

Viper Technology (Pvt) Ltd.

Innovista Indus, 1st Floor, Block-C,
Sunset Boulevard, DHA Phase II Ext.
Karachi-75500 Pakistan.
Phone: +92 33 11 11 00 20
E-mail: viper@viper.pk http: //www.viper.pk



To:

The Chairman
National Vocational & Technical Training Commission (NAVTTTC)

Copy To:

- Managing Director, PPRA
- Ministry of Information Technology & Telecommunication
- Special Investment Facilitation Council (SIFC)
- Grievance Redressal Committee (GRC), NAVTTTC

Subject: Strong Objection to Retention of Gartner Clause in Revised Tender and Request for Inclusion of Pakistan's OEM Brands

Dear Sir,

We are disappointed to note that despite our earlier grievance submitted under Rule 48 of the PPRA Rules, 2004, the revised tender continues to retain the restrictive **Gartner ranking** eligibility criterion. While the tender has been updated, the most discriminatory condition has unfortunately been left unchanged. This clause effectively requires bidders to offer brands that fall within Gartner's leading global rankings, thereby excluding Pakistan's own technology manufacturers regardless of their capability, market leadership, technical compliance, or nationwide support infrastructure.

The continued inclusion of this clause directly contradicts the vision repeatedly articulated by the **Honourable Prime Minister of Pakistan** to promote **Made in Pakistan**, strengthen local manufacturing, reduce imports, create employment, and encourage domestic industrial growth. It also runs contrary to the objectives of the **Special Investment Facilitation Council (SIFC)**, which has consistently emphasized local manufacturing, import substitution, industrialization, and investment in Pakistan's technology sector. Government procurement should reinforce these national priorities, not undermine them.

The Gartner clause is fundamentally flawed for this procurement. Gartner evaluates the global market, not the Pakistani market. Requiring a brand to be among the world's leading vendors has no relevance when the procurement is being carried out with Pakistani taxpayers' money for use within Pakistan. If NAVTTTC wishes to establish a quality benchmark, the criterion should be **Top 6 PC Brands in Pakistan according to IDC or another internationally recognized market research organization**, not the Top 6 brands globally.

Viper Technology (Pvt) Ltd.

Innovista Indus, 1st Floor, Block-C,
Sunset Boulevard, DHA Phase II Ext.
Karachi-75500 Pakistan.
Phone: +92 33 11 11 00 20
E-mail: viper@viper.pk <http://www.viper.pk>



According to IDC Pakistan market data, **Viper is the No. 1 PC brand in Pakistan**. Yet, under the current wording, Pakistan's leading local manufacturer is prevented from participating, while multinational brands automatically qualify. This is neither fair nor justifiable under any transparent procurement framework.

Viper Technology is fully capable of competing on merit. We welcome open competition based on technical specifications, quality, warranty, after-sales support, delivery capability, and price. We are confident in competing with any international brand on these parameters. However, introducing an unrelated global market ranking as an eligibility requirement unfairly blocks local manufacturers before the technical evaluation even begins, defeating the very purpose of competitive procurement.

We therefore once again request NAVTTC to amend the eligibility criteria by replacing the Gartner requirement with the following:

"Desktop and Laptop brands must be among the Top 6 PC Brands in Pakistan according to IDC or equivalent recognized market intelligence organization."

This simple amendment preserves quality standards while ensuring fair competition and providing equal opportunity to both multinational and Pakistani manufacturers.

We respectfully request that NAVTTC:

1. Remove the existing Gartner-based eligibility requirement from the tender.
2. Replace it with a Pakistan market-based benchmark, such as the Top 6 PC Brands in Pakistan according to IDC or an equivalent internationally recognized analyst.
3. Issue a corrigendum reflecting this amendment.
4. Extend the bid submission date to allow all eligible manufacturers sufficient time to participate following the corrigendum.

We sincerely hope NAVTTC will reconsider this matter in the national interest. Public procurement should encourage competition, deliver value for public money, and support Pakistan's own manufacturing industry, rather than unintentionally restricting it through criteria that have no relevance to the domestic market.

Yours sincerely,

Hammad Sheikh

Country Manager - Product