



Ministry of Information Technology & Telecom
Government of Pakistan



REQUEST FOR PROPOSAL

Supply & Installation of AC Unit(s)

IGNITE/AC-Units/2025/0016/Proc.

Date: 20-03-2025

IGNITE

Ministry of Information Technology & Telecom
Government of Pakistan

**IGNITE National Fund, 3rd Floor, TF Complex, & Mauve Area G-9/4,
Islamabad**

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PART A – DEFINITIONS, INSTRUCTIONS & INFORMATION FOR BIDDERS

1 Mandatory Eligibility Criteria Checklist

Before the bidders submit their proposals within the stipulated time mentioned in this Request for Proposal document, bidders are required to make sure that following mandatory requirements of this RFP document are fulfilled **These requirements must be furnished at the time of submission of Proposal. Non-submission of any one of the following applicable requirements shall result in disqualification:**

#	Mandatory Eligibility Criteria Checklist	Mark ☑ / ☒
1.	Proof of Certificate of Incorporation or Registration or equivalent	
2.	Proof of NTN Certificate (If Applicable, please check ☑, otherwise put a Cross ☒ in the Mark Column)	
3.	Proof of Sales Tax Certificate (If Applicable, please check ☑, otherwise put a Cross ☒ in the Mark Column)	
4.	Proof of FTN certificate /Tax exemption certificate (<i>for public sector entity</i>), (If applicable, please check ☑, otherwise put a Cross ☒ in the Mark Column).	
5.	Original affidavit (not older than one month) on Stamp Paper(s) of worth Rs.100 or more that Bidder is not insolvent, bankrupt and is not blacklisted or debarred by PPRA, Government, Semi-Government, Private, Autonomous body or any other international organization.	
6.	Original affidavit (not older than one month) on Stamp Paper(s) of worth Rs.100 or more that the bidder is an active tax payer and has submitted its tax return for the preceding fiscal year. Tax payer list serial number (downloadable from FBR's website) is also to be mentioned.	

7.	<u>Envelope shall clearly bear the name “Proposal for Provision & Installation of AC Unit(s)”</u>	
8.	BID Security of <u>PKR 100,000/-</u> to be placed in Envelope # 1 along with mandatory documentation.	
9.	It is mandatory for bidders to submit their proposal on EPADs https://eprocure.gov.pk . In case a bid is not submitted on EPADs, it will not be accepted by the Company in hard form.	

Note: Note: Bidders are required to submit filled, signed & stamped copy of the above checklist along with the Proposal. All of the supporting documents of the mandatory eligibility criteria shall be attached with checklist in same section of the technical proposal. Requirement No. 5 & 6 above, are required to be submitted on separate stamp papers.

2 Definitions

This is Request for Proposal, unless the context provides otherwise:

- a. **“Agreement”** means “an agreement concluded between Company and the Successful Bidder”. (See Annexure B).
- b. **“Board”** means the Board of Directors of the Ignite.
- c. **“Bidder”** means “any company/firm who has responded to this RFP by submitting a formal proposal/bid.
- d. **“Company”** means Ignite registered under Section 42 of the Companies Ordinance, 1984, with its office at 3rd Floor, T.F. Complex, Plot # 7, Mauve Area, G-9/4, Islamabad, Pakistan.”
- e. **“Date of Issue”** means “the date on which this RFP is issued by Company to solicit bids from potential bidders for Organizational Transformation.”
- f. **“Day”** means calendar day.
- g. **“Regular Staff”** means “permanent/full time staff employed by the successful bidder to perform the services or any part thereof”.
- h. **“Request for Proposal (RFP)”** means set of documents prepared by the Ignite, to solicit proposal, which consists of definition, instructions for bidders, ToR, evaluation criteria, forms for providing information and draft contract.
- i. **“Scope of Work”** means “the description of formal work activities under this RFP to be completed by the Successful Bidder in accordance with the Contract signed between Successful Bidder and the Company.”
- j. **“Successful Bidder/Service Provider”** means “a bidder who has been awarded the contract pursuant to this RFP and who shall be responsible to complete assignments as enlisted in the Scope of Work and further quantified under the Scope of Work”.
- k. **“Terms of Reference”** (ToR) means that part of Bidding Document which explains the scope of work, activities, tasks to be performed, evaluation criteria, respective responsibilities of the bidder as well as expected results and deliverables of the assignment.

IGNITE (The Company)

Ignite, hereafter referred to as the “Company” has been incorporated with the Securities and Exchange Commission of Pakistan (SECP) under Section 42 of the repealed Company Ordinance 1984 (now Companies Act, 2017) by the Ministry of IT & Telecom, Government of Pakistan. The Company is mandated to fund research and development in Information and Communication Technology (ICT), and its commercialization, with the mission to transform Pakistan’s economy into knowledge-based economy. Further information about the Company is available at <http://www.ignite.org.pk>.

