PAKHTUNKHWA ENERGY DEVELOPMENT ORGANIZATION

GOVERNMENT OF KHYBER PAKHTUNKHWA PESHAWAR

MINUTES OF MEETING

Project Name:	Project-1: Khyber Pakhtunkhwa Solarization of Houses Initiative, Phase -1 (50% Subsidized) Project-2: Khyber Pakhtunkhwa Solarization of Houses Initiative, Phase-1 (100% Subsidized)
Meeting Agenda:	Pre-Bid meeting for Hiring of Consultant
Venue of Meeting:	Main Committee Room, PEDO House Phase V, Hayatabad, Peshawar
Date & Time:	September17, 2026
Participants Employer	
M. Kamran Khan	Project Director Solar, PEDO, Chair
Said Nabi	Director (Planning)
Ubaid Rahman	Deputy Director (Finance)
Hammad Akbar	Assistant Director (P&C), PEDO
Shaheer Jan	Assistant Director (RE/PP), PEDO
Zahid Ali	AM (P&C), Solar
Adeel Miandad	AM (P&C), Solar
Participants Consultant	
Qaim Jan	NESPAK
Saleem Barg	Barg Engineering Consultants
Asad Ali	Ultimate Engineering consultant
Engr. Hamid Anwar	MM Pakistan (MMP)
Engr. Muhammad Hamza	Consulting Associates
Engr. Hassan Ali	Ultimate Engineering consultant
Engr. Fawad Qamar	MAC Engineering Services
Rehan Shafiq	Pi-Bytes Consultant
Aamir Shah	Barg Engineering Consultants

Attendance sheets duly signed by the participants attached at **Annex-A**.

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The meeting commenced with the recitation of the Holy Quran. Thereafter, the Project Director (Solar), PEDO, warmly welcomed all the participants and provided a brief overview of the project that the original PC-Is of the schemes was approved by the PDWP in its meeting held on 04th June, 2026. Administrative Approvals were accorded by the Energy & Power Department for an amount of Rs. 7,095.927 million vide Letter No. E&P/CPO/AA/250264/2025-26 dated 22nd June 2026 for the 100% Subsidized Project, and for an amount of Rs. 4,989.32 million vide Letter No. E&P/CPO/AA/250266/2025-26 dated 22nd June 2026 for the 50% Subsidized Project.

The Chair further invited the Assistant Manager (P&C)-Solar to brief the forum about the procurement process. Accordingly, the AM (P&C)-Solar apprised the forum that the Consultancy Services for execution of the project are currently under procurement through Open Competitive Procurement, using the Single-Stage Two-Envelope Procurement Procedure under the Quality- and Cost-Based Selection (QCBS) method, in accordance with the applicable KPPRA Procurement Rules.

AM (P&C)-Solar further briefed the forum that the Notice Inviting Tenders (NITs) for hiring of Consultancy Services was published in the newspapers, KPPRA website, DASTAK App, and PEDO official website on 09 June, 2026. He further informed that the pre-bid meeting was scheduled for 17 September 2026, while the submission of technical & Financial proposals is scheduled for 30 September 2026 at 1400 hours.

Following the detailed overview, the representatives of the intended bidders raised a number of queries and sought clarifications on various provisions of the Bid Solicitation Documents. Each query and objection was addressed individually by the Chair, members of the Procurement Committee and PMU – Solar through open discussion to ensure that all participants received consistent and transparent clarifications. The detailed queries raised by the participating bidders, together with the corresponding responses and clarifications, are attached as **Annex-B** to these minutes.

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Annex-A

Date 17-09-2026

ATTENDANCE SHEET FOR PROCUREMENT COMMITTEE MEMBERS

PROCUREMENT COMMITTEE MEETING FOR THE PRE-BID CONFERENCE REGARDING THE SUBMISSION OF PROPOSALS FOR HIRING CONSULTANCY SERVICES FOR THE PROJECT "KHYBER PAKHTUNKHWA SOLARIZATION OF HOUSES INITIATIVE, PHASE-I (50% SUBSIDIZED)".

S.NO	NAME	DESIGNATION	DEPARTMENT	SIGNATURE
1	Muhammad Kamran Khan	PD Solar	PEDO	
2	Said Nabi	Dir-Plng	PEDO	
3	Ubaid Rahman.	Dy. Director(F)	PEDO	
4	Hammad Abbas	AD (P&C)	PEDO	
5	Shaeer Jan	AD (RE/PP)	PEDO	

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Date 17-09-2026

ATTENDANCE SHEET FOR PARTICIPANTS

PROCUREMENT COMMITTEE MEETING FOR THE PRE-BID CONFERENCE REGARDING THE SUBMISSION OF PROPOSALS FOR HIRING CONSULTANCY SERVICES FOR THE PROJECT "KHYBER PAKHTUNKHWA SOLARIZATION OF HOUSES INITIATIVE, PHASE-I (50% SUBSIDIZED)".

S.NO	FIRM NAME	REPRESENTATIVE NAME	DESIGNATION	SIGNATURE
1	PESPAK	Rais Jan	Principal Engineer	
2	BARG Engineering	Engr Saleem Baig	CEO	
3	Ultimate Engineering Consultant	Asad Ali	Managing Director	
4	MM Pakistan (MMP)	Engr. Hamid Anwar	Principal Engr (Elect)	
5	Consulting Associates	Engr. Muhammad Hamza	Senior Engr.	

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6	Dhunk Engineering Consultants	Engr. Hassan Ali	RE		
7	Pi Bytes Consultants	M. Sayyat Ali	Environmental & Agricultural Expert		
8	MAC Engineering Consultants	Engr Fawad Qamar	DPM		
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Date 17-09-2026

ATTENDANCE SHEET FOR PROCUREMENT COMMITTEE MEMBERS

PROCUREMENT COMMITTEE MEETING FOR THE PRE-BID CONFERENCE REGARDING THE SUBMISSION OF PROPOSALS FOR HIRING CONSULTANCY SERVICES FOR THE PROJECT "KHYBER PAKHTUNKHWA SOLARIZATION OF HOUSES INITIATIVE, PHASE-I (100% SUBSIDIZED)".

S.NO	NAME	DESIGNATION	DEPARTMENT	SIGNATURE
1	Muhammad Kamran Khan	PO Solar	PEDO	
2	Sanid Nabi	Dir. Plng	PEDO	
3	Ubaid Rahmon.	Dy. Director (F)	PEDO	
4	Hammad Akbar	AD (P&C)	PEDO	
5	Shaer Jan	AD (RE/PI)	PEDO	

6	Consulting Associates	Engr. Mohammad Hamza	Senior Engr.				
7	Ultimate Engineering Consultants	Engr. Hassan Ali	R.E				
8	MAC Engineering Consultant	Engr Fawad Qamar	DPM				
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PAKHTUNKHWA ENERGY DEVELOPMENT ORGANIZATION

GOVERNMENT OF KHYBER PAKHTUNKHWA PESHAWAR

Annex-B

S #	BID DOCUMENT REFFERENCE	QURRAIES/OBSERVATION/CLARIFICATION	PEDO RESPONSE CLARIFICATION
1	Refer to Section 18.1 of the Datasheet,	The consultant inquired about the specific experience of both the projects, that whether the cumulative capacity of different projects will also be accepted?	**Clarification:** It was clarified that, under the Specific Experience section, the cumulative capacity of multiple projects shall be accepted for evaluation.
2	Refer to the Section 18.1 of the Datasheet (Specific Experience),	The Consultant inquired whether, in the case of a Joint Venture (JV), the combined cumulative capacity of two JV members that equals or exceeds 25 MW (50% subsidized project) will be acceptable for evaluation under Specific Experience.	**Agreed:** It was explained that, in accordance with the applicable KPPRA rules, Joint Ventures (JVs) are permitted, subject to a maximum of two firms in a JV. The evaluation shall be based on the cumulative capacity and relevant experience of the JV partners, as applicable under the evaluation criteria.
3	Refer to Section 18.1 of the Data Sheet,	The Consultant requested clarification regarding the nature and scope of consultancy Services is required for example feasibility design supervision or any other..	**Clarification:** It was clarified that, for all sections relating to project experience, only those solar projects which include **Design, Procurement and Supervision** shall be considered. However, experience limited solely to any other additional services, without the inclusion of **Design, Procurement and Supervision**, shall not qualify as valid project experience.

