



# Railway Estate Development and Marketing Company (Pvt) Limited (REDAMCO)

## EXPRESSION OF INTEREST FOR PREQUALIFICATION OF TELECOM CONSULTING FIRMS

### **DEVELOPMENT OF NATIONAL OPTICAL FIBER ALONG PAKISTAN RAILWAYS TELECOM CORRIDOR**

Ministry of Railways (MoR) has envisaged a strategic plan to revamp Pakistan Railways (PR) operations. In line with that vision, Railway Estate Development and Marketing Company (Pvt) Limited (REDAMCO), a wholly owned subsidiary of Ministry of Railways has been mandated to undertake real estate projects through private sector participation, contemplating railways assets. PR has more than 11000Km of operational tracks and over 500 railway stations spanning across the country. This provides unique connectivity opportunities for Telecom operators.

PR is interested in partnering exclusively with licensed telecom operators of Pakistan for co-development of national optical fiber along Pakistan Railways Telecom Corridor on “**Revenue Sharing**” utilizing PR lands and passive infrastructure. In the contemplated model, Operator shall be expected to utilize the available PR OFC, deploy OFC along Telecom Corridor and install telecom optical/IP on PR stations. PR and selected Operator will share revenue generated through this national optical fiber corridor.

In pursuit of that vision, REDAMCO intends to Prequalify reputable telecom consultant firms/Consortia for “Feasibility Study, Planning & Design, Support in Policy & Regulatory Compliance, Business Modelling, Selection of Telecom Operator Partner, Implementation and Operation & Management and Transaction Advisory & Transaction Support Services” for REDAMCO national optical fiber along Pakistan Railways Telecom Corridor.

The interested Firms/Consortia can obtain prequalification documents from under mentioned office during office hours upon submission of written request and cash payment of Rs. 2000/- (non-refundable). Prequalification documents can also be downloaded from web site, [www.redamco.com](http://www.redamco.com) or PPRA’s website [www.ppra.org.pk](http://www.ppra.org.pk) for study purpose, however, for submission of prequalification request purchase of prequalification documents is necessary.

The prospective firms/consortia are required to submit their Prequalification Application, only on prescribed format, at the undermentioned address on or before **04<sup>th</sup> December 2023 up to 14:00 Hrs.** prequalification applications will be opened on the same date and venue at **14:30 Hrs** in the presence of representative of firms, who choose to witness.

Any further information can be obtained from the under signed during office hours.

**(Jawad Khan)**  
**Manager North**

1<sup>ST</sup> Floor, Corporate Office, Service Road (South), Sector I-11/1, Islamabad  
Telephone: 051-9278717-19  
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**GOVERNMENT OF PAKISTAN  
MINISTRY OF RAILWAYS**



Government of Pakistan

**Railway Estate Development and  
Marketing Company (Pvt) Limited (REDAMCO)**

**Expression of Interest (EOI)**

**PREQUALIFICATION OF TELECOM  
CONSULTING FIRMS  
FOR**

**FEASIBILITY STUDY, PLANNING & DESIGN, SUPPORT IN POLICY &  
REGULATORY COMPLIANCE, BUSINESS MODELLING, SELECTION OF  
TELECOM OPERATOR PARTNER, IMPLEMENTATION AND  
OPERATION & MANAGEMENT AND TRANSACTION ADVISORY &  
TRANSACTION SUPPORT SERVICES” FOR REDAMCO NATIONAL  
OPTICAL FIBER ALONG PAKISTAN RAILWAYS TELECOM CORRIDOR**

**Manager North**

1<sup>ST</sup> Floor, Corporate Office, Service Road (South), Sector I-11/1, Islamabad

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**04<sup>th</sup> December, 2023**

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## **1. INTRODUCTION**

### **1.1. Background / Context**

Ministry of Railways (MoR) has envisaged a strategic plan to revamp Pakistan Railways (PR) operations. In line with that vision, Railway Estate Development and Marketing Company (Pvt) Limited (REDAMCO), a wholly owned subsidiary of Ministry of Railways was established in 2012, registered with Securities and Exchange Commission Pakistan under Companies Ordinance Act 1984, it has been mandated to undertake real estate projects through public private partnership, contemplating PR lands and infrastructure.

