



**NATIONAL INDUSTRIAL PARKS DEVELOPMENT
AND MANAGEMENT COMPANY**

REQUEST FOR PROPOSAL (RFP)

**HIRING OF ELECTRICAL CONSULTANT FOR SERVICES ON TECHNICAL,
FINANCIAL, COMMERCIAL AND LEGAL ASPECTS FOR SETTING UP 20 MW
POWER PLANT AT RACHNA INDUSTRIAL PARK FROM INCEPTION TILL
COMPLETION & OPERATIONS**

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HIRING OF ELECTRICAL CONSULTANT FOR SERVICES ON TECHNICAL, FINANCIAL, COMMERCIAL AND LEGAL ASPECTS FOR SETTING UP 20 MW POWER PLANT AT RACHNA INDUSTRIAL PARK FROM INCEPTION TILL COMPLETION & OPERATIONS

National Industrial Parks Development & Management Company (NIP) intends to construct Captive Power Plant on BOO basis based on gas, , coal or HFO, etc. at its Industrial park in Seikhupura. Reputed Consultants firms with relevant experience are invited to submit their technical and financial bids.

This Request for Proposals (RFP) consists of the following Parts:

- Part A – Terms and Conditions
- Part B – Scope of Work
- Part C – Selection Criteria
- Part D – Submission of Forms

Location of Power Project:

Rachna Industrial Park

Rachna Industrial Park (**RIP**) spread over an area of 178 acres is located in District Shiekhupura, 7.5 Km. off Lahore – Shiekhupura Road on the eastern bank of Upper Chenab Canal (UCC). RIP is at a distance of about 24 kilometers, from Lahore city centre.

Part A Terms and Conditions

This part of the RFP describes the terms and conditions for the submission of the proposal.

A.1 – Submission of Bids and all Communication or enquiries about this RFP must be made in writing.

A.2 – The interested firms are requested to submit their bids on date and time mentioned in advertisement. The Technical Bids would be opened on the same day.

A.3 - The Proposal shall comprise the documents and forms listed in Part D.

A.4 - Selection of Consultant shall be based on **“Quality cum Cost based Selection Method”**.

80% Quality
20% Cost

The Technical Proposal shall not include any financial information. A Technical Proposal containing financial information shall be declared non-responsive.

A.5 - An authorized representative of the Consultant shall stamp and sign the original submission letters in the required format for both the Technical Proposal & Financial Proposal and shall initial and stamp all pages of both. The authorization shall be in the form of a written power of attorney attached to the Technical Proposal.

A.6 - The signed Proposal shall be marked “ORIGINAL”, and its copies marked “COPY” as appropriate. All copies shall be made from the signed original. If there are discrepancies between the original and the copies, the original shall prevail.

The Technical Proposal shall be submitted in one original and two copies and Financial Bid in one original only.

A.7 – The original and all the copies of the Technical Proposal shall be placed inside a sealed envelope clearly marked “TECHNICAL PROPOSAL”, “[Name of the Assignment]”, reference number, name and address of the Consultant, and with a warning “DO NOT OPEN UNTIL [INSERT THE DATE AND THE TIME OF THE TECHNICAL PROPOSAL SUBMISSION DEADLINE.”

Similarly, the original Financial Proposal shall be placed inside a sealed envelope clearly marked “FINANCIAL PROPOSAL” followed by the name of the assignment, name and address of the Consultant, and with a warning “DO NOT OPEN WITH THE TECHNICAL PROPOSAL.”

A.8 - The sealed envelopes containing the Technical and Financial Proposals shall be placed into one outer envelope and sealed. This outer envelope shall bear the submission address, the name of the assignment, Consultant’s name and the address.

- A.9 - The Client shall open the Technical Proposal on same day after the deadline for their submission in the presence of bidders who wish to attend. The envelope containing the Financial Proposal shall remain sealed and securely stored.
- A.10 - The evaluation committee shall evaluate the Technical Proposals on the basis of their responsiveness to the RFP, applying the selection criteria and point system specified in Part C. Each responsive Proposal shall be given a technical score. A proposal shall be rejected at this stage if it does not respond to important aspects of the RFP or if it fails to achieve the minimum technical score indicated in Part C.

Only financial bids of Consultants who passed in Technical Evaluation would be opened.