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4	Refer to Section 18.1 of the Datasheet, General Experience,	The Consultant inquired as to why the required experience has been limited to solar projects only, and requested that experience in other relevant types of projects, in addition to solar projects, may also be considered.	**Clarification:** It was clarified that the consultancy services for both the advertised projects are limited to solar projects. Accordingly, experience related to solar projects shall be considered for evaluation and marking purposes.
5	Refer to Section 18.1 of the Datasheet Experience	The Consultant inquired about the absence of a lower threshold or minimum project capacity in the formulas specified for evaluating project experience.	**Clarification:** It was explained that, in order to ensure healthy competition, the minimum project capacity has not been fixed. Bidders may provide details of projects of varying capacities in their proposals, which shall be considered for evaluation and marking purposes in accordance with the evaluation criteria.
6	Refer to Data Sheet S. No. A (5) of 11.2 (Office Assistant/Accountants),	The Consultant requested clarification regarding the designation of the Office Assistant/Accountant as "Intermittent," as the total required input for this position is 30 man-months, which corresponds to the entire project duration. Accordingly, it may kindly be clarified whether the position is required on a continuous basis throughout the project duration or on an intermittent basis.	**Agreed:** It was clarified that the word "intermittent" shall be replaced with "full-time", indicating that the consultancy services shall be provided on a full-time basis for 30 months.
7	SCC Sub-clause 6.4	The consultant inquiries about the linkage of the consultant payment under with the milestones of the contractor rather it shall be linked with the consultancy services milestones. It is requested that the payment procedure for the consultancy services may kindly be reviewed in accordance with the	**Clarification:** It was clarified that no changes to the payment terms and conditions can be made at this stage of the procurement process. Any proposed changes may be discussed and negotiated at the stage of contract negotiations, subject to the applicable rules and procedures.

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		applicable PEC Consulting Bye-Laws and relevant regulations.	
8	Refer to Data Sheet S. No. A (5) of 11.2 (Deputy Team Leaders),	The Consultant noted that it is mentioned as 'Deputy Team Leaders/QA&QC Engineer' on Page 19 of the RFP document, whereas on Page 25, the same post is mentioned as 'Deputy Team Leader/Assistant Project Manager.' Kindly clarify the correct designation.	**Clarification:** It was clarified that the post title/designation shall be read as Deputy Team Leaders/QA & QC Engineer.
09	Refer to Page 20, ITC Point 18.1 (Mandatory Criteria),	The Consultants requested clarification regarding the purpose and requirement of the Indemnity Bond specified under the Mandatory Criteria, as the Consultants considered that there was no requirement to obtain an Indemnity Bond for the consultancy services as per PEC and KPPRA rules.	**Agreed:** After consultation with the Committee members, it was clarified that Point No. (v) of the Step No.1 eligibility criteria of both projects, regarding the requirement of an Indemnity Bond, shall be deleted. Furthermore, as per KPPRA Rules Page 24 and PEC By-Laws Page no 8 the requirement is already covered in Consultant Professional Liability and Integrity Pact therefore n Indemnity bond shall be demanded
10	Refer to Page 20, ITC Point 18.1 (Mandatory Criteria),	The Consultant requested clarification regarding the nature and prescribed format of the affidavit required under the RFP, and whether e-Stamp Paper is now applicable in this regard.	**Agreed:** It was clarified that all statements required on stamp paper under the RFP document shall be submitted on valid e-Stamp Paper.
11	Refer to Page 21, ITC Point 18.1 (Payroll Slips),	The Consultant requested clarification regarding the purpose of the requirement for payroll slips, given that the Procuring Entity has already asked for an experience certificate for each key staff member under ITC 18.1, Page 24 of the RFP documents.	**Not Agreed:** After consultation It was with the Committee members, clarified that "the proposed staff Should be the regular staff of the Bidder to be on their payrolls from the last 6-months. Payroll Slips/initial offer letter for the above

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			staff with their CVs and credentials shall be required and provided". So, the client is well aware of date of appointment.
12	Refer to Page 21, ITC Point 18.1 (Specific Experience),.	The Consultant requested clarification regarding the word 'undertaken' used for projects in the Specific Experience section	**Clarification:** It was clarified that the word "undertaken" shall be replaced with the word "completed."
13	Refer to Page 22, ITC Point 18.1 (General Experience),.	The Consultant requested clarification regarding the word 'eligible' used for projects in the General Experience section	**Clarification:** It was clarified that the term "eligible" means that the projects provided in the Technical Proposal shall meet the minimum requirements specified under the "Experience" section of the Evaluation Criteria.
14	With reference to Page 22, ITC Point 18.1 (Note under Experience Section),	The Consultant noted that the Procuring Entity may request 'additional documents' from bidders at any stage of the procurement process for further verification. However, Rule 37(10) of the KPPRA Rules provides that the Procuring Entity may seek only clarification of the bid from a bidder to assist in evaluation. In this regard, the Consultant requested clarification regarding the intended scope and applicability of the aforementioned provision, particularly with respect to whether the Procuring Entity may seek documents in addition to those submitted with the bid, and the extent to which such a request would be consistent with Rule 37(10) of the KPPRA Rules.	**Agreed:** After consultation with the Committee members, it was clarified that the mentioned note in the RFP document shall be read as: "The Procuring Entity may ask the Bidder for clarification of the Bid to assist in evaluation."

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15	Refer to Page 68, Special Conditions of Contract, point 3.9,	The Consultant requested clarification regarding the basis and rationale for including Liquidated Damages (LDs) against the Consultant, particularly as the Consultant's deliverables and responsibilities are interdependent with the progress, submissions, and performance of the Contractor. The Consultant requested that the applicability and nature of LD provisions be reviewed in light of Rule 29 of the KPPRA Rules and the applicable PEC/FIDIC consultancy framework.	**Agreed:** After consultation with the Committee members, it was announced that, in accordance with the applicable PEC and KPPRA rules, the requirement for Liquidated Damages (LDs) for consultancy services specified under the Special Conditions of Contract section of the RFP document is hereby deleted.
16	Refer to the Special Conditions of Contract (SCC) of the RFP document,	The Consultant requested that the definition of 'Additional Services' be included in the RFP, as defined under the Pakistan Engineering Council consultancy contract/regulations.	**Clarification:** It was Clarified that "Additional Services" are already defined under Clause 2.5.3 of the GCC of the RFP and are further elaborated in the SCC. It was further clarified that, in the event of Force Majeure, where such event results in an increase in the scope of work and/or the time required for performance of the Contract, any services required beyond the original contractual scope and/or period shall be treated as Additional Services, subject to the applicable provisions of the Contract.
17	Refer to the Page 69, TORs, point 2,	the Consultant requested that the word 'Bidding Document' be replaced with 'BSDs (Bid Solicitation Documents).'	**Agreed:** The Committee agreed with the Consultant's request and clarified that the term "Bidding Document" shall be replaced with "Bid Solicitation Documents (BSD)" throughout the relevant documents.

