

**PRE-QUALIFICATION OF CONTRACTORS FOR EPCC OF 300-600 MW
MINE MOUTH POWER PLANT**

**THAR BLOCK-II
DISTRICT THARPARKAR, SINDH, PAKISTAN
APRIL, 2013**

SINDH ENGRO COAL MINING COMPANY LIMITED

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1. INTRODUCTION

- 1.1. Sindh Engro Coal Mining Company Limited (SECMC) hereinafter called the 'Owner' is a joint venture of Engro Powergen Limited (a subsidiary of Engro Corporation Limited) and Government of Sindh (GoS). The Owner is working for development of 300 – 600 MW Mine Mouth Power Plant the 'Project', at Thar Block II Islamkot, District Tharparkar.
- 1.2. The Owner intends to Pre-qualify Local/International Contractors or Joint Ventures for Engineering, Procurement, Construction and Commissioning (EPCC) for the above mentioned Project
- 1.3. Pre-qualification is open to all companies who have previous experience and technical & financial capability for projects of similar nature and capacity

2. INSTRUCTIONS TO APPLICANTS

2.1. Submission of Applications

Applications for pre-qualification one (01) original and one (01) copy, must be received in sealed envelope to be delivered by hand, through registered mail or email to:

Faisal Shafiq

Planning & Contracts Manager

Sindh Engro Coal Mining Company

4th, Floor, The Harbor Front Building, HC#3, Marine Drive, Clifton Block-4, Karachi, Pakistan

Phone: +92(21)35297501-10. Fax: +92(21)3529601

Email: fshafiq@engro.com

by May 13, 2013 and be clearly marked **“Application for Pre-qualification for EPCC works for 300-600 MW Power Plant at Thar Block II”**

- 2.2. SECMC reserves the right to accept or reject late applications.
- 2.3. Applicants will be informed, in due course of time, about the result of the evaluation of applications. Only the pre-qualified companies under this process will be invited to bid for the projects at a later stage.
- 2.4. Any wrong statement(s) by the Applicant will result into disqualification at any stage.
- 2.5. The name and mailing address of the Applicant shall be clearly marked on left hand side on the envelope.
- 2.6. The applications shall be prepared in English language. Information in any other language shall be accomplished by its translation in English. Owner reserves the rights for disqualification in case of noncompliance of the above requirement.
- 2.7. The Applicants must respond to all questions and provide complete and verifiable information with complete supporting data as advised in this document. Any lapses to provide essential information or references may result in dis-qualification of the Applicant.

- 2.8. The clarifications (if required by the Applicant) may be asked by post/other communication means or discussed in a meeting at a mutually agreed time and date, minimum one (01) week before submission date of the pre-qualification documents.
- 2.9. The subletting of work or part of work shall not be allowed under any circumstances without prior approval of SECMC. Any pre-qualified company found violation this condition shall be disqualified/delisted.

3. Pre-qualification Criteria

Pre-qualification is based on the criteria given in succeeding clauses regarding the Applicant's general and particular experience, personnel and equipment capabilities, financial position, litigation history and application of HSE standards, as demonstrated by the Applicant's responses in the forms attached to this document. Sub-contractor's experience and resources shall not be taken into account in determining the Applicant's compliance with the qualifying criteria. However, Joint Venture experience & resources shall be considered, the applicant will be required to provide the documentary proof of the same. Consortium or Association of firms will be considered for similar treatment as in case of Joint Venture. The Owner reserves the right to waive minor deviations, if these don't materially affect the capability of an Applicant to perform its obligations under the contract. Experience and resources of the company intended to be employed as sub-contractor shall not be taken into account in determining the Applicant's compliance with the qualifying criteria.

3.1. General Experience

3.1.1. The Applicant shall meet the following minimum criteria:-

- a) Average annual turnover which is also termed as revenue from contracting for EPCC services over last **five years** should not be less than **1,000 Million USD**. Documentary proofs of the same shall be required in the form of letter of awards, completion certificates etc.
- b) Experience as main EPCC Contractor for;
 - **1,000 MW** Coal/Lignite based Power Plants globally in last **five (05) years** on projects of similar nature and complexity comparable to the proposed works, or:
 - **200 MW** Power Plant in Pakistan in the last five (05) years.
- c) At least 02 projects of similar nature and complexity in hand

3.2. Personnel Capabilities

The Applicant must have in his permanent employment the requisite Management & Technical Staff with international experience on projects of similar nature, size and complexity.

The Applicant must provide detailed organization chart indicating functional and organizational positions and roles/responsibilities of each employee

- 3.2.1. The Applicant will provide CVs and complete proof of Employment for all key permanent employees (Project Organization).