The financial bids would be evaluated in following manner:

- i- Technical Bid Score: (Marks obtained by Firm / 100) * 80 =
- ii- Financial Bid Score: (M/B) * W =

Where

M → Minimum Bid

B → the bid

W → Weight (20)

Total Score = Technical Bid Score + Financial Bid Score

- A.11 - If an RFP is determined to be unclear or deficient in some aspects but these deficiencies are capable of being clarified or remedied, the evaluation committee may prepare a list of queries and provide these to Consultant with an opportunity to clarify or remedy its RFP. If the clarifications and amendments by the Consultant do not overcome the deficiencies, the evaluation committee may, at its sole and absolute discretion, decide to reject the Proposal.
- A.12 - At any time before the bid submission deadline, the Client may amend the RFP by issuing an amendment in writing. The amendment shall be sent to all Consultants and will be binding on them. The Consultants shall acknowledge receipt of all amendments in writing.
- A.13 - If the amendment is substantial, the Client may extend the bid submission deadline to give the Consultants reasonable time to take an amendment into account in their Proposals.
- A.14 - The Consultant shall submit a signed plus stamped and complete Proposal comprising the documents and forms. The submission shall be done by hand only.
- A.15 - The format of Agreement would be as per PEC Standard Consultancy Contract.
- A.16 - The initial contract is for a period of two years (24 months) which will be extended on the basis of performance / adequate deliverables and satisfaction of the employer. The selected Consultant will be responsible to supervise completion of works in agreed/specified time period. In case of delay, no payment will be made to the Consultant for supervision.
- A.17 –Financial bids of the technically qualified firms would be opened in the presence of bidders or their representative for which time and date shall be intimated in due

course. The firms are requested to submit their Technical & Financial Proposals / Bids along with the supporting material to the given address.

A.18 –RFP documents are also available on the website of NIP and PPRA. In case of downloading of the same documents from NIP website, the bidder should submit the nominated fee of RFP documents at the time of submission of bids (details are given in advertisement published in print media). No Bid will be accepted without nominated fee of Rs. 1500/- in the shape of Pay order in the name of National Industrial Parks Development and Management Company.

A.19 - NIP reserves the right to accept or reject any or all Proposals as per PPRA rules.

Sr. Manager (Projects)

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Part B Scope of Work

The scope of work includes the preparation of feasibility studies, project documentation, bidding process and implementation and commissioning of the project.

The Consultant shall be involved in the bidding process and final selection of investor / consortia for setting up 20 MW Power Plant on BOO basis at Rachna Industrial Park District Shiekhupura based on agro waste / municipal waste / coal or other alternate fuels like HFO. The consultant shall arrange all the legal documentation, contract agreements, and interaction with NEPRA, Utility Companies, Government Agencies and Acquisition of requisite NOCs for timely completion of the project.

The electricity generated by the captive power plant shall be provided to industries being set up in the industrial parks. This will ensure uninterrupted power supply to the resident industrialists.

The scope of work includes the preparation of feasibility studies, project documentation, bidding process and implementation and commissioning of the projects.

The Consultant shall undertake the following tasks for NIP for setting up power plant

1. Site Selection for power project
2. Preparation of Environment Impact Assessment and getting "NOC" from required agency, if required.
3. Preparation of Feasibilities Study based on, gas, coal, HFO etc. for selection of best fuel for Power Generation.
4. Feasibility study should be for up to 20 MW Power Plant. The study should also include gradual/ incremental increase of power supply production as per demand and start from 5 MW Power Plant
5. Field investigations, soil, Geo-tech, surveys etc as per requirement.
6. International & Local fuel market information, best possible coal specifications options
7. Recommend best fuel option for power generation and finalize the fuel specifications
8. Fuel logistics, estimated requirement, handling & storage facilities.
9. Plant / technical aspects.
10. Waste handling, water requirements and waste disposal issues.
11. Feasibility stage civil related design for structures and foundations
12. Preparation of Necessary process flow diagrams
13. Preparation of Electrical, instrumentation & controls, and mechanical aspects/ specifications.
14. Preparation of Man power requirement for plant O&M.
15. Preparation of Current power market & forecasts for future demand/ country planning
16. Dealing any issues related to interconnectivity with the system
17. Preparation of project cost estimates, economic, financial & sensitivity analysis etc.
18. Preparation of feasibility studies for coal fired and waste based power generation projects;
19. Preparation of financial models for power projects
20. Preparation and delivery of presentation and defense of Tariff Petitions for NEPRA;

