



HIGHER EDUCATION COMMISSION PAKISTAN

Prequalification of Firms

Wired and Wireless Services for PERN Connectivity

Higher Education Commission (HEC), Pakistan intends to prequalify reputable firms / ISPs/ Service Providers registered with Income Tax & Sales Tax Departments for a period of three (03) years (2026-29) providing Wired (Fiber Optics, FTTX - GPON, EPON, etc., Copper, Ethernet, DWDM over long-haul optical fiber etc.) or Wireless (FWA, Microwave, Satellite, ISM, etc.) Media Services with the provision of Dark Fiber/Managed Capacities/VPNs, etc. to establish the last-mile/long-haul connectivity for the PERN existing and new connections in Pakistan's North, Central and South Regions.

Pre-Qualification Documents (RFP) having detailed qualification criteria and other details, costing Rs. 3000/- (non-refundable) each to be deposited online into HEC Account No. 17427900133401 of Habib Bank Limited, SRC Branch, Sector H-9, Islamabad (via physically or online) can be downloaded (from HEC/PPRA/E-PADS website for ease.

Bid security of **Rs. 2,000,000/- (refundable)** in the shape of a bank guarantee in favor of DG (Finance), HEC must be attached with the bid.

Bids, prepared in accordance to the instructions contained in the bidding documents, and required documents; to be submitted **mandatory** on E-PADS as well as physically on or before **Tuesday, January 13, 2026 till 01:30 pm**.

The bids will be opened on the **same day at 02:00 pm** in **Lecture Hall, HEC, H-9 Islamabad**.

1	Name of Procuring Agency	Higher Education Commission, H-9, Islamabad
2	Procurement Title	Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan (2026-29)
3	Last Date for Obtaining RFP Document	Tuesday, January 13, 2026 @Rs 3000 (non-refundable)
4	Closing Time & Date of Bids Submission	1330 Hours on Tuesday, January 13, 2026 IT Division, H-9, HEC Islamabad
5	Time & Place of Bids Opening (Public)	1400 Hours on Tuesday, January 13, 2026 IT Division, H-9, HEC Islamabad

Director PERN

Higher Education Commission, Sector H-9, Islamabad

Ph: 051-90402241

Email: otariq@hec.gov.pk

Prequalification Document



Bid No _____

Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

(Rs. 3000/-)

Higher Education Commission

Sector H-9, Islamabad - Pakistan

Telephone: + 92-51-9040-2256 / 2235

Website: www.hec.gov.pk | www.pern.edu.pk



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

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Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

Abbreviations

1. **“HEC”** means Higher Education Commission
2. **“PDS”** means Prequalification Data Sheet
3. **“PD”** means Prequalification Documents
4. **“PERN”** means Pakistan Education & Research Network
5. **“Applicant(s)”** means prospective applicants applying for Pre-qualification
6. **“ITAs”** means Instructions to Applicants
7. **“ITBs”** means Instructions to Bidders
8. **“TORs”** means Terms of References
9. **“R&M”** means Repair and Maintenance
10. **“RFQ”** means Request for Quotation
11. **“Agreement”** means the level which HEC obtained services from firm in respect of the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan as well as the act of agreeing or of coming to a mutual agreement.
12. **“Contract”** means an agreement enforceable by law
13. **“Government”** means Government of Pakistan



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

PART 1 – PREQUALIFICATION PROCESS

Section – I: Instructions to Applicants (ITAs)

This Section contains detailed information for preparing and submitting the applications for prequalification, in addition to information on opening and evaluation of the applications.

Section – II: Prequalification Data Sheet (PDS)

This Section contains provisions that supplement the ITAs (in Section-I) and are specific to respective prequalification proceedings.

Section – III: Qualification and Evaluation Criteria with Requirements

This Section prescribes the methodology, criteria, and requirements to be used to determine the capacity and capability of the applicants for provision of Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan in accordance with the requirements of the Higher Education Commission (HEC), with an objective to prequalify the firms for Invitation to Bid(s) and sign the framework agreement(s) with the selected bidder(s), for the purpose of awarding Call off Contracts.

Section – IV: Application Forms

This Section contains application submission form and other allied forms required to be submitted with the Application.

Section – V: Eligible Countries

This Section contains information regarding eligible countries in accordance with the Policy of the Federal Government.