3.3. Financial Capabilities

- 3.3.1. The Applicant should demonstrate that he has access to, or has available liquid assets, unencumbered real assets, lines of credit and other financial means sufficient to meet the cash flow requirements for execution of works.
- 3.3.2. Applicant's financial commitments for other ongoing contracts shall also be provided.
- 3.3.3. The audited balance sheets or alternative evidence of financial health such as bank account statements, line of credits, etc., for the past five years should demonstrate the soundness of the Applicant's financial position showing long term profitability. Where necessary, the Owner will make enquiries with the Applicant's bankers.
- 3.3.4. Applicants should have experience with multilateral agencies.
- 3.3.5. Applicants with ability to mobilize finances/or assist in financing through EXIMP banks or other banks will be given preference (Credible references shall be provided).

3.4. Equipment Capabilities

- 3.4.1. The Applicant should own, or have assured access to (through ownership, purchase or long term lease agreements) the requisite Construction Equipment in full working order.
- 3.4.2. The Applicant should also provide a list of all other tools, plant, cranes, vehicles etc., for site use and equipment for auxiliary and maintenance works that will be required for the purpose of work
- 3.4.3. Applicant should provide proper location of the equipment at the time of application.

3.5. Litigation History

- 3.5.1. The Applicant should provide accurate information on any litigation or arbitration resulting from contracts completed or under execution over the last five years. A consistent history of award against the Applicant may result in rejection of the application. In case an Applicant claims Nil litigation, he shall submit the same statement on affidavit

3.6. Application of Health, Safety and Environmental Standards

- 3.6.1. The Applicant should provide the following information:
 - a) Standard Operating Procedures (SOPs) for HSE
 - b) Detailed HSE Statistics for Projects Completed/In-hand for the past 05 years
 - c) Details of HSE incidents for the Projects completed in the past 05 years

3.7. Conflict of Interest

- 3.7.1. The Applicant must not be associated, nor have been associated in the past with the Owner or any of its affiliates, subsidiaries or successors in interest, legal representatives, that have prepared the design, specifications, and other prequalification and bidding documents for the project, or have been associated with the Owner as Consultants at any

stage of project development. Any such association may result in disqualification of the Applicant.

3.8. Updating Pre-qualification Information

3.8.1. At bidding stage, the prequalified Bidders shall be required to update the financial, personnel and equipment information used for pre-qualification at the time of submitting their bids, to confirm their continued compliance with the qualification criteria and verification of the information provided at the time of pre-qualification. A bid shall be rejected if the Applicant's qualification thresholds are no longer met at the time of bidding.

3.9. Other Factors

3.9.1. Only firms that have been prequalified under this procedure shall be invited to bid. If a firm submits more than one bid, all bids including that bidder will be rejected. This rule will not apply in respect of bids which include specialist sub-contractors who are used by more than one bidder.

3.9.2. The Owner reserves the right to:-

- a) Amend the scope and value of any contract(s) to be bid, in which event the bidder(s) will only bid among those prequalified bidders who meet the requirements of the work(s) as amended. However, the Owner has to review the disqualified bids who originally do not meet the specified criteria for Pre-qualification;
- b) Reject or accept any application; and
- c) Cancel the pre-qualification process and reject all applications.
- d) The Owner shall neither be liable for any such actions nor be under any obligation to inform the Applicant of the grounds for rejection

4. EVALUATION CRITERIA

Sr. No.	Category	Weightage/Marks
1.	Experience	35
2.	Financial Capability	35
3.	Equipment Capabilities	10
4.	Personnel Capabilities	10
5.	Litigation History	05
6.	HSE	05
	Total:	100

Note: Site visits of the plants / sites of contractor may be carried out by the owner for assessing the Project Management and Execution capabilities.

The further detailed criterion for each category is as given under the each head as follows:

4.1. Technical Experience

Sr. No.	Description	Maximum Points
i)	Projects of Similar nature and complexity completed over last 05 years with a cumulative capacity of Min. 1,000 MW globally or 200 Mw in Pakistan in last 5 years	15
ii)	Projects of similar nature and complexity in hand	10
iii)	Project Experience in Pakistan	05
iv)	Projects Outside home country (experience of minimum 03 Projects)	05
	Sub-total:	35

4.2. Financial Capability

Sr. No.	Description	Maximum Points
i)	Experience with multilateral agencies	10
ii)	Total Revenues over last 5 years	15
iii)	Ability to mobilize financing through EXIMP/other banks	10
	Sub-total	35

4.3. Equipment Capabilities

Sr. No.	Description	Maximum Points
	Sub-total:	10

4.4. Personnel Capabilities

Sr. No.	Description	Maximum Points
	Sub-total:	10

4.5. Litigation History

Sr. No.	Litigation History	Maximum Points
1.	No Litigation History	5
	Sub-Total	5

4.6. Application of HSE standards

Sr. No.	Application of HSE Standards	Maximum Points
1.		
2.		
	Sub-Total	5

Annex-A

Letter of Application

[Letterhead paper of the Applicant, including full postal address, telephone no., fax no., telex no., cable and e-mail address]

To: Faisal Shafiq
Planning & Contracts Manager
Sindh Engro Coal Mining Company Limited
4th floor, Harbor Front Building, HC#3,
Marine Drive, Clifton, Block-IV, Karachi, Pakistan.

Sirs,

1. Being duly authorized to represent and act on behalf of _____ (hereinafter called "the Applicant"), and having reviewed and fully understood all the pre-qualification information provided, the undersigned hereby apply to be prequalified for EPCC of 300-600 MW Power Plant at Thar Block-II.
2. Attached to this letter are copies of original documents defining:
 - (a) the Applicant's legal status;
 - (b) the principal place of business; and
 - (c) the place of incorporation (for applicants who are corporations); or the place of registration and the nationality of the owner(s) (for applicants who are partnerships or individually-owned firms).
3. The 'Owner' and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this application, and to seek clarification from our bankers and clients regarding any financial and technical aspects. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by yourselves or the authorized representative to verify statements and information provided in this application, or with regard to the resources, experience, and competence of the Applicant.
4. The 'Owner' and its authorized representatives may contact the following persons for further information, if needed.
5. This application is made with the full understanding that:
 - (a) Bids by prequalified applicants will be subject to verification of all information submitted for prequalification at the time of bidding.
 - (b) The 'Owner' reserves the right to:
 - (i) amend the scope and value of any work under the project; in such event bids will only be called from prequalified bidders who meet the revised requirements;

and

(ii) reject or accept any application, cancel/discontinue the pre-qualification process, and reject applications.

(c) The 'Owner' shall not be liable for any such actions and shall be under no obligation to inform the Applicant of the grounds for actions at 5(b) here above.

6. The undersigned declare that the statements made and the information provided in the duly completed application are complete, true, and correct in every detail.

For and on behalf of (name of Applicant)

General Information

All individual firms / Joint venture companies applying for prequalification are requested to provide complete information in this form including nationality information for foreign owners.

Where the Applicant proposes to use named subcontractors for critical components of the works, or for work contents in excess of 10 percent of the value of the whole works, the following information should also be supplied for the specialist subcontractor(s).

1.	Name of Firm	
2.	Head Office Address	
3.	Telephone	Contact Person: Name: Title: Cell No. e-mail:
4.	Fax	Telex
5.	Place of Incorporation/Registration	Year of incorporation/registration

NATIONALITY OF OWNERS		
	NAME	NATIONALITY
1.		
2.		
3.		
4.		
5.		

General Experience Record

Application Form A-2

Page ___ of ___ Pages

Name of Applicant

All individual firms are requested to complete the information in this form. The information supplied should be the annual turnover of the Applicant for carrying out EPCC services, in terms of the amounts billed to clients for each year should be at least USD 1,000 million, for works in progress or completed over the past five years.

Annual Turnover for Carrying out Similar Work					
Year	Turnover (USD)	Name of the Consultant	Name of the Client	Duration of Project	Equivalent Rupees in Millions.
2012 – 2013					
2011 – 2012					
2010 – 2011					
2009 – 2010					
2008 – 2009					

Joint Venture Information

Reference JV Agreement:

-
-
-
-
-
-
-
-
-

Details:

-
-
-
-
-
-
-

Particular Experience Record

Name of Applicant

To prequalify, the Applicant shall be required to pass the specified requirements applicable to this form, as set out in the: "Instructions to Applicants".

On a separate page, using the format of Application Form A-5, each applicant is required to list all contracts with their value , of a similar nature and complexity to the contract for which the Applicant wishes to qualify, undertaken during the last five years. The information is to be summarized, using Application Form A-5, for each contract completed or under execution by the Applicant.

Where the Applicant proposes to use named subcontractor(s) for critical components of the works, or for work contents in excess of 10 percent of the value of the whole works, the information in the afore-mentioned forms should also be supplied for each specialist subcontractor.

Details of Contracts of Similar Nature and Complexity

Name of Applicant

Use a separate sheet for each contract.