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18	Refer to the Page 69, Terms and conditions of payment, point 4 of Sr. No. A.	The Consultant requested clarification regarding the proposed course of action and applicable remedy in the event that the Factory Acceptance Test (FAT) is not conducted by the Contractor, and how the related payment shall be processed and ensured. The consultant requested that the said clause shall be substituted with the submission of Draft LoA and contract agreement of the contractors or supplier.	**Not Agreed**
19	Refer to the RFP document of the project "Khyber Pakhtunkhwa Solarization of Houses Initiative, Phase -1 (50% Subsidized)" Page 23, Data Sheet (Evaluation of Technical Proposal), Clause 18.1, Category 1: Financial and Equipment Capabilities, Serial No. 1: Average Annual Turnover in Last Five Years (Required 150 million).	The Consultant requested that the Procuring Entity review and reduce the minimum Average Annual Turnover requirement of PKR 150 million, as the stipulated threshold appears relatively high and may unnecessarily restrict the participation of experienced and technically capable consulting firms.	**Clarification:** It was clarified that the Average Annual Turnover (AAT) requirement shall remain unchanged, as it has been established based on the requirements of the project.
20	Refer to the RFP document of the project "Khyber Pakhtunkhwa Solarization of Houses Initiative, Phase -1 (50% Subsidized)" Page 23, Data Sheet (Evaluation of Technical Proposal), Clause 18.1, Category 1: Financial and Equipment Capabilities, Serial No. 2: Working	The Consultant requested that the Procuring Entity review and reduce the required working capital of PKR 50 million, as the evaluation criterion is based solely on the consultant's working capital for one financial year. Considering that working capital can fluctuate significantly from year to year due to project cycles, receivables, and ongoing commitments, assessment based on a single year may not adequately reflect the consultant's overall financial capacity and stability.	**Clarification:** It was clarified that the Working Capital requirement shall remain unchanged, as it has been established based on the requirements of the project.

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	Capital in Last Year (Required 50 million),		
21	Refer to the RFP Page 19, Data Sheet (Evaluation of Technical Proposal), Clause 13.1 (ii), regarding the Financial Proposal submitted as a lump-sum amount based strictly on the given MMs (948+750) configuration.	The Consultant requested confirmation that payment to the Consultant shall likewise be released on a monthly basis, corresponding to staff-months actually deployed and verified, rather than being contingent on milestone completion or client approval timelines that are outside the Consultant's control.	**Clarification:** It was clarified that no changes to the payment terms and conditions can be made at this stage of the procurement process. Any proposed changes may be discussed and negotiated at the stage of contract negotiations, subject to the applicable rules and procedures.
22	Refer to the (50%) RFP Page 22, Data Sheet (Evaluation of Technical Proposal), Clause 18.1, Category 1: Experience, Serial No. i - Experience in Solar Projects comprising project/s up-to 25MW or above, and (100%) RFP Page 22 requiring experience comprising project/s up-to 20MW or above, the Consultant noted an inconsistency: both the 50% and 100% Subsidize schemes require experience in Solar Projects involving essentially the same scope and methodology, the RFP specifies a 25 MW experience requirement for 50% subsidize while only 20 MW experience is required for 100% subsidize.	The Consultant requested that this inconsistency be clarified and corrected to establish a logical and consistent relationship between the required MW experience and the corresponding percentage.	**Clarification:** It was explained the Consultant that, although the number of schemes under both projects is the same, the required solar PV capacity differs between the two projects. Accordingly, a requirement of 20 MW for the 100% subsidized project and 25 MW for the 50% subsidized project has been adopted based on the required solar PV capacity in megawatts.

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23	Refer to the RFP Page 22, Data Sheet (Evaluation of Technical Proposal), Clause 18.1, Category 4: Key professional staff qualifications and competence for the assignment, Submission Requirement - Copy of Degrees, PEC, Experience and training certificate (otherwise no marks will be awarded),	**Clarification:** The Consultant requested clarification on what is meant by 'Staff Training' and what specific types of training certificates are required for each key professional staff member, and whether the training must be related to the proposed assignment such as solar/PV design, installation, testing and commissioning, HSE, project management, or other relevant technical training. The Consultant further requested clarification regarding the required training duration of three months, specifically whether the duration shall be determined based on the number of certificates to be issued.	**Clarification:** It was Clarified that the training certificates shall be related to solar-related activities, with a minimum requirement of three training certificates. For less than three training certificates, the following formula shall be used for evaluation: (Total No. of Training Certificates ÷ 3) × 5%
24	Refer to the RFP Page 67, Clause 2.5.3 Extension of time for completion, sub-clause (b) - the increase shall be regarded as Additional Services, the Consultant noted that no specific list, scope, or definition of such Additional Services has been provided in the RFP.	**Observation:** The Consultant requested that a comprehensive list and clear definition of the services to be considered as Additional Services be included in the RFP, along with the applicable basis for their determination and payment.	**Clarification:** It was Clarified that "Additional Services" are already defined under Clause 2.5.3 of the GCC of the RFP and are further elaborated in the SCC. It was further clarified that, in the event of Force Majeure, where such event results in an increase in the scope of work and/or the time required for performance of the Contract, any services required beyond the original contractual scope and/or period shall be treated as Additional Services, subject to the applicable provisions of the Contract.
25	Ref to the RFP documents SCC, Sub-Clause 6.4, Terms and Conditions of Payment, Serial A: 30% payment of	The Consultant requested that the sequence of payment milestones be revised to reflect the logical sequence of consultancy services and project	**Clarification:** It was clarified that no changes to the payment terms and conditions can be made at this stage

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	the contract amount to be made upon inception report submission (10%), preparation and approval of Bid Solicitation Documents (5%), submission of pre-supply inspection reports (5%), and issuance of QA/QC certificate (10%),	implementation activities, namely: (1) Submission and Approval of Inception Report, (2) Completion and Approval of Design Review/TS, (3) Preparation and Approval of Pre-Bid/Bidding Documents, and (4) Evaluation of Bids and Award/Hiring of Contractor or Vendor.	of the procurement process. Any proposed changes may be discussed and negotiated at the stage of contract negotiations, subject to the applicable rules and procedures.
26	Refer to the RFP document, ITC 18.1	The Consultant inquired about the Scope of Consultancy Services required, i.e., whether the scope covers Feasibility Studies, Design, Supervision, or any other services, and requested clarification accordingly.	**Clarification:** It was clarified that, for all sections relating to project experience, only those solar projects which include **Design, Procurement and Supervision** shall be considered. However, experience limited solely to any other additional services, without the inclusion of **Design, Procurement and Supervision,** shall not qualify as valid project experience.
27	Refer to the RFP document, ITC 18.1	The Consultant inquired about the nature of the Client, i.e., whether experience on Government projects only is required or whether experience on Private/BOT projects will also be acceptable, and requested clarification accordingly	**Clarification:** It was explained that the matter regarding the required experience has already been adequately addressed in the RFP document under the "Experience" section.
28	Refer to the RFP document, ITC 18.1	The Consultant noted that certain clients do not issue Completion Certificates on time, and suggested that any genuine proof of completion (e.g., client confirmation letters, handover notes, audit reports) should be accepted as valid evidence, instead of restricting proof solely to Completion Certificates	**Clarification:** It was clarified that, under the "Experience" section, for completed projects, the Bidder shall provide the Letter of Acceptance (LoA)/ signed Contract Agreement and Performance or Completion Certificate, duly signed by the concerned client.