PART 2: PROVISION OF WIRED AND WIRELESS MEDIA SERVICES FOR PERN LAST-MILE AND LONG-HAUL CONNECTIVITY IN THE NORTH, CENTRAL, AND SOUTH REGIONS OF PAKISTAN

Section VI: Scope of Services / Terms of Reference (TORs)

This Section includes a brief description about the Scope of Services / Terms of References (TORs)



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

Procurement Notice

Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

1. Pakistan Education and Research Network (PERN) is the only National Research & Education Network (NREN) of Pakistan. Launched in 2002 under the IT Action Plan, it aims to interlink HEC-recognized universities and institutes. This interconnectivity enables data integration, collaborative research, and enhanced teaching and learning.
2. In 2006, HEC redesigned PERN as PERN2—a high-speed, dedicated NREN for universities and research institutions and a 10GbE DWDM Network was established by 2013. It offered integrated communication infrastructure using advanced ICT for collaboration and resource sharing. PERN2 connects with global NRENs like APAN, Internet2, and GEANT2 for international research collaboration.
3. In 2020, PERN2 was upgraded to PERN3—an ultra-high-speed backbone with 40 GbE core connectivity. It supports up to 10 GbE last-mile access and interlinks 50+ cities across Pakistan. PERN3 uses DWDM-based transmission and MPLS-enabled core network for nationwide connectivity. It enables efficient delivery of high-performance applications and services. It is designed to meet the evolving research and educational needs of member institutions.
4. PERN continues to expand, extending connectivity to Higher Education Institutions (HEIs) across the country. The goal is to ensure inclusive access to advanced research and education services. This growth strengthens Pakistan's digital research infrastructure and academic collaboration.
5. HEC has established a 40GbE backbone connecting major cities like Islamabad, Lahore, Faisalabad, Peshawar, Multan, Hyderabad, Quetta and Karachi. Additional cities like Sargodha, Bahawalpur, Sukkur, Nawabshah, Larkana, Gujranwala, Sahiwal etc are integrated via 10GbE links to connect HEIs. Further 40GbE metro rings are established in Lahore, Karachi, and Islamabad. PERN has established 25 POP sites on this network. With PERN's rapid expansion, new institutions are requesting last-mile connectivity to nearby PERN PoPs.
6. The Higher Education Commission (HEC), Islamabad intends to prequalify the Firms for a period of three (03) years for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan. After the notification of the results of the Prequalification, HEC shall invite the Bids from all the prequalified firms as and when required. Subsequently, a contract agreement on the stamp paper worth Rs.100/- shall be executed by HEC with the selected prequalified bidder (i.e. contractor) after issuance of Work Order/PO.



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

7. The objective of this Prequalification Notice is to provide basic information to enable the potential applicants to decide whether to respond to this Prequalification Notice. This prequalification aims to expedite procurement and shortlist reliable and responsive service providers in each region having good repute and involvement in similar businesses in their respective regions.
8. Prequalification process is open to all firms which are fulfilling the eligibility requirements mentioned in the respective prequalification documents. Interested applicants may obtain further information from the Higher Education Commission (HEC) at the address mentioned below during office hours from 0800 to 1600 hrs.
9. A complete set of prequalification documents 'in English' may be purchased by interested applicants on the submission of a written application to the address mentioned below and upon depositing of a nonrefundable fee Rs. 3,000/- (Rupees Three Thousand only) in Higher Education Commission (HEC)'s Account No. 17427900133401 of Habib Bank Limited, SRC Branch, Sector H-9, Islamabad. The documents will be provided directly to the potential applicants, and essential record shall be maintained by the Higher Education Commission (HEC) to provide information regarding amendment(s), if any, in Prequalification Documents.

OR

A complete set of prequalification documents can also be downloaded from HEC website www.hec.gov.pk whose document price Rs. 3,000/- (Rupees Three Thousand only non-refundable) and online deposit receipt shall be submitted along with the prequalification application on the day of submission/opening.

In either case, It will be the responsibility of the firm to share a copy of payment slip, as a confirmation that document has been purchased along with firm credentials, with HEC at saashah@hec.gov.pk HEC to maintain and provide information regarding amendment(s), if any, in Prequalification Documents with these firms only.

10. Applications for Prequalification should be submitted in clearly marked envelopes as per the following latest by **Tuesday 1330 HRS on 13th January 2026:**
 - "CONFIDENTIAL"
 - "Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan"
 - "DO NOT OPEN BEFORE **1400 HRS on 13th January 2026.**
11. Late or incomplete Applications will be rejected.



