

REQUEST FOR PROPOSAL
SELECTION OF
CONSULTANTING SERVICES
For
REVALIDATION OF HYDRO
POTENTIAL STUDY IN SINDH



Government of Sindh
Directorate of Alternative Energy
Energy Department

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Section 1:



**GOVERNMENT OF SINDH
DIRECTORATE OF ALTERNATIVE ENERGY
ENERGY DEPARTMENT**

No: DAE/Hydro/01/2025

Dated: 28th February, 2025

**REQUEST FOR EXPRESSION OF INTEREST (EOI)
(CONSULTING SERVICES – FIRM SELECTION)**

The Directorate of Alternative Energy (DAE), Energy Department, Government of Sindh intends to apply part of the proceeds for hiring consulting services for revalidate the Pre-Feasibility Study for Run of River Hydroelectric Power Project Site Analysis and Selection Report.

Description of the Assignment:

The Directorate of Alternative Energy (DAE), Energy Department, Government of Sindh is seeking services of a well reputed, top tier consulting firm(s) / consultants / organization / consortium for assignment is to revalidate the Pre-Feasibility Study for Run of River Hydroelectric Power Project Site Analysis and Selection Report carried out by ATKINS (available on website www.sindhenergy.gov.pk) in order to explore the potential of Hydro power in Sindh Province. The overall goal of the project is to revalidate the Pre-Feasibility Study for Run of River Hydroelectric Power Project Site Analysis and Selection Report carried out by ATKINS and update the report as per latest technology and trends. The Consulting firm shall plan, organize, coordinate, manage, and supervise its personnel and other essential resources required to complete the Project under the Contract with Directorate of Alternative Energy, Energy Department, Government of Sindh. Moreover, It will be the responsibility of the consulting firm to advise in all respects of the project, including undertaking of technology, data, designs, maps / drawings, financial costs/estimates, Environmental & social aspect, legal review, references, identifying the policy reforms, identifying the concerns of investors, and ensuring the bankability of the study.

Eligibility & Evaluation Criteria and Term of References (TORs) for the assignment Request for Proposal RFP document can be downloaded from www.sindhenergy.gov.pk and www.pprasindh.gov.pk

Method of Selection of Consultant: Quality and Cost Base Selection Method

Request for Proposal (RFP) Document:

Issuance: RFP document can be obtained from the date of publication to **17th March, 2025** downloaded from Sindh Public Procurement Regulatory Authority's website or Energy Department's website i.e. www.sindhenergy.gov.pk.

Submission: RFP completed in all aspects must be submitted on **17th march, 2025 till 12:00 pm**.

Opening: RFP will be opened on **17th march, 2025 till 01:00 pm**.

Place of Issuance, Submission, Inquiries & Opening:

Address: Energy Department, 3rd Floor, State Life, Building No. 3, Dr. Ziauddin Ahmed Road, Opp. CM House, Karachi.

Telephone Number: 02199207144, **Fax:** 02199206276

Terms & Conditions:

Under the following conditions Request for Proposals will be rejected:

- i. Conditional and telegraphic RFPs;
- ii. RFPs received after specified date and time;
- iii. RFPs submitted by black listed firms; and
- iv. Incomplete RFPs as per instructions given in RFP document

Validity Period: Ninety (90) days

Energy Department, Government of Sindh reserves the right to accept or reject any/ all applications in accordance with the provisions given in SPP Rules, 2010 (Amended 2019).

**DIRECTOR
Directorate of Alternative Energy**

Section 2: Instructions to Consultants

1. Definitions

- (a) “Procuring Agency (PA)” means the department with which the selected Consultant signs the Contract for the Services.
- (b) “Consultant” means a professional who can study, design, organize, evaluate and manage projects or assess, evaluate and provide specialist advice or give technical assistance for making or drafting policies, institutional reforms and includes private entities, consulting firms, legal advisors, engineering firms, construction managers, management firms, procurement agents, inspection agents, auditors, international and multinational organizations, investment and merchant banks, universities, research institutions, government agencies, nongovernmental organizations, and individuals
- (c) “Contract” means an agreement enforceable by law and includes General and Special Conditions of the contract.
- (d) “Data Sheet” means such part of the Instructions to Consultants that is used to reflect specific assignment conditions.
- (e) “Day” means calendar day including holiday.
- (f) “Government” means the Government of Sindh.
- (g) “Instructions to Consultants” (Section 2 of the RFP) means the document which provides shortlisted Consultants with all information needed to prepare their Proposals.
- (h) “LOI” (Section 1 of the RFP) means the Letter of Invitation sent by the procuring agency to the Consultant.
- (i) “Proposal” means the Technical Proposal and the Financial Proposal.
- (j) “RFP” means the Request For Proposal prepared by the procuring Agency for the selection of Consultants.
- (k) “Sub-Consultant” means any person or entity to whom the Consultant subcontracts any part of the Services.
- (l) “Terms of Reference” (TOR) means the document included in the RFP as Section 5 which explains the objectives, scope of work, activities, tasks to be performed, respective responsibilities of the procuring agency and the Consultant, and expected results and deliverables of the assignment.

2. Introduction

2.1 The Procuring agency named in the Data Sheet will select a consulting firm/organization (the Consultant) from those listed in the Letter of Invitation, in accordance with the method of selection specified in the Data Sheet.

2.2 The eligible Consultants (shortlisted if so) are invited to submit a Technical Proposal and a Financial Proposal, or a Technical Proposal only, as specified in the Data Sheet. The Proposal will be the basis for contract negotiations and ultimately for a signed Contract with the selected Consultant.

2.3 Consultants should familiarize themselves with rules / conditions and take them into account while preparing their Proposals. Consultants are encouraged to attend a pre-proposal conference if one is specified in the Data Sheet. Attending the pre-proposal conference is, however optional. Consultants may liaise with procuring agency's representative named in the Data Sheet for gaining better insight into the assignment.

2.4 Consultant will not sublet the Contract in any stage.

2.5 Consultants shall bear all costs associated with the preparation and submission of their proposals and contract negotiation. The Procuring Agency reserves the right to annul the selection process at any time prior to Contract award, without thereby incurring any liability to the Consultants.

2.6 Procuring Agency may provide facilities and inputs as specified in Data Sheet.

3. Conflict of Interest

3.1.1 Consultants are required to provide professional, objective, and impartial advice and holding the Procuring Agency interest paramount. They shall strictly avoid conflict with other assignments or their own corporate interest. Consultants have an obligation to disclose any situation of actual or potential conflict that impacts their capacity to serve the best interest of the Procuring Agency, or that may reasonably be perceived as having such effect. Failure to disclose said situations may lead to the disqualification of the Consultant or the termination of its Contract.

3.1.2 Without limitation on the generality of the foregoing, Consultants, and any of their affiliates, shall be considered to have a conflict of interest and shall not be recruited, under any of the circumstances set forth below:

(i) A consultant that has been engaged by the procuring agency to provide goods, works or services other than consulting services for a project, any of its affiliates, shall be disqualified from providing consulting services related to those goods, works or services. Conversely, a firm hired to provide consulting services for the preparation or implementation of a project, any of its affiliates, shall be disqualified from subsequently providing goods or works or services other than consulting services resulting from or directly related to the firm's consulting services for such preparation or implementation.

(ii) A Consultant (including its Personnel and Sub- Consultants) or any of its affiliates shall not be hired for any assignment that, by its nature, may be in conflict with another assignment of the Consultant to be executed for the same or for another Procuring Agency.

(iii) A Consultant (including its Personnel and Sub- Consultants) that has a business or family

relationship with a member of the Procuring Agency's staff who is directly or indirectly involved in any part of (i) the preparation of the Terms of Reference of the assignment,

(iv) the selection process for such assignment, or (iii) supervision of the Contract, may not be awarded a Contract, unless the conflict stemming from this relationship has been resolved.

Conflicting Relationships

3.2 Government officials and civil servants may be hired as consultants only if:

(i) They are on leave of absence without pay;

(ii) They are not being hired by the agency they were working for, six months prior to going on leave; and

(iii) Their employment would not give rise to any conflict of interest.

4. Fraud and Corruption

It is Government's policy that Consultants under the contract(s), observe the highest standard of ethics during the procurement and execution of such contracts. In pursuit of this policy, the Procuring Agency follows the instructions contained in Sindh Public procurement Rules 2010 which defines:

“corrupt and fraudulent practices” includes the offering, giving, receiving, or soliciting, directly or indirectly of anything of value to influence the act of another party for wrongful gain or any act or omission, including misrepresentation, that knowingly or recklessly misleads or attempt mislead a party to obtain a financial or other benefit or to avoid an obligation;

Under Rule 35 of SPPR2010, “The PA can inter-alia blacklist Bidders found to be indulging in corrupt or fraudulent practices. Such barring action shall be duly publicized and communicated to the SPPRA. Provided that any supplier or contractor who is to be blacklisted shall be accorded adequate opportunity of being heard”.

5. Integrity Pact

Pursuant to Rule 89 of SPPR 2010 Consultant undertakes to sign an Integrity pact in accordance with prescribed format attached hereto for all the procurements estimated to exceed Rs. 2.5 million. (Annex-A)

6. Eligible Consultants

6.1 If short listing process has been undertaken through REOI, as outlined under Rule 73 and 74 of SPPR2010 for the Contract(s) for which these RFP documents are being issued, those firms - in case of Joint Ventures with the same partner(s) and Joint Venture structure - that had been pre-qualified are eligible.

6.2 Short listed consultants emerging from request of expression of interest are eligible.

7. Eligibility of Sub- Consultants

A shortlisted Consultant would not be allowed to associate with Consultants who have failed to qualify

the short listing process.

8. Only one Proposal

Shortlisted Consultants may only submit one proposal. If a Consultant submits or participates in more than one proposal, such proposals shall be disqualified. Participation of the same Sub- Consultant, including individual experts, to more than one proposal is not allowed.

9. Proposal Validity

9.1 The Data Sheet indicates Proposals validity that shall not be more than 90 days in case of National Competitive Bidding (NCB) and 120 days in case of International competitive Bidding (ICB). During this period, Consultants shall maintain the availability of Professional staff nominated in the Proposal. The Procuring Agency will make its best effort to complete negotiations within this period. Should the need arise; however, the Procuring Agency may request Consultants to extend the validity period of their proposals. Consultants who agree to such extension shall confirm that they maintain the availability of the Professional staff nominated in the Proposal, or in their confirmation of extension of validity of the Proposal, Consultants may submit new staff in replacement, who would be considered in the final evaluation for contract award. Consultants who do not agree have the right to refuse to extend the validity of their Proposals.

9.2 Consultants shall submit required bid security along with financial proposal defined in the data sheet (which shall not be less than one percent and shall not exceed five percent of bid amount).

10. Clarification and Amendment in RFP Documents

10.1 Consultants may request for a clarification of contents of the bidding document in writing, and procuring agency shall respond to such queries in writing within three calendar days, provided they are received at least five calendar days prior to the date of opening of proposal. The procuring agency shall communicate such response to all parties who have obtained RFP document without identifying the source of inquiry. Should the PA deem it necessary to amend the RFP as a result of a clarification, it shall do so.

10.2 At any time before the submission of Proposals, the Procuring Agency may amend the RFP by issuing an addendum/ corrigendum in writing. The addendum shall be sent to all Consultants and will be binding on them. Consultants shall acknowledge receipt of all amendments. To give Consultants reasonable time in which to take an amendment into account in their Proposals the Procuring Agency may, if the amendment is substantial, extend the deadline for the submission of Proposals.

11. Preparation of Proposals

11.1 In preparing their Proposal, Consultants are expected to examine in detail the documents comprising the RFP. Material deficiencies (deviation from scope, experience and qualification of personnel) in providing the information requested may result in rejection of a Proposal.

11.2 The estimate number of professional staff months or the budget required for executing the assignment should be shown in the data sheet, but not both. However, proposal shall be based on the professional staff month or budget estimated by the consultant.

