

REQUEST FOR QUOTATION

**BALUCHISTAN INTEGRATED WATER RESOURCES MANAGEMENT
AND DEVELOPMENT PROJECT (BIWRMDP)**

**PROCUREMENT OF AIRCONDITIONERS & DIESEL GENERATORS
FOR
PROJECT MANAGEMENT UNIT AT QUETTA AND PROJECT
IMPLEMENTATION UNITS AT SIBI & UTHAL**

(OCTOBER - 2017)

**BALUCHISTAN INTEGRATED WATER RESOURCES
MANAGEMENT AND DEVELOPMENT PROJECT (BIWRMDP)**

**REQUEST FOR QUOTATION (RFQ) FOR
SUPPLY & INSTALLATION OF AIR CONDITIONERS AND 30 KVA DIESEL GENERATORS
FOR PMU QUETTA & PIUS AT SIBI AND UTHAL OF BIWRMDP**

No. BIWRMDP/RFQ/Goods/2017/328

Date: 12th October, 2017

No of Pages: 15

Section 1

1. The Government of Balochistan has obtained a loan No. 5885-PAK from the World Bank for Water Resource Management & Development in the province and intends to apply part of the proceeds of this credit to eligible payments under the contract for which this Request for Quotations is issued. This procurement process will be conducted in accordance with the **Shopping** method of procurement contained in the World Bank Guidelines: Procurement of Goods, Works and Non-consulting Services under IBRD Loans and IDA Credits and Grants by World Bank Borrowers, dated: January 2011, revised July 2014 and the procedures described herein.
2. The Implementing Agency Balochistan Integrated Water Resources Management and Development Project invites your quotation for Supply & Installation of Floor Standing & Wall Mounted Split Air Conditioners for PMU & PIUs (Lot No. 1) and 30 KVA Diesel Generators (2 Nos) for PIUs (Lot No. 2). Further details are described in Section III, Specifications & Schedule of Requirements. For the purposes of any resulting Contract the Implementing Agency or their named representative shall be the Purchaser.
3. You are invited to submit your price quotation(s) as per specifications mentioned in Section III. You must quote for all the items. Quotations will be evaluated and contract will be awarded to the firm offering the lowest evaluated total cost.
4. Your quotation must be marked "Quotation for Supply of Air Conditioners & 30 KVA Diesel Generators for PMU/PIUs" and submitted to: Project Director, Balochistan Integrated Water Resources Management and Development Project, 18-B, Jinnah Town, Samungli Road Quetta or be sent on biwrmdp@gmail.com. You must quote for all the items in each lot and you may quote for one or all of the lots under this Invitation. Quotations will be evaluated for each lot separately and contract will be awarded to the firm offering the lowest evaluated total cost for each of the lot separately.
5. Your quotation should be accompanied by adequate technical documentation, catalogue(s) and other printed material or pertinent information for each item quoted.
6. Your quotation must reach at the address indicated in Para-4 above 12:00 Hours of 30th October 2017. Evaluation of quotations shall follow after the cut-off date for submission.
7. Your quotation must be accompanied with a **bid security @2% of the quoted price**.
8. Your quotation(s) should be submitted as per the instructions contained in the Quotation Documents.

Prices: The prices should be quoted in Pak Rupees and should be inclusive of all supply charges and admissible taxes.

Evaluation And Award Of Purchase Order/Contract: Offers determined to be substantially responsive to the technical specifications will be evaluated by comparison of their prices, in addition to the eligibility requirements outlined in the Section-II of Quotation Documents. The Purchase Order will be awarded to the firm offering the lowest evaluated price and that meets the eligibility criteria.

Validity of the Offer: Your quotation(s) should be valid for a period of 30 days from the date for receipt of quotation(s) indicated in Paragraph 6 above.

Section II Instructions for Preparing Quotations

1. **Scope of Procurement:**

BIWRMDP invites price quotations for Supply & Installation of Wall Mounted & Floor Standing Split Air Conditioners (22 Nos.) and 30 KVA Diesel Generators (2 Nos) as described in the Technical Specifications given in Section III. The successful supplier will be expected to complete the delivery within due course of time.

