

It is respectfully submitted that PESCO has published/uploaded the **Standard Bidding Document for the Procurement of Computer Media Items for MIS (Goods)** on the e-PADS portal. Upon detailed examination of the bidding document, it has been observed that several terms, conditions, and technical specifications appear to be restrictive in nature and are likely to favor a single bidder/manufacturer, thereby limiting fair and open competition.

Such restrictive provisions are inconsistent with the fundamental principles of public procurement, which require transparency, fairness, equal opportunity, and maximum competition to ensure value for public money. The inclusion of bidder-specific conditions has the potential to discourage the participation of other competent and qualified firms, ultimately reducing competition and resulting in unnecessary financial burden on the public exchequer.

It is, therefore, requested that each restrictive term, condition, and technical specification of the bidding document may be kindly reviewed and redesigned in accordance with the provisions and spirit of the PPRA Rules and Regulations. The bidding document should be made generic, fair, and non-discriminatory to encourage healthy competition among all eligible bidders, ensure transparency in the procurement process, and achieve the best value for government funds. Before outlining the specific observations, it is imperative that the eligibility criteria stipulated in the tender documents be reviewed and suitably revised to ensure fair and open competition, in accordance with the principles of transparency and value for public money. The proposed revisions are submitted below for consideration with a view to promoting healthy competition and safeguarding the government exchequer:

Eligibility criteria mentioned in the tender documents	Proposed eligibility criteria for healthy competition
Bidder participating as JV, must comply the Terms and conditions for a joint venture (JV) as outline in the Annexure section	The said clause is unnecessary and may be omitted.
Samples (01 No of each item) must be submitted 30 minutes before bid opening. In case of non-provision of samples, the bid shall be declared nonresponsive	The existing requirement is appropriate and requires no change.
Authorized Active Partnership Certificate /	It is pertinent to mention that FESCO has

Authorized Distributor Certificate for the quoted item/brand demonstrating an active authorization period of at least three (03) years	recently floated separate tenders for the procurement of the same categories of items, namely toner cartridges, maintenance kits, and Printronix printer ribbons. The eligibility criteria prescribed in those tender documents did not require bidders to submit an Authorized Active Partnership Certificate or Authorized Distributor Certificate, thereby ensuring wider participation and promoting fair competition in accordance with the spirit of the Public Procurement Rules. Furthermore, it is submitted that, in respect of Printronix printer ribbons, M/s Computer Marketing Company, Lahore is the sole authorized distributor in Pakistan. The said company has not participated in public procurement tenders for several years. Consequently, compliance with the requirement of an Authorized Active Partnership Certificate or Authorized Distributor Certificate is practically impossible for prospective bidders. There is also a significant risk that such certificates, if submitted by any bidder, may not be genuine or verifiable. Imposing this condition, therefore, serves no practical procurement purpose, unnecessarily restricts competition, and is likely to discourage otherwise capable and qualified bidders from participating, resulting in reduced competition and potential financial loss to the public exchequer. In view of the above, it is respectfully
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	requested that the requirement of an Authorized Active Partnership Certificate / Authorized Distributor Certificate may kindly be omitted from the eligibility criteria so as to ensure transparency, maximize competition, and secure the most economical and advantageous procurement in accordance with the PPRA Rules and the principles of fair public procurement in the most economical, transparent, and competitive manner in accordance with the PPRA Rules and Regulations .
The bidder (or its principal, i.e., Authorized Active Partner / Authorized Distributor) must provide a valid Manufacturer Authorization Letter (MAL) and OEM certificates issued and maintained for a continuous period of not less than three (03) years.	As discussed in detail above.
The bidder must have completed at least two (02) contracts in the last five (05) years of similar or higher-rated material/equipment, each covering at least 80% of the current tender quantity. Evidence such as Contract Agreements, Completion Certificates, Inspection Certificates, or Bills of Lading must be provided (with English translation, if applicable).	The existing requirement is appropriate and requires no change.
In case of JV/Consortium/Association, at least one partner must fulfill the above-mentioned experience criteria as per the JV/Consortium/Association Agreement.	The said eligibility condition is neither essential for determining the capability of bidders nor justified by the nature of the procurement. Its inclusion unnecessarily