12. Language

The Proposal as well as all related correspondence exchanged by the Consultants and the Procuring Agency shall be written in English. However, it is desirable that the firm's Personnel have a working knowledge of the national and regional languages of Islamic Republic of Pakistan.

13. Technical Proposal Format and Content

13.1 While preparing the Technical Proposal, consultants must give particular attention to the following:

- (i) If a consultant considers that it does not have all the expertise for the assignment, it may obtain a full range of expertise by associating with individual consultant(s) and/or other firms or entities in a joint venture or sub-consultancy, as appropriate. The international consultants are encouraged to seek the participation of local consultants by entering into a joint venture with, or subcontracting part of the assignment to, national consultants.
- (ii) For assignments on a staff-time basis, the estimated number of professional staff-months is given in the Data Sheet. The proposal shall, however, be based on the number of professional staff-months estimated by the firm. For fixed-budget-based assignments, the available budget is given in the Data Sheet, and the Financial Proposal shall not exceed this budget.
- (iii) It is desirable that the majority of the key professional staff proposed be permanent employees of the firm or have an extended and stable working relationship with it.
- (iv) Proposed professional staff must, at a minimum, have the experience indicated in the Data Sheet, preferably working under similar geographical condition.
- (v) Alternative professional staff shall not be proposed, and only one curriculum vitae (CV) shall be submitted for each position.

13.2 The Technical Proposal shall provide the following information using the attached Standard Forms (Section 3):

- (i) A brief description of the consultant organization and an outline of recent experience on assignments (Section 3B) of a similar nature. For each assignment, the outline should indicate, inter alia, the profiles of the staff, duration of the assignment, contract amount, and firm's involvement.
- (ii) Any comments or suggestions on the Terms of Reference and on the data, a list of services, and facilities to be provided by the PA (Section 3C).
- (iii) The list of the proposed staff team by specialty, the tasks that would be assigned to each staff team member, and their timing (Section 3E).
- (iv) CVs recently signed by the proposed professional staff and the authorized representative submitting the proposal (Section 3F). Key information should include number of years working for the consultant and degree of responsibility held in various assignments during the last

(PA may give number of years as per their requirement) years.

(v) Estimates of the total staff input (professional and supportstaff; staff time) needed to carry out the assignment, supported by bar chart diagrams showing the time proposed for each professional staff teammember (Sections 3E and 3G).

(vi) A detailed description of the proposed methodology, work plan for performing the assignment, staffing, and monitoring of training, if the Data Sheet specifies training as a major component of the assignment (Section 3D).

(vii) Any additional information requested in the Data Sheet.

13.3 The Technical Proposal shall not include any financial information.

14. Financial Proposals

14.1 The Financial Proposal shall be prepared using the attached Standard Forms (Section 4). It shall list all costs associated with the assignment. All activities and items described in the Technical Proposal must be priced separately; activities and items described in the Technical Proposal but not priced, shall be assumed to be included in the prices of other activities or items.

15. Bid Security

15.1 Each bidder shall furnish, as part of his bid, at the option of the bidder, a Bid Security as percentage of bid price/estimated cost or in the amount stipulated in Bidding Data in Pak. Rupees in the form of *Deposit at Call/ Payee's order or a Bank Guarantee* issued by a Scheduled Bank in Pakistan in favor of the Procuring Agency valid for a period up to twenty eight (28) days beyond the bid validity date (***Bid security should 2% of the bid price/estimated cost SPP Rule 37.***)

15.2 Any bid not accompanied by an acceptable Bid Security shall be rejected by the Procuring Agency as non-responsive.

15.3 The bid securities of unsuccessful bidders will be returned upon award of contract to the successful bidder or on the expiry of validity of Bid Security whichever is earlier.

15.4 The Bid Security of the successful bidder will be returned when the bidder has furnished the required Performance Security, and signed the Contract Agreement (SPP Rule 37).

16. Taxes

16.1 The Consultant will be subject to all admissible taxes including stamp duty and service charges at a rate prevailing on the date of contract agreement unless exempted by relevant tax authority.

17. Submission, Receipt, and Opening of Proposals

17.1 Proposal shall contain no interlineations or overwriting. Submission letters for both Technical and Financial Proposals should respectively be in the format of TECH-1 of Section 3, and FIN-1 of Section 4. All pages of the original Technical and Financial Proposals will be initialed by an authorized representative of the Consultants (Individual Consultant). The authorization shall be in the form of a

written power of attorney accompanying the Proposal

17.2 All required copies of the Technical Proposal are to be made from the original. If there are discrepancies between the original and the copies of the Technical Proposal, the original governs.

17.3 The original and all copies of the Technical Proposal shall be placed in a sealed envelope clearly marked "TECHNICAL PROPOSAL" Similarly, the original Financial Proposal (if required under the selection method indicated in the Data Sheet) shall be placed in a sealed envelope clearly marked "FINANCIAL PROPOSAL" followed by name of the assignment, and with a warning "DO NOT OPEN WITH THE TECHNICAL PROPOSAL."

If the Financial Proposal is not submitted in a separate sealed envelope duly marked as indicated above, this will constitute grounds for declaring the Proposal non-responsive.

17.4 The Proposals must be sent to the address indicated in the Data Sheet and received by the PA no later than the time and the date indicated in the Data Sheet, or any extension to this date. Any proposal received by the PA after the deadline for submission shall be returned unopened. In order to avoid any delay arising from the postal or PA's internal despatch workings, Consultants should ensure that proposals to be sent through couriers should reach a day before the deadline for submission.

18. Evaluation of Technical Proposals

18.1 The evaluation committee shall evaluate the Technical Proposals on the basis of their responsiveness to the Terms of Reference, applying the evaluation criteria, sub-criteria, and point system specified in the Data Sheet. Each responsive Proposal will be given a technical score (St). A Proposal shall be rejected at this stage if it fails to achieve the minimum technical score indicated in the Data Sheet.

In the case of Quality-Based Selection, Selection Based on Consultant's Qualifications, and Single-Source Selection, the highest ranked consultant or firm selected on a single-source basis is invited to negotiate its proposal and the contract on the basis of the Technical Proposal and the Financial Proposal submitted.

Public Opening and Evaluation of Financial Proposals: (LCS , QCBS, and Fixed Budget Selection Methods Only)

18.2 After the technical evaluation is completed, the PA shall notify in writing Consultants that have secured the minimum qualifying marks, the date, time and location, allowing a reasonable time, for opening the Financial Proposals. Consultants' attendance at the opening of Financial Proposals is optional.

Financial proposals of those consultants who failed to secure minimum qualifying marks shall be returned unopened.

19. Evaluation of Financial Proposals

19.1 Financial Proposals shall be opened publicly in the presence of the Consultants' representatives who choose to attend. The name of the Consultants and the technical scores of the Consultants shall be

read aloud. The Financial Proposal of the Consultants who met the minimum qualifying mark will then be inspected to confirm that they have remained sealed and unopened. These Financial Proposals shall be then opened, and the total prices read aloud and recorded. Copy of the record shall be sent to all Consultants.

19.2 The Evaluation Committee will correct any computational errors. When correcting computational errors, in case of discrepancy between a partial amount and the total amount, or between word and figures the formers will prevail. In addition to the above corrections, activities and items described in the Technical Proposal but not priced, shall be assumed to be included in the prices of other activities or items.

19.3 In case of **Least Cost Selection LCS Method**, the bid found to be the lowest evaluated bid shall be accepted.

19.4 **In case of Quality and Cost Based Selection QCBS Method** the lowest evaluated Financial Proposal (Fm) will be given the maximum financial score (Sf) of 100 points. The financial scores (Sf) of the other Financial Proposals will be computed as indicated in the Data Sheet. Proposals will be ranked according to their combined technical (St) and financial (Sf) scores using the weights (T = the weight given to the Technical Proposal; P= the weight given to the Financial Proposal; T + P = 1) indicated in the Data Sheet: $S = St \times T\% + Sf \times P\%$. The firm achieving the highest combined technical and financial score will be invited for negotiations.

19.5 In the case of Fixed-Budget and Quality Based Selection, the Procuring Agency will select the firm that submitted the highest ranked Technical Proposal.

20. Negotiations

20.1 Negotiations will be held at the date and address indicated in the Data Sheet. The invited Consultant will, as a pre-requisite for attendance at the negotiations, confirm availability of all Professional staff. Failure in satisfying such requirements may result in the PA proceeding to negotiate with the next-ranked Consultant. Representatives conducting negotiations on behalf of the Consultant must have written authority to negotiate and conclude a Contract.

21. Technical negotiations

21.1 Technical Negotiations will include a discussion of the Technical Proposal, the proposed technical approach and methodology, work plan, organization and staffing, and any suggestions made by the Consultant to improve the Terms of Reference. The PA and the Consultants will finalize the Terms of Reference, staffing schedule, work schedule, logistics, and reporting. These documents will then be incorporated in the Contract as "Description of Services". Minutes of negotiations, which will be signed by the PA and the Consultant, will become part of Contract Agreement.

22. Financial negotiations

22.1 If applicable, it is the responsibility of the Consultant, before starting financial negotiations, to contact the local tax authorities to determine the tax amount to be paid by the Consultant under the Contract. The financial negotiations will include a clarification (if any) of the firm's tax liability, and

the manner in which it will be reflected in the Contract; and will reflect the agreed technical modifications in the cost of the services. Consultants will provide the PA with the information on remuneration rates described in the Appendix attached to Section 4 (i.e. Financial Proposal - Standard Forms of this RFP.

23. Availability of Professional staff/experts

23.1 Having selected the Consultant on the basis of, among other things, an evaluation of proposed Professional staff, the PA expects to negotiate a Contract on the basis of the Professional staff named in the Proposal. Before contract negotiations, the PA will require assurances that the Professional staff will be actually available. The PA will not consider substitutions during contract negotiations unless both parties agree that undue delay in the selection process makes such substitution unavoidable or for reasons such as death or medical incapacity. If this is not the case and if it is established that Professional staff were offered in the proposal without confirming their availability, the Consultant may be disqualified. Any proposed substitute shall have equivalent or better qualifications and experience than the original candidate and be submitted by the Consultant within the period of time specified in the letter of invitation to negotiate.

24. Award of Contract

24.1 After completing negotiations, the Procuring Agency shall award the Contract to the selected Consultant and within seven of the award of contract, Procuring Agency shall publish on the website of the Authority and on its own website, if such a website exists, the result of the bidding process, identifying the bid through procuring identifying number, if any and the following information, evaluation report, form of contract and letter of award, bill of quantity or schedule of requirement, as the case may be.

24.2 After publishing of award of contract consultant required to submit a performance security at the rate indicated in date sheet.

24.3 The Consultant is expected to commence the assignment on the date and at the location specified in the Data Sheet.

25. Confidentiality

Information relating to evaluation of Proposals and recommendations concerning awards shall not be disclosed to the Consultants who submitted the Proposals or to other persons not officially concerned with the process, until the publication of the award of Contract. The undue use by any Consultant of confidential information related to the process may result in therejection of its Proposal.

25. Proposal Evaluation

25.1 From the time the Proposals are opened to the time the Contract is awarded, the Consultants should not contact the PA on any matter related to its Technical and/or Financial Proposal. Any effort by Consultants to influence the PA in the examination, evaluation, ranking of Proposals, and recommendation for award of Contract may result in the rejection of the Consultants' Proposal.

Evaluators of Technical Proposals shall have no access to the Financial Proposals until the technical evaluation is concluded.