PR has more than 11000Km of operational tracks and over 500 railway stations spanning across the country and provides unique connectivity opportunities for Telecom operators.

PR is interested in partnering exclusively with licensed telecom operators of Pakistan for co-development of national optical fiber along Pakistan railways Telecom Corridor on “Revenue Sharing” utilizing PR lands and passive infrastructure. In the contemplated model, Operator shall be expected to utilize the available PR OFC, deploy OFC along Telecom Corridor and install telecom optical/IP on PR stations. PR and selected Operator will share revenue generated through this national optical fiber corridor.

### **1.2. Objective of the Assignment**

In order to achieve the above objective, PR is interested in hiring services of reputable telecom consultancy firm which can bring technical and commercial expertise of the telecommunication sector in line with the extant legal framework, especially in the field of optical fiber and its associated business and assist PR in “Feasibility Study, Planning & Design, Support in Policy & Regulatory Compliance, Business Modelling, Selection of Telecom Operator Partner, Implementation And Operation & Management and Transaction Advisory & Transaction Support Services” for REDAMCO national optical fiber along Pakistan railways Telecom Corridor.

### **1.3. Broad Scope of Consultancy Services**

#### **1.3.1 Feasibility study & Evaluation:**

- Conduct a detailed study on railway tracks and stations to be made part of the national optical Fiber along Pakistan Railways Telecom Corridor and prepare a long-term master plan with phases/lots to ultimately cover complete PR tracks.

- Conduct detailed study of PR's existing optical Fiber cable and gather required data including but limited to alignment, spans, termination points, optical parameters etc.
- Conduct attenuation/PMD tests etc of the optical fiber (if required).
- Assessing PR's existing OFC from its potential business point view of leasing/licensing/concessioning on indeasfible right of use(IRU) to the telecom operator partner
- Conduct survey of stations with reference to establishment of telecom/IT rooms and gather data w.r.t space, power and environment.
- Conduct a comprehensive analysis of the specific requirements of railway including (communication, signalling, security, interfaces etc.) and future services such as Wi-Fi, IoT etc.

### **1.3.2 Financial Feasibility Analysis:**

- Conduct a comprehensive financial analysis to determine the feasibility of co-development and operating optical fiber telecom corridor.
- Provide detailed financial projections, including initial investment requirements, operating costs, revenue forecasts, and return on investment.
- Prepare a financial model/business case covering all related cost estimations for PR that includes the expenses associated with licensing (if any), site preparation, network operations, HR, tools and machinery etc. and considering revenue potential.

### **1.3.3 Planning & design**

- Recommend the most suitable optical Fiber technology, considering factors such as bandwidth requirements, scalability, and compatibility with existing IT/Telecom and railway systems.
- Design the optical Fiber cable, considering the unique challenges of railway environments, such as vibrations, temperature variations, and potential safety hazards.
- Design the Telecom/IT rooms considering standard space, power & environment specifications.

### **1.3.4 Regulatory Compliance:**

- Ensure that all necessary permits, licenses, and regulatory requirements are identified, and complete visibility is solicited to decision makers.
- Conduct detailed study on regulatory and policy compliance that govern the deployment of optical Fiber on PR alignment and compile recommendations.
- Support PR for acquiring specific license (if required) from relevant competent authority and prepare necessary documentation for licensing.

### **1.3.5 Risk Assessment and Mitigation:**

- Identify potential risks associated with the establishment and operation of national optical Fiber telecom corridor.
- Develop risk mitigation strategies to address challenges related to market fluctuations, regulatory changes, and other external factors.

