

Response to Pre- Bid Clarifications against PESCO Tender # PK-PESCO-556530-GO-RFB-ICB-10 for Procurement of Package 1 APMS under World Bank Loan – Part-1

S#	Pdf page No./ RFB Clause	Description	Clarification/Question	PESCO Response
1	Scope of Earthing		Kindly clarify the detailed earthing requirements for the APMS box, including the required earthing method, earth pit requirements (if applicable), type and material of the earthing connector (copper/aluminum), required earth conductor size, and the acceptable earthing resistance value (in Ohms), if specified. Kindly also provide the relevant WAPDA/PPMC/NTDC standard / specification or approved drawing applicable to the above earthing requirements for our reference and compliance.	- The earthing arrangement for the APMS box shall comply with PPMC Specification DS:01:2026 and WAPDA Specifications P-S2 and P-III that are included in Volume II of the RFB wherein detailed earthing requirements and relevant drawings are provided. - The acceptable earth resistance value is $\leq 2 \Omega$.
2	Bimetallic Lugs		Kindly clarify the applicable WAPDA/PPMC/NTDC standard or specification for the bimetallic lugs required for APMS installation. If any specific WAPDA/PPMC/NTDC standard, approved technical specification, or standard drawing is applicable to these lugs, kindly share the relevant document for our reference and to ensure full compliance with the applicable requirements.	Standard (IEC 61238-1) is applicable for Bimetallic lugs to connect Aluminum Cable with Copper Bus Bar or Transformer Terminal. IEC 61238-1 is applicable to the Bimetallic lugs to connect aluminum cables with copper busbar(s) or transformer terminal(s).
3	Surplus Material		Kindly clarify to whom the surplus material will be handed over upon completion of the APMS installation.	Upon completion of the APMS installation, surplus material shall be handed over to the PESCO store(s) designated by the Chief Engineer (Development) PMU PESCO.

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4	BDS ITB 11.2(i) & 11.3(d) — Prototype/UDIL Submission Timeline	The Bidder shall submit an affidavit confirming that, if awarded the contract, it will (i) obtain a UDIL Compliance Certificate from PITC, and (ii) submit valid Prototype Reports as per PPMC-DS-01:2026, DDS 50:2007, DDS 98:2011, DDS 110:2012, DDS:80-2007, and DDS:8-2007 (latest approved versions), within thirty (30) days from the date of issuance of the Notification of Intention to Award (NOIA). Any delay would lead to revocation of the NOIA or termination of the contract, whichever occurs earlier.	The 30-days timeline is not sufficient for a foreign bidder, given laboratory scheduling and inspector availability constraints etc, we request this period be extended to ninety (90) days from the date of NOIA issuance.	The request is under review. Any revision to the stipulated period will be communicated through an addendum. Please periodically check the PESCO website mentioned in paragraph 6 of the published SPN for further updates.
5	Section III, Qualification Criteria (b) Specific Experience & (d) Manufacturing Experience	(i) Value: at least three (3) Supply & Installation contracts of APMS on general distribution transformers within the last ten (10) years, aggregate value at least US\$ 20 million, with at least one (1) contract not less than US\$ 10 million. (ii) Quantity: at least three (3) contracts within the last ten (10) years with at least 1.5 times the quantities of APMS on general distribution transformers stated in the Bidding Document. (d) Manufacturing Experience: at least five (5) years' manufacturing experience of APMS on general distribution transformers, and annual production capacity of at least two (2) times the contract quantity in any two (2) of the last five (5) years.	We request that experience in Smart AMI Meters of similar nature, scope, and complexity be accepted as equivalent to APMS experience for the purpose of Qualification Criteria (b) and (d).	Experience in the supply and installation of Smart/AMI meters shall not be accepted as equivalent to APMS experience for the purposes of Qualification Criteria (b) and (d).