3 Instructions for Bidders

This document contains all the information pertinent to our solicitation, and governs the preparation and submission of proposals. Financial forms to be filled by bidder for the assignment are annexed with this RFP document. Proposals must be submitted by the deadline, completed on the formats provided by the Company, with supporting documents, according to the guidelines given in the document titled **Instructions & Information for Bidders**. The selection of bidder will be on lowest quoted rates.

4 Solicitation Document

4.1 Contents

The bidder is expected to examine all instructions, general conditions, forms, terms and specifications contained in the RFP document and its annexures. Failure to comply with instructions will be at the bidder’s risk. Proposals that do not comprehensively address the scope of work/ToR and requirements may be rejected. Inability to comply with the corresponding instructions, terms and specifications may lead to rejection of proposal.

5 Preparation of Proposal

5.1 Language of the Proposal

The proposals prepared by the bidders and all correspondence and documents relating to the proposal exchanged between the bidders and the Company shall be in writing and in English Language.

5.2 Proposal Currency

All prices shall be quoted in Pak Rupees (PKR) inclusive of all taxes and all payments will be made in PKR.

5.3 Period of Validity of Proposal

Proposals shall remain valid for 120 days from the date of advertisement as provided in the RFP document. In exceptional circumstances, Company may solicit the bidder's consent to an extension of the period of validity without any material changes in the bidding document.

5.4 Cost of Preparing Proposal

The costs of preparing the proposal, including visits for discussion with the Company are not reimbursable.

5.5 Proposal Documents

The bidding document in binder form with serial number of each page should comprise the following:

- i. **Mandatory Criteria Checklist**
- ii. **Bidder Profile (Form B1)**
- iii. **Firm's Experience and Competencies (Form B3)**
- iv. **General Experience of Firm (Form B4)**
- v. **Financial Proposal Submission Form (Form C1)**

5.6 Taxes

The quoted costs should be inclusive of all applicable (direct & indirect) taxes. The financial bid will be scored based upon the bid amount inclusive of all taxes.

5.7 Format and signing of proposal

The proposal shall contain no interlineations, erasures, or overwriting, except, as necessary to correct errors made by the bidder, in which case such corrections shall be initialed by bidder's authorized person. The proposals shall be clear and elaborate. Different parts of the proposals shall be separated using color separators, flags or tags.

5.8 Bid Security

Bid security of PKR. 100,000 in the form of Call Deposit/Bank Draft (refundable) drawn in favor of IGNITE- National Technology Fund (FTN/NTN: 2939308-6) is to be placed along with the mandatory documentation.

6 Submission, Receipt, and Opening of Proposal

Proposals will be accepted and evaluated using One Stage, Single Envelope Procedure.

The original proposal shall contain no interlineations or overwriting. All pages of the proposals must be numbered

The bidder's Organization Head or an authorized representative on his/her behalf shall initial and stamp all pages of the original Proposals. In case of latter, an authorization shall be provided which shall be in the form of a written power of attorney accompanying the Proposal or in any other form demonstrating that the representative has been duly authorized to sign.

The Proposal must be sent to the following address and received by the Company not later than the time and the date indicated in RFP document:

Title/Position:	Manager Procurement
Telephone:	+92-51-910 7441-6 Ext. 135
Cell:	+92-306-199-1234
Facsimile:	+92-51-910-7447
Email address:	procurement@ignite.org.pk
Official Postal address:	Ignite 3rd Floor, TF Complex, 7 Mauve Area, G-9/4, Islamabad, Pakistan

Bidders must submit their response to the Company by registered post/ courier or by hand to the official postal address of the Company before or on submission deadline mentioned in the RFP document.

Any proposal received by the Company after the deadline for submission shall be returned unopened.

Company reserves the right to accept or reject all of the proposals submitted at any time in accordance with applicable PPRA rules.

Bidders are also required to submit proposals on EPADS <https://eprocure.gov.pk>

Key Activities & Timeline

The tentative timeline set out herein represent the Company's best estimate of the schedule that will be followed. If a component of this schedule, such as the opening date, is delayed, the rest of the schedule will be shifted by the same number of days. The approximate contract schedule is as follows:

#	ACTIVITY	TIMELINE
1	RFP Issuance	March 20, 2025
2	Deadline for receiving queries / questions	March 26, 2025
3	Deadline for Responses	March 28, 2025
4	Proposal Submission Deadline	April 10, 2025
5	Opening of Proposals (in front of bidders present at 3 rd Floor, TF Complex, Plot # 7, Mauve Area, G-9/4, Islamabad)	April 10, 2025

6.1 **Conflicting Relationships**

The bidder (including its Personnel) or any of its affiliates that has a business or family relationship with a member of the Company Board, Management, or staff who is directly or indirectly involved in the preparation of Terms of Reference, selection process of third party evaluation services and/or supervision of the Agreement may not be awarded an Agreement unless conflict stemming from this relationship has been resolved in a manner acceptable to the Board throughout the selection process and the execution of the Agreement.