DATA SHEET

- 1.1 Name of the Assignment is: Revalidation of Hydro Potential Study in Sindh.
The Name of the Procuring Agency's (PA's) official (s): Mr. Mehfooz Ahmed Qazi.
Address: Directorate of Alternative Energy, Energy Department, Government of Sindh, 3rd floor, State Life Building # 3, Dr. Ziauddin Ahmed Road, Opposite CM house, Karachi, Pakistan.
Telephone: +92 21 99207132-34, Facsimile: +92 21 99206276. E-mail: _____
- 1.2 The method of selection is: Quality and Cost Based Selection Method
- 1.3 Financial Proposal to be submitted together with Technical Proposal: Yes
- 1.4 The PA will provide the following inputs and facilities: Pre-Feasibility Study for Run of the River Hydroelectric Power Project. Site Analysis and Selection Report by ATKINS dated 25th October 2012
- 1.5 The Proposal submission address is: Directorate of Alternative Energy, Energy Department, Government of Sindh, 3rd floor, State Life Building # 3, Dr. Ziauddin Ahmed Road, Opposite CM house, Karachi, Pakistan. Proposals must be submitted no later than the following date and time: **28th Feb, 2025 at 5:00 PM**
- 1.6 Expected date for commencement of consulting services **17th March, 2025** at Karachi, Pakistan
- 1.7 Proposals validity that shall not be more than 90 days in case of National Competitive Bidding (NCB) and 120 days in case of International competitive Bidding (ICB).
- 1.8 Clarifications may be requested not later than five days before the submission date. The address for requesting clarifications is: Directorate of Alternative Energy, Energy Department, Government of Sindh, 3rd floor, State Life Building # 3, Dr. Ziauddin Ahmed Road, Opposite CM house, Karachi, Pakistan. Telephone: +92 21 99207140 Facsimile: +92 21 99206276. **E-mail: directorgeneral@dgae.gos.pk**
- 1.9 The Proposal as well as all related correspondence exchanged by the Consultants and the Procuring Agency shall be written in English. However, it is desirable that the firm's Personnel have a working knowledge of the national and regional languages of Islamic Republic of Pakistan.
- 2.0 Shortlisted Consultants may associate with other shortlisted Consultants: Yes
- 2.1 The format of the Technical Proposal to be submitted is: FTP
- 2.2 Training is a specific component of this assignment: **No**
- 2.3 Amounts payable by the PA to the Consultant under the contract to be subject to local taxation, stamp duty and service charges, if applicable: **Yes**

- 2.4 Consultants to state local cost in the national currency (in case of ICB only): **Yes**
- 2.5 Consultant must have registration with relevant Tax agencies/authorities i-e FBR,SRB,EOBI and Rest on
- 2.6 Consultant must submit the original, and four copies & soft copy in PDF format of the Technical Proposal only, and the original of the Financial Proposal.
- 2.7 Evaluation Criteria:

S/No.	Category & Evaluation Criteria	Marks
A	Technical	
A1	<u>Experience</u>	<u>100</u>
A1.1	Specific experience of the Consulting firm and Sub-consultants working with public sector entities (e.g. PPIB / AEDB / GOS / PPDB / PEDO)	20
A1.2	Renewable Energy based Feasibility study projects: Equal to or above 10 projects = 100% marks 7 to 9 projects = 75% marks 4 to 6 projects = 50% marks Less than 4 projects = 25% marks	30
A1.3	Hydro based Feasibility studies for GoP/ GoS projects: Equal to or above 5 projects = 100% marks 3 to 4 projects = 75% marks Less than 3 project = 50% marks	50
A2	<u>Adequacy of the proposed methodology and workplan in responding to the Terms of Reference:</u>	<u>100</u>
A2.1	Understanding of the Assignment	40
A2.2	Technical approach and methodology. Will be graded as follows: Excellent = 100% Good = 75% Average = 50% Below Average = 25% Absent = 0%	30
A2.3	Workplan Will be graded as follows: Excellent = 100% Good = 75% Average = 50% Below Average = 25%	30

	Absent = 0%	
A3	<p>Organization structure</p> <p>Over 20 professionals = 60</p> <p>11 to 20 professionals = 40</p> <p>06 to 10 professionals = 20</p> <p><u>Additional marks:</u></p> <p>Offices established for over 05 years</p> <p>Offices in Karachi and other big cities of the country (like; Islamabad / Lahore / Quetta / Peshawar etc...)</p>	<p>60</p> <p>20</p> <p>20</p> <p>100</p>
A4	Key Experts	<u>100</u>
A4.1	<p>Project Director</p> <p>Minimum education: ME / Professional Engineer (PEC)</p> <p>Experience in power-sector is essential.</p>	20
A4.2	<p>Technical Expert / Civil Engineer</p> <p>Education: Master in relevant field</p> <p>Experience in power-sector is essential.</p>	10
A4.3	<p>Hydropower Engineer</p> <p>Education: Master in relevant field</p> <p>Experience in power-sector is essential.</p>	25
A4.4	<p>Hydrologist</p> <p>Minimum education: Master in relevant field</p> <p>Experience in power-sector is essential.</p>	15
A4.5	<p>Environmental / Social Expert</p> <p>Minimum education: Master in relevant field</p> <p>Experience in power-sector is essential.</p>	10
A4.6	<p>Financial Expert</p> <p>Minimum education: MBA/CFA/CA/ACCA/ACMA in Financial disciplines</p> <p>Experience in power-sector is essential.</p>	05
A4.7	Legal Expert: LLM / Bar at Law	10
A4.8	<p>Land Expert</p> <p>Experience in land-demarcation, identification and land-related issues in the Province of Sindh is essential.</p>	05
	Total	
	<u>Calculation of points for each Expert in the Project Team</u>	
	<p>(a) Education and qualifications</p> <p>Professional having qualification less than as specified above shall not be considered for evaluation. Equivalent qualification</p>	20%

	shall only be considered if it is nationally / internationally recognized as equivalent.	
	(b) Relevant experience 15 years or more = 100% 10 to less than 15 years = 80% 5 to less than 10 years = 50% Less than 5 years = 0%	40%
	(c) Hydro related projects 5 or more = 100% 3 to less than 5 = 75% 2 to less than 3 = 50% Less than 2 = 0%	40%
A	Total Technical Score = $(A1+A2+A3+A4) / 4$	
B	Financial Score $S_f = 100 \times F_m / F$ S _f = The financial score F _m = The lowest price F = The price of the proposal under consideration.	100
	Total Score	
	70% Technical (Score A) 30% Financial (Score B)	70% * Score A + 30% * Score B = Total Score

- 2.8 Expected date and address for contract negotiations: **30th April, 2025** | 3rd floor State Life Building # 3 Dr. Ziaddin Ahmed Road, Opp CM House Karachi
- 2.9 Successful consultant is required to submit performance security in form of pay order, demand draft or Bank Guarantee amounting to 5% of the contract amount.
- 3.0 Consultant undertake to Sign Integrity pact for the procurement, if the project cost exceed 2.5 million as per SPPRA rules & regulations.

Section 3: Technical Proposal Standard Forms.

FORM TECH-1. TECHNICAL PROPOSAL SUBMISSION FORM

[Location, Date]

To: [Name and address of PA]

Dear Sirs:

We, the undersigned, offer to provide the consulting services for [Insert title of assignment] in accordance with your Request for Proposal dated [Insert Date] and our Proposal. We are hereby submitting our Proposal, which includes this Technical Proposal, and a Financial Proposal sealed under a separate envelope¹.

We are submitting our Proposal in association with: [Insert a list with full name and address of each associated Consultant] ²

We hereby declare that all the information and statements made in this Proposal are true and accept that any misinterpretation contained in it may lead to our disqualification.

If negotiations are held during the period of validity of the Proposal, i.e., before the date indicated in the Data Sheet, we undertake to negotiate on the basis of the proposed staff. Our Proposal is binding upon us and subject to the modifications resulting from Contract negotiations.

We undertake, if our Proposal is accepted, to initiate the consulting services related to the assignment not later than the date indicated in the Data Sheet.

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

We remain,

Yours sincerely,

Authorized Signature [In full and initials]: _____

Name and Title of Signatory: _____

Name of Firm: _____

Address: _____

For FTP Only

FORM TECH-2. CONSULTANT'S ORGANIZATION AND EXPERIENCE

A - Consultant's Organization

[Provide here a brief (two pages) description of the background and organization of your firm/entity and each associate for this assignment.]

B - Consultant’s Experience

[Using the format below, provide information on each assignment for which your firm, and each associate for this assignment, was legally contracted either individually or 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. Use 20 pages.]

Assignmentname:	Approx.valueofthecontract (incurrentUS\$orEuro):
Country: Locationwithincountry:	Durationofassignment(months):
NameofPA:	TotalNoofstaff-monthsoftheassignment:
Address:	Approx.valueoftheservicesprovidedbyyour firmunder thecontract(incurrentUS\$ or Euro):
Start date (month/year):Completiondate(month/year):	Noofprofessionalstaff- monthsprovidedbyassociatedConsultants:
NameofassociatedConsultants,ifany:	Name of senior professional staff of your firminvolvedandfunctionsperformed(indicatemo stsignificant profiles such as ProjectDirector/Coordinator,TeamLeader):
NarrativedescriptionofProject:	
Descriptionofactuaiservices providedbyyourstaffwithinthearrangement:	

Firm’sName: _____

ForFTP Only

FORM TECH-3. COMMENTS AND SUGGESTIONS ON THE TERMS OF REFERENCE AND ON COUNTERPART STAFF AND FACILITIES TO BE PROVIDED BY THE PA

A- On the Terms of Reference

[Present and justify here any modifications or improvement to the Terms of Reference you are proposing to improve performance in carrying out the assignment (such as deleting some activity you consider unnecessary, or adding another, or proposing a different phasing of the activities). Such suggestions should be concise and to the point, and incorporated in your Proposal.]

B-OnCounterpartStaffandFacilities

[Comment here on counterpart staff and facilities to be provided by the PA according to Paragraph Reference 1.4 of the Data Sheet including: administrative support, office space, local transportation, equipment, data, etc.]

**FORM TECH-4. DESCRIPTION OF APPROACH, METHODOLOGY AND
WORK PLAN FOR PERFORMING THE ASSIGNMENT**

(For small or very simple assignments the PA should omit the following text in *Italic*)

[Technical approach, methodology and work plan are key components of the Technical Proposal. You are suggested to present your Technical Proposal (50 pages, inclusive of charts and diagrams) divided into the following three chapters:

- a) Technical Approach and Methodology,
- b) Work Plan, and
- c) Organization and Staffing,

a) *Technical Approach and Methodology.* In this chapter you should explain your understanding of the objectives of the assignment, approach to the services, methodology for carrying out the activities and obtaining the expected output, and the degree of detail of such output. You should highlight the problems being addressed and their importance, and explain the technical approach you would adopt to address them. You should also explain the methodologies you propose to adopt and highlight the compatibility of those methodologies with the proposed approach.

b) *Work Plan.* In this chapter you should propose the main activities of the assignment, their content and duration, phasing and interrelations, milestones (including interim approvals by the PA), and delivery dates of the reports. The proposed work plan should be consistent with the technical approach and methodology, showing understanding of the TOR and ability to translate them into a feasible working plan. A list of the final documents, including reports, drawings, and tables to be delivered as final output, should be included here. The work plan should be consistent with the Work Schedule of Form TECH-8.

c) *Organization and Staffing.* In this chapter you should propose the structure and composition of your team. You should list the main disciplines of the assignment, the key expert responsible, and proposed technical and support staff.]