2. **Eligibility to Quote:** You are required to meet the following criteria to be eligible to quote:

- a) As Manufacturer must have at least Five Years of experience in manufacturing of goods similar to the goods mentioned herein. In case of using Key Parts (e.g Engines) from some other manufacturer, authorizations from original manufacturer will be required.
- b) As Supplier must have at Three Years of experience in supply & installation of goods similar to the good mentioned herein. Documentary evidence besides other documents should also include currently valid Authorization/ Dealership Certificate. In case the manufacturer is using key parts (e.g Engine) from other manufacturers, authorization from original manufacturer will be required.
- c) Should be registered with Income Tax and Sales Tax authorities.

Following documents shall be required to be submitted to establish eligibility:

- a) Proof of registration with Income Tax Department and Sales Tax Department
- b) Company's profile containing list of clients supplied with similar equipment.
- c) Currently Valid Authorization Certificates

A supplier may only submit one Quotation, either individually, or as a partner in a joint venture. All Quotations submitted in violation of this rule shall be rejected. Partners in a joint venture shall be jointly and severally liable for the execution of the Contract.

4. **Contents of Quotation Documents:** The set of proposal documents comprises the documents listed below:

Section I	Invitation to Quote
Section II	Instruction for Preparing Quotations
Section III	Specifications
Section IV	Form of Quotation
Section V	Form of Contract Agreement
Section VI	Conditions of Contract

5. **Documents Comprising the Proposal:** The Quotation submitted by the Supplier shall comprise the following documents:

- (i) Form of Quotation (as per sample attached)
- (ii) Eligibility and Experience Information (Profile)
- (iii) Copies of taxation documents
- (iii) Authorization Certificates (Currently valid)

6. **Price Quotation:** The Contract shall be for the whole supplies and shall be based on the unit and total price for fixed unit rate contract. Prices shall be quoted entirely in Pak Rupees. The Supplier shall fill in the rates and prices for all items of the Supplies described in the specifications. All duties, taxes and other levies payable by the Supplier under the Contract, shall be included in the rates, prices, and total price Quotation submitted by the Supplier. The rates and prices quoted by the Supplier shall be fixed for the duration of the Contract and shall not be subject to any adjustment on any account.
7. **Item-by-Item Commentary on the Technical Requirements:** The Offeror must provide an item-by-item commentary on the Implementing Entity's Technical Requirements, demonstrating the substantial responsiveness of the overall design offered to those Requirements
8. **Validity of Quotations.** The price quotation shall remain valid for the period of thirty (30) calendar days counted from the date of submission of Quotation. The Purchaser may request the Suppliers to extend the period of validity for a specified additional period. The Purchaser's request and the Suppliers' responses shall be made in writing or by fax or electronic mail. A Supplier may refuse the request for extension of Quotation validity in which case it may withdraw its Quotation without any penalty. A Supplier agreeing to the request for extension of Quotation will not be required or permitted to otherwise modify its Quotation.
9. **Language of the Quotation:** All documents relating to the Quotation and contract shall be in the English language.
10. **Preparation of Quotations:** The Supplier shall prepare one original of the documents comprising the Price Quotation as described in Clause 6 above, with the Form of Quotation, and clearly marked "**Original**". In addition, the Supplier shall also submit one copy which shall be clearly marked as "**COPY**". In the event of discrepancy between them the original shall prevail. The original and the copy of the Price Quotation shall be signed by a person or persons duly authorized to sign on behalf of the Supplier. All the pages of the Quotation (Price Quotation) where entries or amendments or corrections have been made shall be initialed by the person or persons signing the Price Quotation..
11. **Place and Deadline for Submission of Price Quotations:** The Price Quotations shall be delivered to the Purchaser at the address given in Paragraph 4 of the Invitation to Quote.
12. **Process to be Confidential:** Information relating to examination, clarification, evaluation and comparison of quotations and recommendation for the PO/contract award shall not be disclosed until the award to successful Supplier has been announced.
13. **Evaluation and Comparison of Quotations:** The Purchaser will award the Contract to the Supplier whose Quotation has been determined to be substantially responsive to the proposal documents and who has offered the lowest evaluated price quotation. In evaluating the quotations, the Purchaser will determine for each proposal the evaluated price quotation by adjusting the price quotation by making any correction for any arithmetic errors as follows:
 - (a) Where there is a discrepancy between amounts in figures and in words, the amount in words will govern;
 - (b) Where there is a discrepancy between the unit rate and the line item total resulting from multiplying the unit rate by the quantity, the unit rate as quoted will govern;
 - (c) If a Supplier refuses to accept the correction, his Quotation will be rejected.

