

Viper Technology (Pvt) Ltd.

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To:

The Chief Engineer (Material Management)
Lahore Electric Supply Company (LESCO)
22-A Queens Road
Lahore

CC:

- Managing Director, PPRA
- Secretary, Ministry of Information Technology & Telecommunication (MoITT)
- Secretary, Ministry of Industries & Production
- Special Investment Facilitation Council (SIFC)
- President, FPCCI
- Convener, FPCCI Central Standing Committee on IT

Subject: Representation Against Restrictive "International Brand" Eligibility Condition in Tender No. 4387 for Procurement of Desktop All-in-One Computers

Respected Sir,

We respectfully submit this representation regarding the eligibility criteria contained in Tender No. 4387 for the procurement of Desktop All-in-One Computers.

Upon review of the tender documents, it has been observed that the requirement for an "international brand" creates an unnecessary and restrictive eligibility condition which effectively excludes qualified Pakistani manufacturers and local OEMs from participating in the procurement process.

Public procurement should be based upon technical compliance, performance, warranty obligations, service capability, financial strength, and value for money. Restricting participation solely to international brands is not directly related to the technical requirements of the equipment and therefore limits fair competition.

PPRA Rules require procuring agencies to ensure fairness, transparency, economy, efficiency, and value for money in public procurement. Specifications should permit the widest possible competition and should not place otherwise qualified suppliers at a disadvantage. The rules specifically require that specifications shall not favor any particular supplier, brand, or country of origin.

The technical specifications of the tender are generally reasonable and can be fulfilled by both international and local manufacturers. However, the inclusion of the "international brand" requirement creates a non-technical barrier to participation.

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Pakistan today possesses capable technology manufacturers with:

- Local assembly and manufacturing capabilities.
- Nationwide support infrastructure.
- Qualified engineering teams.
- Proven public and private sector deployments.
- Warranty and after-sales support networks.

Viper Technology is one such Pakistani OEM with nearly three decades of industry experience, nationwide service infrastructure, local assembly capability, and recognized market presence in Pakistan.

6. Ambiguity of the "International Brand" Requirement

We respectfully submit that the term "international brand" itself is vague and does not necessarily establish quality, reliability, experience, or market standing.

A foreign company with only a few years of existence and limited presence in Pakistan may qualify as an "international brand," whereas a Pakistani manufacturer with decades of successful operations, nationwide service infrastructure, and proven deployments may be excluded solely on the basis of origin.

Furthermore, the tender already contains comprehensive qualification requirements relating to:

- Past project experience.
- Financial capability and annual turnover.
- Working capital and credit facilities.
- Human resource strength.
- Technical capability and support resources.

The tender requires bidders to demonstrate major project experience, financial strength, working capital, and organizational capability. Therefore, these conditions already ensure that only experienced and capable firms participate in the procurement process.

If the objective of the procuring agency is to ensure stability, reliability, and market presence, a more objective and transparent approach would be to require a minimum period of successful operations in Pakistan, such as 10 or 20 years, supported by evidence of project experience, customer references, service infrastructure, and financial capability.

Such a criterion would promote experience and reliability while ensuring fair competition among both local and international manufacturers.

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Accordingly, the requirement of an "international brand" appears unnecessary and restrictive, as the existing qualification criteria already adequately assess the capability and standing of participating firms.

Quality and reliability can adequately be ensured through objective criteria such as:

- Compliance with technical specifications.
- Warranty obligations.
- Service support capability.
- Past performance.
- Financial strength.
- Delivery capability.
- Technical certifications.
- Local support infrastructure.

In view of the above, we respectfully request that the words "international brand" be removed from the eligibility requirements and replaced with language such as:

"Any manufacturer, OEM, supplier, or authorized partner meeting the technical specifications, warranty requirements, qualification criteria, financial capability, and after-sales support obligations shall be eligible to participate."

Alternatively, if market standing is considered essential, the procuring agency may require a minimum period of successful operations and support presence in Pakistan, applicable equally to both local and international manufacturers.

Such an approach would promote open competition, ensure compliance with PPRA principles, encourage local manufacturing, support the Government of Pakistan's Made in Pakistan objectives, and provide better value for public funds.

We respectfully request that the tender conditions be reviewed and revised accordingly.

Regards,

Hammad Sheikh

Country Manager - Product