Bidder participating individually shall upload an "NA" certificate.	restricts competition and is inconsistent with the spirit and objectives of the PPRA Rules, which mandate open, fair, and transparent competition to ensure value for public money.
Average Annual Turnover (AATO) during the last three (03) years equal to or greater than the bid price. Positive Net Worth for the last three (03) years.	The existing requirement is appropriate and requires no change.
In case of JV/Consortium, Lead Partner must have at least 50% of the AATO; remaining to be covered by other partner(s). Supporting financial documents shall be submitted. Bidder participating individually shall upload an "NA" certificate	The said eligibility condition is neither essential for determining the capability of bidders nor justified by the nature of the procurement. Its inclusion unnecessarily restricts competition and is inconsistent with the spirit and objectives of the PPRA Rules, which mandate open, fair, and transparent competition to ensure value for public money.
The bidder/JV must submit at least two (02) satisfactory performance certificates issued by DISCOs /NTDC /WAPDA /GENCOs /PPMC for similar materials/equipment. Each certificate must include client name, address, contact details, and confirm satisfactory operation. Copies of related Contract Agreements and Performance Certificates (with translation, if required) shall be attached.	The said eligibility condition is neither essential for determining the capability of bidders nor justified by the nature of the procurement. Its inclusion unnecessarily restricts competition and is inconsistent with the spirit and objectives of the PPRA Rules, which mandate open, fair, and transparent competition to ensure value for public money.
Declaration on the firm's letterhead confirming that the bidder/manufacture or JV has not been blacklisted or debarred by	Declaration on the firm's letterhead confirming that the bidder/manufacture or JV has not been blacklisted or debarred by

NTDC, WAPDA, DISCOs, GENCOs, any government department, or any other organization at the time of bid submission.	NTDC, WAPDA, DISCOs, GENCOs, any government department, or any other organization at the time of bid submission. The word "or JV" may be omitted.
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It is pertinent to mention that on 16th July, 2026, the following three tenders for the procurement of the same items were floated, as detailed below. These tenders witnessed healthy competition, with approximately six to eight bidders participating in each tender, demonstrating that fair and non-restrictive bidding conditions encourage wider participation and ensure competitive procurement.

Sr #	Item description	Tender No.	Qty	Bid Security (Rs.)
1	Toner for Printer HP Laser Jet Enterprise M806X	T/3112	1600	2000000
2	Ribbon for Line Printer OKI-8150 Part No. 09005591	T/3114-	75	120,000
	Ribbon for Line Printer Printronix P-8215 Part No. 259885-104		100	160,000
3	Maintenance Kit for Printer HP Laser Jet Enterprise M806X	T/3113	140	1200,000

It is added that the eligibility criteria mentioned in the above-mentioned tender document of FESCO is given below:

Bidder's Type	Required Registration
Individual / Individual Consultant	FBR (NTN)
Sole Proprietorship	FBR (GSTN)
Partnership Firm	
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
Bidder/Manufacturer will submit a certificate that the firm is not blacklisted/debarred from WAPDA /DISCOs /GENCOs /NTDC/ PPMC at present, otherwise, the bid will be declared as non- responsive	Yes
Bidder/Tenderer will submit a certificate that the firm is not involved in any litigation with FESCO at present. In case of any relief granted by the Court of Law, the certified copy of decision of court must be attached with the bid, otherwise, the bid is liable to be considered non-responsive	Yes
Rate per unit, FCS basis, inclusive of all taxes/duties & 0.5% Inspection Charges (non-reimbursable) and exclusive of Sales Tax. (PRICE SCHEDULE at Annexure must be attached here)	Yes
The tenderer must submit one (01) number sample of each item at the time of bid opening, failing which the bid shall be declared non-responsive. The FESCO reserves the right to carry out tests on these samples as part of evaluation. Low quality /	Yes

substandard material can be rejected irrespective of quoted rates	
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It is pertinent to mention that the bid security prescribed in the tender document, amounting to **PKR 15,930,000**, is disproportionately high and appears to be unreasonable in relation to the nature and value of the procurement. Such an excessive bid security creates an unnecessary financial barrier for prospective bidders, discourages the participation of otherwise competent and qualified firms, and restricts fair and healthy competition. Consequently, the condition tends to favour a particular bidder, which is inconsistent with the fundamental principles of economy, efficiency, transparency, fairness, and open competition envisaged under the Public Procurement Regulatory Authority (PPRA) Rules. The imposition of such a restrictive condition undermines the objective of obtaining maximum competition and best value for public money and, therefore, warrants immediate review and rationalization in accordance with the applicable PPRA Rules and Regulations.

