

## ANNEXURE A-1

## ELIGIBILITY CRITERIA

## HAIER PAKISTAN (PVT) LIMITED

Sr. No.	Minimum Eligibility/ Qualification Criteria	Proof to be submitted for fulfilling Eligibility/Qualification Criteria	Document Attached	Remarks	Ref
1	a. Bidder should be a registered/ incorporated company in Pakistan for the last three years.	Certificate of Incorporation/Registration should be submitted. In case of Consortium, all of the Consortium partners individually should submit their Certificate of Incorporation / Registration	Incorporation certificate	Incorporated since 20th May 2001	Volume 2 , Section 1
	b. Consortium/ Joint Venture of Partners should not exceed three partners. Prime bidder must be incorporated / registered as IT firm in Pakistan for the last three years.	A consortium/ JV agreement signed by all the partners must be registered in Pakistan under relevant laws and submitted along with the Bid.	N/A	N/A	
	c. In the consortium / JV, one of the partners other than the Prime Bidder must be incorporated / registered in Pakistan / country of its operation for at least one year.	Proof of registration / incorporation must be submitted along with the bid.	N/A	N/A	
	d. In the consortium / JV, the Prime Bidder must be incorporated / registered in Pakistan for at least three years.	Proof of registration/incorporation must be submitted along with the bid.	N/A	N/A	



Sr. No.	Minimum Eligibility/Qualification Criteria	Proof to be submitted for fulfilling Eligibility/Qualification Criteria	Document Attached	Remarks	Ref
2	a. The Bidder must be in the computer hardware manufacturing or sales or supply business such as laptops, desktops, servers and networking business for the last three years as on the date of advertisement.	Relevant documentation or Sales Tax Returns for the said period should be submitted.	Undertaking that they are in the computer hardware manufacturing or sales or supply business such as laptops, desktops, servers and networking business for the last three years as on the date of advertisement and sales tax invoices.		Volume 2, Section 2
	b. In case of Principal, the Bidder shall be Original Equipment Manufacturer (OEM) of Laptop Computers	Proof or Registration as OEM.	N/A	N/A	
	c. In case of Consortium/ JV, Prime bidder must be in the Computer hardware manufacturing or sales or supply such as laptops, desktops, servers and networking business for the last three years.	Relevant documentation of the Prime Bidder should be submitted.	N/A	N/A	
3	a. Bidder / Consortium / JV should have an average Net Income of at least in Pak Rs 100 million (or US\$ equivalent) in the previous three audited years.	Annual Report including Balance Sheet, Income Statement and Profit & Loss accounts along with auditors' notes for the last three audited years should be submitted.	Annual Report including Balance Sheet, Income Statement and Profit & Loss accounts along with auditors' notes for the last three audited years are attached.	An average Net loss of Haier is (Rs 94,060,944/-) for last three years.	Volume 2, Section 3



Sr. No.	Minimum Eligibility/Qualification Criteria	Proof to be submitted for fulfilling Eligibility/Qualification Criteria	Document Attached	Remarks	Ref
	b. Bidder / Consortium / JV should have Total Assets of at least Pak Rs. 1000 million (or US\$ equivalent) in the previous year.	Annual Report including Balance Sheet, Income Statement and Profit & Loss accounts along with auditors' notes for the last year should be submitted.	Annual Report including Balance Sheet, Income Statement and Profit & Loss accounts along with auditors' notes for the last three audited years are attached.	Total Assets are of Pak Rs. 4,683,733,893/-	Volume 2 , Section 3
	c. Bidder / Consortium / JV should have an average Annual Sale of at least Pak Rs1000 million (or US\$ equivalent) in the previous three audited years.	Annual Report including Balance Sheet, Income Statement and Profit & Loss accounts along with auditors' notes for the last three audited years should be submitted.	Annual Report including Balance Sheet, Income Statement and Profit & Loss accounts along with auditors' notes for the last three audited years are attached.	An average Annual sales are Pak Rs. 14,598,028,112/- for last three years.	Volume 2 , Section 3
	d. Bidder / Consortium / JV should have paid an average Income Tax of at least Pak Rs 15 million (or US\$ equivalent) in Pakistan / country of its operation in the previous three audited years.	Relevant documentation / FBR IT returns to be annexed.	FBR IT returns are annexed.	Haier has an average Income tax expense of Rs. 132,033,862 for last three years.	Volume 2 , Section 4
4	a. The Bidder should have minimum number of 100 employees in Pakistan / country (ies) of its operation. In case of Consortium, cumulative number of employees shall be considered.	Relevant documentation / EOBI or Bank Statements must be submitted.	EOBI contribution payment slips are annexed.	Total Employees as per list 555 and as per EOBI payment challans 506 employees.	Volume 2, Section 5