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			For ongoing/in-hand projects, the Bidder shall provide the Letter of Acceptance (LoA) and signed Contract Agreement. It was further clarified that, in addition to the above-mentioned documents, the Bidder may submit any other supporting documents (mentioning scope, price and commencement/completion date) for verification purposes, duly signed or authenticated by the concerned department or client.
29	Refer to the RFP document, ITC 18.1	The Consultant noted that the terms 'Bidder' and 'Consultant' are used interchangeably when outlining mandatory applicant requirements, and requested clarification and confirmation that, for purposes of this procurement and evaluation process, the terms 'Bidder' and 'Consultant' refer to a Sole Proprietor, Association of Persons (AoP), or SECP-registered firm, whether submitting as a single entity or as a Joint Venture (JV).	**Agreed:** It was clarified that, in the Eligibility Criteria section, the word "Consultant" shall be replaced with the word **"Bidder."**
30	Refer to the RFP document, ITC 18.1	The Consultant noted that specific experience is based on projects 'up-to 20MW or above,' while the accompanying formula penalizes capacities below 20MW. The Consultant requested confirmation that the requirement for full marks is strictly a minimum of '20MW or above,' and that the phrase 'up-to' is a typographical error.	**Clarification:** It was clarified that, in the relevant section, the word **"up-to"** shall be replaced with the word **"cumulative."**

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31	Refer to the RFP document, ITC 18.1	the Consultant noted that the RFP requires projects 'undertaken during the last ten (10) years' and asks for a 'Performance/Completion certificate' as proof under Item (i). Because there is a separate sub-category (Item ii) specifically designated for 'In-Hand Projects,' the text lacks clarity on whether Item (i) is restricted exclusively to 100% completed projects. The Consultant requested clarification on whether ongoing projects accompanied by a 'Performance Certificate' are eligible to be evaluated under Item (i) to meet the 20MW benchmark, or if Item (i) is strictly limited to fully completed projects.	**Clarification:** It was clarified that, under Specific Experience (i), only completed projects shall be considered for evaluation.
32	Refer to the RFP Page 19, Data Sheet, ITC Point 11.2 (Staff Configuration)	The Consultant noted that the five (05) Deputy Team Leaders/QA&QC Engineers are insufficient to manage field inspections, pre-supply inspections, distribution supervision, and QA/QC activities simultaneously across 35 districts and five regions covering 32,500 solar PV systems. It is therefore requested that Sub-Engineers/Field Engineers be included in the staffing configuration to assist the Deputy Team Leaders at the field level, with their number and man-months incorporated in the RFP accordingly.	**Agreed:** The Chair, after consultation with the committee members, announced that DEO/Distribution in charge may be Sub Engineer to assist in the Deputy Team Leader in field inspections, pre-supply inspections, distribution supervision, and QA/QC activities simultaneously.
33	With reference to the RFP documents for the 50% Subsidized Project and 100% Subsidized Project, TORs.	The Consultant noted that, under Terms of Reference for Services (TORs), Clause 1.1 – Description of the Project, both PC-Is propose that each beneficiary shall be provided with a 585-Watt DC standalone Solar PV System, along with the other specified items. The Consultant requested clarification in this regard.	**Clarification:** AM (P&C), PMU (Solar), explained that in 50% Subsidized Project the description may be read as: Under the proposed package, each beneficiary will receive a 720-Watt DC standalone solar PV

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			system, comprising: • 01 720-Watt PV Module as approved 2025 specifications • 01 MPPT Charge Controller (60 Amp, 12 V/24V) • 12 V 150Ah LiFePO4 Battery • 02 DC Ceiling Fan • 01 DC Pedestal Fan • 06 DC LED Light Bulbs • 01 Mobile Charger • Other Allied Accessories as per PC-1.
34	General	The Consultant inquired whether the Technical and Financial Proposals are required to be submitted in a readable and searchable soft-copy format.	**Clarification:** AM (P&C)-Solar explained that the Consultant is required to submit the Technical and Financial Proposals in a clear, readable/searchable soft-copy format to facilitate their proper examination and evaluation.
35	General	The consultant requested for the extension in bid submission by two weeks.	**Not Agreed:** The Chair informed the participants that the bid submission date cannot be extended due to the community-based nature of the projects and the delays already incurred. Therefore, in order to ensure completion of both projects within the agreed timelines, the bid submission deadline shall remain unchanged.

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Note: Updated Data Sheets is attached as **Annex-C & Annex-D.**

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Annex-G

Data Sheet

Instructions to Consultants

The following specific data for the Consultancy Services to be procured shall complement, supplement, or amend the provisions in the Instructions to Consultant (ITC). Whenever there is a conflict, the provisions herein shall prevail over those in ITC.

2.1

Name of PE: Pakhtunkhwa Energy Development Organization (PEDO)

Name of the Assignment is: "KHYBER PAKHTUNKHWA INITIATIVE FOR SOLARIZATION OF HOUSES, PHASE-1 (50% SUBSIDIZED)". The detail of the sites are as under:

SN	District	Total No. of Systems	Region	Regional Total
1.	Mardan	1,954	Central	9,237
2.	Swabi	1,349		
3.	Charsadda	1,307		
4.	Nowshera	1,239		
5.	Peshawar	3,388		
6.	Chitral Upper	139	North	5,449
7.	Chitral Lower	228		
8.	Dir Upper	771		
9.	Dir Lower	1,175		
10.	Swat	1,913		
11.	Shangla	635		
12.	Malakand	588		
13.	Khyber	1,497	NMD	8,224
14.	Bajaur	1,682		
15.	Buner	724		
16.	Mohmand	723		
17.	Orakzai	506		
18.	South Waziristan Upper	1,161		
19.	North Waziristan	905		
20.	Kurram	1,026		
21.	Kohat	879	South	5,184
22.	Hangu	377		
23.	Karak	581		
24.	Lakki Marwat	741		
25.	Bannu	967		
26.	Tank	335		
27.	D.I Khan	1,304		
28.	Kohistan Upper	301	Hazara	4,406
29.	Kohistan Lower	242		
30.	Kolai Palas	199		
31.	Battagram	395		
32.	Torghar	143		
33.	Mansehra	1,280		
34.	Abbottabad	1,010		
35.	Haripur	836		
	Total	**32,500**		**32,500**

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	The Name of the PE's official: Mr. Kamran Khan, Project Director (Solar), PEDO **Address**: House # 13 C/C, Shaheed Sifwat Ghayoor Road, University Town, Peshawar. **Telephone**: 091-3022347 **E-mail**: kamran.khan@pedo.pk **Method of selection:** Open Single Stage Two Envelope Procedure, Quality and Cost Based Selection (QCBS): under this method of selection the evaluation of the Technical and Financial proposal will be done by the weighing and adding quality and cost scores in ratio of 80:20 (80% for technical proposal and 20% for financial proposals).
2.2	Financial Proposal to be submitted together with Technical Proposal: **Yes, in PDF format on E-PAD system.**
2.3	Pre-Proposal Conference will be held on: **Date:** September 17, 2026 **Time: 1100 Hrs** **Address:** Main Committee Room, PEDO House, Sector38/B-2, Phase-V, Hayatabad, Peshawar. **PE Representative:** Project Director (Solar), Phone No: 091-3022347 E-mail: kamran.khan@pedo.pk
2.5	The PE will provide the following inputs and facilities: a. PC-01 of the Project b. Administrative Approval c. The PE will facilitate the consultant for timely coordination with district administration d. List and address of End users
6	**Eligible Consultant**
6.1	**Not Applicable**
6.2	Short listed consultants emerging from request of expression of interest: **Not Applicable**
7	Eligibility of Sub Consultants: **Not applicable**
7.1	Shortlisted Consultants may associate with other shortlisted Consultants: **Not Applicable**
9	**Proposal Validity**
9.1	Proposal's validity shall be **180 days** (starting from the date of opening of technical proposal).
11	**Preparation of Proposal**

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11.2

The estimated number of Key Staff, Non-Key Staff, and Direct Costs as listed below.

