauses regarding 100% supplied of tendered quantity of store along with at least 02-nos of satisfactory operational certificates are requested to be modified with at least 01 No. of operational certificate from end use as per pattern of LESCO please.

Note:

The above modified clauses have been observed for the first time in PESCO.

Thanking You

Your Sincerely
For Khalifa Sons. (Pvt.) Ltd,



(Director)

C.C. The Chief Engineer (Dev.) PMU PESCO Peshawar for information.

(Head Office): KHOKHAR ROAD, BADAMI BAGH, LAHORE. PHONE: 37600152, 37600665 FAX: 37281556
UNIT NO.2: G.T. ROAD SHAH KHALID TOWN FEROZEWALA SHAHDRA. PHONE: 37960582, 37960583
Cell: 0333-4222605 E-mail: khalifa-sons123@HotMail.com

13.3 (b)

The qualification criteria required from Bidders in ITB 13.3(b) is modified as follows:

- a) To be qualified for award, the Bidder shall meet the experience, capability and adequacy of resources as per criteria delineated herein below:

1. Contractual Experience Criteria

The Bidder/Manufacturer shall demonstrate successful supply experience of 100% of the tendered quantity of similar material, having similar or higher rating, supplied to DISCOs/NTDC/PPMC/WAPDA/GENCOs during the last five (05) years, under either a single contract or multiple contracts. Details in this regard should be submitted in the prescribed format given in standard forms of Bidding documents.

The Bidder shall submit with the bid evidence duly stamped in this regard including inter alia copies (with English translation) of the contract agreement(s) and completion certificate(s)/delivery document(s) (bills of lading, inspection certificates etc.) for the contract(s). In case of JV, at least any one partner should fulfill the above mentioned experience pertaining to the individual's obligation (s) in respect of manufacturing or supplying as per JV agreement between the parties.

2. Manufacturing Experience Criteria

The manufacturer must have at least 5 years' manufacturing experience of tendered material having similar or higher rating. Details in this regard should be submitted in the prescribed format given in standard forms of Bidding documents.

The Bidder/manufacturer shall submit with the bid, copies (with English translation) of the contract agreement(s) and completion certificate(s)/delivery document(s) (bill(s) of lading, inspection certificate(s) etc.), duly notarized, for the contract(s). The Bidder is required to include with its Bid, documentation from the manufacturer of the goods, that it has been duly authorized to deliver, in Pakistan, the goods indicated in its Bid (In case the Bidder is not a Manufacturer).

3. Performance Criteria

- i. The offered material by the Bidder/Manufacturer/JV should have been in satisfactory operation for a continuous period of at least three years in any DISCO/NTDC/WAPDA/GENCO prior to deadline for submission of Bids.
- ii. In above context, at least two (02) satisfactory operational certificates shall be submitted with the bid from the end user(s) i.e. DISCOs/NTDC/WAPDA/GENCOs. of offered equipment/goods. The submitted operational certificate must indicate the name of the end user/client along with its contact address, phone numbers, fax numbers, web-site and e-mail addresses. The bidder must also submit with the bid the copies of contract agreements along with performance certificates (along with translation in English if original is in different language) for these supplies. Further, the summary of operational experience be provided as per standard forms of Bidding documents.

4. Supply Capacity

The manufacturer shall provide the following information with the Bid to establish its capacity/capability to execute the order.

- i. Manufacturing Capacity

	ii. Orders in hand iii.Expected orders in pipe line iv.Implementation schedule of the orders in hand The manufacturing capacity of the Bidder should be at least equal to the sum of orders in hand, expected orders in pipeline and this order (if placed on it). 5. <u>Financial Criteria of the Bidder</u> The Purchaser will take into account the following criteria to verify the financial qualification of the Bidder. i. The Bidder has an average annual, turnover in the last three years equal to or more than the Rs. 180.00 Million. The bidder's net worth calculated as a difference between total assets and total liabilities must be positive for last three years and must be submitted with the bid. (Information to be submitted in standard forms of Bidding documents. ii. In case of JV the (leading partner minimum 50% of AATO & remaining of other partner) has to have an average Annual Turnover in the last 3 years equal to or more than the 180.00 Million.
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Eligibility Criteria

Bidder's Type	Required Registration
Individual / Individual Consultant	NADRA CITIZENSHIP (CNIC/NICOP)
Sole Proprietorship	FBR (NTN)
Partnership Firm	FBR (GSTN)
Company (Private Limited)	
Company (Public Limited)	
Company (Holding Company)	
Company (Limited by Guarantee)	
State Owned Enterprise (Private Limited)	
State Owned Enterprise (Public Limited)	

Eligibility Criteria	Document
The bidder is required to upload organization formation Proof.	Yes
The bidder is required to upload an Undertaking of non-blacklisting, no conflict of interest and accuracy of information.	Yes




