

The Punjab Masstransit Authority

Record of Meeting

Agenda	JANITORIAL AND HOUSEKEEPING SERVICES FOR METROBUS SYSTEM IN MULTAN		
Date:	01-02-2017		
Venue	Committee Room, Punjab Metrobus Authority	Chair:	Mr. Rizwan Aziz, Manager Operations (Technical), PMA.

List of Participants:

1. Mr. Rizwan Aziz, Manager Operations (Technical), PMA
2. Mr. Nadeem Butt, D-Source (Pvt.) Ltd.
3. Mr. Kamran, Skill Hub
4. Mr. Faisal Malik, One Source Maintenance
5. Mr. Hassan Rana, LWMC
6. Mr. Waseem Akhtar Butt, Ghulam Hussain & Sons
7. Mr. Suleman, Nisarjan & CO.
8. Mr. Munir Hussain Bhutta, Contractor (Pvt.) Ltd
9. Mr. Junaid Nadeem, Albayrak

DECISIONS / DISCUSSIONS

The meeting started at 1030 hours. The Manager Operations (Technical), PMA formally welcomed the participants and started the meeting. Question and Answer session was conducted afterwards. Detailed Minutes of Meeting are attached as **Annex A**. The list of participants is attached as **Annex B**. The meeting ended at 1230 Hours with a note of "Thanks"

Following clarifications are to be noted by the prospective bidders

1. The contract life will for five (05) years
2. The delivery time for services will be up to 90 days from date of issuance of Letter of Award. The Successful Bidder is liable to Liquidated Damages in case of any delay of services.

The Addendum reflecting the changes agreed during Question and Answer session and above stated clarifications is attached as **Annex-C**

ANNEX- A

Sr. No	QUERIES / COMMENTS	PMA'S RESPONSE
1.	<p>All bidders requested for change in "Equipment and Machinery" section 8.2.2.1(h) regarding braking system of Mechanical Sweepers. The referred section is reiterated as under</p> <p><i>"Vehicles shall have anti-aquaplaning brake system (ABS), anti-load (anti-lock) brake (ALB) system and anti-slip regulation (ASR) system."</i></p> <p>The bidders argued that the type of braking system will prevent Service Provider to utilize local market resources and force them to import machinery with the required feature from foreign countries. This will add up to the cost of Bid. Moreover, the specialized braking system demanded is not sensitive to the project as the Mechanical Sweepers have to work with in access controlled MMBS track in absence of any traffic. The braking system available with the local market is sufficient for operations.</p>	<p>Agreed. The clause 8.2.2.1 (h) is deleted. The changes are reflected in addendum attached as Annex-C.</p>
2.	<p>All bidders requested for change in "Bath Room/ Toilets" section 8.2.4.2(c) regarding provision of toilet papers and paper towels. The referred section is reiterated as under:-</p> <p><i>Provide toilet paper, paper towels, liquid soap, toilet disinfectant etc and provide its refilling and replenishment as and when required".</i></p> <p>They argued that in their experience, toilet papers and paper towels are highly susceptible to theft. The risk of theft will add up to the cost</p>	<p>Agreed. The Clause 8.2.4.2 (c) is amended as follows:-</p> <p><i>"Provide electric hand driers and ensure they remain in proper working condition throughout operational hours. Provide liquid soap, toilet disinfectant etc and provide its refilling and replenishment as and when required. A minimum stock of toilet papers shall be maintained for each washroom which will be provided upon user demand or any other situation when required."</i></p>

	of Bid. It is recommended that paper towels should be replaced by hand driers. Service Provider will maintain minimum stock of toilet papers in each washroom and passengers will be facilitated on demand or any other situation when required.	
3.	All bidders requested for compensation to Service Provider, in case PMA delays the payment of Service Provider from 21 working days as mentioned in Clause 14 of General Conditions of Contract.	Disagreed.
4.	All bidders sought clarification regarding the delivery of services.	The delivery time for services shall be up to 90 days from the date of issuance of Letter of Award.
QUERIES FROM M/s NISARJAN & CO		
5.	Clarification is required regarding Operations and Maintenance (O&M) of motors, water coolers and wash rooms. How payment will be made.	<p>The O&M of electric motors and water coolers comprises of full replacement and/or replacing spare parts of electric motors, electric coolers and water filters including fault detection, fault removal, dismantling, installation etc. The payment will be made on monthly basis as per actual cost borne by the Service Provider who shall submit all relevant documents as required by the Client as evidence along with the claim for payment. <u>This cost will not be the part of Financial Bid.</u> Please refer to clause 8.2.2.8 of RFP for details.</p> <p>In case of non-operational motors, the Service Provider will maintain water supply by filling the water tanks through water bowser. This cost will be included in the Financial Bid. However in case, non-supply of water is due to the reasons other than non-operational motors which are not on part of Service Provider, that may include lowering of water table or non-supply of</p>