21. Preparation, negotiation and finalization of Security Package Agreements;
22. Conduct complete pre-qualification and bidding process, not limited to preparation of bid documents, conducting prequalification process and subsequent recommendations, Financial and Technical bid evaluation as per PPRA rules, ranking criteria for selection of the developers/investors for development of power projects as per PPRA rules, making reports for pre-qualification, bid evaluation and where necessary;
23. Dealing with the lending institutions, government agencies and other related stake holders for all necessary approvals and other requirements.
24. Selection methodologies of BOO bidder with appropriate recommendations
25. Tender evaluation and reporting leading to award of contract including techno commercial negotiations
26. Documentation and complete processing of documentation till end product including but not limited to the following:
 - NEPRA – Generation License
 - Utility Companies
 - WAPDA
 - PPIB
27. Preparation of template for agreements and applicable documentation
28. Review of project design analysis comparison and recommendation for best available vs technologies submitted by BOO contractor
29. Risk analysis and all risk coverage documentation
30. All activities pertaining to the pre-commissioning and commissioning of plant which are as under:
 - Verification of construction drawings including civil, electrical and mechanical, process, instrumentation & control drawings
 - Inspection of procured material
 - Overseeing the erection of plant by the BOO contractor
 - Verification of installed works
 - Verification of submitted O&M manuals
 - Supervision successful test run
 - Supervision the successful commissioning activities including:
 - i. Pre-Fuel Loading test
 - ii. Fuel Loading Test
 - iii. Low Power Tests
 - iv. Power Tests
 - v. Contract Performance Documentation
31. Guidance to NIP on technical, financial, commercial and legal aspects till the completion and commissioning of the power projects.
32. To prepare and submit to NIP the Feasibility, EIA, Bidding Documents, Concession Agreements and other documents required by the Government for the power projects.
33. Dispute(s) Resolution at all levels if any.

Part C Selection Criteria

C.1 – Mandatory Requirements

1. The Consultancy Firm should have required Pakistan Engineering Council (PEC) up to date registration.
2. The Firm should have National Tax Number (NTN).
3. 25 years of experience in consultancy for setting up of power plants and power generation.

C.2 – Selection Criteria

The bidder must score at least an aggregate of 70 marks out of 100 for technical bids.

The Selection Criteria is based on the following:

S.No.	Criteria	Max. Marks
A	Profile of Firm	10 Marks
A.1	<p>Ownership and Organizational Structure of the firms including year of establishment. Full Name, Permanent Address, Telephone, Fax, Email with the following:</p> <ul style="list-style-type: none"> - Copy of updated valid PEC registration (2 Mark) - NTN Registration certificate and clearance certificate 3 years (2 Mark) - Audited Statement of Accounts and Annual turnover for the past 3 years (2 Mark) - Credit worthiness certificate issued by a scheduled bank(2 Mark) - Undertaking on judicial paper that the firm has never been blacklisted by any govt./semi Govt. organization or have been in litigation in the past. (2 Mark) 	
B	Experience and Past Performance of the Firm (Documentary Proof of each Projects is to be attached)	50 Marks
B1	List of preparation of feasibility studies for power generation projects in the last 25 years. (03 marks for each project ; maximum 12 marks)	12 Marks
B2	List of similar works completed during the past 25 years and similar works of power plants including the total cost of such works and cost of consultancy services received against those works with date of start and completion or expected date of completion. (03 marks for each project ; maximum 12 marks)	12 Marks

S.No.	Criteria	Max. Marks
B3	List of similar works of power plants in hand including the total cost of such works and cost of consultancy services received against those works with date of start and completion or expected date of completion. (03 marks for each project ; maximum 12 marks)	12 Marks
B4	List of preparation of financial models, negotiations with lending institutions, government agencies / other stake holders and finalization of security packages (2 marks for each project ; maximum 8 marks)	8 Marks
B5	List of preparations and defense of tariff petitions for NEPRA, preparations of bid documents, bid evaluations, ranking criteria, for selection of developers / investors / consortia for the development of power plants and guidance till the commissioning and completion of projects. (2 marks for each project ; maximum 6 marks)	6 Marks
C	Key Personnel Qualification Experience (Educational plus Experience certificates and CVs of Key Personnel is to be attached)	32 Marks
C1	Academic Qualification	16 Marks
	Bachelor degree in Electrical Engineering (3 Marks), Master Degree (01 Mark). 01 no. Senior Electrical Engineer 01 no. Senior Mechanical Engineer 01 no. Contract Engineer or Legal Expert 01 no. Financial Expert	
C2	Experience	16 Marks
	Number of Power Plant Projects with length of experience as mentioned in the establishment of power plants: (experience 10-15 year, 03 marks ; up to 20 years , plus 01 marks) 01 no. Senior Electrical Engineer 01 no. Senior Mechanical Engineer 01 no. Contract Engineer or Legal Expert 01 no. Financial Expert in relevant field	
D	Methodology	08 Marks
	Methodology to undertake implementation of power project to be established at Rachna Industrial Park and for implementation of power plants in other industrial parks	