### **1.3.6 Tendering for selection of telecom operator partner**

- Assist the railway in selecting telecom operator partner through an open and fair bidding process by preparation of RFP's, defining technical and commercial terms & conditions, evaluation of proposals, conducting bidder assessments, and negotiating contracts.

### **1.3.7 Project implementation support**

- Co-develop a project management plan that outlines timelines and milestones, and resource allocation. Ensure that the project adheres to the contractual timelines.
- Ensures quality deployment of OFC by the partner.
- Support PR to obtain any necessary regulatory approvals/license (If required) for the project.
- Identify potential risks and challenges associated with the project and devise mitigation strategies.
- Oversee the installation and testing of the optical Fiber network to ensure it meets the design specifications and safety standards.
- Support in site preparation in accordance with PR processes and IT/Telecom standards.
- Keep detailed records and provide regular progress reports to the railway management.
- Prepare provisional and final acceptance documents for optical fiber and site readiness.
- Provide the railway with comprehensive documentation, project summaries, and a formal handover of the completed optical fiber network.
- Develop a robust reporting and monitoring system to track key performance indicators (KPIs) that has the capacity to give real time visibility to stakeholders.
- Ensure transparency and accountability in the project's progress and outcomes.

### **1.3.8 Operational Planning:**

- Prepare process and procedures for operation and maintenance of OFC to meet the contractual SLA.
- Support in establishment of national network operation center for coordination, fault detection and ticketing system.
- Develop disaster recovery and business continuity plans to ensure network resilience in case of unforeseen events.
- Provide documentation for maintenance procedures and train railway personnel on network operation and maintenance.

### **1.3.9 Transaction Structuring:**

- Propose the transaction structure that is most appropriate with maximum benefits for PR.

- Analyse and co-develop mechanism for “revenue sharing model” and prepare its financial treatment including but not limited to declaration of quarterly revenue, payment terms, invoicing mechanisms, tax structure etc.

**1.3.10 Transaction Solicitation:**

- The Advisor shall be responsible for devising the most suitable transaction marketing strategy and advise & support REDAMCO in marketing the transaction.
- Advise REDAMCO on every stage of transaction, especially conducting road shows, value proposition conferences and pre bid meetings etc.

**1.3.11 Transaction Support:**

- The Advisor shall at every stage provide transaction support services to REDAMCO such as contract negotiations, contract effectiveness, program management, monitoring and evaluation, liaison, and coordination with stakeholders till the project gets operational as per the terms of the engagement with potential party(s).

Note: Detailed Scope of Services and Deliverables will be provided in the Request for Proposal (RFP) / Financial Proposal to be issued only to successful Applicant.

## **2. DEFINITIONS**

### **2.1. Applicant**

The Firm or consortia applying for the Prequalification for “Feasibility Study, Planning & Design, Support in Policy & Regulatory Compliance, Business Modelling, Selection of Telecom Operator Partner, Implementation And Operation & Management and Transaction Advisory & Transaction Support Services” for REDAMCO national optical fiber along Pakistan Railways Telecom Corridor.

### **2.2. Employer**

Railway Estate Development and Marketing Company (Pvt) Limited (REDAMCO)

### **2.3. Project / Assignment**

Feasibility Study, Planning & Design, Support in Policy & Regulatory Compliance, Business Modelling, Selection of Telecom Operator Partner, Implementation And Operation & Management and Transaction Advisory & Transaction Support Services” for REDAMCO national optical fiber along Pakistan Railways Telecom Corridor.

### **2.4. Application**

The Expression of Interest (EOI) / Prequalification Documents as submitted by the Applicant.

### **2.5. Request for Proposal (RFP) / Financial Proposal**

RFP / Financial Proposal refers to the Technical and Financial Proposals that shall be issued to the Applicant(s), which shall be declared prequalified through this EOI to participate in the selection process.

### **2.6. Contract Agreement**

Contract Agreement refers to the agreement, which shall be signed with successful Applicant(s), based on the RFP.

### **2.7. Lots**

Overall railway alignment shall be distributed into segments for OFC telecom corridor and are called Lots.

