

PAKISTAN
PREQUALIFICATION OF FIRM(S) AS SUPPLY AND SERVICE COMPANIES
FOR
PROVISION OF LASER UNITS TO FARMERS/ SERVICE PROVIDERS
UNDER
PUNJAB IRRIGATED-AGRICULTURE PRODUCTIVITY IMPROVEMENT PROJECT
(PIPIP)

Agriculture Department is implementing World Bank funded “Punjab Irrigated-Agriculture Productivity Improvement Project (PIPIP)” at a total cost of Rs. 36,000.705 million. The project envisages installation of drip & sprinkler irrigation systems on 120,000 acres, improvement of 5,500 unimproved canal watercourses, completion of lining on 1,500 partially improved watercourses, rehabilitation of 2,000 irrigation schemes in non-canal commanded acres, and provision of 3, 000 Laser units to farmers/service provider.

2. The overall project development objective (PDO) is to improve water productivity i.e. producing more crop per drop. It will be achieved through i) improving productivity of irrigation water by efficient conveyance and its effective farm level use by adopting conservation agricultural practices; ii) production of more profitable crops through high efficiency irrigation systems (HEISs) for meeting increasing domestic demand and enhancing exports; iii) strengthening the private sector service delivery capacity and sustainability for supporting irrigated agriculture; and iv) capacity building of stakeholders in better managing irrigation water for attaining higher crop yields with less production costs.

3. Directorate General Agriculture, Water Management (DGA-WM) intends to expand the shortlist of firm(s) as supply and service companies for provision of additional laser units to farmers/ service providers to enhance the choice for the farmers and fair competition among the SSCs for supply of equipment. Accordingly, expression of interest is invited from eligible firms/ consortium/ joint venture with specific and proven competence and experience in supply of complete LASER units on turnkey basis (equipment supply, coupling with tractor, operation demonstration and handing-over etc.) and provision of post-delivery services under projects of similar nature to indicate their interest. Eligible firm(s)/joint venture(s) should submit their applications in English language alongwith relevant complete details to enable DGA (WM) to expand a shortlist of eligible firm(s)/joint venture(s) for participation in subsequent proceedings of the project as supply & service companies.

4. The firm(s)/ joint venture(s) having the following strength/ background would be eligible for prequalification under the scheme for the project period and will be renewed every year based on specified performance criteria.

- (i) Must have /be willing to establish an office in Pakistan;
- (ii) Must be manufacturer or sole distributor or authorized dealer of specific make of LASER equipment meeting approved technical specifications of the Punjab Agriculture Department and must agree to supply compatible complete unit including scraper (Attach valid sole distributor certificate and complete specifications of LASER equipment and its scraper along-with brochure). The Firm(s) may enter into joint venture (JV) with manufacturer/sole distributor to strengthen its capability to provide the requisite services for the purpose. The firm(s) may offer more than one model of LASER equipment of same make/brand. The firm (manufacturer/sole distributor), if it enters into JV with other firm(s), cannot be applicant separately as well as may not be partner firm in any other JV for prequalification as SSC. The

JVs are allowed to utilize the standing of partner firms independently or jointly in terms of technical expertise, relevant experience and financial capacity to fulfill the requisite eligibility criteria for prequalification. The relevant experience of business in Pakistan would only be considered;

- (iii) Must be registered with the Income Tax/ Sales Tax Departments in case of local firms (Attach copy of valid NTN Certificate and GST Certificate);
- (iv) Must be in business for last three years;
- (v) Must have experience of providing at least 30 LASER units in public/ private sector during last three years (Attach year-wise list of purchasers/ beneficiaries with name, complete address, phone/fax, and date of delivery). Any additional document may be furnished to support relevant experience of firm(s)/Joint Venture);
- (vi) Must have available stock of complete LASER equipment (without scraper) to provide 20 LASER units to farmers/ service providers;
- (vii) Must have adequate technical staff including a minimum of three Technicians (each having 2 years relevant experience) for proper after-sale service (Provide list of staff and their C.Vs indicating qualifications & relevant experience. Also attach academic and experience testimonials of each Technician. The firm will also furnish undertaking to recruit additional staff as per project requirements, if necessary);
- (viii) Must have minimum average annual turnover of Rs. 5 million, which in case of JV could be of the partner firms independently or jointly for the period of the last three years (Attach verified Income Tax Returns);
- (ix) Must provide affidavit confirming that: (a) applicant firm(s)/joint venture(s) have never been blacklisted by any government department (If ever black listed, then provide the case history and current status of the firm regarding this decision). (b) all the information provided by the applicant firm/joint venture is correct; (c) the firm agrees to supply compatible complete unit including scraper; (d) the firm is willing to recruit the additional staff as per project requirements, if required; and
- (x) Must attach pay order/ bank draft amounting to Rs. 10,000/- in the name of Director General Agriculture (Water Management) Punjab, Lahore as non-refundable processing fee for prequalification.

5. The proposals/ applications will be received in the office of Director General Agriculture (Water Management) Punjab, Lahore at following address till **31 August 2016** during office hours. The firms already prequalified/ selected as SSCs for supply of LASER units under PIPIP need not to apply again. A pre-qualification committee constituted for the purpose will evaluate the proposals/ offers and decide about acceptance/ rejection of proposals/ offers. The interested firm(s)/ Joint Venture(s), who meet/fulfil the above mentioned prerequisites, may collect the additional information/ pre-qualification document from office of the undersigned or may download the same from OFWM website (www.ofwm.agripunjab.gov.pk)

6. For further details/ approved standards and specifications of LASER units and clarifications, the firm(s)/ Joint Venture(s) can contact office of the undersigned within office hours.

**Director General Agriculture
(Water Management) Punjab
21-Agha Khan Soyyum
(Davis) Road, Lahore, Pakistan
Tel: +92-42-99200703
Email: pipipwm@gmail.com.**