

JOINT VENTURE (JV)

Joint Venture must comply with the following requirements:

Following are minimum qualification requirements for a JV:

The Lead Partner must hold at least 50% share whereas other partners should hold not less than 15% shares.

ii) No compromise shall be made on the minimum requirements of meeting 65% overall score.

iii) The JV/Consortium must collectively satisfy the criteria of Sub-Clauses 1.3 to 1.7 for which purpose the relevant figures for each of the partners shall be added together to arrive at the JV's total capacity.

- a- At the Bidding Stage, the Bid shall be signed by all members in the JV/Consortium so as to legally bind all partners, jointly and severally, and any bid shall be submitted with a copy of the JV/Consortium agreement providing the joint and several liability with respect to the contract.

1 QUALIFICATION CRITERIA

1.1 GENERAL

Pre-qualification will be based on all the criteria given in succeeding paras 1.2 to 1.7 regarding the Applicant's Financial Soundness, Experience Record, Personnel Capabilities, Equipment Capabilities and Domestic Content Requirements as demonstrated by the Applicant's responses in the forms given in this PQD. Sub-contractor's experience and resources shall not be taken into account in determining the Applicant's compliance with the qualifying criteria. However, JV/ Consortium experience and resources shall be considered.

Failure of an Applicant to provide to provide essential information may result in dis-qualification.

The criteria for the evaluation is given below:

Sr. No.	Category	Weightage/Marks
1.	General Experience	38

2.	Personnel Capabilities	20
3.	Equipment and plant Capabilities	02
4.	Financial Soundness	30
5.	Logistics and Project Management Capabilities	10
	Total:	100

Note: Prequalification status shall be decided on the basis of Pass/Fail basis. The applicant must secure at least 65% overall score.

1.2 BASIC ELIGIBILITY

The firms fulfilling the following basic requirements shall only be considered for further evaluation (relevant documents to be attached):

- (a) Local firms/ companies may participate in this process having valid registrations with the Securities and Exchange Commission of Pakistan (SECP), Income Tax Department / NTN / Sales Tax Number and Pakistan Engineering Council (PEC) in C3 Category or above, if international firm is desirous of getting prequalified then proof of their affiliation/ registration from their respective country's legal and professional body shall have to be provided. However, the international firm shall submit JV/ consortium agreement with local partner(s) having PEC license of C3 or above category (copy of the certificates must be attached).
- (b) The interested firms/ companies must have completed at least five (05) solar projects, each of equal to or more than 1 MW solar PV capacity during last 05 years in Pakistan or abroad. (Completion Certificate must be attached)
- (c) The Applicant (and members of a JV/consortium) shall provide a Judicial Affidavit declaring no blacklisting from any government agency or an international financial institution.
- (d) Certified Annual Audit Report for the last three (03) years, Annual average turnover of Rs. 500 Million or above for last three years (2016-2017, 2017-18, 2018-2019)

(JV/ Firm turnover collectively/ jointly shall be calculated)

All the Applicants have to fulfill the requirements mentioned in this sub-Clause 1.2 (a to d).

1.3 GENERAL EXPERIENCE

Credit Marks for experience shall be awarded on the basis of following qualifications:

Sr. No.	Salient Feature	Maximum Marks
1.	General Experience (Total Marks 38)	
a)	Projects of similar nature completed over last five (05) years (Completion certificate should be provided) Marks distribution 05 projects, each of equal to or more than 1 MW solar PV capacity	30
b)	Projects of similar nature in hand (Evidence should be provided) Marks distribution	08

Sr. No.	Salient Feature	Maximum Marks
	Pakistan or abroad.	
	Sub-Total	38

1.4 PERSONNEL CAPABILITIES

Credit Marks shall be awarded under this category using the following criteria:

Sr. No.	Salient Feature	Maximum Marks
3.	Personnel Capabilities (Total Marks 20) <i>(Attach copies of CVs)</i>	
i)	Qualified Graduate Engineers	
(a)	<p>Number of Engineers</p> <p>Marks distribution</p> <ul style="list-style-type: none"> 5 marks will be given if the total No. of Engineers are 10 Nos. or above. For less than 10 Nos. of Engineers, marks will be given as per following formulas: <p>A = No. of Engineers</p> <p>BSc Engineer (PEC Registration/ equivalent for foreign qualified) with min One (01) Year Experience</p>	05
(b)	<p>Experience of Engineers in number of years</p> <p>Marks distribution</p> <ul style="list-style-type: none"> 5 marks will be given if the Applicant has at least five (5) Engineers graduates having at least 05 years relevant experience in Power plant in Pakistan or outside the country. For less than 5 No. of Engineers having at least 05 years relevant experience in Power plant in Pakistan or outside the country, marks will be given as per following formulas: <p>A = No. of Engineers having at least 05 years relevant experience in Power plant in Pakistan or outside the country</p>	05
ii)	Number of diploma engineers/ technicians in employment of the firm	
(a)	<p>Number of diploma engineers/technicians</p> <p>Marks distribution</p> <ul style="list-style-type: none"> 5 marks will be given if the total No. of Diploma of Associate Engineers (DAE)/ B Tech are 10 nos. or above. For less than 10No. of Diploma of Associate Engineers, marks will be given as per following formulas: <p>A = No. of DAEs/B-Tech</p>	05

Sr. No.	Salient Feature	Maximum Marks
(b)	Experience of diploma engineers/ technicians in number of years. Marks distribution <ul style="list-style-type: none"> • 5 marks will be given if the individual experience of at least 05 No. of DAEs/ B Tech is equal to 4 years or above relevant experience. • For less than 10 No. of DAEs/ B Tech having individual experience of above relevant experience 	05
	Sub-Total	20

1.5 EQUIPMENT AND PLANT CAPABILITIES

Credit Marks shall be granted on the basis of the following criteria for various kinds of equipment relevant for the Project:

Sr. No.	Salient Feature	Maximum Marks
4.	Equipment Capability (Total Marks 05)	
a)	Firm / JV having Manufacturing facility of PV Panels	01
b)	Firm / JV having Manufacturing facility of Inverters	01
	Sub-Total	02

1.6 FINANCIAL POSITION

Credit Marks shall be awarded on the basis of the following criteria:

Sr. No.	Salient Feature	Maximum Marks
6.	Financial Position (Total Marks 30)	
i)	Working Capital = Current Assets – Current Liabilities (Average of Certified Audit Reports of Last 3 years)	
	Marks distribution <ul style="list-style-type: none"> 15 marks will be given if the available average working capital for last three years or available bank credit line limit is equal to 200 Million PKR or above 	15

Sr. No.	Salient Feature	Maximum Marks
	Applied $15 \times (A/200)$ A= Average working capital for last three years OR Available Bank	
ii)	Annual Turnover (Certified Audit Reports of Last 3 years)	
	Marks distribution <ul style="list-style-type: none"> 15 marks are given if the available average annual turnover for last three years is equal to 500 Million PKR or above. For the turnover, less than 500 million PKR following weightage will be applied $15 \times (A/500)$ 	15
	Sub-Total	30

1.7 LOGISTICS AND PROJECT MANAGEMENT CAPACITIES

Credit Marks shall be awarded on the basis of the following criteria:

Sr. No.	Salient Feature	Maximum Marks
5.	Logistics and Project Management Capacities (Total Marks 10)	

a)	Strong Logistics Capacities 2 CVs of Project Management Leader (Master degree) and Logistic Team Leader (Masters in Supply Chain) with an experience of at least 05 years in Pakistan and have done 2	05+05
	Sub-Total	10