S. No.	Designation	No.	MMs /No.	Total MMs	Remarks
A)	**Salary Cost**				
1	Team Leader	1	30	30	Full time
2	Deputy Team Leaders / QA&QC Engineer	5	30	150	Full time
3	Electrical Design Expert	1	9	9	Intermittent
4	Contract & Procurement Expert	1	9	9	Intermittent
5	Office Assistant / Accountants	10	30	300	Full time
6	DEO / Distribution Unit In charge/Sub Engineer	5	30	150	Full time
7	Office Boys	5	30	150	Full time
8	Chowkidar	5	30	150	Full time
Sub Total – A				**948**	
B	**Reimbursable Direct Cost Details**				
1	Offices	5	30	150	Full time
2	Office Utility Charges	5	30	150	Full time
3	Fax / Postage / Courier / Phone etc	5	30	150	Full time
4	Stationary / Printing / Photocopying etc	5	30	150	Full time
5	Rental Vehicles + Driver Salary, POL & Maintenance	5	30	150	Full time
Sub Total – B				**750**	

Note:
The consultant must ensure full compliance with the minimum wage as notified by the Government of Khyber Pakhtunkhwa. Failure to do so will result in the Procuring Entity adding (loading) the corresponding amount during the financial evaluation. The contract shall be lump-sum type, MMs are just for the preparation of financial proposals.

13	**Technical Proposal Format and Content**
13.1 (ii)	The contract shall be of the Lump-Sum type. • The Financial Proposal shall be submitted as a lump-sum amount based strictly on the given MMs (948+750) configuration. • For the purpose of framing the Financial Proposal, the Consultant shall not alter this configuration. • If any deviation is made, the Financial Proposal will be evaluated by multiplying the quoted rates of the Consultant with the prescribed MMs configuration, in accordance with KPPRA rules. • Payment to the Consultant will, however, be released on milestones as defined in the RFP. ***Note:** Any Financial Proposal submitted by the Consultants below 60% of the estimated cost shall be rejected by the Procuring Entity.*
13.1(iv)	Experience of the Proposed Professional Staff is listed in ITC 18.1.

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13.2 (vi)	Training is a specific component of this assignment: **No**
16	**Submission, Receipt, and Opening of Proposals**
16.2.	Submission in hard copy is not allowed. The Consultants must submit their Technical and Financial proposal through the e-PAK Acquisition and Disposal System (e-PADS). The submission of the Proposal through e-PADS in a clear and readable/searchable soft-copy format shall be the sole responsibility of the Consultant. Procuring Entity shall not be held responsible for any technical, formatting, uploading, or accessibility issues arising from the submission thereof.
16.4.	The technical and financial proposal must be uploaded on EPADS not later than the date and time indicated below **Date: September 30 , 2026** **Time:** 1400 Hrs **Address:** Main Committee Room, PEDO House, Sector38/B-2 ,Phase-V, Hayatabad, Peshawar. The Technical Proposals shall be opened on the same day at 1430 hours, in the presence of the consultant representative, at the same venue.
18.1	**Evaluation of Technical Proposals** **Criteria, sub-criteria, and point system for the evaluation of Full Technical Proposals are:** **Step No. 1: Eligibility Criteria:** **Codes:** i. The Bidder must hold valid **PEC registration** with specialized codes **1210-Renewable Energy sources and System, and 1235-Surveying, Evaluation and Loss Assessment,** together with service codes **0537 (Engineering Design), 0542 (Design Review), 0545 (Procurement Services), and 0547 (Supervision/Inspection of Equipment Installation).** ▪ In case of a Single Entity, the bidder must itself possess all the above codes. ▪ In case of a Joint Venture (JV), Both the Lead firm as well as Partner firm must mandatorily hold specialized codes 1210, and 1235, along with the listed service codes. ▪ A copy of the valid PEC registration certificate shall be attached as proof. ii. The Bidder either Single Entity or JV/ Consortium (Lead Bidder and JV Partner/s) shall be registered with Khyber Pakhtunkhwa Revenue Authority (KPRA) and shall preferably have "Active" status as of the latest date for bid submission. In the case of "In-Active" status, the bidder must update its status as "Active" prior to the issuance of Letter of Award (LoA) if their bid becomes successful. Failure to do so shall lead to the rejection of their bids. iii. The Bidder either Single Entity or JV (Lead Bidder and JV Partner/s) shall be registered with Federal Board of Revenue (FBR) and shall preferably have "Active" status as of the latest date for bid submission. In the case of "In-Active" status, the bidder must update its status as "Active" prior to the issuance of Letter of Award (LoA) if their bid becomes successful. Failure to do so shall lead to the rejection of their bids. iv. The Bidder shall not be black listed from any Government or Autonomous Body (Affidavit on Original E-Stamp Paper that firm is not blacklisted must be attached). v. For the Bidders entering into a Joint Venture (JV)/ Consortium, the JV agreement shall be executed in the PEC-prescribed format, including Schedules 1, 2, 3, and 4. It shall be provided on notarized E-stamp paper and duly signed and sealed by all JV partners. In cases where the JV agreement has not yet been formalized in accordance with the PEC-prescribed format, a Memorandum of

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Understanding (MoU) shall be attached.

Notes:

i. Bidders (and in case of JV, the lead and partner member of the JV/ Consortium) must fulfill the mandatory requirements

ii. The Single Bidder/ JV Partners will only be eligible for further evaluation under Step No. 2, if it fulfills all the mandatory criteria mentioned above. In case of failure to meet any of the mandatory requirements, the bidder/ JV will not be considered for detailed evaluation.

Step No. 2 Evaluation Criteria, Sub Criteria and Point System

The consultants shall be evaluated on the following criteria:

Financial proposals shall be opened only for those bidders that achieve a minimum of 70% overall score.

Category	Description	Marks
1	Experience	50 marks
2	Financial and equipment capabilities	20 marks
3	Adequacy of the proposed methodology and work plan in responding to the Terms of Reference	10 marks
4	Key professional staff qualifications and competence for the assignment	20 marks
	Total	**100 Marks**

Note: The proposed staff shall be the regular staff of the Bidder to be on their payrolls from the last 6-months. Payroll Slips for the above staff with their CVs and credentials shall be required and provided.

Category-1: Experience: Experience of the Management Consultancy Firm with Government/Semi Government Departments/ Government Autonomous Bodies shall be considered for evaluation. Solar projects which include **Design, Procurement and Supervision** shall be considered. However, experience limited solely to any other additional services, without the inclusion of **Design, Procurement and Supervision**, shall not qualify as valid project experience. ESCO/PPA/BOT mode projects will not be acceptable for evaluation purposes.

Sr. No.	Description	Total Marks	Explanation for Marks	Submission Requirement
i	**Specific Experience:** Experience in Solar Projects (Solar Home Systems or Solar Buildings), comprising project/s where the cumulative capacity of the projects is 25MW or above, Completed during the last ten (10) years.	35	• 35 marks shall be awarded where the cumulative capacity of Consultancy Services, of Solar project is 25MW or above. • If the cumulative scope of Consultancy Services is less than 25MW, marks shall be calculated using the following formula: Marks = 35 x (A/25) A= Capacity of the Cumulative eligible Consultancy Services in	Section 3-Form Tech-2-B LoA (showing project description & value) and Performance/ Completion certificate shall be attached as a proof).

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			MW	
ii	**In-Hand Projects** In-hand Solar Projects (Solar Home Systems or Solar Buildings), comprising project/s where the cumulative capacity of the projects is 10MW or above, currently in progress and commenced within the last five (05) years.	10	• 10 marks shall be awarded where the cumulative value of In-hand Consultancy Services of eligible projects, is 10MW or above. • If the cumulative scope of In-hand Consultancy Services is less than 10MW, marks shall be calculated using the following formula: Marks = 10 × (A / 10) A = Cumulative scope of eligible In-hand Consultancy Services, in MW.	For In-hand projects LoA and Form of signed contract agreement shall be provided. The Department reserves the right to verify the authenticity and status of any submitted project references and supporting documents from the respective Procuring Entities or through any other appropriate means, whenever deemed necessary.
iii	**General Experience** Solar projects (Solar Street Lights, Solar Pumps or other Solar projects) in the last Five years.	5	• 5 marks shall be awarded where the cumulative value of Consultancy Services for one (01) or more, up to a maximum of Two (02) eligible projects, is PKR 10 million or above. • If the cumulative value of Consultancy Services is less than PKR 10 million, marks shall be calculated using the following formula: Marks = 5x (A/10) A= Cumulative value of eligible Consultancy Services, in PKR million.	
	Sub-Total-1	**50**		

Note:
The Procuring Entity may ask the Bidder for clarification of the Bid to assist in evaluation.