		<p>water from WASA, the payment may be claimed according to the same procedure set forth for O&M of electric motors and water coolers. Please refer to clause 8.2.2.9 of RFP for details.</p> <p>Regarding washrooms, the Service Provider will completely take over the washrooms from PMA and secure it during operational hours. The O&M of washrooms comprises of activities rendering washrooms completely operational apart from Janitorial Services. This includes but not limited to repair/replacement of lights, sanitary fittings, exhaust fans, doors etc. <u>The price for O&M will be included in the Price Table Item named "Operation and maintenance of washrooms"</u> of the Financial Bid. For details please refer to clause 8.2.2.10 of RFP.</p>
6	<p>What is the source of water at stations. Is it underground or WASA?</p>	<p>At all stations, water source is underground water table. The water is pumped to an underground tank first having a capacity of approximately 7000 gallons. From underground tank, water is pumped to two overhead tanks. One overhead tank is for supply of water to public washroom placed at its roof, having a capacity of approximately 3000 Gallons. The public washroom is located at road side. The other overhead tank is for supply of water to staff washroom placed at its roof, having a capacity of approximately 800 Gallons. The staff washroom is located inside the station. The drinking water for water coolers is supplied from underground tank.</p>

7	<p>The width of the Mechanical Sweeper is not mentioned in the RFP. Moreover many components have not been specified. How payment will be made against Mechanical Sweeping.</p>	<p>The minimum effective swept width required is mentioned as 2.2 meters in Clause 8.2.2.3. The RFP contains minimum required specifications. As per RFP, any silence or absence of specification cannot be treated as an omission , and Service Provider is obligated to follow best commercial practice in that case. Please refer to start of Section 8.2.2 of RFP for details.</p> <p>The payment for Mechanical Sweeping will be made against the area swept in hectars unit. The area will be calculated by multiplying effective width of 2.2 meters with the distance swept. Please refer to Clause 8.2.2.3 and Price table for details.</p>
8	<p>The station contains equipments other than electric motors and water coolers such as escalators and platform sliding doors. Does our scope cover O&M of these machinery also?</p>	<p>No, For escalators and platform sliding doors, separate contractors have been engaged. The scope of RFP is clearly detailed in section 8.2.</p>
9	<p>The Price Adjustment formula in Annex-B, does not represent accurately human resource component. The factor is 0.5 which needs to be increased. Moreover there are many factors not included in Price escalation formula. How will PMA deal with variation in taxes ?</p>	<p>There will be no change in Price Adjustment Formula. This formula provides a mechanism for dealing with contract price adjustments in case of any change in Minimum Wage Rate and/or Fuel price. The formula has been tried and tested for four years in Lahore Metrobus System where Lahore Waste Management Company is providing the same scope of services. Service Provider may adjust any such cost which in his opinion is not covered in Price Adjustment Formula in his own Financial Model for the bid.</p> <p>For variation is taxes, if the total incidence of taxes imposed on the Service Provider changes $\pm 10\%$ of the rate that prevailed at the time of the signing</p>

		of contract, the Service Provider and the Client shall settle the issue through mutual consultations/agreement. Please refer to Clause 15.1 of General Condition of Contract.
10	The capacity requirement for water bowser is not mentioned in RFP.	Please refer to PMA response at Serial No 6 & 7 for evaluation of capacity of water bowser.
11	The items mentioned in Price Table does not cover all activities and costs as per scope, and requires addition of more items.	There will be no change in Price Table. The Service Provider may adjust any such cost which in his opinion is uncovered, in the specified items of Price Table.
12	Does scope of services include cleaning of electric poles ?	No. Please refer to Section 8.2 of RFP for scope of services.
	QUERIES FROM M/s ONE SOURCE MAINTENANCE	
13	The Service Provider will conduct water quality testing. Will PMA reimburse its cost. What will be the frequency of water testing and fumigation.	No. The cost will be included in Financial Bid. The Service Provider will conduct water testing and fumigation on quarterly basis or as and when required by PMA.
14	Does the number 630 in Price Table Item named " <i>Janitorial Services</i> " represent number of staff required.	No. This represents estimated monthly quantity based on unit "Station/day". Considering 21 stations in Multan Metrobus System (MMBS) and assuming 30 days in a month, the total estimated monthly quantity works out to be 630 (21x30=630). For minimum number of staff required at stations, please refer to Section 8.2.3 of RFP
15	The frequency for cleaning of Station Canopies and roofs is once per month. What if PMA requires any increase in frequency and how it will be paid.	All items in price table will be paid based on actual quantity executed (including extra quantity if any as per PMA directions), and unit rates submitted by the Service Provider. Please refer to Price Table and Notes to the Price Table.