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

12. The applicant(s) shall bear all the costs/expenses associated with the preparation and submission of the application and Higher Education Commission (HEC) shall not be responsible/liable for those costs/expenses.
13. The applicant(s) must submit a Bank Guarantee (BG) equal to Rs. 2.0 million (Two million rupees) as bid security with 3 Years validity at the time of submitting of Pre-qualification Bid (or in form of pay order drawn in favor of D.G. (Finance), Higher Education Commission payable at Islamabad).
14. Delays in the mail or courier, delays of person in transit, or delivery of the package to the wrong office shall not be accepted as an excuse for failure to deliver the package at the proper place and time.
15. It shall be the applicants' responsibility to determine the manner in which timely delivery of the application will be accomplished either in person, by messenger or by surface mail.

Assistant Director (IT)
Higher Education Commission
New Data Center Building IT Division
Sector H-9, Islamabad - Pakistan
Telephone: + 92-51-9040-2256
Website: <http://www.hec.gov.pk>



**Prequalification of Firms for the Provision of Wired and Wireless
Media Services for PERN Last-Mile and Long-Haul Connectivity
in the North, Central, and South Regions of Pakistan**

PART 1 – PREQUALIFICATION PROCESS



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

Section – I: Instructions to Applicants (ITAs)

This Section contains detailed information for preparing and submitting the applications for prequalification, in addition to information on opening and evaluation of the Applications.

A. General

1. Scope of Application

- 1.1. In connection with the “Invitation for Prequalification”, the Higher Education Commission (HEC), as defined in Section II (Prequalification Data Sheet abbreviated as PDS), issues this set of Prequalification Documents (PD) to prospective applicants (also hereinafter referred as Applicants) interested in submitting applications (also hereinafter referred as Applications) to determine the capacity of the Applicant(s) for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan thereto as specified in Section VI (Scope of Services / Terms of Reference TORs).

2. Source of Funds

- 2.1. Higher Education Commission (HEC) relevant Budget head of “PERN, IT Division”.

3. Fraud and Corruption

- 3.1. The Higher Education Commission (HEC) requires that the Applicants observe the highest standard of ethics during the procurement and execution of such agreements and contracts.
- 3.2. The Applicants shall permit and shall cause their agents (whether declared or not), sub-contractors, sub-consultants, service providers, suppliers, and their personnel, to permit the Higher Education Commission (HEC) to inspect all accounts, records and other documents relating to any, Application / Bid submission, Primary Procurement process, Framework Agreement performance, Secondary Procurement process, and / or Call-off Contract/Work order performance (in the case of award of a Call-off Contract), and to have them audited by auditors appointed by the Higher Education Commission (HEC).
- 3.3. Any communications between the applicant(s) and the Higher Education Commission (HEC) related to matters of alleged corrupt and fraudulent practices must be made in writing or in electronic forms that provide record of the content of communication.
- 3.4. Higher Education Commission (HEC) will reject an application or bid or proposal if it is established that the Applicant or the Bidder or Prosper was engaged in corrupt and fraudulent practices in competing for the contract.
- 3.5. The Higher Education Commission (HEC) will also declare the applicant(s) as blacklisted in accordance with Public Procurement Rule 19 and predefined standard mechanism.



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

4. Eligible Applicants

4.1. An Applicant may be a private entity, a state-owned enterprise or institution subject to ITB 4.6.

In case of single (private or state-owned entity), it shall be liable for execution of all the provisions of the Framework Agreement (if signed between the Higher Education Commission (HEC) and the entity), the execution of any Work Order/Call-off Contract awarded (to the entity) under the Framework Agreement in accordance with the Call-off Contract conditions that apply.

The Firm may authorize a Representative who shall have the authority to conduct all business for and on behalf of the Firm during the Prequalification process, Bidding process (in the event the prequalified vendor(s) submits a Bid) and during the period of framework agreement and contract execution (in the event the prequalified firm(s) is awarded the Contract).

4.2. An Applicant may apply for Prequalification as an individual entity only. Bids submitted in violation of this provision will be rejected.