15. **Purchaser's Right to Accept Any Quotation and to Reject any or all Quotations:** The Purchaser reserves the right to accept or reject any quotation, and to cancel the process of competition and reject any or all quotations, at any time prior to the award of Contract, without thereby incurring any liability to affected Supplier(s).
16. **Purchaser's Right to Increase or Decrease Quantities:** The Purchaser, reserves the right to increase or decrease quantities of supplies.
17. **Notification of Award and Signing of Contract:** Results of evaluation would be known in a reasonable time. Suppliers are instructed not to approach the Purchaser after opening of quotations until the finalization of award. The Supplier whose Quotation has been accepted will be notified of the award by the Purchaser prior to expiration of validity period of Quotation, by registered letter. This letter will state the sum that the Purchaser will pay the Supplier in consideration of the supply, installation, and commissioning of the Supplies by the Supplier as prescribed by the Contract. The written notification of award will constitute the formation of Contract.
18. **Interpretation:** The purchaser is not responsible for any wrong interpretation of any clause of this document.

Section III

Specifications

1. Technical Proposal

This part of the RFQ contains the detailed specifications for required equipment.

2. Payment Criteria

Payment shall be made in the Pakistani currency (Rupees) in accordance with Clause 7 of the Conditions of Contract. The invoice will be subject to Govt. taxes as applicable and set by the Government. Submission of sales tax invoice is mandatory provided the cost of items includes the same.

3. Project Completion Timeline

The supplier is required to complete the supply and fixing within 3 weeks of issuance of Procurement Order or signed contract.

4. Warranty

The Supplier should warrant that the products supplied under Contract are brand new, unused, un-altered and they fully conform to the specifications given in this section. The supplier should further warrant that all equipment supplied under this Contract shall have no defect, arising from design, materials, or workmanship or from any act or omission of the Supplier that may develop under normal use of the supplied equipment at the place of delivery.

This warranty shall remain valid for a period of 01 Year. The supplier will provide full support during the warranty period.

LOT NO. 1 - SCHEDULE OF REQUIREMENTS & SPECIFICATIONS FOR SPLIT AC

Specifications	Total Nos	To be installed at PMU Quetta	To be installed at PIU Sibi	To be installed at PIU Uthal
<p>Latest Model 1.5 Ton Inverter Split Air Conditioners</p> <p>Cooling Capacity (BTU/hr) : 18000 BTU Capacity (Cooling, kW) : 5.3 ERR (Cooling, w/w) : 2.81 Power Saving : 50%-60% Auto Restart : Yes Function : Reversible</p> <p>Other Features: De-humidification, Sleep Mode, Auto Clean, Eco Friendly Refrigerant, Cooling Capacity (Half Load): 2600 W, Input Power (Half Load): 603 W, ERR (Half Load) : 4.31</p> <p>Other Specs: Main Unit Condenser Coil: Copper, Out Door Unit Condenser Coil: Copper, Compressor: Rotary, Air Flow Direction: 4 –Way with auto air swing feature.</p>	14	-	07	07
<p>Latest Model 1 Ton Inverter Split Air Conditioners</p> <p>Cooling Capacity (BTU/hr) : 12000 BTU Capacity (Cooling, kW) : 3.5 kw ERR (Cooling, w/w) : 2.81 Power Saving : 50%-60% Auto Restart : Yes Function : Reversible</p> <p>Other Features: De-humidification, Sleep Mode, Auto Clean, Eco Friendly Refrigerant, Cooling Capacity (Half Load): 1030 W, Input Power (Half Load): 603 W, ERR (Half Load) : 4.31</p> <p>Other Specs: Main Unit Condenser Coil: Copper, Out Door Unit Condenser Coil: Copper, Compressor: Rotary, Air Flow Direction: 4 –Way with auto air swing feature.</p>	05	05	-	-
<p>Latest Model Floor Standing 2 Ton Air Conditioner</p> <p>Cooling Capacity (BTU/hr) : 24000 BTU ERR (Cooling, w/w) : 10.91 Filter Features : Auto Clean Out Door Compressor Type : Twin Rotary Penal Type : LCD Display Function : Reversible</p> <p>Other Features & Specs: Air Discharge, Auto Air Swing, Multiple Speed Control, Auto Start, Filter Cleaning Indicator, Anti Bacteria Filter, Energy Saver, Inverter Technology.</p>	03	02	01	-