16	There is a typographic error in scoring criteria in Annex-C, Evaluation Criteria, Serial No 2. The text " <i>351 or more</i> " should be changed as " <i>401 or more</i> "	Agreed. The change is reflected in the addendum attached as Annex-C
17	How cleaning of escalators will be conducted ?	Elevators / Escalators are to be cleaned in consultation and in compliance with the requirements set-forth by the Elevator / Escalator Operator. Please refer to Clause 8.2.4.4 of RFP.
QUERIES FROM M/s SKILL HUB		
18.	Please explain requirement of documents in the Technical Evaluation Criteria Annex-C	The documents mentioned are required as a supporting evidence against each criteria to assign scores.
19.	Is there any provision for storage and security of Janitorial equipments, tools etc at stations ?	No. The Service Provider is responsible for storage and security of all janitorial equipment, tools, machinery, materials etc required at stations. The Service Provider can arrange portable cabins for such purpose. PMA may assign location of these portable cabins at stations. Please refer to Clause 8.2.1.27 of RFP for details.
QUERIES FROM M/s D-SOURCE (PVT) LTD.		
20.	How Joint Ventures(JV) will be treated according to Evaluation Criteria specifically "Experience"? Among JV members, whose experience will be considered ?	In case of JV, marks shall be evaluated jointly for all members. Regarding experience, JV member having highest number of years of relevant experience will be considered.
21.	Clarification is required in Evaluation Criteria at Serial No 1 stated as, " <i>Number of similar Contracts executed or being executed of worth PKR 500 Million or more</i> ". Does PKR 500 Million represent	No. The statement is clear in view of the scoring criteria. Each contract must have a worth of PKR 500 Million or more. The combined cost of contracts shall not be considered.

	combined worth of all contracts ?	
	QUERIES FROM M/s GHULAM HUSSAIN & SONS (EMAILED RECEIVED ON JNAURAY 31, 2017)	
22	Page # 17; 8.2.1 GENERAL REQUIREMENTS, Clause No. 8.2.1.7 Please clarify what is code of conduct governing the MMBS operations?	Please refer to Clauses 8.2.3.1 to 8.2.3.13 of RFP
23	Page # 19; 8.2.1 GENERAL REQUIREMENTS Clause No. 8.2.1.15 How replacement cost will be determined? How work will be certified and approved that it is up to desired standard.	Replacement Cost will be determined by PMA. The cost will be recovered from Service Provider by including but not limited to following ways as per PMA's sole discretion:- <ol style="list-style-type: none"> 1. In case of physical damage, PMA may issue work order to the Service Provider for restoration of damages as per original condition. PMA technical team will ensure that the work done is in compliance with required standards. 2. PMA will recover the physical damage cost from the monthly invoice of the Service Provider, before or after executing restoration works through its own resources. 3. In case of non-physical damage, such as loss of revenue, inefficiency in bus operations etc, damage cost determined by PMA will be recovered from the monthly invoice of the Service Provider.
24.	Page # 20; 8.2.1 GENERAL REQUIREMENTS Clause No. 8.2.1.27	Please refer to PMA's response to queries at Serial no 19. For parking of