Sr. No.	Minimum Eligibility/Qualification Criteria	Proof to be submitted for fulfilling Eligibility/Qualification Criteria	Document Attached	Remarks	Ref
	<p>b. The Bidder must have registered office/offices in Pakistan. In case of Consortium/JV, it is applicable to all the partners. In case of Principal and foreign partners in consortium / JV, a registered office / offices is required in country of operation.</p>	<p>Valid documentary evidence must be submitted.</p>	<p>Certificate of registration under Sales Tax Act, 1990</p>	<p>Registered address is 19.5 K.M Raiwand Road Lahore</p>	<p>Volume 2, Section 6</p>
	<p>c. The Bidder / Principal / Consortium / JV, must have completed a minimum of 5 projects in sales or supply of laptops / PCs / Servers or Networking in Pakistan / country (ies) of operation. In case of Consortium / JV, projects shall be considered on cumulative basis.</p>	<p>Valid documentary evidence must be submitted.</p>	<p>1. Supply of 200,000 Laptops under Prime Ministers Labtop Scheme. (June 3, 2016)  2. Supply of 100,000 Laptops under Prime Minister Laptop Scheme. (July 10, 2014).  3. Delivery of 22,000 Laptops to M/s Telephone Shilpha Sangstha Limited Bangladesh by Suzhou Haier Information Technology Co.  4. Supply of 27000 units under one laptopn per family scheme for Guyana.  5. Supply 90,000 Laptops by Haier Electrical Appliances Co. China for Independet National Electoral Commission Nigeria.</p>	<p>Detail of said projects is attached.</p>	<p>Volume 2, Section 7</p>



Sr. No.	Minimum Eligibility/Qualification Criteria	Proof to be submitted for fulfilling Eligibility/Qualification Criteria	Document Attached	Remarks	Ref
	d. Quoted brand must have a minimum average sale of 4 million units globally per quarter over the last three quarters. Sales figures to be endorsed by PITB.	In case of local bidder / Consortium / JV, valid documentary evidence and a certificate verifiable to this effect from the Principal should be submitted. In case of Principal valid documentary evidence to be submitted.	1. Sales figures of HP endorsed by International Data Corporation (IDC). (Q1-11.6M, Q2-12.9M, Q3-14.4M) 2. Undertaking by HP.	Average sales are in excess of 4 millions units globally per quarter over the last three quarters. Endorsement of PITB is not available.	Volume 2, Section 8 Volume 3, Section 4
5	a. Bidder / Prime Bidder / Principal must possess the ISO 9001:2008 or higher certification for the management processes.	Valid ISO 9001:2008 or higher certificate should be submitted.	Copy of Certificate of quality management system in conformity with ISO 9001:2008 for Haier information Technology (Shenzhen) Co. Ltd	Term of validity for this certificate is from 4th Feb 2015 to 3rd Feb 2018.	Volume 3, Section 6
	b. The Laptop Computer manufacturer should possess ISO 9001:2008 or higher certification for the manufacturing process.	ISO 9001:2008 or higher certificates should be submitted.	Company possess ISO 9001:2008 for the manufacturing process.	Validity date: November 02. 2018	Volume 3, Section 6