The bidder has an obligation to disclose any situation of actual or potential conflict that impacts their capacity to serve the best interest, or that may reasonably be perceived as having this effect by notifying the Company in writing. Failure to disclose said situations may lead to disqualification of the bidder or the termination of its Agreement. Current employees of the Company shall not work as and for the bidder.

7 Fraud and Corruption:

The Company requires the bidder/s participating in provision of Service/s to adhere to the highest ethical standards, both during the selection process and throughout the execution of an agreement. In pursuance of this policy, Company defines, for the purpose of this paragraph, the terms set forth below as follows:

“Corrupt practice” means the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the actions of any employee of the Company in the selection

process or in agreement execution;

“Fraudulent practice” means a misrepresentation or omission of facts in order to influence a selection process or the execution of an agreement;

“Collusive practices” means a scheme or arrangement between two or more with or without the knowledge of the Client, designed to establish prices at artificial, non-competitive levels;

“Coercive practices” means harming or threatening to harm, directly or indirectly, persons or their property to influence their participation in a procurement process, or affect the execution of an agreement. The Company will reject a proposal for award if it determines that the bidder recommended for award has directly or through an agent, engaged in corrupt, fraudulent, collusive or coercive practices in competing for the agreement in question. The Company may also impose penalties on the bidder, declaring it ineligible, either indefinitely or for a stated period of time, for Company funding, if at any time it determines that the bidder has, directly or through an agent, engaged in corrupt, fraudulent, collusive or coercive practices in competing for, or in executing, a Company funded project.

The Company will have the right to inspect the bidding firm’s accounts and records and other documents relating to the submission of proposals and agreement performance, and have them audited by auditors appointed by the Company.

8 Clarification Request/Amendment

16.1 The bidder can request a clarification in RFP document up to the date indicated in the RFP document. Any request for clarification must be sent in writing, or by standard electronic means to the Company’s e-mail address indicated in the RFP document. The Company will respond in writing or by standard electronic means and may place responses on the Company’s website under FAQ’s for understanding of all potential bidders.

16.2 At any time before the submission of Proposals, the Company may amend the RFP document by issuing an addendum in writing or by standard electronic means. The addendum shall be published in the local newspaper and uploaded at PPRA & Company web site, and revised RFP document will be uploaded on Company’s Website and PPRA web site.

PART B - TERMS OF REFERENCE

9 Overview

Company invites proposals from qualified, registered and well reputed companies for “**Supply & Installation of AC Unit(s)**” as per guidelines mentioned in this RFP.

Terms of Reference

1. Provision & Installation of AC Unit(s), the detail as following:

Description	Quantity	Specifications
AC split unit 1.5 Ton DC Inverter with a complete solution	02	Capacity Cooling (KW): 5.0 Capacity Cooling (Btu/H): 18000 Capacity Heating (KW): 5.6 Capacity Heating (Btu/H): 19107 Power Supply (Ph/v/Hz): 1/220-240/50 Power Input Cooling (kw): 1.55 Power Input Heating (kw): 1.55 Current Input Cooling (A): 7.2 Current Input Heating (A): 7.2 Air Flow Volume (cfm): 589 Air Flow Volume (M3/H): 1000 Sound Pressure Level (SH/H/M/L): 44/4238/32
AC split unit 2 Ton DC Inverter with a complete solution	01	Capacity Cooling (KW): 7.0 Capacity Cooling - BTU/H (H/S/L 24000 – 25200 Capacity Heating - BTU/H (H/S/L24600 – 27000 Output Capacity - Cooling - (W) (H/S/L7400/7034/1700 Power Input - Cooling - (W)(H/S/L2950/2400/430 Output Capacity - Heating - (W) (H/S/L7900/7200/1400 Power Input - Heating - (W)(H/S/L3000/2050/400
AC 2 Ton Ceiling Cassette Inverter with a complete solution	02	Capacity Cooling (KW): 7.0 Capacity Cooling (Btu/H): 24000 Capacity Heating (KW): 8.0 Capacity Heating (Btu/H): 27296 SEER/SCOP (w/w): 6.1/4.0 Power Supply (Ph/v/Hz): 1/220-240/50 Power Input Cooling (kw): 2.18 Power Input Heating (kw): 2.21 Current Input Cooling (A): 10.1 Current Input Heating (A): 10.2 Air Flow Volume (cfm): 765 Air Flow Volume (M3/H): 1300 Sound Pressure Level (SH/H/M/L): 47/46/42/38