FORMTECH-5.TEAMCOMPOSITIONANDTASK ASSIGNMENTS

•

ProfessionalStaff				
NameofStaff	Firm	Areaof Expertise	PositionAssigned	TaskAssigned

FORM TECH-6.CURRICULUM VITAE (CV)FOR PROPOSEDPROFESSIONALSTAFF

1. **Proposed Position** [*onlyonecandidateshallbenominatedforeachposition*]: _____

2. **Nameof Firm**[*Insertnameoffirmproposing thestaff*]: _____

3. **Nameof Staff**[*Insertfullname*]: _____

4. **Dateof Birth**: _____ **Nationality**: _____

5. **Education**[*Indicate college/university and other specialized education of staff member, giving names ofinstitutions,degreesobtained,anddatesofobtainment*]: _____

6. **MembershipofProfessionalAssociations**: _____

7. **OtherTraining**[*Indicatesignificanttraining sincedegreesunder5- Educationwereobtained*]:

8. **Countriesof WorkExperience**: [*Listcountrieswherestaffhasworked in thelastten years*]:

9. **Languages**[*Foreach languageindicateproficiency:good,fair,orpoorin speaking,reading,andwriting*]:

10. **EmploymentRecord**[*Startingwithpresentposition,listinreverseordereveryemploymentheldbystaffmember since graduation, giving for each employment (see format here below): dates of employment, name ofemploying organization,positionsheld.*]:

From[*Year*]: _____ To[*Year*]: _____

Employer: _____

Positionsheld: _____

<p>11. Detailed Tasks Assigned</p> <p><i>[List all tasks to be performed under this assignment]</i></p>	<p>12. Work Undertaken that Best Illustrates Capability to Handle the Tasks Assigned</p> <p><i>[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 tasks listed under point 11.]</i></p> <p>Name of assignment or project: _____</p> <p>Year: _____</p> <p>Location: _____</p> <p>PA: _____</p> <p>Main project features: _____</p> <p>Positions held: _____</p> <p>Activities performed: _____</p>
--	--

13. Certification:

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

_____ Date: _____

[Signature of staff member or authorized representative of the staff] Day/Month/Year

Full name of authorized representative: _____

FORM TECH-7.STAFFING SCHEDULE¹

N°	Name of Staff	Staff input (in the form of a bar chart) ²													Total staff-month input	
		1	2	3	4	5	6	7	8	9	10	11	12	n	Home	Field ³

Foreign

1		[Home]															
		[Field]															
2																	
3																	
n																	
Subtotal																	

Local

1		[Home]														
---	--	--------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

n													

- 1 Indicate all main activities of the assignment, including delivery of reports (e.g.: inception, interim, and final reports), and other benchmarks such as PA Approvals. For phased assignments indicate activities, delivery of reports, and benchmarks separately for each phase.
- 2 Duration of activities shall be indicated in the form of a bar chart.

FORM FIN-1. FINANCIAL PROPOSAL SUBMISSION FORM

[Location, Date]

To: [Name and address of PA] Dear Sirs:

We, the undersigned, offer to provide the consulting services for [Insert title of assignment] in accordance with your Request for Proposal dated [Insert Date] and our Technical Proposal. Our attached Financial Proposal is for the sum of [Insert amount(s) in words and figures¹].

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. before the date indicated in Paragraph Reference 1.12 of the Data Sheet.

Commissions and gratuities paid or to be paid by us to agents relating to this Proposal and Contract execution, if we are awarded the Contract, are listed below²:

Name and Address of Agents	Amount and Currency	Purpose of Commission or Gratuity
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

Yours sincerely,

Authorized Signature [In full and initials]:

Name and Title of Signatory: _____

Name of Firm: _____

Address: _____

- 1 Amounts must coincide with the ones indicated under Total Cost of Financial proposal in Form FIN-2.
- 2 If applicable, replace this paragraph with: "No commissions or gratuities have been or are to be paid by us to agents relating to this Proposal and Contract execution."

FORM FIN-2: SUMMARY OF COSTS

Item	Costs	
	<i>Indicate Foreign Currency</i>	<i>Indicate Local Currency</i>
Total Costs of Financial Proposal ²		

- 1 Indicate between brackets the name of the foreign currency. Maximum of three currencies; use as many columns as needed, and delete the others.
- 2 Indicate the total costs excluding local taxes to be paid by the PA in each currency. Such total costs must coincide with the sum of the relevant Subtotals indicated in all Forms FIN-3 provided with the Proposal.

FORM FIN-3. BREAKDOWN OF COSTS BY ACTIVITY¹

Group of Activities (Phase): ²	Description: ³			
	Costs			
Cost component	[Indicate Foreign Currency #1] ⁴	[Indicate Foreign Currency #2] ⁴	[Indicate Foreign Currency #3] ⁴	[Indicate Local Currency]
Remuneration ⁵				
Reimbursable Expenses ⁵				
Subtotals				

- 1 Form FIN-3 shall be filled at least for the whole assignment. In case some of the activities require different modes of billing and payment (e.g.: the assignment is phased, and each phase has a different payment schedule), the Consultant shall fill a separate Form FIN-3 for each group of activities. For each currency, the sum of the relevant Subtotals of all Forms FIN-3 provided must coincide with the Total Costs of Financial Proposal indicated in Form FIN-2.
- 2 Names of activities (phase) should be the same as, or correspond to the ones indicated in the second column of Form TECH-8.
- 3 Short description of the activities whose cost breakdown is provided in this Form.
- 4 Indicate between brackets the name of the foreign currency. Use the same columns and currencies of Form FIN-2.
- 5 For each currency, Remuneration and Reimbursable Expenses must respectively coincide with relevant Total Costs indicated in Forms FIN-4, and FIN-5.

FORM FIN-4. BREAKDOWN OF REMUNERATION¹

(This Form FIN-4 shall only be used when it is indicated in Reference Paragraph 5.6 of the Data Sheet that remunerations shall be Time Based)

Group of Activities (Phase): _____

Name 2	Position 3	Staff- month Rate 4	Input ⁵ (Staff- months)	[Indicate Foreign Currency #1] ⁶	[Indicate Foreign Currency #2] ⁶	[Indicate Foreign Currency #3] ⁶	[Indicate Local C urrency] ⁶
Foreign Staff							
		[Home]					
		[Field]					
Local Staff							
		[Home]					
		[Field]					

FORM FIN-4. BREAKDOWN OF REMUNERATION¹

(This Form FIN-4 shall only be used when it is indicated in Reference Paragraph 5.6 of the DataSheet that remuneration shall be Lump-Sum. Information to be provided in this Form shall only be used to establish payments to the Consultant for possible additional services requested by the PA)

Name ²	Position ³	Staff-month Rate ⁴
Foreign Staff		
		[Home]
		[Field]

LocalStaff		
		[Home]
		[Field]

- 1 FormFIN-4 shall be filled in for the same Professional and Support Staff listed in FormTECH-7.
- 2 Professional Staff should be indicated individually; Support Staff should be indicated per category (e.g.: draftsmen, clerical staff).
- 3 Positions of the Professional Staff shall coincide with the ones indicated in FormTECH-5.
- 4 Indicate separately staff-month rate and currency for home and field work.

FORM FIN-5. BREAKDOWN OF REIMBURSABLE EXPENSES¹

(This Form FIN-5 shall only be used when it is indicated in Reference Paragraph 5.6 of the Data Sheet that remuneration shall be Time Based)

Group of Activities (Phase): _____

No.	Description ²	Unit	Unit Cost ³	Quantity	[Indicate Foreign Currency #1] ⁴	[Indicate Foreign Currency #2] ⁴	[Indicate Foreign Currency #3] ⁴	[Indicate Local Currency] ⁴
	Per diem allowances	Day						
	International flights ⁵	Trip						
	Miscellaneous travel expenses	Trip						
	Communication costs between [Insert place] and [Insert place]							
	Drafting, reproduction of reports							
	Equipment, instruments, materials, supplies, etc.							
	Shipment of personal effects	Trip						
	Use of computers, software							

Laboratory tests.							
Subcontracts							
Local transportation costs							
Officerent, clerical assistance							
Training of the PA's personnel ⁶							
Total Costs							

- 1 Form FIN-5 should be filled for each of the Forms FIN-3 provided, if needed.
- 2 Delete items that are not applicable or add other items according to Paragraph Reference 3.6 of the Data Sheet.
- 3 Indicate unit cost and currency.
- 4 Indicate between brackets the name of the foreign currency. Use the same columns and currencies of Form FIN-
 2. Indicate the cost of each reimbursable item in the column of the relevant currency. Cost = Unit Cost x Quantity.
- 5 Indicate route of each flight, and if the trip is one- or two-ways.
- 6 Only if the training is a major component of the assignment, defined as such in the TOR.

FORM FIN-5. BREAKDOWN OF REIMBURSABLE EXPENSES

(This Form FIN-5 shall only be used when it is indicated in Reference Paragraph 5.6 of the Data Sheet that remuneration shall be Lump Sum. Information to be provided in this Form shall only be used to establish payments to the Consultant for possible additional services requested by the PA)

N°	Description ¹	Unit	Unit Cost ²
	Per diem allowances	Day	
	International flights ³	Trip	
	Miscellaneous travel expenses	Trip	
	Communication costs between [Insert place] and [Insert place]		
	Drafting, reproduction of reports		
	Equipment, instruments, materials, supplies, etc.		
	Shipment of personal effects	Trip	
	Use of computers, software		
	Laboratory tests.		
	Subcontracts		
	Local transportation costs		
	Officerent, clerical assistance		
	Training of the PA's personnel ⁴		

1 Delete items that are not applicable or add other items according to Paragraph Reference 3.6 of the Data Sheet.

2 Indicate unit cost and currency.

- 3 Indicate route of each flight, and if the trip is one- or two-ways.
- 4 Only if the training is a major component of the assignment, defined as such in the TOR.

APPENDIX. FINANCIAL NEGOTIATIONS - BREAKDOWN OF REMUNERATION RATES

1. Review of Remuneration Rates

1.1 The remuneration rates for staff are made up of salary, social costs, overheads, fee that is profit, and any premium or allowance paid for assignments away from headquarters. To assist the firm in preparing financial negotiations, a Sample Form giving a breakdown of rates is attached (no financial information should be included in the Technical Proposal). Agreed breakdown sheets shall form part of the negotiated contract.

1.2 The PA is charged with the custody of funds from Government of Sindh and is expected to exercise prudence in the expenditure of these funds. The PA is, therefore, concerned with the reasonableness of the firm's Financial Proposal, and, during negotiations, it expects to be able to review audited financial statements backing up the firm's remuneration rates, certified by an independent auditor. The firm shall be prepared to disclose such audited financial statements for the last three years, to substantiate its rates, and accept that its proposed rates and other financial matters are subject to scrutiny. Rate details are discussed below.

(i) Salary

This is the gross regular cash salary paid to the individual in the firm's home office. It shall not contain any premium for work away from headquarters or bonus.

(ii) Social Costs

Social costs are the costs to the firm of staff's non-monetary benefits. These items include, inter alia, social security including pension, medical and life insurance costs, and the cost of a staff member being sick or on vacation. In this regard, the cost of leave for public holidays is not an acceptable social cost nor is the cost of leave taken during an assignment if no additional staff replacement has been provided. Additional leave taken at the end of an assignment in accordance with the firm's leave policy is acceptable as a social cost.

(iii) Cost of Leave

The principles of calculating the cost of total days leave per annum as a percentage of basic salary shall normally be as follows:

Leave cost as percentage of salary $1 = \frac{\text{total days leave}}{365 - w - ph - v - s} \times 100$

[365 - w - ph - v - s]

1 Where w = weekends, ph = public holidays, v = vacation, and s = sick leave.

It is important to note that leave can be considered a social cost only if the PA is not charged for the leave taken.

(iv) Overheads

Overhead expenses are the firm's business costs that are not directly related to the execution of the assignment and shall not be reimbursed as separate items under the contract. Typical items

are home office costs (partner's time, nonbillable time, time of senior staff monitoring the project, rent, support staff, research, staff training, marketing, etc.), the cost of staff not currently employed on revenue-earning projects, taxes on business activities and business promotion costs. During negotiations, audited financial statements, certified as correct by an independent auditor and supporting the last three years' overheads, shall be available for discussion, together with detailed lists of items making up the overheads and the percentage by which each relates to basic salary. The PA does not accept an add-on margin for social charges, overhead expenses, etc., for staff who are not permanent employees of the firm. In such case, the firm shall be entitled only to administrative costs and fee on the monthly payments charged for subcontracted staff.