### **2.8. Similar Assignment**

Similar Project means Feasibility study, planning & design, support in policy & regulatory compliance, business modelling, tendering for selection of telecom operator partner, implementation/deployment and operation & management and transaction advisory & transaction support services in telecom industry specifically optical fiber and associated business.



### 3. INVITATION FOR PRE-QUALIFICATION

- (1) Chief Executive Officer (CEO), Railway Estate Development and Marketing Company (Pvt) Limited (REDAMCO), Islamabad invites Expression of Interest (EOI) for pre-qualification of Consultancy Firms / Joint Ventures (JV) for providing consultancy services for the assignment of Feasibility study, planning & design, support in policy & regulatory compliance, business modelling, tendering for selection of telecom operator partner, implementation/deployment and operation & management and transaction advisory & transaction support services for development of national optical fiber corridor along PR tracks.
- (2) Pre-qualification is open to Telecom Consulting Firms/Consortia registered with Securities and Exchange Commission of Pakistan (SECP)/Registrar of firms having requisite technical and managerial experience of providing such consultancy services.
- (3) The interested Firms/Consortia can obtain prequalification documents from under mentioned office during office hours upon submission of written request and cash payment of Rs. 2000/- (non-refundable). Prequalification documents can also be downloaded from web site, [www.redamco.com](http://www.redamco.com) or PPRA's website [www.ppra.org.pk](http://www.ppra.org.pk) for study purpose, however, for submission of prequalification request purchase of prequalification documents is necessary.
- (4) The prospective firms/consortia are required to submit their Prequalification Application, only on prescribed format, at the undermentioned address on or before **04th December, 2023 up to 14:00 Hrs.** prequalification applications will be opened on the same date and venue at 14:30 Hrs in the presence of representative of firms, who choose to witness.
- (5) Applications received late shall not be entertained.

**(Jawad Khan)**

**Manager North**

**1<sup>ST</sup> Floor, Corporate Office, Service Road (South), Sector I-11/1, Islamabad**

**Telephone: 051-9278717-19**

Emails [men@redamco.com](mailto:men@redamco.com)

## 4. INSTRUCTIONS TO THE APPLICANTS

### 4.1. Submission of Applications

- (1) Applications for pre-qualification (one original and one copy) must be received in sealed envelope to be delivered either by hand or through courier service to: -

**Jawad Khan**

**Manager North**

**1<sup>ST</sup> Floor, Corporate Office, Service Road (South), Sector I-11/1, Islamabad**

**Telephone: 051-9278717-19**

Emails [men@redamco.com](mailto:men@redamco.com)

Not later than **04<sup>th</sup> December, 2023 till 14:00 Hrs**

- (2) Applications shall be clearly marked “Application for pre-qualification for ‘Feasibility study, planning & design, support in policy & regulatory compliance, business modelling, tendering for selection of telecom operator partner, implementation/deployment and operation & management and transaction advisory & transaction support services for development of national optical fiber corridor along PR tracks.”.
- (3) The name and mailing address of the Applicant should be clearly marked on left hand side of the envelope.
- (4) The Applications should be in English language. Information in any other language shall be accompanied by its translation in English. Employer reserves the right for not qualifying any firm in case of non-compliance of this requirement.
- (5) Applicants must respond to all the questions and provide complete information as advised in this document. Lack of essential information may result in dis-qualification. However, the Employer may, at its discretion, request submission of any missing documents or additional documents.
- (6) In case of Joint Venture of two or more firms, please attach Joint Venture Agreement or Memorandum of Understanding (MOU) for forming the Joint Venture.
- (7) The Application should fully comply with the Instructions to Applicants, Forms, and Appendices etc. Non-compliance may lead to rejection of Applicant’s EOI for pre-qualification.

- (8) The Employer, if desired, may call specific pre-qualification of applicants for any other particular assignment. In this case, already pre-qualified firms shall be required to apply for pre-qualification again.