**LOT NO. 2 - SCHEDULE OF REQUIREMENTS & SPECIFICATIONS FOR WATER COOLED
BRAND NEW 30 KVA DIESEL GENERATOR WITH COMPLETE ACCESSORIES AND
SPECIFIED REQUIREMENTS**

Number of Generators	2
Installation Location	1 Each at PIU Sibi & Uthal
1: BASICS	
Frequency/ Speed- Voltage	50 Hz – 1500 Rpm – 230/400 V
Prime Power - Continuous running at variable load for unlimited periods with 10% overload 1 hours in any 12 hours period.	30 KVA
Standby Power – Continuous running at variable load for duration of an emergency with no overload permitted to this rating	33 KVA
Sound Proof Canopy	Imported or locally manufactured Modular SPC, Powder Coated, Extremely Durable, sound proof/weather proof canopy/housing designed to reduce sound level with maximum service accessibility and minimum foot prints; made with 14-16 SWG MS sheet compatible with the supplied equipment and generator manufacturer company's standards to reduce the noise level up to 70 db at 5 meters.
Base Frame	Heavy Duty Iron Frame with Anti-vibration pads and Built in fuel tank.
Warranty & Support	1 Years or 1000 hours whichever comes first. After sales support at Sibi & Uthal through authorized dealer/third party service provider.
Spares	Standard Tool Kit including one Set of Air Filter, Oil Filter, Diesel Filter, Fuel Filters in spare.
Auto Mains Failure (Amf)/Automatic Transfer Switch (Ats) Penal	Cabinet Type free stand/wall mounted local/ imported AMF/ATS Penal System according to manufacturer's Standard consisting of all necessary controls and monitoring instruments with all internal wiring and Auto Start/ Stop and Auto Transfer arrangements suitable for 45 KVA Prime Powered Generating Set using best quality branded electrical / electronic components, wiring and box including all accessories complete in all respect.
Power Cables	As required at site. Generator is to be installed at the office located in 400 square yard house. Existing facilities can be inspected at the address given in Section I above.
Associated Civil Work	Complete Cement Concrete foundation for 30 KVA Generators in accordance with the Manufacturer's Design/ Specifications or as approved by the Purchaser including cost of all material , labor

**LOT NO. 2 - SCHEDULE OF REQUIREMENTS & SPECIFICATIONS FOR WATER COOLED
BRAND NEW 30 KVA DIESEL GENERATOR WITH COMPLETE ACCESSORIES AND
SPECIFIED REQUIREMENTS**

	and transportation / carriage charges etc complete in all respect.
1. EARTHING	Earthing as per manufacturer's standards including the cost of boring, pipe, copper strip, copper wire, making connection and all other related materials.
2. ENGINE	
No of Cylinders	3
Engine Build	In line
Aspiration	Natural
Cooling	Water Cooled
3. FUEL	
Fuel Tank	Built in Fuel Tank for at least 10 hours operation at full load.
Fuel System	Direct injection
Fuel Consumption	No more than: 100% load – g/kWh-l/hr: 7.1 75% load – g/kWh-l/hr: 5.4 50% load – g/kWh-l/hr: 3.9
4. COOLING SYSTEM	
Engine Collant Capacity	10.2 L
Air Flow Radiator	883.3 l/s
Radiator with 50 degree	
Cooling Package & Air Cleaner	
Thermostatically controlled	
5. EXHAUST SYSTEM	
Exhaust Gas Temperature	500 degree celcius
Exhaust Gas Flow (Prime)	158.3 l/s
Stainless Steel Exhaust flex	
6. DC SYSTEM STARTING/ CHARGING	Maintenance free battery fitted in battery rack with one year manufacturer's warranty including Auto Battery Charger when Generator is operational.
Cranking Battery Voltage	12 V
Battery Charging Alternator	65A
7. LUBE SYSTEM	
Lube System	7.9L Lubricating System Oil Capacity
8. STRUCTURE	
Insulation System	Class H
Winding Pitch	2/3 to minimize harmonics effects
No. Of Poles	4
No. Of Bearings	Single Bearing
RPM	1500 RPM
Power Factor	0.8
Regulation	+/- 1%
Frequency	50 Hz
Voltage Range	380-415/ 220-240
IP Rating (Protection)	Ip23
Miscellaneous	Synchronous, 3 Phase, Brushless & Self Excited
9. CONTROL MODULE	