(v) **Fee or Profit**

The fee or profit shall be based on the sum of the salary, social costs, and overhead. If any bonuses paid on a regular basis are listed, a corresponding reduction in the profit element shall be expected. Fee or profit shall not be allowed on travel or other reimbursable expenses, unless in the latter case an unusually large amount of procurement of equipment is required. The firm shall note that payments shall be made against an agreed estimated payment schedule as described in the draft form of the contract.

(vi) **Away from Headquarters Allowance or Premium**

Some Consultants pay allowances to staff working away from headquarters. Such allowances are calculated as a percentage of salary and shall not draw overheads or profit.

(vii) **Subsistence Allowances**

Subsistence allowances are not included in the rates, but are paid separately and in local currency. No additional subsistence is payable for dependents □ the subsistence rate shall be the same for married and single team members.

Standard rates for the particular country may be used as reference to determine subsistence allowances.

2. **Reimbursable expenses**

2.1 The financial negotiations shall further focus on such items as out-of-pocket expenses and other reimbursable expenses. These costs may include, but are not restricted to, cost of surveys, equipment, office rent, supplies, international and local travel, computer rental, mobilization and demobilization, insurance, and printing. These costs may be either unit rates or reimbursable on the presentation of invoices, in foreign or local currency.

3. **PA Guarantee**

3.1 Payments to the firm, including payment of any advance based on cash flow projections covered by a PA guarantee, shall be made according to an agreed estimated schedule ensuring the consultant regular payments in local and foreign currency, as long as the services proceed as planned.

Sample Form

Consulting Firm: _____

Country: _____

Assignment: _____

Date: _____

Consultant's Representations Regarding Costs and Charges

We hereby confirm that:

- (a) the basic salaries indicated in the attached table are taken from the firm's payroll records and reflect the current salaries of the staff members listed which have not been raised other than within the normal annual salary increase policy as applied to all the firm's staff;
- (b) attached are true copies of the latest salary slip of the staff members listed;
- (c) the away from headquarters allowances indicated below are those that the Consultants have agreed to pay for this assignment to the staff members listed;
- (d) the factors listed in the attached table for social charges and overhead are based on the firm's average cost experiences for the latest three years as represented by the firm's financial statements; and
- (e) said factors for overhead and social charges do not include any bonuses or other means of profit-sharing.

[Name of Consulting Firm]

Signature of Authorized Representative

Date

Name: _____

Title: _____

SECTION V: TERMS OF REFERENCE

Terms of Reference

GOS-ED has decided to revalidate the Pre-Feasibility Study for Run of River Hydroelectric Power Project Site Analysis and Selection Report carried out by ATKINS (available on website sindhenergy.gov.pk) in order to explore the potential of Hydro power in Sindh Province.

Objectives

The overall goal of the project is to revalidate the Pre-Feasibility Study for Run of River Hydroelectric Power Project Site Analysis and Selection Report carried out by ATKINS and update the report as per latest technology and trends.

It will be the responsibility of the consulting firm to advise in all respects of the project, including undertaking of technology, data, designs, maps / drawings, financial costs/estimates, Environmental & social aspect, legal review, references, identifying the policy reforms, identifying the concerns of investors, and ensuring the bankability of the study.

Scope of Services

Phase 1: Concept Development

- Preparatory Phase
- Preliminary Data Collection
- Analysis and Site selection
- Review of legal, Institutional and Regulatory Framework
- Demand & Supply Analysis

Phase II: Feasibility Study

- Legal Viability Assessment
- Socio-Economic Assessment
- Technical Viability Assessment
- Initial Environment Examination
- Financial Model Development
- Feasibility Report

Phase III: Transaction Preparation

- Transaction Structuring
- Project Information Memorandum
- Project Marketing & Investor Solicitation
- Development of Evaluation Criteria
- Development of Bid Documentation Package

Phase IV: Transaction Execution

- Expression of Interest-Pre-Qualification Process
- Request for Proposal

- Bid Evaluation
- Bid Improvement
- Negotiations
- Financial Close

In order to execute the above scope of work, the Consultant shall perform following detailed set of activities divided in terms of various stages:

Phase I: Concept Development

Stage 1.0: Preparatory Phase

- Task 1.1 Initial meeting with GoS, Development agencies and other stake holders
- Task 1.2 Review of proposed methodology and requirements
- Task 1.3 Review of Timetables of activities and milestones
- Task 1.4 Review of team organization
- Task 1.5 Finalize work plans and timeframe of activities
- Task 1.6 Finalize communication strategies

Stage 2.0: Preliminary Data Collection

- Task 2.1 Review/study the studies previously undertaken by the Irrigation Department, WAPDA and other Government departments for assessing the hydropower potential in Sindh
- Task 2.2 Indication of possible sites and their potential for development of hydropower projects, including sites at the headworks of the irrigation system in Sindh, barrages and head regulators-at regulators at the canal reaches and at rivers and streams not connected to the irrigation infrastructure.
- Task 2.3 Appraisal of measurements and data pertaining to the three barrages in Sindh on the river Indus and relating to regulators and other structures on the canal system, available with the irrigation department.
- Task 2.4 Review of flow records relating to streams, rivers and hill torrents to assess whether they carry enough potential to be considered further in our studies.

Stage 3.0: Analysis and Site Selection

Stage 3.1

- Task 3.1.1 Review and analysis of all available and gathered data by the hydro power and technology specialist for identification of all possible potential sites.
- Task 3.1.2 Assessment of barrages and canal regulators for hydro potential.
- Task 3.1.3 Review and assessment of streams and other rivers in Sindh for their hydro potential

Stage 3.2

Task 3.2.1 Formulation of a list of all possible potential sites, based entirely on the data gathered in Stage 2, without performing any on-site surveys or flow measurements.

Stage 3.3

Task 3.3.1 Identification of top four potential sites from the list by using stream flow hydrographs where available and water and river/canal bed levels, for assessment of available head.

Task 3.3.2 Estimation of the type and efficiency of the turbines along with flow-power duration curves, to enable comparison of the energy potential of the sites

Task 3.3.3 Ranking of the identified sites based on estimation of energy output, practicalities, approximate cost of construction, O&M requirements and the likely profitability of each site

Task 3.3.4 Preparation of a report covering the following:

- ▶ Recommendations and ranking of the top four sites with reasons for selection,
- ▶ Commentary on the socio-economic benefits,
- ▶ Environmental issues assessed,
- ▶ Other risks and benefits and
- ▶ Appropriateness of development under PPP

Stage 4.0: Review of Legal, Institutional and Regulatory Framework

Task 4.1 Analysis of the current institutional, legal and regulatory framework for power generation and distribution in Pakistan as well as at the provincial levels keeping in view the pertinent provisions of the Constitution of Pakistan and the Federal Government's and provinces' power policies including the Federal Government's Power Policy 2002.

Task 4.2 Detailed analysis of the applicable facilitation measures taken by the federal and the provincial governments (and that are already legally enforceable) with a view to ascertain the adequacy or lack of adequacy of such measures.

Task 4.3 Identification of any areas of concern or lacunae in the institutional and legal framework and shall propose measures to rectify any shortcomings.

Stage 5.0: Demand & Supply Analysis

Task 5.1 Presentation on current state of electricity and power generation in Pakistan in general and in Sindh in particular, including:

- ▶ Demand and supply analysis of electricity at national and provincial levels,
- ▶ Measures to curb the gap and to be able to produce excess electricity so that it may be available for sale to other provinces/ export
- ▶ Identification of the cost of generation of each kWh of electricity through various means and measures that can help in reducing cost of

subsidy being provided by the Government, yet keeping the cost of power generation at acceptable levels.

Phase II: Feasibility Study

Stage 1.0: Legal Viability Assessment

- Task 1.1 Identify possible ownership and shareholding structure(s) for carrying out the Project
- Task 1.2 Review of the existing legal framework governing the power sector development, including aspects relating to the public private partnership, land acquisition, environment protection and hardship mitigation
- Task 1.3 Identify any observations with respect to the area being considered for construction being free of any claims and restrictions and comment on factors that would need to be addressed in order to make the proposed development legally viable.
- Task 1.4 Identify the need for obtaining approvals, authorizations, consents, licenses, no objections and the like (the "Consents") along with the identification of the relevant federal or provincial authority to issue such consents
- Task 1.5 Propose and advise on possible financing methodology for the Project under the Public Private Partnership mode to attract investment

Stage 2.0: Socio-economic Viability Assessment

- Task 2.1 Identify stakeholders for each potential site and assess the impact on the socio-economic conditions of the proposed sites, during and after the construction.
- Task 2.2 Develop socio-demographic profile of each potential site, including assessment of any resettlement requirements, for temporary diversion works as well as permanent hydropower infrastructure, with its social and financial implications.
- Task 2.2 Initiate stakeholder consultation process discussing the possible advantages and disadvantages that are expected to arise from the Project.

Stage 3.0: Technical Viability Assessment

- Task 3.1 Develop schematic designs with inputs from the Technical Team Leader, the Hydropower Engineer, the Mechanical Engineer and the Technology Specialist.
- Task 3.2 Develop Technical Viability Assessment Report covering:
 - ▶ Justification for the selected arrangement, equipment and drawings
 - ▶ Proposed arrangement with brief details and specifications of the selected equipment.
 - ▶ Cost estimates for construction, commissioning, operation and maintenance

Stage 4.0: Initial Environment Examination

- Task 4.1 Prepare IEE Report through completion of the following steps:

- ▶ Kick off meeting,
- ▶ Collection of secondary data,
- ▶ Collection of primary data and field visit
- ▶ Biological data collection,
- ▶ Analysis of alternatives
- ▶ Public consultation
- ▶ Review of legislative requirements
- ▶ Impact assessment
- ▶ Evaluation of impacts
- ▶ Identification of mitigation measures
- ▶ Development of Environment Management Plan
- ▶ Documentation of the IEE

Task 4.2 Facilitate approval of the IEE Report by SEPA

Stage 5.0: Commercial Assessment & Development of the Financial Model

Task 5.1 Assessment of revenue generation estimates, project payback period, construction cost and O&M cost estimates.

Task 5.2 Development of a robust financial model with added functionality tools.

Task 5.3 Review of initial technical, socio-economic, environmental and legal analysis of the project

Task 5.4 Identification of key stakeholders and determine their objectives/issues involved in the project.

Task 5.5 Conduct potential investors' interest survey.

Stage 6.0: PPP Options Analysis and Affordability Assessment

Task 6.1 Identify PPP transaction structuring options for the proposed project

Task 6.2 Determine the extent of risk to be borne by public and private entity

Task 6.3 Analysis of various PPP Options considering demands of the private parties and the constraints and resources of the Government.

Task 6.4 Consultation and selection of PPP option by PPP Unit Sindh

Task 6.5 Perform risk analysis involving:

- ▶ Identification and Impact of mutually exclusive risks;
- ▶ Likelihood of risks occurring and it's estimated cost; and
- ▶ Strategies to mitigate risks.

Stage 7.0: Value for Money (VfM) Assessments

Task 7.1 Identify and allocate Risk

Task 7.2 Develop the Business Model

Task 7.3 Assess Affordability through conducting VfM analysis encompassing

- Capital requirements,
- O&M costs,
- Project gearing, etc. for the project.
- Comparison of Risk Adjusted PSC costs with the following:

- Risk Adjusted PPP Costs; and
- PPP Efficient Scenario.

Task 7.4 Assess Value for Money and perform VfM test (if required).

