

MINUTES OF THE PRE-BID MEETING

SUPPLY, INSTALLATION, TESTING AND COMMISSIONING OF ELECTRONIC DISPLAY & SCORING SYSTEM AT DIFFERENT FACILITIES OF PAKISTAN SPORTS COMPLEX, ISLAMABAD

Contract No. PSB/Islamabad/03/2025 -- Package No.: 3

- 1) A pre-bid meeting (in-person) was held in the Committee Room of the Pakistan Sports Board (PSB), Islamabad, on **03rd October, 2025** at the scheduled time of **11:00 hours**. The meeting was chaired by the **Chief Finance Officer (CFO) /Chairman Procurement Committee (PRC), PSB**, and attended by members of the **Procurement Committee** and representatives from **NESPAK**, the consultant for the project.
- 2) A total of **Ten (10)** representatives from the following **Six (06)** prospective bidding firms participated in the meeting:
 - i. M/s Dakatronix (JV)
 - ii. M/s Sachal Traders
 - iii. M/s Swallow International
 - iv. M/s Omega Structure
 - v. M/s Kam Traders
 - vi. M/s Saddique & Co.
- 3) During the meeting, queries raised by the representatives of the above firms were addressed by the NESPAK team. Additionally, queries received via official correspondence up to the prescribed deadline were also discussed.
- 4) Following a detailed discussion on all queries and suggestions, the committee extends the Bid Submission date upto **October 22, 2025** and issue following minutes.

Questions by Participants	NESPAK Reply
<i>M/s Dakatronix (JV)</i> <i>M/s Sachal Traders</i> <i>M/s Swallow International</i> <i>M/s Saddique & Co.</i> 1. Request for an extension in time for tender submission.	1. Date is Extended up to Oct 22, 2025.
<i>M/s Dakatronix (JV)</i> <i>M/s Sachal Traders</i> 1. BOQ is final or conceptual? 2. Defects Liability Period (DLP) is 364 days, can it be reduced? 3. Payment terms may please be revised.	1. BOQ is final however any change/proposal by the contractor can be considered as per contract terms. 2. Yes, DLP is 364 days and not to be reduced.

<p>15% at testing and commission may be reduced to 5% and 5% Retention Money may please be released in two equal parts i.e. 1st half (2.5%) at issuance TOC and 2nd half (2.5%) at issuance of DLC.</p>	<p>3. Payment terms remain unchanged.</p>
<p>M/s Swallow International M/s Sachal Traders</p> <p>1. Clarification regarding Evaluation Criteria for firms participating in JV.</p> <p>2. Country of Origin for OEM</p> <p>3. Responsibility of Visa processing for Factory Acceptance Test (FAT)</p>	<p>1. Firms participating in JV shall qualify collectively as per the Evaluation Criteria requirements.</p> <p>2. Country of Origin for the brand shall be from US, UK, Europe and Japan having manufacturing facility anywhere in the World i.e, all countries with whom Islamic republic of Pakistan has commercial relations.</p> <p>3. Bidder is responsible for the procedural requirements and to bear the cost for visa processing. Issuance of the Visas remains and is always a prerogative of the issuing authority.</p>
<p>M/s Saddique & Co.</p> <p>1. Sub-Clause 13.4(a): In Financial Capabilities of the Eligibility Criteria, explanation of Working Capital, the word Turn over has been mentioned.</p> <p>2. Appendix B to Bidders (Para 3): UNID verified Audited reports required.</p> <p>3. Price Adjustment</p>	<p>1. Sub-Clause 13.4(a): Financial Capabilities- Working Capital ; The word Turnover appearing under this head may please be read as Working Capital.</p> <p>2. This may please be disregarded and be read as per the Eligibility Criteria in Sub-Clause 13.4 (a) of the Instructions to Bidders.</p> <p>3. Not applicable for the current tender. (Time for Completion is only 06 months).</p>
<p>M/s M/s Swallow International</p> <p>1. Is Sales Tax deduction applicable?</p>	<p>1. Applicable taxes/charges/duties will be deducted as per Law.</p>
<p>Response to the Bidders who did not attend the Pre-Bid meeting but have submitted Official correspondence up to the prescribed deadline are as follows:</p>	
<p>M/s MAZCORP (letter No. HCS/PSB/25 dated September 29, 2025)</p>	

M/s JCSC

(letter No. HCS/PSB/25 dated September 29, 2025)

1. Discriminatory and Exclusionary Qualification Criteria

a. Exclusion of Private Sector Experience:

Clause 13.4(a)(A)(ii), which explicitly states "No Private Sector Experience will be considered," is a direct violation of PPRA rules that ensure equal participation rights for all qualified entities, regardless of their public or private sector affiliation. This clause unjustly disqualifies numerous highly capable firms with extensive and relevant experience in executing projects of this very scale and complexity within the private sector, thereby artificially narrowing the competitive field.