**LOT NO. 2 - SCHEDULE OF REQUIREMENTS & SPECIFICATIONS FOR WATER COOLED
BRAND NEW 30 KVA DIESEL GENERATOR WITH COMPLETE ACCESSORIES AND
SPECIFIED REQUIREMENTS**

a. INDICATIONS	Operating Hours
	3 Phase Generator Voltage Sensing and Monitoring
	Current Protection & Monitoring
	Power Measurement (kw, KVA etc.)
	Frequency Monitoring (Hz)
	Oil Pressure/ Coolant Temperature
	Battery Voltage Monitoring (DC)
	Alarm Acknowledge
b. CONTROL	Engine Cool Down Timer
	Emergency Stop Push Button/ Alarm Acknowledge
	Load Switching Timer
	Engine Cycle Crank
c. WARNING & SHUT DOWN ALARMS	Generator Over/ Under Voltage & Frequency
	Crank Disconnet (Failure to Start)
	Under/ Over Speed
	Over Current
	Low Oil Pressure
	High Water Temperature
	Low Fuel Level
	Low Water Level
d. OTHER FEATURES	User Friendly
	Compatible with CAN Engines
	License Free Software
	Largest Backlit Icron Display in its Class
	Fully Configures Via The Fascia or PC Using Usb
	Efficient Power Saver Mode

Section IV
Form of Quotation

Date: _____ / _____ /2017

To:

The **Project Director**,
Balochistan Integrated Water Resources Management and Development Project,
House No. 18-B, Jinnah Town, Samungli Road Quetta.

We offer to execute the Supply & Installation of **LOT No. 1/ Lot No. 2** to be installed at Project Management Unit at Quetta and PIUs at Sibi & Uthal. as per Specifications in accordance with the Conditions of Contract accompanying this Quotation for the Contract Price of _____(amount in words and numbers) (_____).

We propose to complete the Supplies described in the Contract within a period of _____ (words and number) _____calendar days from the Start Date.

This Quotation and your written acceptance will constitute a binding Contract between us. We understand that you are not bound to accept the lowest or any Quotation you receive.

We hereby confirm that this Quotation complies with the Validity of the Quotation required by the proposal documents.

Authorized Signature: _____

Name and Title of Signatory: _____

Name of Supplier: _____

Address: _____

Phone Number: _____

Fax Number, if any: _____

Section V

Form of Contract Agreement

AGREEMENT

This Agreement, made the _____ day of October, 2017, by and between

The **Project Director**,
Balochistan Integrated Water Resources Management and Development Project,
House No. 18-B, Jinnah Town, Samungli Road Quetta.

hereinafter called “ **The Purchaser**” and

(name and address of Supplier hereinafter called “**The Supplier**”) of the other part.

Whereas the Purchaser is desirous that the Supplier executes supplies as per specifications and prices given in Annexure A to the this agreement and the Purchaser has accepted the Quotation/Quotation submitted by the Supplier for the installation and commissioning of such Supplies and the remedying of any defects therein over a period of one year as offered by the manufacturer.

Now this Agreement witnessed as follows:

1. In this Agreement, words and expressions shall have the same meanings as are respectively assigned to them in the Conditions of Contract hereafter referred to, and they shall be deemed to form and be read and construed as part of this Agreement.
2. In consideration of the payments to be made by the Purchaser to the Supplier as hereinafter mentioned, the Supplier hereby covenants with the Purchaser to execute and complete the Supplies and remedy any defects therein in conformity in all respects with the provisions of the Contract.
3. The Purchaser hereby covenants to pay the Supplier in consideration of the supply, installation and commissioning of the Supplies and the remedying of defects wherein the Contract Price or such other sum as may become payable under the provisions of the Contract at the times and in the manner prescribed by the Contract.