Stage 8.0: Preparation of Feasibility Report & Finalization of the Financial Model

Prepared a feasibility report on the basis of work conducted above and shall be expected to include, but not limited to, the following:

- Task 8.1 Development of a set of Technical, Commercial and Financing Assumptions
- Task 8.2 Financial Model finalization
- Task 8.3 Assessment of Critical Success Factors and Key Risk Factors
- Task 8.4 Preliminary risk and Stakeholder assessment
- Task 8.5 Affordability and Value for Money assessment
- Task 8.6 PPP Options and Financial analysis
- Task 8.7 Capital and Transaction Structuring
- Task 8.8 Development of project implementation schedule
- Task 8.0 Finalization of Report

Phase III: Transaction Preparation

Stage 1.0: Finalization of a viable transaction structure

- Task 1.1 Assistance to GoS for analysis and finalization of viable transaction structure based on the selected PPP mode

Stage 2.0: Preparation of Information Memorandum

- Task 2.1 Prepare Project Information Memorandum covering brief description of the project, its various features, proposed transaction structure, demand and supply dynamics and description of financial viability results.

Stage 3.0: Project marketing and investor solicitation

- Task 3.1 Finalize investor solicitation strategy focusing on meeting with Bankers/ Lenders/ Construction Companies and Investor's to seek their inputs and comments on the transaction overall, its bankability prospects and structuring considerations.
- Task 3.2 Project marketing and assistance to GoS in undertaking road shows and press advertisements.

Stage 4.0: Development of evaluation criteria

- Task 4.1 Development of evaluation criteria for potential investors to GoS
- Task 4.2 Submission and approval from GoS on the evaluation criteria

Stage 5.0: Bid documentation package

- Task 5.1 Preparation and submission of bid documentation package including:
 - Finalization of Project Information Memorandum

- Draft Concession Agreement based on the approved transaction structure and PPP mode;
- Expression of Interest;
- Request for Qualification
- Request for Proposal
- Evaluation and selection criteria

Phase IV: Transaction Execution

Stage 1.0: Expression of Interest (Eol) – Prequalification process

This process would involve:

- Task 1.1 Invitation for submission of Expression of Interest (Eol) / Pre-qualification Documents;
- Task 1.2 Develop evaluation criteria for Eol;
- Task 1.3 Receiving and registration of Eol;
- Task 1.4 Evaluation of Eol including submission of short listed applicants for approval from GoS. This would include evaluation of credentials, experience and financial capability of the developers; and
- Task 1.5 Advise successful and non-successful applicants of the Eol results.

Stage 2.0: Request for Proposal (RFP) process

The RFP process would include the following steps:

- Task 2.1 Preparation and finalization of Bid Evaluation Criteria;
- Task 2.2 Development of RFP Package (including technical, legal and financial aspects of the RFP);
- Task 2.3 Finalization of RFP package based on PPP Unit Sindh and Stakeholder input;
- Task 2.4 Issuance of RFP Package to pre-qualified parties;
- Task 2.5 Conduct pre-bid sessions and workshops for bidders including issuing documents outlining statement of conditions, assistance in monitoring and control of pre-bid queries and issuance of clarifications, amendments to bid documents and additional information, if required;
- Task 2.6 Provide due diligence assistance to bidders such as creation of data room, assistance in responding to bidders' specific queries in consultation with GoS;
- Task 2.7 Receiving and registration of bids; and
- Task 2.8 Public opening of bids.

Stage 3.0: Bid Evaluation process

- Task 3.1 Advise top 3 bidders for bid proposal improvement and assist GoS in carrying out negotiations with the bidders; and
- Task 3.2 Advise un-successful bidders of outcome of Bid Evaluation Process.

Stage 4.0: Final Evaluation, Selection and Deal Close

- Task 4.1 Evaluation of Final Bids in respect of relevant Evaluation Criteria as a result of bid improvement and negotiations;
- Task 4.2 Selection of Successful Bidder; and
- Task 4.3 Deal Closure will commence with the execution of agreement, followed by Stakeholder approvals, signing of Contract, Financial Closure and issuance of Notice to proceed.
- Task 4.4 Assist in legal inputs on RFP and other bid documents for the PPP Project(s), including any legal disclaimers on teaser and IMs.
- Task 4.5 Evaluate legal aspects of proposals submitted by bidders.
- Task 4.6 Assist GoS in the negotiation process.
- Task 4.7 Assist in execution of agreements with the selected developer.

Section VI: Standard forms of Contract

General Conditions of Contract

1. GENERAL PROVISIONS

1.1 Definitions

Unless the context otherwise requires, the following terms whenever used in this Contract have the following meanings:

- (a) “Applicable Law” means the Sindh Public Procurement Act, thereunder Rules 2010.
- (b) “Procuring Agency PA” means the implementing department which signs the contract
- (c) “Consultant” means a professional who can study, design, organize, evaluate and manage projects or assess, evaluate and provide specialist advice or give technical assistance for making or drafting policies, institutional reforms and includes private entities, consulting firms, legal advisors, engineering firms, construction managers, management firms, procurement agents, inspection agents, auditors, international and multinational organizations, investment and merchant banks, universities, research institutions, government agencies, nongovernmental organizations, and individuals.
- (d) “Contract” means the Contract signed by the Parties and all the attached documents listed in its Clause 1, that is General Conditions (GC), the Special Conditions (SC), and the Appendices.
- (e) “Contract Price” means the price to be paid for the performance of the Services, in accordance with Clause 6;
- (f) “Effective Date” means the date on which this Contract comes into force and effect pursuant to Clause GC 2.1.
- (g) “Foreign Currency” means any currency other than the currency of the PA’s country.
- (h) “GC” means these General Conditions of Contract.
- (i) “Government” means the Government of Sindh.
- (j) “Local Currency” means Pak Rupees.
- (k) “Member” means any of the entities that make up the joint venture/consortium/association, and “Members” means all these entities.
- (l) “Party” means the PA or the Consultant, as the case may be, and “Parties” means both of them.
- (m) “Personnel” means persons hired by the Consultant or by any Sub- Consultants and assigned to the performance of the Services or any part thereof.
- (n) “SC” means the Special Conditions of Contract by which the GC may be amended or

supplemented.

(o) “Services” means the consulting services to be performed by the Consultant pursuant to this Contract, as described in the Terms of References.

(p) “Sub-Consultants” means any person or entity to whom/which the Consultant subcontracts any part of the Services.

(q) “In writing” means communicated in written form with proof of receipt.

1.2 Law Governing Contract

This Contract, its meaning and interpretation, and the relation between the Parties shall be governed by the applicable law.

1.3 Language

This Contract is executed in the language specified in the SC, which shall be the binding and controlling language for all matters relating to the meaning or interpretation of this Contract.

1.4 Notices

1.4.1 Any notice, request or consent required or permitted to be given or made pursuant to this Contract shall be in writing. Any such notice, request or consent shall be deemed to have been given or made when delivered in person to an authorized representative of the Party to whom the communication is addressed, or when sent to such Party at the address specified in the SC.

1.4.2 A Party may change its address for notice hereunder by giving the other Party notice in writing of such change to the address specified in the SC.

1.5 Location

The Services shall be performed at such locations as are follows:.

Sr. No.	Name of the Location	Sr. No.	Name of the Location
1	Sukkur Barrage	16	Rohri RD647
2	Kotri Barrage	17	Pinyari Lower Feeder RD36
3	Guddu Barrage	18	Rice Canal RD231
4	Nara Canal RD25	19	Rice Canal RD255
5	KB Feeder RD0	20	Rice Canal RD340
6	KB Link RD19.5	21	Rainee Canal RD182
7	Rohri RD118	22	Rainee Canal RD314
8	Rohri Head Regulator RD0	23	Dadu RD332
9	Rohri RD15	24	Akram Wah RD214
10	Rohri RD497	25	Akram Wah RD280
11	Rohri RD205	26	Akram Wah RD148
12	Rohri RD523	27	KF East1 RD0
13	Rohri RD704	28	KF East 2 RD0

14	Rohri RD590	29	KF West3 RD0
15	Rohri RD433	30	KF West4 RD0

1.6 Authority of Member in Charge

In case the Consultant consists of a joint venture/ consortium/ association of more than one individual firms, the Members hereby authorize the individual firms or specified in the SC to act on their behalf in exercising all the Consultant’s rights and obligations towards the PA under this Contract, including without limitation the receiving of instructions and payments from the PA.

1.7 Authorized Representatives

Any action required or permitted to be taken, and any document required or permitted to be executed under this Contract by the PA or the Consultant may be taken or executed by the officials specified in the SC.

1.8 Taxes and Duties

The Consultant, Sub-Consultants, and their Personnel shall pay such direct or indirect taxes, duties, fees, and other impositions levied under the Applicable Law as specified in the SC, the amount of which is deemed to have been included in the Contract Price.

1.9 Fraud and Corruption

A. If the PA determines that the Consultant and/or its Personnel, sub-contractors, sub-consultants, services providers and suppliers has engaged in corrupt, fraudulent, collusive, coercive, or obstructive practices, in competing for or in executing the Contract, then the PA may, after giving 14 days notice to the Consultant, terminate the Consultant's employment under the Contract, and may resort to other remedies including blacklisting/disqualification as provided in SPPR 2010.

Any personnel of the Consultant who engages in corrupt, fraudulent, collusive, coercive, or obstructive practice during the execution of the Contract, shall be removed in accordance with Sub-Clause 4.2.

Integrity Pact

B. If the Consultant or any of his Sub-consultants, agents or servants is found to have violated or involved in violation of the Integrity Pact signed by the Consultant as “Appendix: Integrity Pact” to this Form of Contract, then the Client shall be entitled to:

- (a) recover from the Consultant an amount equivalent to ten times the sum of any commission, gratification, bribe, finder’s fee or kickback given by the Consultant or any of his Sub-consultant, agents or servants;
- (b) terminate the Contract; and
- (c) recover from the Consultant any loss or damage to the Client as a result of such termination or of any other corrupt business practices of the Consultant or any of his Sub-consultant, agents or servants.

On termination of the Contract under Sub-Para (b) of this Sub- Clause, the Consultant shall proceed in accordance with Sub- Clause 1.9 A. Payment upon such termination shall be made under Sub-Clause 1.9 A after having deducted the amounts due to the Client under 19 B Sub-Para (a) and (c).

2. COMMENCEMENT, COMPLETION, MODIFICATION AND TERMINATION OF CONTRACT

2.1 Effectiveness of Contract

This Contract shall come into effect on the date the Contract is signed by both Parties or such other later date as may be stated in the SC. The date the Contract comes into effect is defined as the Effective Date.

2.2 Commencement of Services

The Consultant shall begin carrying out the Services not later than the number of days after the Effective Date specified in the SC.

2.3 Expiration of Contract

Unless terminated earlier pursuant to Clause GC 2.6 hereof, this Contract shall expire at the end of such time period after the Effective Date as specified in the SC.

2.4 Modifications or Variations

Any modification or variation of the terms and conditions of this Contract, including any modification or variation of the scope of the Services, may only be made by written agreement between the Parties. However, each Party shall give due consideration to any proposals for modification or variation made by the other Party.

2.5 Force Majeure

The failure on the part of the parties to perform their obligation under the contract will not be considered a default if such failure is the result of natural calamities, disasters and circumstances beyond the control of the parties.

2.5.2 No Breach of Contract

The failure of a Party to fulfill any of its obligations under the contract shall not be considered to be a breach of, or default under, this Contract insofar as such inability arises from an event of Force Majeure, provided that the Party affected by such an event (a) has taken all reasonable precautions, due care and reasonable alternative measures in order to carry out the terms and conditions of this Contract, and (b) has informed the other Party as soon as possible about the occurrence of such an event.

2.5.3 Extension of Time

Any period within which a Party shall, pursuant to this Contract, complete any action or task, shall be extended for a period equal to the time during which such Party was unable to perform such action as a result of Force Majeure.

2.5.4 Payments

During the period of their inability to perform the Services as a result of an event of Force Majeure, the Consultant shall be entitled to continue to be paid under the terms of this Contract, as well as to be reimbursed for additional costs reasonably and necessarily incurred by them during such period for the purposes of the Services and in reactivating the Service after the end of such period.