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Sr. No	Description	Total Max Marks	Explanation for Marks	Submission Requirement
2.	Financial and Equipment Capabilities			
1	Average Annual Turnover in Last Five Years	10	For the average Annual Turnover less than 150 million, use following Weightage 10 x (A/150), A= Average Annual Turnover in last five years. Full Marks are given in case of available Annual Turnover is 150 million or more.	Bidders must provide Income tax returns and Audited Balance Sheets matching with Tax Returns for last 05 years that are 2020-2021,2021-2022,2022-2023, 2023-2024 and 2024-2025
2	Working Capital in Last Year	5	For the available working Capital less than 50 million, use following Weightage 5 x (A/50). A= Working capital in last year. Full Marks are given in case of available working Capital is 50 million or More.	Bidders must provide Income tax returns and Audited Balance Sheets matching with Tax Returns for 2024-2025
3	Equipment Capability	5	PV Analyzer (1 No.) = .75 marks Irradiance meter (1 No.) = 0.5 mark Digital Clamp meter (2 No's) = total 0.5 mark (0.25 mark for each) Thickness gauge (2 No's) = total 0.4 mark (0.2 mark for each) Galvanization meter (2 No's) = total 0.4 mark (0.2 mark for each) Digital Tachometer (1 No) = 0.3 mark Digital lux Meter (1 No) = 0.3 mark Battery tester (1 No) = 0.3 mark Digital Anemometer (1 No) = 0.3 mark Office = 1.25 marks	Bidders shall provide original pictures of the testing tools showing model number/serial number etc. The Bidders must also submit an affidavit on valid e-stamp paper at the time of bid submission, confirming the availability of all tools and equipment as specified. For office, Ownership or lease document shall be provided. The Bidders must also submit an affidavit on valid e-stamp paper at the time of bid submission, confirming the availability of all tools and equipment as specified
	Total Marks	20		

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Sr. No	Description	Total Max Marks	Explanation for Marks	Submission Requirement
3. Adequacy of the proposed methodology and work plan in responding to the Terms of Reference				
1	Approach & Methodology	4	Assessed on clarity, responsiveness to TORs, realism of work plan, balance of team composition, and skills mix	Section 3 – Form Tech-4
2	Work Plan	3	Evaluated on feasibility, scheduling, and alignment with TORs	Section 3 – Form Tech-8
3	Organization & Staffing	3	Evaluated on adequacy of staffing structure and deployment plan	Section 3 – Form Tech-5 & Tech-7
	Total Marks	10		

The scoring methodology for factors & it's sub-factors shall be as under

Score in % (of the total score for the factor/subfactor as applicable	*Description*	*Remarks*
0	*Required feature is absent; no relevant information to demonstrate how the requirement is met.*	*Non responsive*
25	*Required feature present with deficiencies such as insufficient or information that lacks clarity.*	*Weak compliance*
50	*Sufficient information to demonstrate how the requirement will be met.*	*Baseline compliance*
75	*Sufficient information to demonstrate that the requirement will be marginally exceeded.*	*Above average*
100	*Sufficient information that significantly exceed the requirement/proposal, contributes to significant value addition.*	*Strong compliance*

4. **Key professional staff qualifications and competence for the assignment (Total marks 20)**

Key Staff: Proof of employment with reputed and registered firms/organizations, an affidavit confirming availability for the project, updated CVs, valid PEC registration cards, experience certificate duly signed by CEO/Director of the company for permanent employees (if any) and degree certificates must be provided as part of the experience documentation. Documentary proof of employment and relevant experience with reputed, registered firms/organizations must be provided for all proposed key personnel.

i. **Team Leader/Project Manager: (4 Marks)**

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	He/ She should be at least Bachelor's degree holder in Engineering. Master's degree would be given additional weightage. The incumbent should have overall experience of 10 years with up to or more than 05 years' experience as Team Leader in Solar Projects. **ii. <u>Deputy Team Leaders/QA&QC Engineer: (12 Marks (2.4 marks each))</u>** He/ She should be at least Bachelor's degree holder in Electrical Engineering. Master's degree or Additional Qualification would be given additional weightage. The incumbent should have overall experience of 08 years with up to or more than 05 years' experience in Solarization Projects. **iii. <u>Electrical Design Expert: (2 Marks)</u>** He/ She should be at least Master's degree holder in Electrical/ Electronic/Energy and registered with Pakistan Engineering Council. Additional Qualification would be given additional weightage The incumbent should have overall experience of 08 years with up to or more than 05 years' experience in solar design. **iv. <u>Contract & Procurement Expert: (2 Marks)</u>** He/ She should be at least Bachelor's degree holder in Engineering and registered with Pakistan Engineering Council and possess adequate knowledge of national and international Procurements. Additional Qualification would be given additional weightage. The incumbent must have overall experience of 08 years with up to or more than 05 years' experience as Contract & Procurement Expert. **Note:** The detailed marking criteria for individual staff are provided below:

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Individual Key staff Evaluation				Submission Requirement
1	All key staff except Project Engineers	Maximum Marks = 20	Explanation for Marks	
i.	Team Leader	4 marks		
ii.	Deputy Team Leader = 05 No's	12 marks	Each position 2.4 marks	
iii.	Design Engineer= 01 No	2 Marks		Section 4- Form Tech 6 - Curriculum Vitae,
iv.	Contract Engineer = 01 No.	2 Marks		
a. General Qualification		Weightage		Copy of Degrees, PEC, Experience and training certificate must be provided, otherwise no marks will be awarded.
i	Basic degree (Bachelors)	15%		
ii	MS or additional qualification as required under the description of key personnel	5%		
Sub-Total (a)		20%		
b. Adequacy for assignment/Experience				The consultant shall provide an affidavit of availability on the company's letterhead for each quoted engineer. The affidavit must explicitly state that, upon award of the contract titled "Khyber Pakhtunkhwa Solarization of Houses Initiative, Phase-1 (50% Subsidized)", the concerned engineer will be available for the execution of the project.
i	Overall Experience	20%	[Total no. Overall work experience in years/required years] x 20%, where the overall experience is less than required years.	
ii	Relevant Experience	50%	[Total no. Relevant experience in years/required years] x 50%, where the relevant experience is less than required years.	
iii	Specialized Training in relevant field (03 number of Specialized training)	5%	[Total no. Training/3] x 5%, where the training less than 3.	
iv	Permanent Status with the Firm (Salary Slips duly signed by the Employee and Consultant, of last six months must be attached).	5%		
Sub Total (b)		80%		
Total-1 (a+b)		100%		

20	**Negotiations**
20.1	Expected date and address for contract negotiations: **October, 2026**
24.2	Award of Contract upon submission of 10% Performance Security in shape of unconditional Bank Guarantee or Bank Draft in the favor of Procuring Entity from a Scheduled Bank of Pakistan.
24.3	Expected date for commencement of consulting services October, 2026 at: **Peshawar, Khyber Pakhtunkhwa**

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Annex-D

Data Sheet

Instructions to Consultants

The following specific data for the Consultancy Services to be procured shall complement, supplement, or amend the provisions in the Instructions to Consultant (ITC). Whenever there is a conflict, the provisions herein shall prevail over those in ITC.