4.3. An Applicant and any of its affiliates (that directly or indirectly control, are controlled by or are under common control with that entity) may submit its application for prequalification as an individual entity only. If prequalified, only the prequalified applicant will be allowed to bid for the same contract. All Bids submitted in violation of this provision will be rejected.

4.4. Applicants shall be considered to have a conflict of interest if they participated as a consultant in the preparation of the design or technical specifications or have been hired or proposed to be hired by the Higher Education Commission (HEC) for execution of subsequent Framework Agreement(s) or Call off Contract(s). In addition, Applicants may be considered to have a conflict of interest if they have a close business or family relationship with such professional staff of the Higher Education Commission (HEC) (or a recipient of a part of the funds) who:

(a) are directly or indirectly involved in the preparation of the Prequalification Documents or Bidding Documents or specifications of the Framework Agreement or Call-off Contract and / or the Prequalification or Bid evaluation process of such Contract; or

(b) would be involved in the implementation or supervision of such Framework Agreement or Call-off Contract, unless the conflict stemming from such relationship has been resolved throughout the Procurement Process, Bidding process during the execution of the Framework Agreement and / or Call-off Contract.



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

- 4.5. An Applicant that has been declared debarred or blacklisted shall be ineligible to be prequalified to bid or enter into any Framework Agreement or Call-off Contract for such period of time and for such type of procurement for which he has been declared debarred or blacklisted. The list of debarred vendors and individuals is available at PPRA's website.
- 4.6. An Applicant shall provide such documentary evidence for determining the eligibility of the Applicant to the reasonable satisfaction of the Higher Education Commission (HEC).
- 4.7. The applicant firm must be a legal entity registered in Pakistan under relevant laws, with the Income Tax and Sales Tax departments and must also possess a valid license from the relevant government authority for the service being offered.

5. **Eligibility (in terms of Nationality)**

- 5.1. Applicants may be ineligible if they are nationals of ineligible countries as indicated in Section V.

B. **Contents of the Prequalification Documents**

6. **Sections of Prequalification Documents**

- 6.1. This set of Prequalification Documents consists of Parts 1 and 2 which comprise all the sections indicated below, and which should be read in conjunction with any Addendum issued in accordance with ITA 8:

PART 1 – PREQUALIFICATION PROCESS

- Section – I: Instructions to Applicants (ITAs)
- Section – II: Prequalification Data Sheet (PDS)
- Section – III: Qualification and Evaluation Criteria with Requirements
- Section – IV: Application Forms
- Section – V: Eligible Countries

PART 2 – PREQUALIFICATION OF FIRMS FOR THE PROVISION OF WIRED AND WIRELESS MEDIA SERVICES FOR PERN LAST-MILE AND LONG-HAUL CONNECTIVITY IN THE NORTH, CENTRAL, AND SOUTH REGIONS OF PAKISTAN REQUIREMENTS

- Section VI – Scope of Services / Terms of Reference (TORs)

- 6.2. Unless obtained directly from the Higher Education Commission (HEC) or downloaded directly from the website link referred in the Invitation for Prequalification, the Higher Education Commission (HEC) accepts no responsibility for the completeness of the Prequalification documents, responses to requests for clarification, or Addenda to the Prequalification documents in accordance with ITA 8. In case of any discrepancies, documents issued directly by the Higher Education Commission (HEC) or downloaded from the website link shall prevail.



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

6.3. The Applicant is expected to examine all instructions, forms, and terms in the Prequalification Documents and to furnish with its application all the information or documentation as is required by the Prequalification Documents.

7. Clarification of Prequalification Documents and Pre-Application Meeting

7.1. An Applicant requiring any clarification of the Prequalification Documents shall contact the Higher Education Commission (HEC) in writing at the Higher Education Commission (HEC)'s address indicated in the PDS. The Higher Education Commission (HEC) will respond in writing to any request for clarification provided that such request is received not later than five (05) days prior to the deadline for submission of the Applications. The Higher Education Commission (HEC) shall forward a copy of its response to all prospective Applicants who have obtained the Prequalification Documents directly from the Higher Education Commission (HEC) (or through its website link), including a description of the inquiry but without identifying its source. If so, indicated in the PDS, the Higher Education Commission (HEC) shall also promptly publish its response at the web page identified in the PDS. Should the Higher Education Commission (HEC) deem it necessary to amend the Prequalification Documents as a result of a clarification, it shall do so following the procedure under ITA 8 and in accordance with the provisions of ITA 17.2.