## **4.2. Pre-Qualification Criteria**

### **4.2.1. General**

Pre-qualification shall be based on the criterion given in succeeding paras regarding Applicant's experience, financial soundness and personnel capabilities as demonstrated by the Applicant's response in the Forms attached to this document. The Employer reserves the right to waive minor deviations, if these do not materially affect the capability of an Applicant to provide consultancy services. The experience and resources of any firm as sub-consultant shall not be taken into account in determining the Applicant's score as per qualifying criteria. However, experience of any applicant as Joint Venture partner or Consortium partner shall be considered. The broad criteria for pre-qualification shall be as under: -

<b>Sr. No.</b>	<b>Description</b>	<b>Marks (%)</b>
<b>1</b>	Experience of Similar Assignments	50
<b>2</b>	Team Capabilities /Key Professional Staff	40
<b>3</b>	Financial Capability / Position	10
<b>Total</b>		<b>100</b>

#### **4.2.1.1. Minimum Score required for pre-qualification**

Pre-qualification status shall be decided on the basis of Pass/Fail. The minimum overall score needed by an Applicant for prequalification is Seventy (70).

#### **4.2.2. Mandatory Requirements**

- i.** The Applicant (All members in case of JV) must be registered with Securities and Exchange Commission of Pakistan (SECP)/Registrar of firms. Proof of registration must be attached.
- ii.** The Applicant (All partner in case of JV) must be registered with Federal Board of Revenue (FBR) and must be on active tax payer list. Proof of registration with FBR and active tax payer status must be attached

- iii. The Firm (All partner in case of JV) must have not been blacklisted or debarred by any Government / Semi-Government Department, Autonomous Body, Authority or any attached department. An affidavit stating that firm is not blacklisted or debarred must be attached.
- iv. The overall experience of the Applicant (Lead Partner in case of JV) must be more than five years. (Documentary evidence must be attached).
- v. The Applicant (any of the partner in case of JV) must have successfully completed minimum three Similar Assignments (as defined in the definition).
- vi. Power of Attorney for Representative to sign the EOI Document
- vii. A member participating in one consortia is not eligible to apply through other consortia under the same bidding.

**4.2.3. Detailed Prequalification Criteria**

**4.2.3.1. Experience of Similar Assignments (Max Marks=50)**

Maximum five (05) completed Similar Assignment shall be considered for awarding score.

Two Similar Assignments	=	50 %
Three Similar Assignments	=	75 %
Four Similar Assignments	=	90 %
Five Similar Assignments	=	100 %

The Applicant must provide completion certificate or any other documentary evidence as a proof of completion of Similar Assignment. In the absence of certificate / proof, such assignments shall not be considered for evaluation. Certificate of substantial completion shall also be acceptable.

*(Please fill Form A-4, Consultant’s Experience, separately for each assignment)*

**4.2.3.2. Team Capabilities /Key Professional Staff (Max Marks=40)**

- (1) The Applicant must have in his employment, suitably qualified personnel to fill the key management and specialist positions which shall meet the specified criteria of experience provided in the relevant tables given below:

Sr. No.	Description	Max Marks	Qualification & Experience
1.	Team Leader	10	Master’s or preferably PhD in Electrical/Telecom/IT engineering or

Sr. No.	Description	Max Marks	Qualification & Experience
			management, Minimum 20 years' experience relevant projects including Feasibility Analysis, Design & planning, Tendering, Management, Business Model Development, Risk Assessment and Mitigation of large scale OFC networks. Must have served in executive role in private/public telecom organization in similar business.
2	Advisors	2X10	Master's or preferably PhD in Electrical/Telecom/IT/ engineering/ Computer Sciences or management, Minimum 15 years' experience relevant projects including Feasibility Analysis, Design & planning, Budgeting, Tendering, Management, Regulatory Compliance, Business Model Development, Risk Assessment and Mitigation of large scale OFC networks. Preferred to have served in executive experience in private/public telecom organization in similar business.
3.	Financial Expert	5	Qualification: MBA, CA, ACCA, CFA or equivalent. Minimum 10 years' experience of relevant projects including Transaction Advisory, PPP Projects, Business Planning & Financial Modeling.
3.	Planning expert	2X7.5	Qualification: Bachelor's in Electrical/Telecom/Computer engineering or relevant engineering degree (Valid PEC Registration is mandatory) Minimum 10 years relevant experience in similar projects including OFC Projects Design, Budgeting and implementation management, Operational Planning & Technology Integration, Knowledge of Contracts, Bidding Documents, BOQs, RFPs.