2.6 Termination

2.6.1 By the PA

The PA may terminate this Contract in case of the occurrence of any of the events specified in paragraphs (a) through (f) of this Clause GC

2.6.1. In such an occurrence the PA shall give a not less than thirty (30) days' written notice of termination to the Consultant, and sixty (60) days' in the case of the event referred to in (e).

- (a) If the Consultant does not remedy the failure in the performance of their obligations under the Contract, within thirty (30) days after being notified or within any further period as the PA may have subsequently approved in writing.
- (b) If the Consultant becomes insolvent or bankrupt.
- (c) If the Consultant, in the judgment of the PA has engaged in corrupt or fraudulent practices in competing for or in executing the Contract.
- (d) If, as the result of Force Majeure, the Consultant(s) are unable to perform a material portion of the Services for a period of not less than sixty (60) days.
- (e) If the PA, in its sole discretion and for any reason whatsoever, decides to terminate this Contract.
- (f) If the Consultant fails to comply with any final decision reached as a result of arbitration proceedings pursuant to Clause GC 8 hereof.

2.6.2 By the Consultant

The Consultants may terminate this Contract, by not less than thirty (30) days' written notice to the PA, such notice to be given after the occurrence of any of the events specified in paragraphs (a) through (c) of this Clause GC 2.6.2:

- (a) If the PA fails to pay any money due to the Consultant pursuant to this Contract without consultants fault.
- (b) Pursuant to Clause GC 7 hereof within forty-five (45) days after receiving written notice from the Consultant that such payment is overdue.
- (c) If, as the result of Force Majeure, the Consultant is unable to perform a material portion of the Services for a period of not less than sixty (60) days.
- (d) If the PA fails to comply with any final decision reached as a result of arbitration pursuant to Clause GC 8 hereof.

2.6.3 Payment upon Termination

Upon termination of this Contract pursuant to Clauses GC 2.6.1 or GC 2.6.2, the PA shall make the

following payments to the Consultant:

- (a) payment pursuant to Clause GC 6 for Services satisfactorily performed prior to the effective date of termination;
- (b) except in the case of termination pursuant to paragraphs (a) through (c), and (f) of Clause GC 2.6.1, reimbursement of any reasonable cost incident to the prompt and orderly termination of the Contract, including the cost of the return travel of the Personnel and their eligible dependents.

3. OBLIGATIONS OF THE CONSULTANT

3.1 General

3.1.1 Standard of Performance

The Consultant shall perform the Services and carry out their obligations hereunder with all due diligence, efficiency and economy, in accordance with generally accepted professional standards and practices, and shall observe sound management practices, and employ appropriate technology and safe and effective equipment, machinery, materials and methods. The Consultant shall always act, in respect of any matter relating to this Contract or to the Services, as faithful advisers to the PA, and shall at all times support and safeguard the PA's legitimate interests in any dealings with Sub-Consultants or third Parties.

3.2 Conflict of Interests

The Consultant shall hold the PA's interests paramount, without any consideration for future work, and strictly avoid conflict with other assignments or their own corporate interests.

3.2.1 Consultants not to Benefit from Commissions, Discounts, etc.

The payment of the Consultant pursuant to Clause GC 6 shall constitute the Consultant's only payment in connection with this Contract or the Services, and the Consultant shall not accept for their own benefit any trade commission, discount, or similar payment in connection with activities pursuant to this Contract or to the Services or in the discharge of their obligations under the Contract, and the Consultant shall use their best efforts to ensure that the Personnel, any Sub-Consultants, and agents of either of them similarly shall not receive any such additional payment.

3.2.2 Consultant and Affiliates not to be Otherwise Interested in Project

The Consultant agrees that, during the term of this Contract and after its termination, the Consultant and any entity affiliated with the Consultant, as well as any Sub-Consultants and any entity affiliated with such Sub-Consultants, shall be disqualified from providing goods, works or services (other than consulting services) resulting from or directly related to the Consultant's Services for the preparation or implementation of the project.

3.2.3 Prohibition of Conflicting Activities

The Consultant shall not engage, and shall cause their Personnel as well as their Sub-Consultants and their Personnel not to engage, either directly or indirectly, in any business or professional activities

which would conflict with the activities assigned to them under this Contract.

3.3 Confidentiality

Except with the prior written consent of the PA, the Consultant and the Personnel shall not at any time communicate to any person or entity any confidential information acquired in the course of the Services, nor shall the Consultant and the Personnel make public the recommendations formulated in the course of, or as a result of, the Services.

3.4 Insurance to be Taken Out by the Consultant

The Consultant (a) shall take out and maintain, and shall cause any Sub- Consultants to take out and maintain, at their (or the Sub-Consultants', as the case may be) own cost but on terms and conditions approved by the PA, insurance against the risks, and for the coverage, as shall be specified in the SC; and (b) at the PA's request, shall provide evidence to the PA showing that such insurance has been taken out and maintained and that the current premiums have been paid.

3.5 Consultant's Actions Requiring PA's Prior Approval

The Consultant shall obtain the PA's prior approval in writing before taking any of the following actions:

- (a) entering into a subcontract for the performance of any part of the Services,
- (b) appointing such members of the Personnel not listed by name in Appendix C, and
- (c) any other action that may be specified in the SC.

3.6 Reporting Obligations

- (a) The Consultant shall submit to the PA the reports and documents specified in (PA may insert appendix) hereto, in the form, in the numbers and within the time periods set forth in the said Appendix.
- (b) Final reports shall be delivered in CD ROM in addition to the hard copies specified in said Appendix.

3.7 Documents Prepared by the Consultant to be the Property of the PA

(a) All plans, drawings, specifications, designs, reports, other documents and software submitted by the Consultant under this Contract shall become and remain the property of the PA, and the Consultant shall, not later than upon termination or expiration of this Contract, deliver all such documents to the PA, together with a detailed inventory thereof.

(b) The Consultant may retain a copy of such documents and software. Restrictions about the future use of these documents, if any, shall be specified in the SC.

3.8 Accounting, Inspection and Auditing

3.8.1 The Consultant shall keep, and shall cause its Sub-consultants to keep, accurate and systematic accounts and records in respect of the Contract, in accordance with internationally accepted accounting principles and in such form and detail as will clearly identify relevant time changes and costs.

3.8.2 The Consultant shall permit, and shall cause its Sub-consultants to permit, the PA and/or persons appointed by the PA to inspect its accounts and records relating to the performance of the Contract and the submission of the Proposal to provide the Services, and to have such accounts and records audited by auditors appointed by the PA if requested by the PA. The Consultant's attention is drawn to Clause 1.9.1 which provides, inter alia, that acts intended to materially impede the exercise of the PA's inspection and audit rights provided for under Clause 3.8 constitute a prohibited practice subject to contract termination (as well as to a determination of ineligibility pursuant to the PA's prevailing sanctions procedures.).

4. CONSULTANT'S PERSONNEL

4.1 Description of Personnel

The Consultant shall employ and provide such qualified and experienced Personnel and Sub-Consultants as are required to carry out the Services. The titles, agreed job descriptions, minimum qualifications, and estimated periods of engagement in the carrying out of the Services of the Consultant's Key Personnel are described in Appendix C. The Key Personnel and Sub-Consultants listed by title as well as by name in Appendix C are hereby approved by the PA.

4.2 Removal and/or Replacement of Personnel

(a) Except as the PA may otherwise agree, no changes shall be made in the Key Personnel. If, for any reason beyond the reasonable control of the Consultant, such as retirement, death, medical incapacity, among others, it becomes necessary to replace any of the Key Personnel, the Consultant shall provide as a replacement a person of equivalent or better qualifications.

(b) If the PA finds that any of the Personnel have (i) committed serious misconduct or have been charged with having committed a criminal action, or (ii) have reasonable cause to be dissatisfied with the performance of any of the Personnel, then the Consultant shall, at the PA's written request specifying the grounds thereof, provide as a replacement a person with qualifications and experience acceptable to the PA.

(c) The Consultant shall have no claim for additional costs arising out of or incidental to any removal and/or replacement of Personnel.

5. OBLIGATIONS OF THE PA

5.1 Assistance and Exemptions

The PA shall use its best efforts to ensure that the Government shall provide the Consultant such assistance and exemptions as specified in the SC.

5.2 Change in the Applicable Law Related to Taxes and Duties

If, after the date of this Contract, there is any change in the Applicable Law with respect to taxes and duties which increases or decreases the cost incurred by the Consultant in performing the Services, then the remuneration and reimbursable expenses otherwise payable to the Consultant under this Contract shall be increased or decreased accordingly by agreement between the Parties, and corresponding adjustments shall be made to the amounts referred to in Clauses GC 6.2(a) or (b), as the

case may be.

5.3 Services and Facilities

The PA shall make available free of charge to the Consultant the Services and Facilities listed under Appendix F.

6. PAYMENTS TO THE CONSULTANT

6.1 Security

The consultant has to submit bid security and the performance security at the rate mention in SC.

6.2 Lump-SumPayment

The consultant has to submit bid security and the performance security at the rate mention in SC.

The total payment due to the Consultant shall not exceed the Contract Price which is an all inclusive fixed lump-sum covering all costs required to carry out the Services described in Appendix A. Except as provided in Clause 5.2, the Contract Price may only be increased above the amounts stated in Clause6.2 if the Parties have agreed to additional payments in accordance with Clause 2.4.

6.3 Contract Price

The price payable in Pak Rupees/foreign currency/ is set forth in the SC.

6.4 Payment for Additional ServicesFor the purpose of determining the remuneration due for additional services as may be agreed under Clause 2.4, a breakdown of the lump- sum price is provided in Appendices D and E.

6.5 Terms andConditions of Payment

Payments will be made to the account of the Consultant and according to the payment schedule stated in the SC. Unless otherwise stated in the SC, the first payment shall be made against the provision by the Consultant of an advance payment guarantee for the same amount, andshall be valid for the period stated in the SC. Such guarantee shall be in the form set forth in Appendix G hereto, or in such other form, as the PA shall have approved in writing. Any other payment shall be made after the conditions listed in the SC for such payment have been met, and the Consultant has submitted an invoice to the PA specifying the amount due.

7. GOOD FAITH

7.1 Good Faith

The Parties undertake to act in good faith with respect to each other's rights under this Contract and to adopt all reasonable measures to ensurethe realization of the objectives of this Contract.

8. SETTLEMENT OF DISPUTES

8.1 AmicableSettlement

The Parties agree that the avoidance or early resolution of disputes is crucial for a smooth execution of

the Contract and the success of the assignment. The Parties shall use their best efforts to settle amicably all disputes arising out of or in connection with this Contract or its interpretation.

8.2 DisputeResolution

Any dispute between the Parties as to matters arising pursuant to this Contract that cannot be settled amicably within thirty (30) days after receipt by one Party of the other Party's request for such amicable settlement may be submitted by either Party for settlement in accordance with the provisions specified in the SC.

Special Conditions of Contract

(Clauses in brackets { } are optional; all notes should be deleted in final text)

Number of Amendments of, and Supplements to, Clauses in GC Clause the General Conditions of Contract

{1.1} Sindh Public Procurement Act and Sindh Public Procurement Rules 2010.

1.3 The language is English.

1.4 The addresses are:

Procuring Agency: Directorate of Alternative Energy, Energy Dept.,
Government of Sindh _____

Attention: Mr. Mehfooz Ahmed Qazi _____

Facsimile: N/A _____

E-mail: _____

Consultant: _____

Attention: _____

Facsimile: _____

E-mail: _____

{1.6} {The Member in Charge is [insert name of member]}

Note: If the Consultant consists of a joint venture/ consortium/ association of more than one entity, the name of the entity whose address is specified in Clause SC 1.6 should be inserted here. If the Consultant consists only of one entity, this Clause SC 1.8 should be deleted from the SC.