	<p>Who will be responsible for provision of place to keep materials, tools, equipments, machinery & Vehicles, etc. used for day to day operational purpose?</p> <p>Please provide specifications of materials being used so that there will be no dispute in future.</p>	<p>vehicles such as Mechanical Sweeper, Mechanical Washer, Water Bowser and others if any during their non-service hours, Service Provider shall make his own arrangements.</p> <p>Please refer to Section 8.2.2 of RFP for specification of materials.</p>
25	<p>Page # 20; 8.2.1 GENERAL REQUIREMENTS Clause No. 8.2.1.28</p> <p>In the Annex – B, price adjustment is subject to only change in Labour & HSD prices. How, change in government taxes, parts, janitorial and other materials, etc shall be adjusted in the prices as the contract period is of 5 years.</p>	<p>Please refer to PMA's response to queries at Serial No 9</p>
26.	<p>Page # 26; Clause No. 8.2.4 SPECIFIC REQUIREMENTS</p> <p>Please clarify responsibility of the Service Firm related to 'operation and maintenance' of Water sources at stations</p>	<p>Please refer to PMA's response to queries at Serial No 5</p>
27.	<p>Page # 26; Clause No. 8.2.4 SPECIFIC REQUIREMENTS</p> <p>Who will be responsible for arrangements and provision of Water Hydrants to the Service Firm? Are there any charges of such Water Hydrants?</p>	<p>Service Provider will be responsible for arrangement and provision of water hydrants. For payment mechanism, please refer to PMA's response to queries at Serial No 5</p>
28.	<p>Page # 27; 8.2.4 SPECIFIC REQUIREMENTS Clause No. 8.2.4.3</p> <p>Please provide specifications of waste bins and bag liner.</p>	<p>All prospective bidders are encouraged to visit metro stations at Lahore Metrobus System (LMBS) and follow the specifications of waste bins placed there.</p>
29.	<p>Page # 28; 8.2.5 CLEANING SCHEDULE</p>	<p>The Service Provider will test drinking water through recognized</p>

	How Service Firm can test and certify the quality of water at each station while it is the responsibility of water testing labs.	laboratories and submit reports to PMA. The laboratory expenses will be included in Financial Bid.
30.	<p>Page # 35; 16. Preparation / Submission of Tender Clause No. 16.3.8</p> <p>Why soft copies of the documents be provided while it is already provided in the printed form ?</p> <p>Financial Proposals are confidential documents therefore it is provided in the sealed envelopes, provision of Financial Proposals in the soft copies will raise questions upon confidentiality of the Financial Proposal ?</p> <p>How soft copies will be provided?</p>	<p>Submission of bids along with soft copies of documents is PMA Tender requirement.</p> <p>The soft copy of Financial Bid will be enclosed in Financial Bid envelop to maintain its confidentiality</p> <p>Soft copies can be provided in form of CD,DVD and USB drives</p>
31.	<p>Page # 47; I. GENERAL CONDITIONS OF CONTRACT</p> <p>Please clarify whether the Service Provider has to insure only his own vehicles and equipments or PMA's as well?</p>	The Service Provider has to insure only his own vehicles and equipments.
32.	<p>Page # 50; I. GENERAL CONDITIONS OF CONTRACT</p> <p>20. FORFEITURE OF PERFORMANCE SECURITY</p> <p>An opportunity to the Service Firm be provided for clarifications as the forfeiture of Performance Security is unjustified.</p>	Disagreed. The Service Provider must take all preemptive measures, clearly indicated in RFP to avoid forfeiting of Performance Security

33.	<p>Page # 68; ANNEXURE-I: PRICE TABLE</p> <p>In Price Table Rates are required to be quoted under each services which make following problems;</p> <ul style="list-style-type: none">• Responsibilities of the Service Provider are not being segregated accordingly which causes problem while costing.• How price adjustment coefficients will be determined if prices quoted as per such Price Table?	Please refer to PMA's response to queries at Serial No 9 & 11
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JANITORIAL AND HOUSEKEEPING SERVICES FOR METROBUS SYSTEM IN MULTAN

ATTENDANCE SHEET

Place: Committee Room, PMA Office, 5th floor,
Arfa Software Technology Park, Lhr

Date: 01/02/2017

Time: 10:30 AM

Sr. No.	Name of Organization	Name of JV Partner (If any)	Representative's Name & Designation	Contact No.	Email Address	Signature
1	D-Source Pvt Ltd.		Nadeem Butt Dawar Nadeem	03214403200 03244888038	nadeem@dsource.pk dawar@dsource.pk	
2	SKILLS HUB		Kawam Rasheef	0300-8408410	Kawam@SKILLSHUB.PK INFO@SKILLSHUB.PK	
3	One Source Maintenance		Faisal Malik Omar F. Kalro	0345-4444080	info@OSM-PAK.COM	
4	LWMC		Natay b m ata Halsa Rana	0348-5910242	nataybngata@lwmc.com.pk	
5	Ghulam Hussain Sony		WASEEM AKHTAR BUTT.	0345-4206666	GHS.SWME@GMAIL.COM WASEEM AKHTAR BUTT@HOTMAIL.COM	
6	NISAR JAN & CO		Suleman	03082205552	—	
7	Munir Hussain Bhutta Imran Aziz AZIZ		Munir Hussain Bhutta Contractor (Pvt) Limited Imran Aziz	0352-7323041	munirhussainbhutta@gmail.com	
8	Supra Nadeem ATD ayazale		Tunaid Nadeem	0321-1236060	jenaidnadeem@gmail.com	
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Addendum No1 to Tender Document