Sr. No.	Minimum Eligibility/Qualification Criteria	Proof to be submitted for fulfilling Eligibility/Qualification Criteria	Document Attached	Remarks	Ref
6	a. Bidder should not have been blacklisted by any of the Provincial/ Federal Government or organizations of the State/ Federal Government in Pakistan in the past three years. In case of Principal, the company should not be blacklisted in any country of the world.	Necessary Undertaking on Stamp Paper amounting to Rs. 500 or more should be furnished. In the case of Principal, a certificate on the official letter head of the Principal will be acceptable.	Declaration on stamp paper amounting Rs.500 attached.	-	Volume 3, Section 9
	b. In case of Consortium, all of the Consortium partners should not have been blacklisted by any of the Provincial / Federal Government or organizations of the State / Federal Government in Pakistan / in any country of the world in the past three years	In case of Consortium, undertaking on stamp papers amounting to Rs. 500 or more should be submitted by all the Consortium partners. In the case of Principal, a certificate on the official letter head of the Principal will be acceptable.	N/A	N/A	
	c. Completion of Bid Proposals	Certificate from the Bidder.	Undertaking for Bid Completion		Volume 2, Section 10
	e. Bidder should not be engaged in litigation with the procuring agency.	Certificate from Bidder	Legal undertaking on stamp paper amounting Rs200 is attached		Volume 2, Section 12



## ANNEXURE A-2

## BID EVALUATION CRITERIA

## HAIER PAKISTAN (PVT) LIMITED

Sr. No.	Mandatory Requirements	Documents Required	Document Attached	Remarks	Reference
1	Bidder/ Prime Bidder's incorporation /registration under the Laws of country of origin.	Certificate of Incorporation/Registration	Copy of Incorporation certificate	Incorporated since 20th May 2001 in Pakistan	Volume 3 , Section 1
2	<b>Tax Registration:</b>  The Bidder or prime bidder of the Consortium/ Partnership should have registration with FBR for Tax purpose.	Copies of National Tax Number (NTN) / Valid registration Certificates	Copy Taxpayer Registrartion Certificate	registered w.e.f June 16, 2001	Volume 3 , Section 1
3	Registration with Sales Tax Department / relevant authority	Valid Certificate of Registration	Certificate of registration under Sales Tax Act, 1990	registered w.e.f Feb 13, 2006	Volume 3 , Section 1
4	Bidder / Consortium / JV should have an average Annual Sale of at least Pak Rs 1000 million (or US\$ equivalent) in the previous three audited years.	Annual Report including Balance Sheet, Income Statement and Profit & Loss accounts along with auditors' notes for the last three audited years should be submitted.	Annual Report including Balance Sheet, Income Statement and Profit & Loss accounts along with auditors' notes for the last three audited years are attached.	An average Annual sales are Pak Rs. 14,598,028,112/- for last three years.	Volume 2 , Section 3
5	The Bidder / Prime Bidder must be top level association e.g. Tier 1 / Gold Partner / Dealer for the quoted brand.	Authorization / Letter from Principal Manufacturer.	Authorization letter attached but undated and not on letter head.		Volume 1 , Section 3



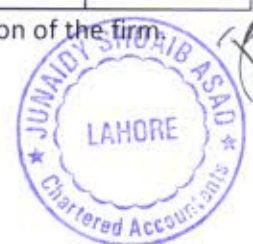
Sr. No.	Mandatory Requirements	Documents Required	Document Attached	Remarks	Reference
6	Quoted brand must have a minimum average sale of 4 million units globally per quarter over the last three quarters. Sales figures to be endorsed by PITB.	Certification by PITB	1. Sales figures of HP endorsed by International Data Corporation (IDC). (Q1-11.6M, Q2-12.9M, Q3-14.4M) 2. Undertaking by HP.	Average sales are in excess of 4 millions units globally per quarter over the last three quarters. Endorsement of PITB is not available.	Volume 2, Section 8 Volume 3, Section 4
7	Bidders are required to submit an undertaking for the establishment of one (01) service centers/authorized service centers in each Divisional Headquarter in Punjab.	Undertaking required.	Undertaking for establishment of one service center in all the 9 divisional headquarters.		Volume 1 , Section 13
8	Compliance with Environment, Health and Safety Laws.	Relevant Certificates to be provided.	Undertaking for conformance to health and safety laws in Pakistan		Volume 1 , Section 13
9	The Bidder/Prime Bidder should not have been blacklisted any of the Provincial / Federal Government or organizations of the State / Federal Government in Pakistan in the past three years. In case of Principal, the company should not be blacklisted in any country of the world.	Necessary Undertaking on Stamp Paper amounting to Rs. 500 or more should be furnished. In the case of Principal, a certificate on the official letter head of the Principal will be acceptable.	Necessary declaration on stamp paper amounting Rs.500 attached.		Volume 3, Section 9