*(Please fill Form A-5, CV of Professional, separately for each expert)*

#### 4.2.3.3. Financial Capability / Position (Max Marks=10)

(Average turnover of last three financial years shall be considered)

More than or equal to Rs.20 Million = 100%

More than or equal to 10 but <20 = 80%

More than or equal to 5 but <10 = 60%

Less than Rs.5 Million = Zero

In case of JV, average of last three years of each partner will be summed up for evaluation.

*(Please fill Form A-6, Financial Information)*

#### **4.3. Updating Prequalification Information**

Applicant may be required to update the information of experience, personnel and any other information used for prequalification at the time of submitting their RFP, to confirm their continued compliance with the qualification criteria and verification of the information provided at the time of prequalification. RFP submitted by the Applicant shall be rejected, if the Applicant's qualification thresholds are no longer met at the time of bidding.

#### **4.4. Participation in the Request for Proposal (RFP)**

Firms / JV that have been prequalified under this procedure shall only be issued RFP to participate in the selection process.

#### **4.5. Ownership of Prequalification Document**

All documents submitted by the Applicant in response of this invitation to prequalification shall become the property of the Employer. However, intellectual proprietary rights of the information contained in the application shall remain vested to the Applicant.

#### **4.6. Misconduct**

If an Applicant or any person on its behalf makes any attempt to canvass, solicit or approach any of the officials of the Employer in any matter relating to or arising out of this Application, its Application shall be liable for rejection besides taking other action(s) including debarring the Applicant in accordance with prevailing policies of Government of Pakistan and Pakistan Railways.

#### **4.7. Debarment Status**

As a prerequisite to participate in the prequalification process, the Applicant should not have been suspended or debarred by Government of Pakistan, Pakistan Engineering Council, Pakistan Procurement Regulatory Authority (PPRA), Pakistan Railways, any organization of Government of Pakistan or any agency in Pakistan or the country in which the Applicant's company is incorporated from participating in such public sector projects. A certificate to this effect shall be provided the Firms in case of single entity or all JV Partners in case of JV along with the pre-qualification Application.

#### **4.8. Full Compliance**

The Application shall comply fully in accordance with the 'Instructions to Applicants', Forms, Appendices etc. Non-compliance may render the Applicant disqualified.

#### **4.9. Amendment in Pre-Qualification Documents**

- (1) At any time, prior to deadline for submission of Applications, the Employer may amend the pre-qualification document by issuing addenda.
- (2) Any addendum issued shall be part of the prequalification documents and shall be uploaded on the websites (redamco.com, www.ppra.org.pk) to be downloaded by the prospective Applicants.
- (3) To give prospective Applicants reasonable time to take an addendum into account in preparing their Applications, the Employer may, at its discretion, extend the deadline for submission of Applications.

#### **4.10. Annulment of Pre-qualifications and Recalling of Application**

- (1) At any time during the pre-qualification process or after pre-qualification, the Employer can annul the pre-qualification and may recall the Applications. In such a case, the Employer shall not be liable for any expenses/claims of the Applicants who have submitted Applications for pre-qualifications or has been pre-qualified.
- (2) The Employer, if desired, may recall prequalification, without annulling the already qualified firms with a view to increase the competition. In such cases, already prequalified firms shall not be required to resubmit their Applications and shall stand prequalified.