JANITORIAL AND HOUSEKEEPING SERVICES IN MULTAN METROBUS SYSTEM (MMBS)



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Addendum No.1 to the Tender Document

Due to some clarifications required in the RFP document, the following addendum is hereby issued; which shall form a part and parcel of the original document titled

JANITORIAL AND HOUSEKEEPING SERVICES IN MULTAN METROBUS SYSTEM (MMBS)

, issued and uploaded on January 20, 2017. The contents of this addendum shall supersede/replace pages 16, 21, 27, and 62 of the original RFP document, and shall be read as part of the RFP document uploaded on the following websites:

www.pma.punjab.gov.pk

www.ppra.punjab.gov.pk

7. Contract Type and Duration

Contract will be for Janitorial and Housekeeping Services in Multan Metrobus System (MMBS) for a period of 5 Years, extendable upon satisfactory performance and mutual agreement. The delivery time for services will be up to 90 days from date of issuance of Letter of Award

Sponsorship of Operation: Punjab Masstransit Authority– GoPb

Technical Evaluation: Punjab Masstransit Authority, GoPb.

Contract Signing: Formal Contract will be signed between technically qualified bidder with the lowest financial bid, and the Client (Punjab Masstransit Authority, GoPb).

8. Services Required

Contractual obligations Roles and Responsibilities shall be as under:

8.1 CLIENT RESPONSIBILITIES

- 8.1.1 Undertake and complete a competitive and transparent bidding process to select the successful bidder.
- 8.1.2 Follow PPRA Rules 2014, as revised from time to time, and procedures for bidding process to ensure transparency and economically efficient outcome.
- 8.1.3 Advertise the project to initiate the procurement process and conduct evaluation of bids (technical and financial) submitted against this tender document.
- 8.1.4 Be responsible for the conduct and functioning of all staff employed in the PMA. The PMA staff shall provide efficient services, polite and courteous behavior towards Service Provider, and passengers. The Client shall be liable for any misconduct or unreasonable offense of its employees and shall take prompt and appropriate action.
- 8.1.5 Attempt to grant timely approvals and documents when required.
- 8.1.6 Implement the Service Level Agreement and levy penalties in case of deficiencies in performance.
- 8.1.7 Make payments to the Security Service Provider on monthly basis subject to Clause 14 of the Contract.
- 8.1.8 The Client reserves the right to modify this coverage as deemed appropriate to meet its needs subject to the stipulations made in clause 3.1.1.13 of General Responsibilities of the Contract.

- c. Mechanical sweepers shall be adequate in number and in good working condition. Minimum number of vehicles to be provided will be two (02) with back up arrangements to avoid any disruption in work.
- d. The working vehicles will be truck mounted or in single piece.
- e. The vehicles must be capable of mechanically sweeping the corridor to an effective width of 2.2 meters and shall have all major components in a sufficient manner for the efficient operations including but not limited to, Brush System, Conveyor system, Garbage Collection System, Watering System, Suction and Vacuum system, etc. Watering System shall be designed as to prevent creating dust.
- f. Sweeping speed shall be between 2 to 18 km/h, and shall be adjustable on vehicle.
- g. The cooling system of the vehicles shall keep the engine operatable up to 55°C outdoor temperatures.
- h. ~~Vehicles shall have anti aquaplaning brake system (ABS), anti load (anti lock) brake (ALB) system and anti slip regulation (ASR) system.~~
- i. In vehicles, there shall be headlights, turning signal lamps, brake lamps, stop lamps, xenon headlights and fog lamps, headlight protection grills.
- j. Engine shall be adequately insulated for noise and vibration; noise level shall be lowered to the minimum level.
- k. Insulation material used shall be flame retardant.
- l. There shall be two rotating warning beacon lamps, one on each side, right and left one beacon lamp on top center back part of the dumper.
- m. On the back, there shall be a illuminated arrow panel manufactured with LED technology, in order for warning oncoming traffic from behind while sweeping is in progress. It shall give warning to the left when sweeping the right side, and to the right when sweeping the left side. When sweeping started the warning shall automatically be activated. Panel dimensions shall be approximately 700 mm x 700 mm overall unless otherwise stated.
- n. The vehicles shall not enter the corridor without Client's permission.
- o. The payment will be made based on area swept. The area shall be computed by multiplying effective swept width of 2.2 m by swept distance
- p. The vehicles shall be equipped with Geo Positioning System (GPS). The Service Provider shall provide web based interface to the Client to track the