7.2. If indicated in the PDS, the Applicant's designated representative is invited at the Applicant's cost to attend a pre-Application meeting at the place, date and time mentioned in the PDS. During this Pre-Application meeting, prospective Applicants may request clarification of the schedule of requirement, the qualification criteria, or any other aspects of the Prequalification Documents.

7.3. Minutes of the Pre-Application meeting, if applicable, including the text of the questions asked by Applicants, including those during the meeting (without identifying the source) and the responses given, together with any responses prepared after the meeting will be transmitted promptly to all prospective Applicants who have obtained the Prequalification Documents. Any modification to the Prequalification Documents that may become necessary as a result of the pre-Application meeting shall be made by the Higher Education Commission (HEC) exclusively through the use of an Addendum pursuant to ITA 8. Non-attendance at the pre-Application meeting will not be a cause for disqualification of an Applicant.



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

8. Amendment of Prequalification Documents

- 8.1. At any time prior to the deadline for submission of Applications, the Higher Education Commission (HEC) may amend the Prequalification Documents by issuing an Addendum.
- 8.2. Any Addendum issued shall be part of the Prequalification Document and shall be communicated in writing to all Applicants who have obtained the Prequalification Documents from the Higher Education Commission (HEC) as per prescribed registration process. The Higher Education Commission (HEC) shall promptly publish the Addendum at the Higher Education Commission (HEC)'s website identified in the **PDS**: Provided that an Applicant who had either already submitted their Applications or handed over the applications to the courier prior to the issuance of any such addendum shall have the right to withdraw his already filed Application and submit the revised Application prior to the original or extended application submission deadline.
- 8.3. To give Applicants reasonable time to take an Addendum into account in preparing their Applications, the Higher Education Commission (HEC) may at its discretion, extend the deadline for the submission of Applications in accordance with **ITA 17.2**: Provided that the Higher Education Commission (HEC) shall extend the deadline for submission of Applications, if such an addendum is issued within last three (03) days of the Application submission deadline.

C. Preparation of Applications

9. Cost of Applications

- 9.1. The Applicant shall bear all costs associated with the preparation and submission of its Application. The Higher Education Commission (HEC) will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the Prequalification process.

10. Language of Application

- 10.1. The Application as well as all correspondence and documents relating to the Prequalification exchanged by the Applicant and the Higher Education Commission (HEC), shall be written in the language specified in the PDS. Supporting documents and printed literature that are part of the Application may be in another language, provided they are accompanied by an accurate translation of the relevant passages in the language specified in the PDS, in which case, for purposes of interpretation of the Application, the translation shall govern.



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

11. Documents Comprising the Application

- 11.1. The Application shall comprise of the following:
 - (a) Application Submission Letter, in accordance with ITA 12.1;
 - (b) Eligibility: documentary evidence establishing the Applicant's eligibility, in accordance with ITA 13.1;
 - (c) Qualifications: documentary evidence establishing the Applicant's qualifications, in accordance with ITA 14; and
 - (d) any other document required as specified in the PDS.

12. Application Submission Letter

- 12.1. The Applicant shall complete an Application Submission Letter as provided in Section IV (Application Forms). This Form must be completed without any alteration to its format.

13. Documents Establishing the Eligibility of the Applicant

- 13.1. To establish its eligibility in accordance with ITA 4, the Applicant shall complete the eligibility declarations in the Application Submission Letter and Form ELI-1.1 (eligibility), included in Section IV (Application Forms).

14. Documents Establishing the Qualifications of the Applicant

- 14.1. To establish its qualifications to perform the contract(s) in accordance with Section III (Qualification and Evaluation Criteria with Requirements), the Applicant shall provide the information requested in the corresponding Information Sheets included in Section IV (Application Forms).
- 14.2. Wherever an Application Form requires an Applicant to state a monetary amount, Applicants should indicate the Pak Rupee equivalent using the rate of exchange determined as follows:
 - (a) for turnover or financial data required for each year - Exchange rate prevailing on the last day of the respective calendar year (in which the amount for that year is to be converted).
 - (b) value of single contract - Exchange rate prevailing on the date of the contract.
- 14.3. Exchange rates shall be taken from the publicly available source identified in the PDS. Any error in determining the exchange rates in the Application may be corrected by the Higher Education Commission (HEC).