In view of the foregoing submissions, it is respectfully requested that the suggestions made herein may kindly be given due consideration and the terms and conditions of the tender document may accordingly be revised to eliminate restrictive provisions, ensure transparency, and promote fair, open, and healthy competition in accordance with the PPRA Rules and Regulations. It is further requested that the bid submission deadline may also kindly be extended by allowing reasonable time after issuance of the revised tender document, thereby enabling all prospective bidders to participate in an equal footing.

Standard Bidding Document

T/3112-Purchase of Toner for Printer HP Laser Jet Enterprise M806X
(Goods)

National

Single Stage-One Envelope



June 26, 2026

*Material Management Directorate, FESCO (Faisalabad Electric Supply Company (FESCO)), Director
Office of Director (MM) FESCO, Abdullahpur., Faisalabad City, Faisalabad (District), Faisalabad Division
(Division), Punjab (Province).*

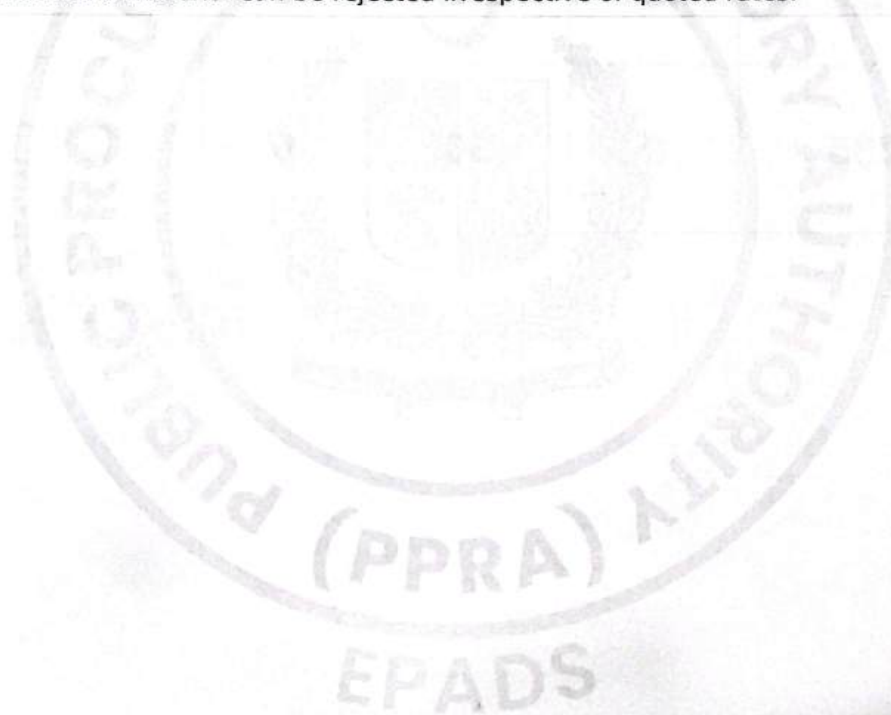
Phone: +92-370-180-0209, Email: mmmfesco@hotmail.com

Eligibility Criteria

Bidder's Type	Required Registration
Individual / Individual Consultant	FBR (NTN)
Sole Proprietorship	FBR (GSTN)
Partnership Firm	
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
Bidder/Manufacturer will submit a certificate that the firm is not black listed/debarred from WAPDA/DISCOs/GENCOs/NTDC/PPMC at present, otherwise, the bid will be declared as non-responsive.	Yes

Bidder/Tenderer will submit a certificate that the firm is not involved in any litigation with FESCO at present. In case of any relief granted by the Court of Law, the certified copy of decision of court must be attached with the bid, otherwise, the bid is liable to be considered non-responsive.	Yes
Rate per unit, FCS basis, inclusive of all taxes/duties & 0.5% Inspection Charges (non-reimbursable) and exclusive of Sales Tax. (PRICE SCHEDULE at Annexure must be attached here)	Yes
The tenderer must submit one (01) number sample of each item at the time of bid opening, failing which the bid shall be declared non-responsive. The FESCO reserves the right to carry out tests on these samples as part of evaluation. Low quality / substandard material can be rejected irrespective of quoted rates.	Yes



Standard Bidding Document

T/3113- Maintenance Kit for Printer HP Laser Jet Enterprise M806X
(Goods)

National

Single Stage-One Envelope



June 26, 2026

*Material Management Directorate, FESCO (Faisalabad Electric Supply Company (FESCO)), Director
Office of Director (MM) FESCO, Abdullahpur., Faisalabad City, Faisalabad (District), Faisalabad Division
(Division), Punjab (Province).*

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Eligibility Criteria

Bidder's Type	Required Registration
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Partnership Firm	
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
Bidder/Manufacturer will submit a certificate that the firm is not black listed/debarred from WAPDA/DISCOs/GENCOS/NTDC/PPMC at present, otherwise, the bid will be declared as non- responsive.	Yes

Bidder/Tenderer will submit a certificate that the firm is not involved in any litigation with FESCO at present. In case of any relief granted by the Court of Law, the certified copy of decision of court must be attached with the bid, otherwise, the bid is liable to be considered non-responsive.