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6	Section III, Financial Part 2(b) — Deviation in Payment Schedule, Delivery & Completion Schedule	Bidders may state an alternative payment schedule with a corresponding Bid price reduction; the Purchaser may consider this against the base price evaluated per the SCC schedule.	(a) Please confirm whether partial payment is allowed against partial deliveries? (b) The earliest delivery date specified is too strict for a foreign bidder; we request it be revised to 245 days from Contract signing. (c) We request the List of Related Services and Completion Schedule be revised from 300 days to 365 days from Contract signing.	a. Partial deliveries and corresponding payments shall be allowed for a maximum of two (02) consignments, subject to compliance with the stipulated delivery schedule and fulfilment of all applicable contractual requirements for each consignment. b. The stipulated delivery period shall remain unchanged. c. The request is under review. Any revision to the stipulated period will be communicated through an addendum. Please periodically check the PESCO website mentioned in paragraph 6 of the published SPN for further updates.
7	Section IV, Bidding Forms — Functional Requirements, Clauses 11 & 13	Clause 11 requires the UDIL certification request within 7 days from issuance of NOA, while Clause 13 requires it within 15 days from issuance of LOA.	Please confirm the applicable timeline, and whether NOA (Notification of Award) and LOA (Letter of Acceptance) refer to the same event.	• The UDIL Certification and prototype request shall be submitted within seven (07) days from the date of issuance of the Notification of Intention to Award (NOIA). Accordingly, “15 days” in Clause 13 shall be read as “7 days”. An addendum will be issued in this regard. Please periodically check the PESCO website mentioned in paragraph 6 of the published SPN for further updates. • The Notification of Award (NOA) and Letter of Acceptance (LOA) refer to the same event.
8	Prototype Approval Submission Authority — PPMC Spec Clause 14.1 vs SCC GCC 18.1	Clause 14.1 of the PPMC Specification refers prototype approval to the Office of Design & Standards, PPMC, while Section IX - SCC, GCC 18.1 refers it to the Office of Chief (Technical Services).	Please confirm whether Chief (Technical Services) receives the submission on behalf of PPMC, or whether it should be submitted directly to PPMC Design & Standards.	All formal technical submittals, including prototype approval documentation shall be submitted to the Chief (Technical Services) PPMC.
9	GCC 26.1(i) & (ii) (Section IX) and Qualification Criteria (b) Specific Experience (Section III)	The clause requires bidders to demonstrate “regular Purchase Order of APMS” specifically, and disqualifies bidders lacking APMS-specific experience/prototype history. This is overly restrictive, as APMS is a relatively new product category globally, and few firms besides existing suppliers would hold a regular APMS purchase order history.	We request that experience in AMI/Smart Metering systems of similar nature, scope, and complexity (disconnect/reconnect capability, HES/MDM integration, load limiting, remote communication) be accepted as equivalent experience for the purpose of GCC 26.1(i) and Qualification Criteria (b), subject to the Purchaser's evaluation of comparability.	Experience in Supply and installation of Smart/AMI meters cannot be considered for evaluation purposes.

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10	Cable Sizing (Section VII, Schedule of Requirements, Items 3-4)	The Bidding Document specifies Insulated S/C AA Cable of 185 mm ² for 200kVA APMS transformers and 120 mm ² for 100kVA APMS transformers.	A 185 mm ² conductor may not provide sufficient current-carrying capacity and voltage-drop margin for a 200kVA transformer under full-load conditions, considering applicable ambient temperature derating factors. We request the Purchaser to review this sizing and confirm whether an upward revision (e.g., to 300 mm ²) is warranted.	The current carrying capacity of 185-mm² single core cable in Air is sufficient for 200 kVA T/F. The current carrying capacity of the specified 185 mm² single core cable installed in air is sufficient for a 200 kVA transformer. Accordingly, the specified cable size shall remain unchanged.
11	ITB 11.2 (i) & 11.3 (d)	The Bidder shall submit the following additional documents in its Bid: Affidavit/undertaking confirming that, if awarded the contract, they will (i) obtain from PITC a Certificate of UDIL Compliance and;(ii) Valid Proto type reports of equipment as per PPMC Specification: PPMC-DS-01 :2026 (for APMS), DDS 50:2007 (for TOD/TOU multi rate and Bi Directional LT/HT energy meters), DDS 98:2011 (for AMI), DDS 110:2012 (for MDC), DDS:80-2007 (for LT CTs), DDS:8- 2007 (for S/C cable) (Latest approved versions), if not submitted with bid within thirty (30) days from the date of issuance of Notification of Intention to Award (NOIA).	As per our understanding, the bidder must submit the Sample for prototype within 30-days of the issuance of NOIA. While the UDIL certificate application shall be applied 07 days after the receipt of Prototype Approval certificate. Please confirm.	The bidder shall submit both the sample for prototype approval and the application for UDIL certification within seven (07) days from the date of issuance of the NOIA.