2.1

Name of PE: Pakhtunkhwa Energy Development Organization (PEDO)

Name of the Assignment is: "KHYBER PAKHTUNKHWA INITIATIVE FOR SOLARIZATION OF HOUSES, PHASE-1 (100% SUBSIDIZED)". The detail of the sites are as under:

SN	District	Total No. of Systems	Region	Regional Total
1.	Mardan	1,954	Central	9,237
2.	Swabi	1,349		
3.	Charsadda	1,307		
4.	Nowshera	1,239		
5.	Peshawar	3,388		
6.	Chitral Upper	139	North	5,449
7.	Chitral Lower	228		
8.	Dir Upper	771		
9.	Dir Lower	1,175		
10.	Swat	1,913		
11.	Shangla	635		
12.	Malakand	588		
13.	Khyber	1,497	NMD	8,224
14.	Bajaur	1,682		
15.	Buner	724		
16.	Mohmand	723		
17.	Orakzai	506		
18.	South Waziristan Upper	1,161		
19.	North Waziristan	905		
20.	Kurram	1,026		
21.	Kohat	879	South	5,184
22.	Hangu	377		
23.	Karak	581		
24.	Lakki Marwat	741		
25.	Bannu	967		
26.	Tank	335		
27.	D.I Khan	1,304		
28.	Kohistan Upper	301	Hazara	4,406
29.	Kohistan Lower	242		
30.	Kolai Palas	199		
31.	Battagram	395		
32.	Torghar	143		
33.	Mansehra	1,280		
34.	Abbottabad	1,010		
35.	Haripur	836		
	Total	**32,500**		**32,500**

The Name of the PE's official: Mr. Kamran Khan, Project Director (Solar), PEDO

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	Address: House # 13 C/C, Shaheed Sifwat Ghayoor Road, University Town, Peshawar. **Telephone**: 091-3022347 **E-mail**: kamran.khan@pedo.pk **Method of selection:** Open Single Stage Two Envelope Procedure, Quality and Cost Based Selection (QCBS): under this method of selection the evaluation of the Technical and Financial proposal will be done by the weighing and adding quality and cost scores in ratio of 80:20 (80% for technical proposal and 20% for financial proposals).
2.2	Financial Proposal to be submitted together with Technical Proposal: **Yes, in PDF format on E-PAD system.**
2.3	Pre-Proposal Conference will be held on: **Date: September 17, 2026** **Time: 11:00 AM** **Address:** Main Committee Room, PEDO House, Sector38/B-2, Phase-V, Hayatabad, Peshawar. **PE Representative:** Project Director (Solar), Phone No: 091-3022347 E-mail: kamran.khan@pedo.pk
2.5	The PE will provide the following inputs and facilities: a. PC-01 of the Project b. Administrative Approval c. The PE will facilitate the consultant for timely coordination with district administration d. List and address of End users
6	**Eligible Consultant**
6.1	**Not Applicable**
6.2	Short listed consultants emerging from request of expression of interest: **Not Applicable**
7	Eligibility of Sub Consultants: **Not applicable**
7.1	Shortlisted Consultants may associate with other shortlisted Consultants: **Not Applicable**
9	**Proposal Validity**
9.1	Proposal's validity shall be **180 days** (starting from the date of opening of technical proposal).
11	**Preparation of Proposal**

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11.2

The estimated number of Key Staff, Non-Key Staff, and Direct Costs as listed below.

S. No.	Designation	No.	MMs /No.	Total MMs	Remarks
A	**Salary Cost**				
1	Team Leader	1	30	30	Full time
2	Deputy Team Leaders / QA&QC Engineer	5	30	150	Full time
3	Electrical Design Expert	1	9	9	Intermittent
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Sub Total – A				**948**	
B	**Reimbursable Direct Cost Details**				
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2	Office Utility Charges	5	30	150	Full time
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4	Stationary / Printing / Photocopying etc	5	30	150	Full time
5	Rental Vehicles + Driver Salary, POL & Maintenance	5	30	150	Full time
Sub Total – B				**750**	

Note:
The consultant must ensure full compliance with the minimum wage as notified by the Government of Khyber Pakhtunkhwa. Failure to do so will result in the Procuring Entity adding (loading) the corresponding amount during the financial evaluation. The contract shall be lump-sum type, MMs are just for the preparation of financial proposals.

13	**Technical Proposal Format and Content**
13.1 (ii)	The contract shall be of the Lump-Sum type. • The Financial Proposal shall be submitted as a lump-sum amount based strictly on the given MMs (948+750) configuration. • For the purpose of framing the Financial Proposal, the Consultant shall not alter this configuration. • If any deviation is made, the Financial Proposal will be evaluated by multiplying the quoted rates of the Consultant with the prescribed MMs configuration, in accordance with KPPRA rules. • Payment to the Consultant will, however, be released on milestones as defined in the RFP. *Note: Any Financial Proposal submitted by the Consultants below 60% of the estimated cost shall be rejected by the Procuring Entity.*
13.1(iv)	Experience of the Proposed Professional Staff is listed in ITC 18.1.

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13.2 (vi)	Training is a specific component of this assignment: **No**
16	**Submission, Receipt, and Opening of Proposals**
16.2.	Submission in hard copy is not allowed. The Consultants must submit their Technical and Financial proposal through the e-PAK Acquisition and Disposal System (e-PADS). The submission of the Proposal through e-PADS in a clear and readable/searchable soft-copy format shall be the sole responsibility of the Consultant. Procuring Entity shall not be held responsible for any technical, formatting, uploading, or accessibility issues arising from the submission thereof.
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Understanding (MoU) shall be attached.

Notes:

i. Bidders (and in case of JV, the lead and partner member of the JV/ Consortium) must fulfill the mandatory requirements

ii. The Single Bidder/ JV Partners will only be eligible for further evaluation under Step No. 2, if it fulfills all the mandatory criteria mentioned above. In case of failure to meet any of the mandatory requirements, the bidder/ JV will not be considered for detailed evaluation.

Step No. 2 Evaluation Criteria, Sub Criteria and Point System

The Bidder shall be evaluated on the following criteria:

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2	Financial and equipment capabilities	20 marks
3	Adequacy of the proposed methodology and work plan in responding to the Terms of Reference	10 marks
4	Key professional staff qualifications and competence for the assignment	20 marks
	Total	**100 Marks**

***Note:** The proposed staff shall be the regular staff of the Bidder to be on their payrolls from the last 6-months. Payroll Slips/initial appointment letter for the above staff with their CVs and credentials shall be required and provided.*

Category-1: Experience: Experience of the Management Consultancy Firm with Government/Semi Government Departments/ Government Autonomous Bodies shall be considered for evaluation. Solar projects which include **Design, Procurement and Supervision** shall be considered. However, experience limited solely to any other additional services, without the inclusion of **Design, Procurement and Supervision**, shall not qualify as valid project experience. ESCO/PPA/BOT mode projects will not be acceptable for evaluation purposes.

Sr. No.	Description	Total Marks	Explanation for Marks	Submission Requirement
i	**Specific Experience:** Experience in Solar Projects (Solar Home Systems or Solar Buildings), comprising project/s where the cumulative capacity of the projects is 20MW or above, Completed during the last ten (10)	35	• 35 marks shall be awarded where the cumulative capacity of Consultancy Services, of Solar project is 20MW or above. • If the cumulative scope of Consultancy Services is less than 20MW, marks shall be calculated using the following formula: Marks = 35 x (A/20) A= Capacity of the Cumulative	Section 3-Form Tech-2-B LoA/Contract Agreement (showing project description, Scope & value) and Performance/ Completion certificate

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	years.		eligible Consultancy Services in MW	shall be attached as a proof).
ii	**In-Hand Projects** In-hand Solar Projects (Solar Home Systems or Solar Buildings), comprising project/s where the cumulative capacity of the projects is 10MW or above, currently in progress and commenced within the last five (05) years.	10	• 10 marks shall be awarded where the cumulative value of In-hand Consultancy Services of eligible projects, is 10MW or above. • If the cumulative scope of In-hand Consultancy Services is less than 10MW, marks shall be calculated using the following formula: Marks = 10 × (A / 10) A = Cumulative scope of eligible In-hand Consultancy Services, in MW.	For In-hand projects LoA and Form of signed contract agreement shall be provided. The Department reserves the right to verify the authenticity and status of any submitted project references and supporting documents from the respective Procuring Entities or through any other appropriate means, whenever deemed necessary.
iii	**General Experience** Solar projects (Solar Street Lights, Solar Pumps or other Solar projects) in the last Five years.	5	• 5 marks shall be awarded where the cumulative value of Consultancy Services for one (01) or more, up to a maximum of Two (02) eligible projects, is PKR 10 million or above. • If the cumulative value of Consultancy Services is less than PKR 10 million, marks shall be calculated using the following formula: Marks = 5x (A/10) A= Cumulative value of eligible Consultancy Services, in PKR million.	
	Sub-Total-1	**50**		

Note:
The Procuring Entity may ask the Bidder for clarification of the Bid to assist in evaluation.