Note: Survey by vendor is required to measure the length of the cables/piping required to place outdoor units

Requirement:

- i. Fire Proof Electric Box.
- ii. Self-Diagnosis.
- iii. Memory Function
- iv. Multi-Fan Speed
- v. 3D air flow
- vi. Eco-friendly gas R410A
- vii. Piping 100% copper.
- viii. Installation Kit 100% Copper
- ix. 3D or 5D Inverter.
- x. Circuit breaker for 1.5 ton, 2 ton and 2 ton ceiling cassette
- xi. Power supply for all units.
- xii. Iron stands for outdoor units.
- xiii. Gas filling.
- xiv. Installation as per best industry standard.
- xv. Low voltage startup.
- xvi. Especially designed for commercial purposes.
- xvii. High-Temperature Resistance PCB.
- xviii. Warranty Period at least for 03 years for compressor and 1 year for parts.
- xix. After sale free on-site support for 01 year

Note: Above mentioned requirements are mandatory and financial proposals will be considered subject to the fulfilling of all requirements.

10 Outputs/Deliverables**Deliverable:**

- i. Delivery, Installation and testing of AC Unit(s) as mentioned in this RFP at Ignite-office.
- ii. The expected delivery time will be 02 weeks from the date of issuance of purchase order.
- iii. Installation will be completed within 15 days from the date of delivery to the office of Ignite.

PART C – FORMS TO BE SUBMITTED WITH THE PROPOSAL

Bidder Name: _____

Item Name (Brand Name)	Specifications (if any)	Unit rate without GST	GST @	Unit rate with GST	Quantity	Total Price with GST
Provision & Installation of AC split unit 1.5 Ton DC Inverter with a complete solution					02	
Provision & Installation of AC split Unit 2 Ton DC Inverter with a complete solution					01	
Provision & Installation of AC 2 Ton Ceiling Cassette Inverter (with a complete solution)					02	
Grand Total (Inclusive of All Taxes)						

B1. Firms/Bidders Profile

S #	Criteria	
1	Profile of the agency: i. Registered age of Company ii. Names of Managers/ Owners/ CEO/ Directors/ Partners	
2	Financial Position i. Name of Banks ii. Certificate of Financial position iii. Copy of audited Annual Accounts (of last 3 years) iv. Tax Registration (NTN/STN/FTN)	
3	Clientele	

B3. Firm's competence and experience in completing projects of a similar nature in a timely and efficient manner

Name of Client	Name of Assignment/ Project	Period of Assignment/ Project	Value of Assignment / Project	Present Status of the Assignment/ Project

B4. – General Experience of firm

Name of Client	Name of Assignment/ Project	Period of Assignment/ Project	Value of Assignment / Project	Present Status of the Assignment/ Project

C1. – Financial Proposal Submission Form

[Location, Date]

To:

Manager Procurement

Ignite (The Company)

Cell: +92-306-199-1234

Email: procurement@ignite.org.pk

Sir,

We, the undersigned, offer to provide services for the provision of “AC Units” in accordance with your Request for Proposal dated [ADVERTISEMENT DATE] and our Proposal. Our attached Financial Proposal is for the sum of [Amount in words and figures]. This amount is inclusive of all the local taxes, duties, fees, levies, and other charges applicable to our company, our subcontractors, and our collaborations under Pakistani law.

Our Financial Proposal shall be binding upon us subject to the modifications resulting from Contract negotiations, up to the expiration of the validity period of the Proposal, which is 90 calendar days from the date of advertisement.

Though included in the above mentioned fee, Commissions and gratuities, if any, paid or to be paid by us to agents relating to this Proposal and Contract execution, if we are awarded the Contract, are listed below:

Name and Address of Agents	Amount in Pak Rs.	Purpose of Commission or Gratuity
_____	_____	_____
_____	_____	_____
_____	_____	_____

We understand you are not bound to accept any Proposal you receive.

We remain,

Yours sincerely,

Authorized Signature:

Name and Title of Signatory:

Name of Firm:

Address:

Annexure A

Single Stage One Envelope Procedure for Bidding Public Procurement Rules 2004

Single stage - One envelope procedure:

Each bid shall comprise one single envelope containing, separately, financial proposal and technical proposal (if any). All bids received shall be opened and evaluated in the manner prescribed in the bidding document.