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12	ITB 32.4		1. APMS Functional Performance: Shall the bidder be required to furnish compliance to the PPMC specs along with Technical Datasheets, Technical manuals etc. for fulfilling this criteria? Please confirm whether submission of such documents shall be considered sufficient for evaluation under this criterion. 2. Interoperability/UDIL: Since the UDIL testing shall be performed after the award stage, kindly clarify whether the bidder may submit an undertaking confirming its commitment to successfully complete required UDIL testing. Please confirm whether such undertaking shall be acceptable for the purpose of technical evaluation under this criterion. 3. Reliability / Diagnostics/Lifecycle support: Please clarify what information/document bidder needs to provide in response to this criteria?	1. APMS Functional Performance: Bidders shall explain the functional capabilities of their proposed APMS including any improvements beyond the minimum specification and provide relevant along with supporting evidence of their choice. The information submitted will be assessed against the rated criterion and scoring methodology in the Published Bidding Document. 2. Interoperability/UDIL: Bidders shall explain how their proposed solution addresses interoperability and UDIL requirements which is supported by relevant information or evidence of their choice. An undertaking may demonstrate bidder's commitment but the awarded score will depend on how well the proposal meets the published rated criterion. 3. Reliability/Diagnostics/Lifecycle Support: Bidders shall explain how their proposed solution addresses reliability, diagnostics and lifecycle support including any improvements beyond the minimum requirements and supported by relevant information or evidence of their choice. For Rated Criteria, bidders may provide any relevant supporting information in a format of their choice. The information will be evaluated against the rated criteria and evaluation methodology stated in the Bidding Document.
13	1. Qualification Criteria (ITB 32.1)	(b) Specific Experience: (ii) Quantity: For a joint venture, this requirement may be met by all members by quantity.	We understand that, in the case of a Joint Venture, the specified quantity requirement may be fulfilled by the JV members collectively, and that each individual JV member is not required to independently meet the full specified quantity. Kindly confirm.	It is confirmed that in the case of a Joint Venture, the JV members may collectively meet the specified quantity requirement. Each member is not required to independently meet the full specified quantity.

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14	Technical Part: 1. Qualification	(b) Specific Experience: The Bidder shall demonstrate that it has successfully completed contracts as per following requirements: (i) Value: Successfully completed at least three (3) Supply and Installation contracts of APMS on general distribution transformers along with Related Services within the last ten (10) years of an aggregate value of at least US\$ 20 million in which at least one (1) contract of value not less than US\$ 10 million need to be demonstrated. . For a joint venture, this requirement may be met by all members combined by number of contracts and value. However, the lead partner must have that one (1) contract of value not less than US\$ 10 million. (ii) Quantity: "Executed minimum three (3) contracts within the last ten (10) years with at least 1.5 times of quantities of APMS on general distribution transformers, stated in the bidding document. For a joint venture, this requirement may be met by all members by quantity.	Considering that APMS in particular is an emerging technology in Pakistan and also globally with only pilot scale deployments, we understand that the experience of successfully implementing AMI/Smart Metering projects, including supply, installation, commissioning, shall be considered equivalent relevant experience for meeting the APMS specific experience requirement. Kindly confirm.	Experience in the supply, installation and commissioning of AMI/Smart Metering systems shall not be accepted as equivalent to the APMS-specific experience required under the Bidding Document.

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15	Technical Part: 1. Qualification	(d) Manufacturing experience and Technical Capacity: For the items under the Contract that the bidder is a manufacturer, the Bidder shall furnish documentary evidence to demonstrate that: (i) It has been manufacturing APMS on general distribution transformers of similar nature and complexity for at least Five (05) years, prior to the bid submission deadline. (ii) Its annual production capacity of APMS on general distribution transformers in any of the two (2) years out of five (5) prior to the bid submission deadline, is at least Two (02) times of the quantities specified under the contract.	Considering that APMS in particular is an emerging technology in Pakistan and also globally with pilot only scale deployments, we understand that the experience of successfully implementing AMI/Smart Metering projects, including supply, installation, commissioning, shall be considered equivalent relevant experience for meeting the APMS specific experience requirement. Kindly confirm.	Experience in Supply and installation of Smart/AMI meters shall not be considered for evaluation purposes.