**Annex-A: Letter of Application**

*[On Letterhead paper of the Applicant (Lead partner in case of JV) including full postal address, telephone no., fax no., and e-mail address]*

Date:.....

To:

**Manager North**

REDAMCO, 1<sup>ST</sup> Floor, Corporate Office,  
Service Road (South), Sector I-11/1, Islamabad  
Telephone: 051-9278717-19

Subject: **Consultancy Services for “Feasibility study, planning & design, support in policy & regulatory compliance, business modelling, tendering for selection of telecom operator partner, implementation/deployment and operation & management and transaction advisory & transaction support services” for development of national optical fiber corridor along PR tracks.**

Dear Sir,

1. Being duly authorized to represent and act on behalf of..... (hereinafter “the Applicant”), and having reviewed and fully understood all the prequalification information provided, the undersigned hereby applies to be considered to be prequalified as a Consultant for the subject assignment.
2. Attached to this letter are copies of original documents defining<sup>1</sup>:
  - (a) the Applicant's legal status;
  - (b) the principal place of business; and
  - (c) the place of incorporation
  - (d) J.V agreement or MOU *(if applicable)*
3. The Employer and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents and all the information submitted in connection with this Application, and to seek clarification from our bankers and clients regarding any financial and technical aspects.
4. The Employer and its authorized representatives may contact the following focal persons for

\_\_\_\_\_

<sup>1</sup> For applications by Joint Venture, all the information requested in the prequalification documents is to be provided separately for each partner of the Joint Venture. The lead partner should be clearly identified. Each partner in the Joint Venture shall sign the letter of Application.



further information, if needed.

S.No	Name and Designation	Telephone (office & cell)	Email
1			
2			

5. This application is made with full understanding that:

(a) Issuance of RFP / Financial Proposal to prequalified Applicants may subject to verification of all the information submitted for prequalification.

(b) Employer reserves the right to:

- (i) Amend the pre-qualification documents during pre-qualification process and these amendments shall be binding upon the Applicants;
- (ii) Annul the process of pre-qualification for which no liability will be accrued on the part of the employer.

*Applicants who are not applying as joint venture should delete para 6&7 and initial the deletions.*

6. Appended to this Application, we give details of the participation of each party, including personnel / resource contribution and profit/loss agreements, to the Joint Venture or association. We also specify in terms of the percentage of the value of the contract, and the responsibilities for providing consultancy services.

7. We confirm that in the event that we submit RFP / Financial Proposal, that RFP / Financial Proposal as well as any resulting contract will be.

- (a) signed by all the partners in JV so as to legally bind all partners, jointly and severally; and
- (b) submitted with a Joint Venture agreement / MOU providing the joint and several liabilities of all partners in the event the contract is awarded to us.

8. The undersigned declare that the statements made, and the information provided in the duly completed application is complete, true, and correct in all respect.

Signed	Signed
Name	Name
For and on behalf of (name of Applicant or Lead Partner of a Joint Venture)	For and on behalf of (name and signature of other partners of the Joint Venture)
Signed	Signed
Name	Name
For & on behalf of (Name & signature of other partners of Joint Venture)	For & on behalf of (Name & signature of other partners of Joint Venture)
Signed	Signed
Name	Name
Name	Name

**Application Form A-1: General Information**

All individual firms and each partner of a Joint Venture applying for prequalification are requested to complete the information in this form. Information regarding Nationality is also required to be provided for foreign owners or Applicants who are forming part of the Joint Ventures as required under the PEC Byelaws as a Partnership/Joint Venture.

1.	Name of Firm	
2.	Head Office Address	
3.	Telephone	Contact Person: Name: Title:
4.	Fax	Telex
5.	Place of Incorporation/Registration	Year of incorporation/registration
Nationality of Owners		
Name		Nationality
1.		
2.		
3.		
4.		