1.7 The Authorized Representatives are:

For the PA: Mr. Mehfooz Ahmed Qazi

For the Consultant: _____

1.8

PA shall specify all relevant taxes including stamp duty and service charges to be borne by the consultant. In case there is exemption from any rates, taxes, the same shall be mentioned here.

The Consultant must be informed in Clause Reference 3.7 of the Data Sheet about which alternative the PA wishes to apply.

The PA warrants that the Consultant, the Sub-Consultants and the Personnel shall be exempt from (or that the PA shall pay on behalf of the Consultant, the Sub-Consultants and the Personnel, or shall reimburse the Consultant, the Sub-Consultants and the Personnel for) any indirect taxes, duties, fees, levies and other impositions imposed, under the Applicable Law, on the Consultant, the Sub-Consultants and the Personnel in respect of:

- (a) any payments whatsoever made to the Consultant, Sub-Consultants and the Personnel (other than nationals or permanent residents of Pakistan), in connection with the carrying out of the Services;
- (b) any equipment, materials and supplies brought into the Government's country by the Consultant or Sub-Consultants for the purpose of carrying out the Services and which, after having been brought into such territories, will be subsequently withdrawn therefrom by them;
- (c) any equipment imported for the purpose of carrying out the Services and paid for out of funds provided by the PA and which is treated as property of the PA;
- (d) any property brought into the province by the international Consultant, any Sub-Consultant or the Personnel or the eligible dependents of such Personnel for their personal use and which will subsequently be withdrawn therefrom by them upon their respective departure from the Government's country, provided that:

- (1) the Consultant, Sub-Consultants and Personnel, and their eligible dependents, shall follow the usual customs procedures of the Government's country in importing property into the Government's country; and
- (2) if the Consultant, Sub-Consultants or Personnel, or their eligible dependents, do not withdraw but dispose of any property in the Pakistan for which customs duties and taxes have been exempted, the Consultant, Sub-Consultants or Personnel, as the case may be, (i) shall bear such customs duties and taxes in conformity with the regulations of the Government's country, or (ii) shall reimburse them to the PA if they were paid by the PA at the time the property in question was brought into the Government's country.

2.2 The date for the commencement of Services is 1st January, 2021.

2.3 The time period shall be **three months** [*insert time period, e.g.: twelve months, eighteen months*].

3.4

The risks and the coverages shall be as follows:

- (a) Third Party motor vehicle liability insurance in respect of motor vehicles operated by the Consultant or its Personnel or any Sub-Consultants or their Personnel, with a minimum coverage of *[insert amount and currency]*;
- (b) Third Party liability insurance, with a minimum coverage of *[insert amount and currency]*;
- (c) professional liability insurance, with a minimum coverage of *[insert amount and currency]*;
- (d) employer's liability and workers' compensation insurance in respect of the Personnel of the Consultant and of any Sub-Consultants, in accordance with the relevant provisions of the Applicable Law, as well as, with respect to such Personnel, any such life, health, accident, travel or other insurances as may be appropriate; and
- (e) insurance against loss of or damage to (i) equipment purchased in whole or in part with funds provided under this Contract, (ii) the Consultant's property used in the performance of the Services, and (iii) any documents prepared by the Consultant in the performance of the Services.

Note: Delete what is not applicable

{3.5(c)} {The other actions are: *[insert actions]*.}

Note: If there are no other actions, delete this Clause SC 3.5(c).

{3.7(b)} *Note: If there is to be no restriction on the future use of these documents by either Party, this Clause SC 3.7 should be deleted. If the Parties wish to restrict such use, any of the following options, or any other option agreed to by the Parties, may be used:*

{The Consultant shall not use these documents and software for purposes unrelated to this Contract without the prior written approval of the PA. }

{The PA shall not use these documents and software for purposes unrelated to this Contract without the prior written approval of the Consultant. }

{Neither Party shall use these documents and software for purposes unrelated to this Contract without the prior written approval of the other Party. }

{5.1} *Note: List here any assistance or exemptions that the PA may provide under Clause 5.1. If there is no such assistance or exemptions, state “not applicable.”*

6.1 Procuring Agency shall indicate bid security not less than 1% and above 5% Performance security shall not exceed 10% of contract amount

6.3 The amount in Pak Rupees or in foreign Currency *[PKR]*.

6.5

The accounts are:

for foreign currency or currencies: *[insert account]*

for local currency: *[insert account]*

Payments shall be made according to the following schedule:

- (a) Twenty (10) percent of the Contract Prices shall be paid on the commencement date against the submission of a demand guarantee for the same.
- (b) Ten (20) percent of the lump-sum amount shall be paid upon submission of the inception report.
- (c) Twenty-five (25) percent of the lump-sum amount shall be paid upon submission of the interim report.
- (d) Twenty-five (25) percent of the lump-sum amount shall be paid upon submission of the draft final report.
- (e) Twenty (20) percent of the lump-sum amount shall be paid upon approval of the final report.
- (f) The demand guarantee shall be released when the total payments reach fifty (50) percent of the lump-sum amount.

Note: This sample clause should be specifically drafted for each contract.

8.2

Disputes shall be settled by complaint redressal committee defined in SPPR 2010 or through arbitration Act of 1940, in accordance with the following

provisions:

Appendix: (INTEGRITY PACT)

**DECLARATION OF FEES, COMMISSION AND
BROKERAGE ETC. PAYABLE BY THE SUPPLIERS OF
GOODS, SERVICES & WORKS
IN CONTRACTS WORTH RS. 10.00 MILLION OR MORE**

Contract No. _____ Dated _____ Contract Value: _____

Contract Title: _____

..... [name of Supplier] hereby declares that it has not obtained or induced the procurement of any contract, right, interest, privilege or other obligation or benefit from Government of Sindh (GoS) or any administrative subdivision or agency thereof or any other entity owned or controlled by GoS through any corrupt business practice.

Without limiting the generality of the foregoing, [name of Supplier] represents and warrants that it has fully declared the brokerage, commission, fees etc. paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside Pakistan either directly or indirectly through any natural or juridical person, including _____ its _____ affiliate, agent, associate, broker, consultant, director, promoter, shareholder, sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback, whether described as consultation fee or otherwise, with the object of obtaining or inducing the procurement of a contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoS, except that which has been expressly declared pursuant thereto.

[name of Supplier] certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with GoS and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

[name of Supplier] accepts full responsibility and strict liability for making any false declaration, not making full disclosure, misrepresenting facts or taking any action likely to defeat the purpose of this declaration, representation and warranty. It agrees that any contract, right, interest, privilege or other obligation or benefit obtained or procured as aforesaid shall, without prejudice to any other rights and remedies available to GoS under any law, contract or other instrument, be voidable at the option of GoS.

Notwithstanding any rights and remedies exercised by GoS in this regard, [name of Supplier] agrees to indemnify GoS for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to GoS in an amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by [name of Supplier] as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoS.

Name of Buyer:

Name of Seller/Supplier:

Signature:

Signature:

[Seal]

[Seal]

CONTRACT FORM (draft)

THIS CONTRACT (“Contract”) is entered into this [insert starting date of assignment], by and between [insert PA’s name] (“the PA”) having its principal place of business at [insert PA’s address], and [insert Consultant’s name] (“the Consultant”) having its principal office located at [insert Consultant’s address].

WHEREAS, the PA wishes to have the Consultant performing the services hereinafter referred to, and

WHEREAS, the Consultant is willing to perform these services,

NOW THEREFORE THE PARTIES hereby agree as follows:

1. Services

(i) The Consultant shall perform the services specified in Annex A, “Terms of Reference and Scope of Services,” which is made an integral part of this Contract (“the Services”).

(ii) The Consultant shall provide the reports listed in Annex B, “Consultant's Reporting Obligations,” within the time periods listed in such Annex, and the personnel listed in Annex C, “Cost Estimate of Services, List of Personnel and Schedule of Rates” to perform the Services.

2. Term

The Consultant shall perform the Services during the period commencing [insert start date] and continuing through [insert completion date] or any other period as may be subsequently agreed by the parties in writing.

3. Payment

A. Ceiling

For Services rendered pursuant to Annex A, the PA shall pay the Consultant an amount not to exceed [insert amount]. This amount has been established based on the understanding that it includes all of the Consultant's costs and profits as well as any tax obligation that may be imposed on the Consultant.

C. Payment Conditions

Payment shall be made in [specify currency], no later than 30 days following submission by the Consultant of invoices in duplicate to the Coordinator designated in paragraph 4.

4. Economic Price Adjustment

In order to adjust the remuneration for inflation, a price adjustment provision has been included if the contract has duration of more than 18 months or if the inflation is expected to exceed % per annum. The adjustment will be made

every 12 months after the date of the contract for remuneration. Remuneration will be adjusted by using the relevant index as per following provision: “Payments for remuneration made in accordance with Clause 3 shall be

adjusted as follows:

Remuneration pursuant to the rates set forth in Annex C shall be adjusted every 12 months (and, for the first time, with effect for the remuneration earned in the [13] th calendar month after the date of the Contract) by applying the following formula:

$$R_l = R_{l0} \times \frac{I_l}{I_{l0}}$$

where R_l is the adjusted remuneration, R_{l0} is the remuneration payable on the basis of the rates set forth in Annex C for payable remuneration, I_l is the official rate of inflation for the first month for which the adjustment is to have effect and, I_{l0} is the official rate of inflation for the month of the date of the Contract.”]

5. Project Administration

A. Coordinator

The PA designates Mr./Ms. [insert name] as PA’s Coordinator; the Coordinator shall be responsible for the coordination of activities under the Contract, for receiving and approving invoices for payment, and for acceptance of the deliverables by the PA.

B. Timesheets

During the course of their work under this Contract the Consultant’s employees providing services under this Contract may be required to complete timesheets or any other document used to identify time spent, as instructed by the Coordinator.

C. Records and Accounts

The Consultant shall keep accurate and systematic records and accounts in respect of the Services, which will clearly identify all charges and expenses. The PA reserves the right to audit, or to nominate a reputable accounting firm to audit, the Consultant’s records relating to amounts claimed under this Contract during its term and any extension, and for a period of three months

thereafter.

6. Performance Standard

The Consultant undertakes to perform the Services with the highest standards of professional and ethical competence and integrity. The Consultant shall promptly replace any employees assigned under this Contract that the PA considers unsatisfactory.

7. Confidentiality

The Consultants shall not, during the term of this Contract and within two years after its expiration, disclose any proprietary or confidential information relating to the Services, this Contract or the PA's business or operations without the prior written consent of the PA.

8. Ownership of Material

Any studies, reports or other material, graphic, software or otherwise, prepared

by the Consultant for the PA under the Contract shall belong to and remain the property of the PA. The Consultant may retain a copy of such documents and software.

9. Consultant Not to be Engaged in Certain Activities

The Consultant agrees that, during the term of this Contract and after its termination, the Consultants and any entity affiliated with the Consultant, shall be disqualified from providing goods, works or services (other than the Services or any continuation thereof) for any project resulting from or closely related to the Services.

10. Insurance

The Consultant will be responsible for taking out any appropriate insurance coverage for their personnel and equipments.

11. Assignment

The Consultant shall not assign this Contract or Subcontract any portion thereof it without the PA's prior written consent.

12. Law Governing Contract and Language

The Contract shall be governed by the laws of Islamic Republic of Pakistan or the Provincial Government and the language of the Contract shall be English.

13. Dispute Resolution

Any dispute arising out of this Contract, which cannot be amicably settled

between the parties, shall be referred to adjudication/arbitration in accordance with the Arbitration Act of 1940

FORTHEPROCUREMENT AUTHORITY

FORTHECONSULTANT

Signed by Engr. Mehfooz Ahmed Qazi_____

Signedby_____

Title: Director Alternative Energy

Title: _____