Response to Pre- Bid Clarifications against PESCO Tender # PK-PESCO-556530-GO-RFB-ICB-10 for Procurement of Package 1 APMS under World Bank Loan – Part-2

Sr. No.	RFB reference	Description	Clarification / Question	PESCO Comments
1	Section-III Specific Experience	Value: Successfully completed at least three (3) Supply and Installation contracts of APMS on general distribution transformers along with Related Services within the last ten (10) years of an aggregate value of at least US\$ 20 million in which at least one (1) contract of value not less than US\$ 10 million need to be demonstrated. Quantity: “Executed minimum three (3) contracts within the last ten (10) years with at least 1.5 times of quantities of APMS on general distribution transformers, stated in the bidding document. For the items under the Contract that the bidder is a manufacturer, the Bidder shall furnish documentary evidence to demonstrate that: (i) It has been manufacturing APMS on general distribution transformers of similar nature and complexity for at least Five (05) years, prior to the bid submission deadline.	Please confirm that the experience of supply and installation of Smart/AMI Meters will also be considered for evaluation purposes.	Experience in the supply and installation of Smart/AMI meters shall not be accepted as equivalent to the APMS-specific experience required under the Bidding Document.
2	Section III – Evaluation and Qualification Criteria	Technical Part Scoring Methodology	Please confirm the details of documentary evidence to be submitted to gain full marks against each rated criteria.	For each rated criterion, bidders should describe what their proposed solution offers, explain how it meets the requirements stated in the Bidding Document and highlight any improvements beyond those requirements. Bidders may provide any relevant evidence to support their response as no fixed list of supporting documents is prescribed and submission of documents alone does not guarantee full marks. Under Section III, Clause 2(b), scores are awarded as follows: • 0: Feature absent. • 1: Feature present but showing deficiencies. • 2: Meets the requirements. • 3: Marginally exceeds the requirements. • 4: Significantly exceeds the requirements.
3	Functional Requirements	Alarm and tripping against abnormal conditions specified in Para 3 above shall be available.	Please confirm that the given requirement is as per relevant PPMC specification.	Yes, it is confirmed. The stated requirement is in accordance with the relevant PPMC specification.
4	Functional Requirements 13	Supplier will have to submit requirements for a certificate of operation ability from PITC after the issuance of LOA within 15 days	• The clause is contradicting with clause 11. Please clarify.	• The UDIL Certification and prototype request shall be submitted within seven (07) days from the date of issuance of the Notification of Intention to Award (NOIA). Accordingly, “15 days”

			The requirements for the UDIL Compliance Certificate can only be submitted after issuance of Prototype Approval. Therefore, please amend the clause accordingly.	in Clause 13 shall be read as “7 days”. An addendum will be issued in this regard. Please periodically check the PESCO website mentioned in paragraph 6 of the published SPN for further updates.
5	Schedule of Requirements	Insulated S/C AA Cable 185mm² for APMS of 200 kVA Transformers Insulated S/C AA Cable 120mm² for APMS of 100 kVA Transformers	- The specified cable sizes appear to be undersized considering the load requirements of the respective transformers. It is therefore suggested that the cable sizes be revised to 300 mm² for 200 kVA transformers and 150 mm² for 100 kVA transformers. - These cables shall be single PVC as per DDS-8 (overhead cables). Please confirm.	- The Specified 185 mm² and 120 mm² size cables are sufficient for 200 and 100 KVA TFs respectively. - The S/C Cable Insulation and Sheath shall be made from Polyvinyl Chloride Compound Type.
6	Schedule of Requirements	Earth Rod, Wire and Allied Material Complete	Is the bidder required to only supply these items or is their installation also required?	The bidder is required to Supply, Installation, Testing and Commissioning.
7	Schedule of Requirements	PG Connector (T-150) 30,128 kM PG Connector (T-220) 15,524 kM	- Unit of measurement for PG Connectors shall be Nos. Please amend. - The quantity mentioned against each PG also seems to be incorrect it should 15524 Nos. for T-150 and 30128 Nos. for T-220. Please confirm. - If the proposed change in cable size is acceptable, please change the size of PG connectors too accordingly.	- Typo Error is agreed. “KM” is to be replaced with “No’s” - Given quantity of 30,128 No’s PG Connector (T-150), and 15,524 No’s (T-220) are correct.
8	Schedule of Requirements	Purchaser Country: Pre-shipment Inspection at manufacturer’s work will be carried out by PESCO and PIMSC nominated representatives.	Which department is PIMSC? Please confirm.	PIMSC stands for Project Implementation and Management Support Consultant. It is the consultant engaged to support PESCO in implementing its component of the Electricity Distribution Efficiency Improvement Project (EDEIP).