8.1.3.2 Bath Rooms / Toilets

The service provider shall

- a. Generally operate and maintain the toilets in all respects including but not limited to lights, sanitary fittings, exhaust fans, doors, plumbing ,replacement of defective water taps, sanitary fittings, water tanks and washrooms fixtures.
- b. Clean and disinfect sanitary fittings and fixtures at all times during the bus operations hours.;
- c. ~~Provide toilet paper, paper towels, liquid soap, toilet disinfectant etc and provide its refilling and replenishment as and when required~~ Provide electric hand driers and ensure they remain in proper working condition throughout operational hours. Provide liquid soap, toilet disinfectant etc and provide its refilling and replenishment as and when required. A minimum stock of toilet papers shall be maintained for each washroom which will be provided upon user demand or any other situation when required.
- d. Ensure dry cleaning of glass windows, doors and partitions at least once a day from both inside and outside and wet cleaning of glass windows, doors and partitions at least once a week from both inside and outside.
- e. Keep washrooms whiff free and spray air fresheners as and when required
- f. Make washing and disinfection of floors after close of operations on daily basis.

8.1.3.3 Management of Solid Waste in Offices / Stations

The service provider shall:

- a. Provide waste bins after getting approval of its size and design from the Client in appropriate number in ticketing booth, bathrooms, toilets, waiting area, stations and any other place where required.
- b. Ensure that each bin is provided with the plastic bag liner;
- c. Ensure that none of the waste bins shall be left unattended and un emptied during operational hours.
- d. Not be allowed to segregate recyclables within the premises of station; however with the approval of the client, the service provider may place waste bins of different colors for separate collection of recyclables
- e. Ensure collection and transfer of the solid waste to the designated communal waste collection bin(s);
- f. Empty waste bins frequently to ensure clean and whiff-free waste bins at all times;

ANNEXURE-C: TECHNICAL EVALUATION CRITERIA

It is mandatory to score minimum 70 marks

In case of JV, marks shall be evaluated jointly for all member unless stated otherwise.

The requirement of documents for evidence as indicated in the table below, is applicable to all members of JV unless specified otherwise.

Sr No.	Criteria	Max. Marks	SCORING CRITERIA	Documents required
1	Number of similar Contracts executed or being executed of worth PKR 500 Million or more	20	Less than 1 = 0 Points 1 to 2 = 10 Points 3 to 4 = 15 Points 5 or more = 20 Points	Contract Documents, Project Completion Certificates and/or Letter of Awards OR Any other valid document for evidence proving required project worth
2	Total Number of Janitorial Staff	15	Less Than 100 = 0 Points 101 to 200 = 6 Points 201 to 300 = 9 Points 301 to 400 = 12 Points 351 401 or more =15 Points	Appointment Letters List of Employees along with their Company ID, National ID, Contact details.
3	Number of Years of relevant Experience	15	3 Years = 0 points >3 to 5 Years = 8 Points >5 to 7 Years = 12 Points > 7 Years = 15 Points	Company Registration Certificate in the country of Origin
4	Total Number of National and International Clientele of Corporate Sector	10	Less than 5 = 0 Points 5 to 8 = 4 Points 9 to 11 = 6 Points 12 to 14 = 8 Points 15 or more =10 Points	Payment Certificates or any other valid document for evidence of business List of Clientele, Contract Person Name, Contact Person Designation, Official Address and Contact Details
5	Average Annual Turnover in last three years in Millions (PKR)	20	< 100 = 0 Points 100 to 125 = 5 Points >125 to 150 = 10 Points >150 to 175 = 15 Points >175 = 20 Points	Financial Statements for the last three Fiscal years or Calendar years whichever is applicable in the country origin of operations.
6	Net Worth in Last Year in Millions (PKR) (Total Assets - Total Liabilities)	20	Less than 50 = 0 Points > 50 to 70 = 5 Points > 70 to 90 = 10 Points > 90 to 110 = 15 Points >110 = 20 Points	Same as of Criteria for Average Annual Turnover at serial no 5
	TOTAL	100		