Part D Submission Forms

This part of the RFP contains the following submission forms:

Form – 1: Information Form

Form – 2: Experience of Consultant

Form – 3: Format of Curriculum Vitae

Form – 4: Financial Proposal Submission Form

Form – 5: Summary of Cost

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INFORMATION FORM

1. Name of Consultant [Lead partner if association]:

· Address:

· Telephone No(s): _____

· Fax Number: _____

· E-mail Address: _____

· Registration No. with PEC along with Registered Office Address:

2. Description of consulting firm (ownership/organization):

3. Experience (Number of Years): _____

· Local/national: _____

· International: _____

·

Regional (within the country-details):

4. Name(s) and Address (es) of Associates, if a JV; their short description and description of their role in the JV/Association (proof of association or JV is to be attached at stamp paper):

5. Experience of the Consultant (on appended forms) during the past 25 years:

Specific (Power Plants Projects and allied facilities):

6. Attach Organization chart showing consultant's structure:

7. Attach Capital of consultant (Financial Statements for the latest two years).

- Subsidiaries and associates.
- Annual fee in the last five years in current index.
- Financial reference [name/address of bank(s)]

8. Attach Professional staff available for the assignment on the appended format for following positions:

9. Additional information:

Yours truly,

Name of Authorized Representative:

Position :

Date :

EXPERIENCE OF CONSULTANT

Relevant services carried out in the last 25 years which best illustrate qualification.

[NAME OF THE FIRM/CONSULTANT]

1. Name of Assignment :

2. Country :

3. Name of Client :

4. Address :

5. Start Date : Month/Year

6. Completion Date : Month/Year

7. Professional Staff Provided :

8. No. of Staff :

9. No. of Staff Months :

10. Approx: Value of Services :

11. Name of Other JV Firms :
(If any)
12. No. of Staff/Staff Months
Provided by the JV partner(s) :
13. Name/Position of Key Staff :
14. Description of Project :
15. Description of Services
Provided by the Firm

**FORMAT OF CURRICULUM VITAE
OF KEY STAFF**

1. The Discipline/ Expertise :
2. Name of the Firm :
3. Name of Nominee :
4. Date of Birth :
5. Years with the Firm :
6. Nationality :
7. PEC Registration/
Membership No. :
8. Key Qualifications : (Provide an outline of the nominee's
experience)
9. Academic Qualification :
10. Employment Record :
11. Languages and : (In speaking, reading and writing as

Degree of Proficiency

Excellent-Good-Fair-Poor)

12. Certification

I, the undersigned, certify that, to the best of my knowledge and belief, these bio-data correctly describes myself, my qualifications and my experience.

Signature:

Dated: day/month/year

FINANCIAL PROPOSAL SUBMISSION FORM

[Location, Date]

Name

We, the undersigned, offer to provide the consulting services for in accordance with your Request for Proposal (RFP) dated _____, and our Proposal (Technical and Financial Proposals). Our attached financial proposal is for the sum [Amount in words and figures].

Our Financial Proposal shall be binding upon us subject to the modifications resulting from contract negotiations, up to expiration of the validity period of the Proposal, i.e 90 days.

We understand you are not bound to accept any Proposal you receive.

We remain,

Yours sincerely,

Authorized Signature:

Name and Title of Signatory:

Name of Firm:

Address:

SUMMARY OF COSTS

SN	DESCRIPTION OF WORKS	AMOUNT (Rs)
1	Bidding Process for Power Plant for Rachna Industrial Park including all dispute(s) resolution if any	
2.	Evaluation and final selection of Investor/Consortia including all dispute(s) resolution if any	
3.	Completion of formalities with NEPRA, Utility Company, WAPDA, PPIB and other stakeholders including all dispute(s) resolution if any	
4.	Contract Agreements / Requisite Permissions including all dispute(s) resolution if any	
5.	Construction Supervision during implementation of Power Plant including all dispute(s) resolution if any	
6.	Successful commissioning and operations including all dispute(s) resolution if any	
Total		