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Sr. No	Description	Total Max Marks	Explanation for Marks	Submission Requirement
2.	Financial and Equipment Capabilities			
1	Average Annual Turnover in Last Five Years	10	For the average Annual Turnover less than 100 million, use following Weightage10 x (A/100), A= Average Annual Turnover in last five years. Full Marks are given in case of available Annual Turnover is 100 million or more.	Bidders must provide Income tax returns and Audited Balance Sheets matching with Tax Returns for last 05 years that are 2020-2021,2021-2022,2022-2023, 2023-2024 and 2024-2025
2	Working Capital in Last Year	5	For the available working Capital less than 50 million, use following Weightage 5 x (A/50). A= working capital in last year. Full Marks are given in case of available working Capital is 50 million or More.	Bidders must provide Income tax returns and Audited Balance Sheets matching with Tax Returns for 2024-2025
3	Equipment Capability	5	PV Analyzer (1 No.) = .75 marks Irradiance meter (1 No.) = 0.5 mark Digital Clamp meter (2 No's) = total 0.5 mark (0.25 mark for each) Thickness gauge (2 No's) = total 0.4 mark (0.2 mark for each) Galvanization meter (2 No's) = total 0.4 mark (0.2 mark for each) Digital Tachometer (1 No) = 0.3 mark Digital lux Meter (1 No) = 0.3 mark Battery tester (1 No) = 0.3 mark Digital Anemometer (1 No) = 0.3 mark Office = 1.25 marks	Bidders shall provide original pictures of the testing tools showing model number/serial number etc. For office, Ownership or lease document shall be provided. The Bidders must also submit an affidavit on valid e-stamp paper at the time of bid submission, confirming the availability of all tools and equipment as specified
	Total Marks	20		

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Sr. No	Description	Total Max Marks	Explanation for Marks	Submission Requirement
3. Adequacy of the proposed methodology and work plan in responding to the Terms of Reference				
1	Approach & Methodology	4	Assessed on clarity, responsiveness to TORs, realism of work plan, balance of team composition, and skills mix	Section 3 – Form Tech-4
2	Work Plan	3	Evaluated on feasibility, scheduling, and alignment with TORs	Section 3 – Form Tech-8
3	Organization & Staffing	3	Evaluated on adequacy of staffing structure and deployment plan	Section 3 – Form Tech-5 & Tech-7
	Total Marks	10		

The scoring methodology for factors & it's sub-factors shall be as under

Score in % (of the total score for the factor/subfactor as applicable	*Description*	*Remarks*
0	*Required feature is absent; no relevant information to demonstrate how the requirement is met.*	*Non responsive*
25	*Required feature present with deficiencies such as insufficient or information that lacks clarity.*	*Weak compliance*
50	*Sufficient information to demonstrate how the requirement will be met.*	*Baseline compliance*
75	*Sufficient information to demonstrate that the requirement will be marginally exceeded.*	*Above average*
100	*Sufficient information that significantly exceed the requirement/proposal, contributes to significant value addition.*	*Strong compliance*

4. **Key professional staff qualifications and competence for the assignment (Total marks 20)**
Key Staff: Proof of employment with reputed and registered firms/organizations, an affidavit confirming availability for the project, updated CVs, valid PEC registration cards, experience certificate duly signed by CEO/Director of the company for permanent employees (if any) and degree certificates must be provided as part of the experience documentation. Documentary proof of employment and relevant experience with reputed, registered firms/organizations must be provided for all proposed key personnel

i. **Team Leader/Project Manager: (4 Marks)**
He/ She should be at least Bachelor's degree holder in Engineering. Master's degree would be given additional weightage. The incumbent should have overall experience of 10 years with up to or more than 05 years' experience as Team Leader in Solar Projects.

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ii. **Deputy Team Leaders/QA&QC Engineer: (12 Marks (2.4 marks each))**
He/ She should be at least Bachelor's degree holder in Electrical Engineering. Master's degree or Additional Qualification would be given additional weightage. The incumbent should have overall experience of 08 years with up to or more than 05 years' experience in Solarization Projects.

iii. **Electrical Design Expert: (2 Marks)**
He/ She should be at least Master's degree holder in Electrical/ Electronic/Energy and registered with Pakistan Engineering Council. Additional Qualification would be given additional weightage The incumbent should have overall experience of 08 years with up to or more than 05 years' experience in solar design.

iv. **Contract & Procurement Expert: (2 Marks)**
He/ She should be at least Bachelor's degree holder in Engineering and registered with Pakistan Engineering Council and possess adequate knowledge of national and international Procurements. Additional Qualification would be given additional weightage. The incumbent must have overall experience of 08 years with up to or more than 05 years' experience as Contract & Procurement Expert.

Note: The detailed marking criteria for individual staff are provided below:

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Individual Key staff Evaluation				Submission
1	**All key staff except Project Engineers**	**Maximum Marks = 20**	**Explanation for Marks**	
i.	Team Leader	4 marks		
ii.	Deputy Team Leader = 05 No's	12 marks	Each position 2 4 marks	
iii.	Design Engineer= 01 No	2 Marks		Section 4- Form Tech 6 - Curriculum Vitae,
iv.	Contract Engineer = 01 No	2 Marks		
a. General Qualification		**Weightage**		Copy of Degrees, PEC, Experience and training certificate must be provided, otherwise no marks will be awarded.
i	Basic degree (Bachelors)	15%		
ii	MS or additional qualification as required under the description of key personnel	5%		
Sub-Total (a)		**20%**		
b. Adequacy for assignment/Experience				The consultant shall provide an affidavit of availability on the company's letterhead for each quoted engineer. The affidavit must explicitly state that, upon award of the contract titled "Khyber Pakhtunkhwa Solarization of Houses Initiative, Phase-1 (100% Subsidized)", the concerned engineer will be available for the execution of the project.
i	Overall Experience	20%	[Total no. Overall work experience in years/required years] x 20%, where the overall experience is less than required years.	
ii	Relevant Experience	50%	[Total no. Relevant experience in years/required years] x 50%, where the relevant experience is less than required years.	
iii	Specialized Training in relevant field (03 number of Specialized training)	5%	[Total no. Training/3] x 5%, where the training less than 3.	
iv	Permanent Status with the Firm (Salary Slips/initial appointment letter duly signed by the Employee and Bidder, of last six months must be attached).	5%		
Sub Total (b)		**80%**		
Total-1 (a+b)		**100%**		

20	**Negotiations**
20.1	Expected date and address for contract negotiations: **October, 2026**
24.2	Award of Contract upon submission of 10% Performance Security in shape of unconditional Bank Guarantee or Bank Draft in the favor of Procuring Entity from a Scheduled Bank of Pakistan.
24.3	Expected date for commencement of consulting services October, 2026 at: **Peshawar, Khyber Pakhtunkhwa**

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