In Witness whereof the parties thereto have caused this Agreement to be executed the days and year first before written

Was hereunto affixed in the presence of:

Signed, and Delivered by the
said

in the presence of:

Signature of the **Purchaser:** _____

Signature of the **Supplier:** _____

Conditions of Contract (CC)

1. **Definitions:** Boldface type is used to identify the defined terms

(a) **The Contract** is the Contract between the Purchaser and the Supplier to execute, complete, and maintain the Supplies as specified in the specifications or in other sections of the Contract. The name and identification number of the Contract is given in the Invitation to Quote.

(b) **The Supplier** is a person or corporate body who's Quotation to carry out the Supplies has been accepted by the Purchaser.

(c) **The Supplier's Price Quotation** is the completed document (Invitation to Quote together with attachments) submitted by the Supplier to the Purchaser.

(d) **The Contract Price** is the price stated in the **Letter of Acceptance** and thereafter as adjusted in accordance with the provisions of the Contract.

(e) **Days** are calendar days; **months** are calendar months.

(f) **A Defect** is any part of the Supplies not completed in accordance with the Contract.

(g) **The Required Completion Date** is the date on which it is required that the Supplier shall complete the Supplies. The Required Completion Date may be revised only by the Purchaser by issuing an extension time or an acceleration order in writing.

(h) **Specification** means the Specification of the Supplies included in the RFQ/PO/Contract and any modification or addition made or approved by the Purchaser.

2. **Language and Law.** The Contract shall be in the English language. The law governing the Contract shall be the applicable law(s) of the Government of Islamic Republic of Pakistan.

3. **Communications.** Communications between parties that are referred to in these Conditions shall be effective only when made in writing. A notice shall be effective only when it is delivered.

4. **Supplier's Risks.** The risks of personal injury, death, and loss or damage to property and adjacent property (including, without limitation, the Supplies, materials and equipment) are Supplier's risks.

5. **Supplies to be completed by the Completion Date.** The Supplier shall commence execution of the Supplies on the Start Date and shall carry out the Supplies in accordance with the **work schedule** agreed between Supplier and Purchaser, as updated with the approval of the Project Supervisor, and complete them by the Required Completion Date.

6. **Defects.** The Purchaser shall give notice to the Supplier of any violation of Terms and Condition in PO or RFQ for Defects before the end of the Warranty Period, which begins at completion of supplies. The Warranty Period shall be extended for as long as Defects remain uncorrected. Every time notice of a Defect is given, the Supplier shall correct the notified Defect within the length of time specified by the Purchaser. If the Supplier has

not corrected a Defect within the time specified Purchaser will assess the cost of having the Defect corrected, and the Supplier will pay this amount, or the Purchaser shall recover these amounts by deduction from the amounts due to the Supplier.

7. **Payments.** The Purchaser shall pay the Supplier the amounts as per following schedule:

On Acceptance: 90 percent of the Contract Price shall be paid within fifteen (15) days of receipt of the supplies and upon submission of claim, supported by the acceptance certificate issued by the Purchaser.

On Completion of Warranty Period: Remaining 10% of the Contract Price shall be paid upon expiry of warranty period subject to provision of satisfactory after sales service.

8. **Taxes.** The Supplier is responsible for all taxes in accordance with the laws of Islamic Republic of Pakistan. In case of tax exemption, valid tax exemption certificate shall be furnished with documents.

9. **Force Majeure:** Either party may terminate the Contract by giving a thirty (30) days notice to the other for events beyond that party's control, such as Wars, earthquakes, floods, fires, etc.

10. **Resolution of Disputes:** The Purchaser and the Supplier shall make every effort to resolve amicably by direct negotiations any disagreement or dispute arising between them under or in connection with the Contract. In case of further disagreement either party can take the matter to arbitration in accordance with the Arbitration Act of 1940.

Signature of the **Purchaser:** _____

Signature of the **Supplier:** _____