The bidder is required to upload registration/pre-qualification as suppliers/manufacturers with LESCO/DISCOs/NTDC/GENCOS or PPMC and registered with Income Tax & Sales Tax Departments on FCS basis (Delivery to Consignee's Store LESCO warehouse Chichokimallian District Sheikhpura).	Yes
The bidder/manufacture/JV shall upload at least one (01) satisfactory performance (end-user) certificate of each 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).	Yes
The bidder shall upload Valid Type Test Reports issued by designated lab(s) mentioned in NTDC revised type test policy (Amended-to-date) OR unconditional undertaking/confirmation duly signed and stamped by the bidder and supported by the manufacturer for fresh type tests duly with in delivery period and at bidder own cost as per type test Specification-Technical Provision of the bidding document.	Yes
The bidder shall upload technical data & drawings of each offered equipment and schedule of deviation (if any).	Yes
The bidder shall upload an Undertaking on non-judicial stamp paper of Rs.100 that "the bidder agreed/ will comply with all the clauses/conditions mentioned in the bidding documents" (If there is any deviation from any clause/condition, the bidder shall submitted/ upload the same on EPADS along-with undertaking. In case of non-provision of undertaking the bidder shall be considered as ineligible.	Yes

Evaluation Criteria

Eligible bidder(s) with substantially responsive bid(s) offering **Least Cost Based Selection (LCBS)** shall be consider for the award of contract(s).

Least Cost Based Selection (LCBS)





Evaluation Report

(Under Rule 35 of Public Procurement Rules, 2004)

Procuring Agency Name	LESCO
Procurement Title	Procurement of EA and ZM Tower
Procurement Reference Number	P46895
Procurement Type	Goods
Procurement Procedure	Single Stage-One Envelope
Evaluation Criteria	Least Cost Based Selection (LCBS)
Date & Time (Bid Closing)	Wednesday, July 1, 2026 10:00 AM
Date & Time (Bid Opening)	Wednesday, July 1, 2026 10:45 AM
No. of Bids Received	02
Report Preparation Date	Thursday, July 9, 2026 10:38 AM
Report Publish Date	Thursday, July 9, 2026 04:17 PM

BIDDER NAME	ELIGIBILITY	TECHNICAL EVALUATION	REMARKS UNDER 35(2) OF PUBLIC PROCUREMENT RULES, 2004
khalifa Sons Pvt Ltd Company (Private Limited)	Eligible	Qualified	
Spleen Manufacturing Pvt. Ltd Company (Private Limited)	Eligible	Qualified	

Items and Lots

EA 0+8 TYPE TOWER COMPLETE (WITH STUB AND CLEAT) (INDIVIDUAL ITEM)
UNSPSC: POWER TRANSMISSION STEEL TOWER

BID OFFER

Spleen Manufacturing Pvt. Ltd
Company (Private Limited)

6,751,960 

132KV ZM-60 TOWER WITHOUT STUB AND CLEAT (INDIVIDUAL ITEM)
UNSPSC: POWER TRANSMISSION STEEL TOWER

BID OFFER

khalifa Sons Pvt Ltd
Company (Private Limited)

12,827,368 

Spleen Manufacturing Pvt. Ltd
Company (Private Limited)

14,701,856

STUB AND CLEATS FOR 132KV ZM-60 TOWER (INDIVIDUAL ITEM)
UNSPSC: POWER TRANSMISSION STEEL TOWER

BID OFFER

khalifa Sons Pvt Ltd
Company (Private Limited)

939,712 

Spleen Manufacturing Pvt. Ltd
Company (Private Limited)

1,064,832

-  indicates most advantageous bidder for the particular item or lot.

Items/Lots

Items Without Lots :

Item	UNSPSC	Delivery Schedule	Quantity	Bid Security	Manufacturer / Dealer Authorization	Warranty
EA 0+8 Type Tower Complete (With Stub and Cleat)	Power transmission steel tower	Address: Deputy Manager LESCO Warehouse Chichuki Mallian Sheikhpura Schedule: 120 Days Quantity: 1	1	300000	Manufacturer Authorization form	18 Months
132KV ZM-60 Tower without stub and cleat	Power transmission steel tower	Address: Deputy Manager LESCO Warehouse Chichuki Mallian Sheikhpura Schedule: 120 Days Quantity: 4	4	302000	Manufacturer Authorization form	18 Months
Stub and Cleats for 132KV ZM-60 Tower	Power transmission steel tower	Address: Deputy Manager LESCO Warehouse Chichuki Mallian Sheikhpura Schedule: 120 Days Quantity: 16	16	22400	Manufacturer Authorization form	18 Months

Related Services of Goods: