

Pre-Qualification Document (PQD)

For Pre-qualification of contractors/Supplier's/ Firms having expertise in construction and installation of Cages for fish culture in selected water areas of the Punjab

Under the development scheme "Cage Culture Cluster Development Project"

DEPARTMENT OF FISHERIES



GOVERNMENT OF THE PUNJAB

January, 2020



Section 1: INTRODUCTION

Request for Pre-qualification Reference No. PC/PD (PM&E) CCDP-I/2019-20

The Department of Fisheries, Government of Punjab hereby, invites applications from suitably experienced and established contractors, to pre-qualify the firms for open tender process for installation of cages for development scheme "**Cage Culture Cluster Development project**" in Punjab province. The procurement process will be in compliance with Punjab Procurement Rules, 2014 (amended upto date).

It is intended to establish a list of pre-qualified firms who wish to participate in competitive bidding for the installation of cages. It is expected that the bids will be invited from the prequalified firms tentatively in 2nd week of February, 2020 and the works will commence tentatively March to April, 2020.

This pre-qualification tender includes the following documents:

Section 1__ Introduction

Section 2__ Instructions to Interested Applicants

Section 3__ Project Background and Description of Works

Section 4__ Technical Evaluation Criteria

Section 5__ Application Form

Interested applicants are requested to submit all documents required in this PQD and submit to the below mentioned address as per instructions and format mentioned in Section 2 and 5. The queries (if any) relating to this pre-qualification process should be addressed to the representative of client mentioned in Section 2: instructions to bidder applicants 3 days before the submission date.



Section 2: Instructions to the Interested Applicants

A. General

1. The applicant may be a firm/company/corporation/ partnership firm either of Pakistan or foreign origin or a consortium/joint venture of such entities who may individually or jointly commit to implement the project. The term 'applicant' used hereinafter would, therefore, apply to both 'an individual entity' and 'joint venture/consortium'.
2. In the case of a JV, all partners should be jointly and severally liable for implementation and operation of the project in accordance with the terms and conditions specified in the upcoming RFP. The JV shall nominate an authorized representative who shall have the authority to conduct all business for and on behalf of any and all the members of JV during the bidding process (in the event the JV submits a bid) and during the implementation and operation (in the event the JV is awarded the project). **Provide details of JV.**
3. An applicant shall submit only one application in the same pre-qualification process, either individually or as a partner of JV. An applicant, who submits or participates in more than one application, will cause all the applications in which the applicant has participated to be disqualified.
4. The ownership structure of each member of the applicant entity must be in accordance with the laws in respect of capital, equity participation in a joint venture, nationality and registration/ licenses.
5. The JV/ consortium must propose the lead member (LM).
6. The number of members of a consortium will be limited to three.
7. A qualified consortium may only bid with the same initial members and no substitutes shall be allowed in the bidding stage.
8. Unnecessarily elaborate brochures or other presentations beyond those sufficient to present a complete and effective application in response to this PQD are not desired.
9. Provide history of non-performance, if any. Upon the evaluation of reasons for non-performance, the applicant may be considered for qualification.



10. Provide history of litigation. Chronic or any contentious cases which may endanger the applicant's ability as a going concern.
11. Applications must be received at the place designated and by the date and time specified.
12. Applicants should not be under a declaration of ineligibility for corrupt and fraudulent practices issued by government of the Islamic Republic of Pakistan or any provincial government or any of the agencies of the Islamic Republic of Pakistan. If they are registered in any such list, they will be disqualified.

No. of copies of bid that must be submitted	One original, two copies and soft copy (USB or CD) of the bid. In the event of discrepancy between them, the original shall prevail.
Deadline of proposal submission	Date and Time: 11:00 am on 23-01-2020 Applications received after the deadline shall not be entertained and shall be returned unopened to the applicant. Bids shall be opened on the same day i.e. 23-01-2020 at 11:30 am.
Bid submission address	Within the due date to employer at the following address: The Purchase cell , office of The Director General Fisheries, Punjab 9-A Bahawalpur Road, Chauburji, Lahore. 042-99212374-5
Allowable manner of submitting proposals	By courier or by hand delivery
Contact details for submitting clarifications/questions	Focal person: Project Director/ Director Fisheries (PM&E) Address: 9-A Bahawalpur Road, Chauburji, Lahore
Mandatory Documents required for Qualification	<ol style="list-style-type: none"> 1. Proof of registration with Income Tax Department. 2. Proof of GST registration. 3. Undertaking regarding no litigation & blacklisting with any public sector organization in Pakistan on judicial stamp paper. 4. Letter of association and JV agreement in case of a JV/consortium of partners.

B. Financial

1. The turnover for the applicant from 2017 to 2019 shall be minimum PKR 30 million per year. If reference works contracted and invoiced/billed in the name of joint venture or consortium are included. The document shall be certified by registered independent auditors.
2. Financial resources: the bidder shall demonstrate, by a bank statement from his bank, that he/she has available or has access to liquid assets (asset that can be readily converted to cash), to meet construction and supply cash flow for



the contract of not less than PKR 60 Million.

3. Available Bank Credit Line (Attach proof) should be equal to Rs. 30 Million.

C. Selection method

Only applicant who achieved the minimum technical and financial score overall 65% shall be invited for upcoming RFP

Section: 3 Project Background and Description of Works

BACKGROUND OF THE SCHEME

The project is envisaged under the initiative of Prime Minister of Pakistan on his narrative "National Agriculture Emergencies" to Harness the untapped aquatic resources of Pakistan. The project will be sponsored by the Government of Punjab in the umbrella project of Ministry of National Food Security and Research, Government of Pakistan as a share of Punjab.

The cage fish culture is considered as the most efficient fish production system in the world and is successfully being practiced in Mekong river area of Thailand, Laos, Vietnam and other Indo-Chinese countries. It has several advantages over other methods of culture. They are installed in existing water bodies, require comparatively low capital outlay and with simple technology. They are popular with farmers, extension workers and development programs and are used as a method for producing high quality protein cheaply. Despite accounting for only 5–10% of current inland water aquaculture production, growth in this sector is very rapid. Water resources of Punjab like small and large dams, pond area of barrages and many water canals offer a great potential for cage fish culture.

Total 5000 number of cages will be installed under this project (2019-20-2023-24) whereas, 500 cages will be installed during current year (2019-20). Each farmer will be provided 10 or 20 cages (as per his own request). If the numbers of interested applicants will be more than the availability of cages, then "Qura-Andazi" will be conducted for allotment.

The DOF will provide financial assistance to the selected farmers which is 80 % of total estimated cost of the cage or 0.240m whichever is less in the form of cage installation. The other operational and maintenance expenditure will be made by the farmer himself. After expiry of gestation period of the project the farmer



will have to continue the process of fish cage culture by their own sources as per then prescribed terms and condition of Department of Fisheries.

Objectives of the prequalification document (PQD) process

- 1) The Department of Fisheries is inviting Prequalification Document (PQD) alongwith the information as required for qualifying the prospective applicant to participate in the upcoming RFP.
- 2) The objective of the PQD process is to identify suitably qualified, experienced and financially sound applicant for construction and installation of cages as per the detailed scope of work to be stipulated in the upcoming RFP document.
- 3) Applicant will be evaluated against a set of criteria provided in technical evaluation criteria section 4 of this PQD document. Applicant, qualifying will be invited for the subsequent tender/request for bid process.

Scope of Work:

- 1) The scope of work entails the following tasks that may be assigned for installation of cages under development projects of Government Departments:
 - Manufacturing of cages as specific approved design.
 - Cages will be constructed with local material except nets.
 - Complete installation of cages at the sites
- 2) A set of preliminary design (specifications) criteria will be provided with the upcoming RFP to the qualified Applicants. This preliminary design (specifications) includes the number of cages in battery, dimensions of cages and frame, quality and size of nets, holding anchors etc. and intent of the works and employer requirement to be carried out at the site.
- 3) The qualified applicants will be required to submit their technical and financial bids during the bidding stage, along with their expected Bill of Cages Material (BoM) along with installation for one battery (10 cages) and Bill of Quantity (BOQ) in accordance to the information and formats provided in the preliminary design.



Section: 4 Technical/Evaluation Criteria

Firms having similar kind of experience of cage construction projects

Provide following contract information for above past track record requirements:

- i. Name of project
- ii. Client
- iii. Contract value
- iv. Scope of work and types of activities undertaken
- v. Status or date completed
- vi. Reference contact details (name, phone, email)

Note: In case of consortium, the combined technical strength of consortium will be considered for technical evaluation.

Organization Structure Criteria

The applicant must demonstrate that the core staff required in this proposal must have relevant qualification/experience.

Provide a copy of curriculum vitae with professional referees of proposed key staff. The combined skill sets of the proposed team must adequately cover: design, construction and operation of cage construction projects



EVALUATION CRITERIA

Only applicant who achieve the minimum technical score of 65 % shall be invited for up-coming RFP

	Salient Features	Scoring Criteria	Marks
1	Company's Profile		10
1.1	Provide company profile and location of regional offices in Punjab	Maximum 2 marks will be awarded for detailed company profile. Maximum of 3 marks will be provided for regional offices of the firm (1 mark per office).	5
1.2	Project Management & Logistics Plan	Maximum 5 marks will be given for providing detailed approach, management plan and timeline for executing this project in two (2) months after contract is awarded.	5
2	Experience		20
2.1	Cages installed in last 10 years in Pakistan.	Maximum 10 marks will be awarded against 50 cages (i.e. 1 mark per 5 cages).	10
2.2	Details of similar projects (steel works nature).	Maximum 10 marks will be awarded for the said criteria for 10 projects. Less than that shall be awarded proportionally.	10
3	Team Required		40
3.1	Project Manager (1 No.)	Maximum 10 marks will be given for the project manager for 5 year relevant experience (2 marks per year experience).	10
3.2	Sub Engineer (DAE Civil/Mechanical) (1 No.)	Maximum 10 marks will be given for the project manager for 5 year relevant experience (2 marks per year experience).	10
3.3	Operation and maintenance Expert (BSc with Zoology or BS Zoology/Fisheries and Aquaculture (1No.)	Degree Having one month training course certificate from Deptt. Of Fisheries or one year experience in Fisheries.	15 5
4	Financial		30
4.1	The minimum required annual turnover for the applicant from 2017 to 2019 (included) shall be minimum PKR 50 Million. The document shall be certified by registered independent auditors.	5 marks will be given if the available average annual turnover for the last three years is equal to Rs.50 Million (150 Million for three years). For the turnover more or less than Rs.50 Million 1 mark per each 10 Million will be given proportionally.	5 5



4.2	Financial resources: The applicant shall demonstrate by a bank statement from his bank, that he/she has available or has access to liquid assets (asset that can be readily converted to cash) to meet the construction and supply cash flow for the contract	Cash in hand/liquid assets should not be less than PKR 30 Million. For the value of the liquid assets more than Rs. 30 Million weightage will be as 1 Marks for each additional 6 Million	5 5
4.4	Available Bank Credit Line (Attach proof)	10 marks will be given if the available bank credit lines limit is equal to Rs. 60 Million. For limit less than 60 Million, proportionate weightage will be applied (i.e. 1 mark per each 6 Million)	10



Section 5

JOINT VENTURE FORM

[Name and address of the leading Member firm] who for the purpose of this Agreement shall herein after called "Lead Member"

[Name and address of the member firm]

Who for the purpose of this agreement shall hereinafter called "Member ".They hereby declare:

1. That they will legalize a joint venture in case that a Contract for the (Cage Construction and Installation) _____ is awarded to their group.
2. That they have nominated (name of the Lead member) as the Lead Member of the Joint Venture.
3. That they authorized to act as the Representative on behalf of the Joint Venture) to act as the JV's Repetitive in the name and on the behalf of their Joint Venture.
4. That all members of the Joint Venture shall be liable jointly and severally for the execution of the Contract.
5. That this Joint Venture is constituted for the purpose of the execution of the under this contract.
6. That if the Employer accepts the Bid of this Joint Venture it shall not be modified in its composition or constitution until the completion of Contract without the prior consent of the Employer.
7. That each member's share of the work, stated as percentage of the total contract amount, shall be as follows.



Letter of Application

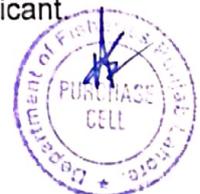
[Letterhead of the Applicant, or partner responsible for a joint venture, including full postal address, telephone no, fax no., and e-mail address].

Date:

To:.....
[Name and address of the employer]

Sirs,

1. Being duly authorized to represent and act on behalf of.....(herein after "the Applicant"), and having reviewed and fully understood all the prequalified as an applicant for the following contract (s) under the[name of the Project to be listed by the User /Employer] project:
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 applications who are corporations); or the place of registration and the nationality of the owners (for applicants who are partnerships or individually-owned firms).
3. DOF 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 demand 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



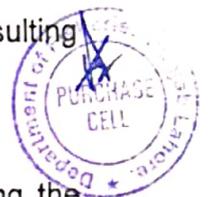
4. DOF and its authorized representatives may contact the following persons for further information. If needed.

Malik Muhammad Ramzan Project Director/ Director Fisheries (PM&E), PIU Lahore	Telephone :03006083484 Email:mraheer@gmail.com
Asif Ali Deputy Director Fisheries, PIU, Lahore	Telephone :03324348643 Email:asifali8647@gmail.com

5. This application is made with the full understanding that:
- Bids by prequalified applicants will be subject to verification of all information submitted for prequalification at the time of bidding;
 - DOF reserves the right to:
 - Amend the scope and value of any contract under this project; in such event bids will only be called from pre-qualified applicants who meet the revised requirements; and
 - Reject or accept all application, cancel the pre-qualification process, and reject applications ; and
 - DOF shall be liable for any such actions and shall be under obligation to inform the Applicant of the grounds for actions at 5(b) here above.
 - DOF shall not be liable for consequence of, and shall be under no obligation to inform the applicant of the grounds for, actions taken under para 5(b) here above.

Applicants who are not joint ventures / consortium should delete para 6 & 7 and initial the deletions.

6. Appended to this application, we give details of the participation of each party, including capital contribution and profit / loss agreements to the joint venture or association. We also specify the financial commitment in terms of the percentage of the value of the (each) contract, and the responsibilities for execution of the each contract.
7. We confirm that in the event that we bid, that bid as well as any resulting contact will be.
- Signed so as to legally bind all partners, jointly and severally; and
 - Submitted with a joint venture / consortium agreement providing the



joint and several liabilities of all partners in the event the contract is awarded to us.

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

Signed	Signed
Name	Name
For and on behalf of (name of Applicant or lead partner of a joint venture / consortium)	For and on behalf of (name of Applicant or lead partner of a joint venture / consortium)

Profile Form

Name of Company			
Address of Company			
		Primary Contact	Secondary Contact
	Name		
	Title		
	Phone Number		
	Email Address / Skype		
Year of Registration	Applicant shall submit valid business license.		
Copy of Trade License of Certificate of Incorporation			
Name of parent Company (if Applicable)			
Country of Registration of parent Company (if applicable)			
Countries of operation			

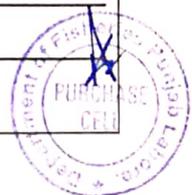


Form 4**Details of Contracts of Similar Nature with Evidence**

Name of applicant or partner of a joint venture

Use a separate sheet for each contract.

1	Name of Contract
	Country
2	Name of Employer
3	Employer Address -----
4	Nature of works 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 (c) Partner in a Joint Venture
6	Value of the total contract (in specified currencies) at completion, or at date of award for current contract Currency..... Currency..... Currency.....
7	Equivalent in Pak/Rs.
8	Capacity of work
9	Date of Award
10	Date of completion
11	Contract duration (years and months) _____years _____months
12	Specified Requirements _____ _____ _____



Description of project or other comments

Form 5

Curriculum Vitae (CV) for proposed professional Staff

1. Proposed position: (within this project) _____
2. Name of Firm: _____

3. Name of Staff: _____
4. Name of Birth: _____
5. Nationality: _____
6. Passport No: _____
7. Education

Degree	Major/Minor	Institution	Date (MM/YYYY)

8. Membership of Professional Associations: _____

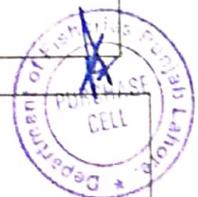
9. Other Training _____

10. Languages: _____
11. Employment record (reverse order):

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

12. Detailed

[List all tasks to be performed under this project.]



Financial Capability

13. Work undertaken that best illustrates capability to handle the tasks assigned.

1) Name of assignment or project: _____
Year: _____
Location: _____
Client: _____
Main project features: _____
Positions held: _____
Activities performed: _____

2) Name of assignment or project: _____
Year: _____
Location: _____
Client: _____
Main project features: _____
Positions held: _____
Activities performed: _____

3) Name of assignment or project: _____
Year: _____
Location: _____
Client: _____
Main project features: _____
Positions held: _____
Activities performed: _____



Name of applicant or partner of a joint venture

Applicants, including each partner of a joint venture, should provide financial information to demonstrate that they meet the requirements. Each applicant or partner of a joint venture must fill-in this form. If necessary, use separate sheets to

provide complete banker information. (A copy of the audited balance sheets for last three (03) years duly signed & stamped by certified chartered Accountants should be attached)

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

Summarize actual assets and assets and liabilities in Pak Rupees (Equivalent at the current rate of exchange at the end of each year) for the previous three year.

	Financial information in Pak Rs. Or equivalent	Actual: Previous three year				
		1	2	3	Avg.	
1	Total assets					
2	Current assets					
3	Total liabilities					
4	Current liabilities					
5	Working Capital					
6	Profits before taxes					
7	Profits after taxes					
8	Annual Turnover of construction works only					

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



Attach audited financial statements for the last three years (for individual applicant or each partner of joint venture).

Firms owned by individuals, and partnerships, may submit their balance sheets certified by a registered accountant, and supported by copies of tax return, if audits are required by the laws of their countries of origin in case of foreign firms.