1.	Name of Contract
	Country
2.	Name of Employer
3.	Employer Address
4.	Nature of works, total MW's and special features relevant to the contract for which the Applicant wishes to pre-qualify
5.	Contract Role (Tick One) (a) Sole Contractor (b) Sub- Contractor
6.	Value of the total contract (in specified currencies) at completion, or at date of award for current contract Currency.....
7.	Equivalent in Pak/Rs.
8.	Date of Award
9.	Date of Completion
10.	Contract Duration (Years and Months) ____ Years ____ Months
11.	Specified Requirements:

Insert any specific criteria required for particular operations, such as annual volume of earthmoving, underground excavation etc.

Summary Sheet: Current Contract Commitments/Works in Progress

Name of Applicant

Applicants should provide information on their current commitments on all contracts that have been awarded, or for which a letter of intent or acceptance has been received, or for contracts approaching completion, but for which substantial Completion Certificate has yet to be issued.

Name of Contract	Value of Contract	Estimated Completion Date
1.		
2.		
3.		
4.		
5.		
6.		

Summary Sheet: Presence in Pakistan (List of Projects completed/ongoing)

Name of Applicant

Applicants should provide information on their Completed/ Ongoing commitments on all contracts that have been awarded, or for which a letter of intent or acceptance has been received, or for contracts approaching completion, but for which substantial Completion Certificate has yet to be issued.

Name of Contract	Value of Contract	Estimated Completion Date
1.		
2.		
3.		
4.		
5.		
6.		

Summary Sheet: Project Experience Outside Home Country

Name of Applicant

Applicants should provide information on their Completed/ ongoing commitments on all contracts that have been awarded, or for which a letter of intent or acceptance has been received, or for contracts approaching completion, but for which substantial Completion Certificate has yet to be issued.

Name of Contract	Value of Contract work	Estimated Completion Date
1.		
2.		
3.		
4.		
5.		
6.		

Application Form A-7
 ____ Pages **Technical Staff Summary**

Page ____ of

Name of Technical Staff

Position		Candidate [Tick appropriate one] <input type="checkbox"/> Prime <input type="checkbox"/> Alternate
Staff information	1. Name of Staff	2. Date of Birth
	3. Professional Qualification	
Present employment	4. Name of Employer	
	Address of Employer	
	Telephone	Contact (manager/personnel officer)
	Fax	Telex
	Job title of staff	Years with present Employer
Position		Candidate [Tick appropriate one] <input type="checkbox"/> Prime <input type="checkbox"/> Alternate
Staff information	1. Name of Staff	2. Date of Birth
	3. Professional Qualification	
Present employment	4. Name of Employer	
	Address of Employer	
	Telephone	Contact (manager/personnel officer)
	Fax	Telex
	Job title of staff	Years with present Employer

Month/ Dates/Years	Company / Project / Position / Relevant technical and management experience	
From		
Month/ Dates/Years	Company / Project / Position / Relevant technical and management experience	
From		

Financial Capability

Name of Applicant

Applicants should provide financial information to demonstrate that they meet the requirements stated in the Instructions to Applicants. Each applicant must fill-in this form. If necessary, use separate sheets to provide complete banker information. A copy of the audited balance sheets should be attached.

Banker	Name of banker	
	Address of banker	
	Telephone	Contact name and title
	Fax	Telex

Summarize actual assets and liabilities in Pak Rupees (Equivalent at the current rate of exchange at the end of each year) for the previous five years, based upon known commitments, projected assets and liabilities in Pak Rupees equivalent for the next two years.

Financial information in Pak Rs. or equivalent	Actual: previous five year					Projected: next two years	
	1	2	3	4	5	6	7
1. Total assets							
2. Current assets							
3. Total liabilities							
4. Current liabilities							
5. Profits before taxes							
6. Profits after taxes							

Specific proposed sources of financing to meet the cash flow of the Project, net of current commitments

Source of financing	Amount (Pak Rs. or equivalent)
1.	
2.	
3.	
4.	

Attach audited balance sheets or alternative evidence of financial health such as bank account statements, line of credits, etc., for the last five years. Firms owned by individuals may submit their balance sheets certified by a registered accountant, and supported by copies of tax returns.

Health, Safety and Environmental (HSE)

Name of Applicant

The Applicant should provide the following information

A. HSE Policies

Please attach

B. HSE Statistics (TRIR, LTI, LWI, Fatalities etc) for Projects completed/in-hand during the past 05 years

Please attach record

C. HSE Incident reports for Projects completed/in-hand during the past 05 years

Please attach record

D. Availability of Fire Fighting, Rescue and Emergency Evacuation Equipment