Sr. No.	Mandatory Requirements	Documents Required	Document Attached	Remarks	Reference
10	In case of Consortium, all of the Consortium partners should not have been blacklisted by any of the Provincial / Federal Government or organizations of the State / Federal Government in Pakistan / or in any country of the world in the past three years	In case of Consortium, undertaking on stamp papers amounting to Rs. 500 or more should be submitted by all the Consortium partners. In the case of Principal, a certificate on the official letter head of the Principal will be acceptable.	N/A	N/A	N/A
11	ISO 9001:2008 or higher Certification of bidder and manufacturer for manufacturing, management and quality (whichever is applicable)	Copy of relevant Certificate	Company possess ISO 9001:2008 for the manufacturing process.	Validity date: November 02. 2018	Volume 3, Section 6
12	<b>Manufacturing Compliance:</b> Conformance with European Standards (CE) of quoted brand Conformance with Energy Star standards for good energy consumption of quoted brand Conformance with FCC standards Conformance to Restriction of Hazardous Substances	Copy of relevant Certificate	Notice of compliance, Declaration of conformance, HP RoHS Compliance Declaration & Certificate of Compliance		Volume 3, Section 8
13	Specification Compliance: Conformance to the required specifications of Laptop	Detailed specifications with Brand and Model.	Specification Compliance, Product brochure and product guide.		Volume 3, Section 9

**Note:** Non-compliance with any of above mandatory requirements will lead to disqualification of the firm.

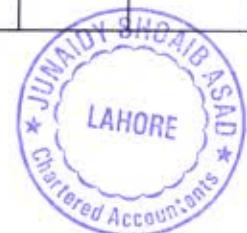


## ANNEXURE A-3

## HAIER PAKISTAN (PVT) LIMITED

## CHECK LIST FOR ENCLOSURE

Sr. No.	Bid Enclosures	Yes	No	Ref
1	Whether the Bid is submitted in Two covers: <b>Envelope A: Technical Proposal and Envelope B: Financial Proposal</b>			
2	a) Whether both Technical and Financial Proposals are put into an outer cover.	✓		
	b) Bid Security (BS) amount as specified in the Bid Document is submitted in separate sealed cover.	✓		
3	Whether Technical Proposal ( <b>Envelope A</b> ) contains the following			
	3.1 Bidder's undertaking covering letter, on the Letter Head is signed by the authority stamped and submitted.(Appendix-1)	✓		
	3.2 Signed and stamped Letter of Authorization or Power of Attorney for Signing the Bid Document on behalf of the Bidder is submitted. (Appendix-2)		Only signed by CEO instead of all directors	Volume 1, Section 2
	3.3 Bidder's undertaking on the Letter Head for the required quantity of the laptop computers, accessories offered is signed and stamped and submitted.		Not signed	Volume 1, Section 6
	3.4 a. Bidder's undertaking on the Letter Head to the effect that offer of Corporate Social Responsibility (CSR) will have no impact on the cost/ price of the quoted laptops is submitted	✓		
	b. Manufacturer's authorization letter(s), wherever applicable are signed, stamped and submitted (Appendix-3).	✓		
	3.5 All pages of the blank Bid Document in full are signed by the authority, stamped and submitted.		x	
	3.6 Filled up Technical Proposal is signed by the authority, stamped and submitted.		Not filled	
	3.7 a. All supporting documents for proving the Eligibility Criteria/Qualification Criteria are signed by the authority and stamped.	✓		



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