

**REQUEST FOR EXPRESSIONS OF INTEREST
FOR
PRE-QUALIFICATION OF FIRMS/ JOINT VENTURES AS SUPPLY AND
SERVICE COMPANIES
FOR
PROVISION OF SOLAR SYSTEMS TO HEIS FARMERS
UNDER
PROMOTION OF HIGH VALUE AGRICULTURE THROUGH PROVISION OF
CLIMATE SMART TECHNOLOGY PACKAGE**

1. The Chief Minister, Punjab has approved “Khadim-e-Punjab Kissan Package” to stimulate agricultural growth in the province. The Kissan Package comprises of several initiatives for facilitating small farmers to improve crop productivity and farm returns. “Promotion of High Value Agriculture through Provision of Climate Smart Technology Package” is one of such initiatives costing Rs.4.7 billion aimed at facilitating farmers to adopt high value agriculture. The same envisages provision of 80% subsidy for installation of solar systems for operating high efficiency irrigation systems on 20,000 acres (installed under Punjab Irrigated-Agriculture Productivity Improvement Project) and 50% subsidy for installation of tunnels on 3,000 acres for growing off-season vegetables.

2. The project objectives include i) enhancement of crop and water productivity through optimal use of water and non-water inputs by application of modern irrigated agriculture development technologies. ii) support production of off-season vegetables through tunnel technology to meet the domestic demands and for export. iii) promote use of renewable energy in agriculture for promoting irrigated agriculture in remote areas. iv) build farmers' capability at grassroots level for growing high value crops to get higher farm returns for alleviating poverty. v) create job opportunities in rural areas through introduction of climate smart technologies for high value irrigated agriculture

3. Directorate General Agriculture (Water Management) intends to prequalify supply and service companies (SSCs) and standardize their equipment for installation of solar system for operation of HEISs in order to enhance the choice for the farmers and fair competition among the SSCs for installation of solar system. Accordingly, expression of interest is invited from eligible firms/ joint ventures with appropriate in-house expertise. The firms may form joint venture with local or international firms to acquire requisite expertise in terms of manpower and solar equipment. The firms also possessing expertise in planning, designing, installation and provision of back up support services for HEIS or having joint venture with such firms will be preferred.

Eligibility Requirement

The firms/ joint ventures (having capacity to deliver the complete package of services including survey, design, supply of equipment/ materials, installation & commissioning and post installation back up support viz-a-viz operation & maintenance services for complete system) with the following strength/ background would be eligible for prequalification as SSCs for the project period, which will be renewed every year based on satisfactory performance.

- (i) The local firms are encouraged to make joint ventures with the foreign firms/principle. In case of joint venture of local firm with foreign principal, the experience of later elsewhere in the world may be considered. The joint venture agreement would be required for the purpose;
- (ii) If the applicant is consortium of firms, there must be a leading firm appointed through a Power of Attorney executed by all other consortium members;
- (iii) Must have an office in Pakistan preferably in the Punjab and have/ willing to establish at least three (3) sub-offices/ dealerships/ after sales service centers at Divisional headquarters in the province;
- (iv) Must be registered with Income Tax and Sales Tax Departments (Attach NTN & STN Registration Certificates supported by active NTN& STN);
- (v) Must be in solar business for last three years;
- (vi) Must have experience of completing similar assignments preferably installation of at least 10 solar powered water pumping systems during last three (03) years (Attach following documents to justify the experience claim):
 - *list of completed and on-going projects with location, components, size/scope, cost, period and share/ role (in case of Joint venture)*
 - *List of Clients*
 - *Type of Solar systems installed*
 - *Any additional document to support relevant experience*
- (vii) Must possess inventory of solar equipment as per standards & specifications approved by the Punjab Agriculture Department to install solar systems for operating HEIS for 50 acres;
- (viii) Must have mix of professional staff including minimum two Electrical Engineers, two Agricultural Engineers, and five Solar Technicians (Provide list of staff and their CVs indicating qualifications, their registration with professional institutions & relevant experience supported by relevant documents. The firm will also furnish undertaking to recruit the additional staff as per project requirements, if needed);
- (ix) Must have minimum average annual turnover of Rs. 3 million (Attach acceptable document like audited financial statements, tax declaration/ returns etc.);
- (x) Must be manufacturer or sole distributor or authorized dealer of specific make of solar systems meeting approved technical specifications of the Punjab Agriculture Department and must agree to supply compatible complete unit including PV panels and essential accessories (Attach valid sole distributor certificate, complete specifications of PV panels and required accessories alongwith origin certificate of equipment, brochure etc.);

- (xi) Must provide affidavit confirming that (a) applicant firm/ joint venture have never been blacklisted by any government department. (if ever black listed, then provide the case history, current status of the firm regarding this decision) (b) all the information provided by the applicant firm/ joint venture are correct (c) the firm will provide compatible solar equipment as per approved standards & specifications and (d) the firm will deploy staff as per project requirement/ directions of the Client; and
- (xii) Must attach pay order/ bank draft amounting to Rs. 10,000/- in the name of Director General Agriculture (Water Management) Punjab, Lahore as non-refundable processing fee for pre-qualification.

5. The proposals/ applications will be submitted in the office of Director General Agriculture (Water Management) Punjab, Lahore at following address till **10 January 2017** during office hours. A pre-qualification committee already constituted by the Agriculture Department will evaluate the proposals/ offers and decide about acceptance/ rejection of proposals. The interested firms/ Joint Ventures may collect additional information and pre-qualification document from office of the undersigned or may download the same from OFWM website (www.ofwm.agripunjab.gov.pk).

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