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

14.4. The documentary evidence of the Applicant's qualifications to conclude a Framework Agreement, and / or to perform any Call-off Contract(s)/Work Orders if awarded, shall establish to the Higher Education Commission (HEC)'s satisfaction as per 4.2 (b) (i), (ii) & (iii).

15. Signing of the Application and Number of Copies

15.1. The Applicant shall prepare one set of the original documents comprising the Application as described in ITA 11 and clearly mark it "ORIGINAL". The original set of the Application shall be typed or written in indelible ink and shall be signed by a person duly authorized to sign on behalf of the Applicant.

15.2. The Applicant shall submit one set of copy of the signed original Application (if required), in the number specified in the PDS, and clearly mark them "COPY". In the event of any discrepancy between the original and the copies, the original shall prevail.

15.3. Applicants shall not have the option of submitting their Applications electronically.

16. RESPONSE REQUIREMENTS

16.1. The objective of response requirement is to provide potential bidders with the information to submit their responses according to the given rules. Responses for each region will be evaluated separately and independently. (Please refer Annexure II on Page 40 for regional details).

16.2. Potential bidders must follow the following requirement for their responses.

16.3. For this – Pre-Qualification PPRA's Rule 15 and 16 will be adopted.

16.4. Responses shall comprise of all information requested for Pre-Qualification as described in this document including, but not limited to, documentary evidence to demonstrate their respective qualification.

16.5. All potential bidders shall submit One (01) copy of original response along with one softcopy on USB. Responses must be submitted after proper spiral binding of each copy.

16.6. Responses shall contain Company profile along with financial position, Location of branch offices, Company experience in related field, technical staff details (Branch Vise),



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Project Completed and past performance, Managerial capabilities, major Client list, Technical specifications (brochures, etc) of Long-Haul Optic Fiber, DPLC, metro Fiber or Wireless Radio Connectivity, and Contact addresses with details for their technical persons.

- 16.7. All potential bidders must indicate their intention for selection, for single or multiple regions, however, each region will be treated separately and independent of any other region.
- 16.8. Responses must include Technical Compliance Submission Form as provided in Annex-IV.
- 16.9. Bidder must submit a Bank Guarantee (BG) equal to Rs. 2.0 million (Two million Rupees) as bid security with 3 Years validity at the time of submitting of Pre-qualification Bid (or in form of pay order drawn in favor of D.G. (Finance), Higher Education Commission payable at Islamabad).
- 16.10. Potential bidders are required to provide client list with details and submit it along with responses. Responses must include Client's references as per the format given in Annex-V.
- 16.11. Potential bidders must provide information as per Technical Information Sheet, while furnishing the proposal in sequence and manner as set forth in the Mandatory Requirements.

D. Submission of Applications

17. Sealing and Identification of Applications

- 17.1. The Applicant shall enclose the original and the copies of the Application in a sealed envelope that shall:
 - (a) bear the name and address of the Applicant;
 - (b) be addressed to the Higher Education Commission (HEC), in accordance with ITA 17.1; and
 - (c) bear the specific identification of this Prequalification process indicated in the PDS



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reference ITA 1.1.

- 17.2. Applicants shall not have the option of submitting their Applications electronically.
- 17.3. The Higher Education Commission (HEC) will accept no responsibility for not processing any envelope that was not identified as required in ITA 16.1 above.

18. Deadline for Submission of Applications

- 18.1. Applicants may either submit their applications by surface mail, by courier or by hand. Applications shall be received by the Higher Education Commission (HEC) at the address and no later than the deadline indicated in the PDS. Applicants shall not have the option of submitting their Applications electronically.
- 18.2. If required in accordance with the provisions of ITA 8.3, the Higher Education Commission (HEC) will extend the deadline for the submission of Applications, in which case all rights and obligations of the Higher Education Commission (HEC) and the Applicants subject to the previous deadline shall thereafter be subject to the deadline as extended.
- 18.3. The deadline will be extended in the same manner as that of original Invitation for Prequalification (or the advertisement).

19. Late Applications

- 19.1. The Higher Education Commission (HEC) will not accept any applications which will be received after the time for submission of the Application.
- 19.2. Delays in the mail or courier, delays of person in transit, or delivery of the package to the wrong office shall not be accepted as an excuse for failure to deliver the package at the proper place and time.
- 19.3. It shall be the applicants' responsibility to determine the manner in which timely delivery of the application will be accomplished either in person, by messenger or by surface mail.