**Application Form A-2: Joint Venture Summary (if applicable)**

Names of all Partners of a Joint Venture	Percentage share (in terms of financial share) for this project	Broad specialization / area of services to be provided
1. Lead Partner		
2. Partner		
3. Partner		
4. Partner		

### **Application Form A-3: Consultant's Organization**

Please provide the following information for your firm/entity and each JV partner for this project.

- 1. Firm's Background and Achievements (minimum two pages)**
- 2. Organogram.**
- 3. List of professional Staff with Qualification and Experience.**
- 4. List of Similar Assignments completed.**
- 5. List of Similar Assignments in hand**

(In case of JV Please, provide above information for each JV partner)

**Application Form A-4: Consultant’s Experience**

(Completed Similar Assignments)

*[Using the format below, provide information on each assignment for which your firm, and each associate for this assignment, was legally contracted as a corporate entity or as one of the major companies within an association, for carrying out consulting services **similar to the ones requested under this Assignment.**] **Please fill separate Form for each Assignment***

Name of Firm who executed the assignment	
Assignment name:	Value of the Project (in Pak Rs):
Country: Location within country:	Duration of assignment (months):
Name of Client:	
Start date (month/year): Completion date (month/year):	Value of consultancy services provided by your firm under the agreement (in Pak Rs):
Name of associated Consultants, if any:	Percentage of input provided by associated Consultants:
Narrative description of the Assignment:	
Description of actual services provided by your staff within the assignment:	

Note: Completion / substantial completion certificate or any other documentary evidence must be attached. In the absence of said certificate, the project shall not be considered for evaluation.

**Application Form A-5: CV / Bio Data of Professionals**

1. **Name of Firm** [on which payroll said professional is]: \_\_\_\_\_

2. Name of Staff: \_\_\_\_\_

3. Title of field of expertise: \_\_\_\_\_

4. Date of Birth: \_Nationality: \_\_\_\_\_

5. Education:

Degree	Major/Minor	Institution	Date (MM/YYYY)

6. Membership of Professional Associations: \_\_\_\_\_

7. Other Training [*Indicate significant training only*]: \_\_\_\_\_

**8. Employment Record** [Starting with present position, list in reverse order every employment held by staff member since graduation, giving for each employment (see format here below): dates of employment, name of employing organization, positions held.]:

Employer	Position	From (MM/YYYY)	To (MM/YYYY)

09. Assignments Undertaken that best illustrates relevant experience

*[Among the assignments in which the staff has been involved, indicate the following information for those assignments that best illustrate staff capability to handle the assigned tasks]*

1) Name of Assignment: \_\_\_\_\_

Year: \_\_\_\_\_, Location: \_\_\_\_\_

Client: \_\_\_\_\_

Main project features: \_\_\_\_\_

Positions held: \_\_\_\_\_

Activities performed: \_\_\_\_\_

2) Name of Assignment: \_\_\_\_\_

Year: \_\_\_\_\_, Location: \_\_\_\_\_

Client: \_\_\_\_\_

Main project features: \_\_\_\_\_

Positions held: \_\_\_\_\_

Activities performed: \_\_\_\_\_

3) Name of Assignment: \_\_\_\_\_

Year: \_\_\_\_\_, Location: \_\_\_\_\_

Client: \_\_\_\_\_

Main project features: \_\_\_\_\_

Positions held: \_\_\_\_\_

Activities performed: \_\_\_\_\_

10. Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience. I understand that any willful misstatement described herein may lead to my disqualification or dismissal, if engaged.

Date: \_\_\_\_\_

[Signature of staff member or authorized representative]: \_\_\_\_\_

Full name of authorized representative: \_\_\_\_\_



**Application Form A-6 – Financial Information**

**Annual Turnover (Million Pak Rs)**

	<b>Name</b>	<b>1<sup>st</sup> Year</b>	<b>2<sup>nd</sup> Year</b>	<b>3<sup>rd</sup> Year</b>
Lead Partner				
Partner No. 1				
Partner No. 2				
Partner No. 3				
Partner No. 4				
	<b>Total</b>			

Please attach Last Three years audited reports to verify the Turnover.