b. Perception of Tailored Criteria: The specific combination of requirements, including the mandate for a public sector project valued at PKR 1000 million, closely mirrors the profile of a known distributor for "Daktronics Quadra Technology Lahore," who has recently completed similar work for the Pakistan Cricket Board (PCB). This alignment creates a legitimate perception of bias, undermining the foundational principles of equitable and transparent procurement.

c. Ambiguity in Joint Venture (JV) Eligibility: The documents lack clear guidance on the evaluation of Joint Ventures. It is not specified whether the combined experience of all JV partners will be considered to meet the qualification criteria, nor is there clarity on the acceptance of a JV comprising partners with complementary PEC categories (e.g., one with C2 and another with C3/C5/C6). Standard procurement practice and PEC guidelines endorse the evaluation of a JV's collective credentials. The current phrasing seems to mandate that a single entity within the JV must fulfill all requirements independently, which is non-standard and appears designed to suit a specific bidder configuration.

2. Omission of Vital Project Information

1. Discriminatory and Exclusionary Qualification Criteria

a. Exclusion of Private Sector Experience:

This requirement has been defined to ensure Bidders' previous experience with Government departments and familiarity with the standard procedures being followed as well as verification of the experience from relevant departments.

b. Perception of Tailored Criteria:

Sub-Clause 13.4(a) specifies the Bidder shall have General Experience of executing three (03) Projects for which the cost / value shall add up to a total of Rs. 1000 million. The eligibility criteria do not mandate one Project with a value of 1000 million. Also, in Specific Experience, the minimum requirements of ELV works of 100 million has been specified, while the overall Projects shall add up to a total of 500 million.

4. c. Ambiguity in Joint Venture (JV) Eligibility:

Firms participating in JV shall qualify collectively as per the Evaluation Criteria requirements.

Either partner of the JV shall be registered in the PEC Category mandatory for participation in the tender.

2. Omission of Vital Project Information and Documentation

and Documentation: The absence of the following critical data and drawings from the tender package prevents bidders from formulating accurate, comprehensive, and responsible bids:

- a. **Unclear Scope of Work:** The documentation contains conflicting instructions concerning the dismantling of existing steel structures and RCC foundations, introducing substantial uncertainty into project costing and planning.
- b. **Incomplete Drawing Suite:** Key architectural and technical drawings, including those for existing structural elements, control room layouts, and comprehensive power/communication cabling plans, have not been furnished.
- c. **Absence of Mandatory Details:** *The project cost estimate, a definitive project timeline, and detailed testing & commissioning protocols are all missing. Furthermore, the document is silent on a provision for exchange rate fluctuation (dollar variation), a critical financial safeguard for contracts involving substantial foreign currency components.*

3. Insufficient Bid Preparation Time

In accordance with PPRA Rule 13, a minimum period of thirty (30) days is mandated for the submission of bids in response to an international tender. The currently allotted timeframe of two weeks falls significantly short of this requirement. This is particularly inadequate given the necessity for international OEMs and bidders to undertake comprehensive technical evaluations and prepare detailed proposals. We urgently seek an extension of the bid submission deadline to adhere to statutory regulations.

4. Omission of Pre-Bid Conference

For a procurement of this technical complexity and financial magnitude, the failure to schedule a pre-bid conference is a significant procedural shortcoming. Such a forum is indispensable for resolving ambiguities, aligning all potential bidders on project expectations, and ensuring a uniform interpretation of the requirements.

- a. **Unclear Scope of Work:** Specifications and Special Provisions of the document specify all requirements clearly. There is no mention of dismantling of existing structures.
- b. **Incomplete Drawing Suite:** The type of Contract for the subject tender is Design and supply by the bidder, therefore, the responsibility for the design rests with the Bidder.
- c. **Absence of Mandatory Details:** Project completion time has been specified in the Particular conditions of the contract; the Bidder is responsible for his work plan and detailed activities planning. Moreover, all the payments are in local currency, hence, dollar rate fluctuation has no impact on the current tender.

3. Insufficient Bid Preparation

Time: PPRA Rule 13 allows the procuring agency to fix the time for response and in no case, it has to be less than fifteen (15) days for national competitive bidding. The current tender is for national competitive bidding not international level competitive bidding.

4. Omission of Pre-Bid

Conference: Pre-Bid Meeting has been scheduled for October 03, 2025 at 11:00 hrs in the Conference room of PSB, Islamabad

5. Formal Appeal for Remedial Action

The aggregation of the issues detailed above-ranging from procedural non-compliance and biased criteria to a lack of essential information fundamentally compromises the legitimacy of the entire tender process.

Consequently, we most respectfully, yet emphatically, appeal for the cancellation of the current tender and its re-advertisement. A new, revised tender that incorporates all necessary clarifications, includes the missing documents, and establishes fair, transparent, and fully PPRA-compliant and PEC eligibility criteria is imperative to conduct a genuinely competitive process that serves the paramount interests of the Pakistan Sports Board.

5. Formal Appeal for Remedial Action: Considered but not accepted.

Muhammad Shahzad
Superintending Engr-P&D
Friday, 03 October, 2025, 5:27:5 PM