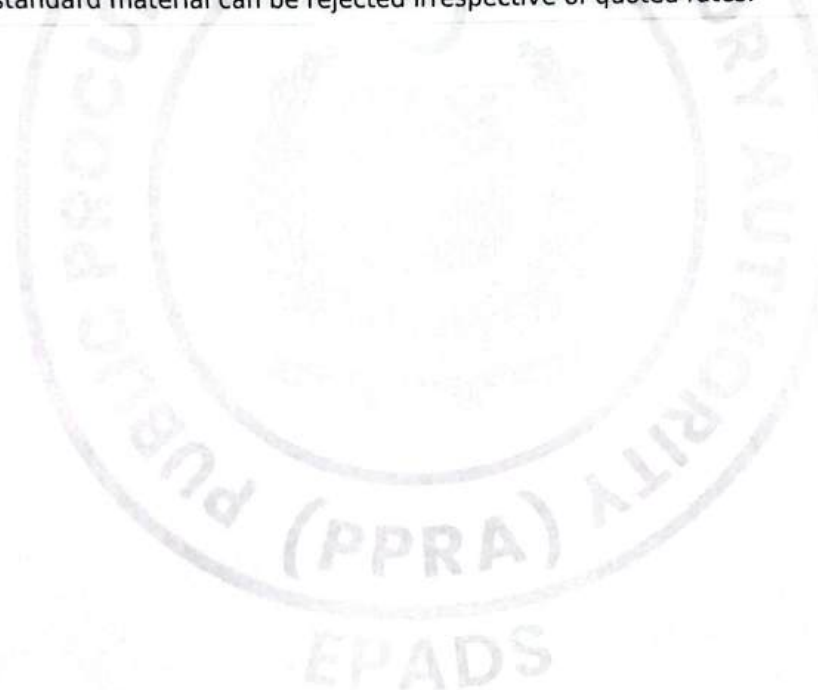
Yes

Rate per unit, FCS basis, inclusive of all taxes/duties & 0.5% Inspection Charges (non-reimbursable) and exclusive of Sales Tax. (PRICE SCHEDULE at Annexure must be attached here)

Yes

The tenderer must submit one (01) number sample of each item at the time of bid opening, failing which the bid shall be declared non-responsive. The FESCO reserves the right to carry out tests on these samples as part of evaluation. Low quality / substandard material can be rejected irrespective of quoted rates.

Yes



Standard Bidding Document

T/3114-Purchase of Ribbon for Line Printer
(Goods)

National

Single Stage-One Envelope



June 26, 2026

*Material Management Directorate, FESCO (Faisalabad Electric Supply Company (FESCO)), Director
Office of Director (MM) FESCO, Abdullahpur., Faisalabad City, Faisalabad (District), Faisalabad Division
(Division), Punjab (Province).*

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Eligibility Criteria

Bidder's Type	Required Registration
Individual / Individual Consultant	FBR (NTN)
Sole Proprietorship	FBR (GSTN)
Partnership Firm	
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
Bidder/Manufacturer will submit a certificate that the firm is not black listed/debarred from WAPDA/DISCOs/GENCOs/NTDC/PPMC at present, otherwise, the bid will be declared as non-responsive.	Yes

Bidder/Tenderer will submit a certificate that the firm is not involved in any litigation with FESCO at present. In case of any relief granted by the Court of Law, the certified copy of decision of court must be attached with the bid, otherwise, the bid is liable to be considered non-responsive.

Yes

Rate per unit, FCS basis, inclusive of all taxes/duties & 0.5% Inspection Charges (non-reimbursable) and exclusive of Sales Tax. (PRICE SCHEDULE at Annexure must be attached here)

Yes

The tenderer must submit one (01) number sample of each item at the time of bid opening, failing which the bid shall be declared non-responsive. The FESCO reserves the right to carry out tests on these samples as part of evaluation. Low quality / substandard material can be rejected irrespective of quoted rates.

Yes