20. Opening of Applications

- 20.1. The Higher Education Commission (HEC) shall open all Applications at the date, time and place specified in the PDS. Late Applications shall be treated in accordance with ITA 18.1.
- 20.2. Applicants shall not have the option of submitting their Applications electronically.
- 20.3. The Higher Education Commission (HEC) shall prepare a record of the opening of Applications to include, as a minimum, the name of the Applicants.



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E. Procedures for Evaluation of Applications

21. Confidentiality

- 21.1. Information relating to the Applications, their evaluation and results of the Prequalification shall not be disclosed to Applicants, or any other persons not officially concerned with the Prequalification process until the notification of Prequalification results is made to all Applicants in accordance with ITA 28.
- 21.2. From the deadline for submission of Applications to the time of notification of the results of the Prequalification in accordance with ITA 28, any Applicant that wishes to contact the Higher Education Commission (HEC) on any matter related to the Prequalification process may do so only in writing.

22. Clarification of Applications

- 22.1. To assist in the evaluation of Applications, the Higher Education Commission (HEC) may, ask an Applicant for a clarification of its application, to be submitted within a stated reasonable period of time. Any request for clarification from the Higher Education Commission (HEC) and all clarifications from the Applicant shall be in writing.
- 22.2. Application shall be evaluated based on the information and documents available at the time of evaluation of the Application.

23. Responsiveness of Applications

- 23.1. The Higher Education Commission (HEC) may reject any Application which is not responsive to the requirements of the Prequalification Documents. In case the information furnished by the Applicant is incomplete or otherwise requires clarification as per ITA 21.1, and the Applicant fails to provide satisfactory clarification and / or missing information within prescribed time, it may result in disqualification of the Applicant.

24. Margin of Preference

- 24.1. Unless otherwise specified in the PDS, a margin of preference shall not apply in the Bidding process resulting from this Prequalification.

25. Sub-contractors

- 25.1. Subcontractors' qualification and experience shall not be considered for the evaluation of the Applicant. The Applicant on its own (without taking into account the qualification and



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experience of the Subcontractor) should meet the qualification criteria.

F. Evaluation of Applications and Prequalification of Applicants

26. Evaluation of Applications

- 26.1. The Higher Education Commission (HEC) shall use the factors, methods, criteria, and requirements defined in Section III, Qualification and Evaluation Criteria and Requirements, to evaluate the qualifications of the Applicants, and no other method, criteria, or requirements shall be used. The Higher Education Commission (HEC) reserves the right to waive minor deviations from the qualification criteria if they do not materially affect the technical capability and financial resources of an Applicant to perform the contract, however subject to the provisions of ITA 27.
- 26.2. Only the qualifications of the Applicant shall be considered. The qualifications of other related entities such as the Applicant's subsidiaries, parent entities, affiliates, subcontractors, or any other vendor(s) different from the Applicant shall not be taken into consideration in determining the qualifications of the Applicant.
- 26.3. The potential bidders shall be evaluated only for those regions for which they have explicitly shown their intent to participate. This evaluation shall be separate and independent for each region as per selected services to be offered.
- 26.4. The responses will be evaluated as per Form-B Technical and Financial Evaluation and proposals compliant with Mandatory requirements will be shortlisted for evaluation.
- 26.5. Evaluation of the firms shall be based on information provided in Proposal, as per Form – A and B however, HEC may seek clarification from any of the participating bidders, at any stage during the pre-qualification process and after it, as deem necessary.
- 26.6. Responses found compliant with this pre-qualification requirement will be accepted.

27. Procuring Agency's Right to Accept or Reject Applications

- 27.1. The Higher Education Commission (HEC) reserves the right to accept or reject any or all the Applications, and to annul the Prequalification process at any time, without thereby incurring any liability to the Applicants.

28. Prequalification of Applicants

- 28.1. All Applicants whose applications substantially meet or exceed the specified qualification



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requirements will be prequalified by the Higher Education Commission (HEC).

28.2. No applicant shall be allowed to alter or modify its bid after the bids have been opened. However, the Higher Education Commission (HEC) may seek and accept clarifications to the applicant that do not change the substance of the application.

29. Notification of Prequalification

29.1. The Higher Education Commission (HEC) shall notify 'in writing' of the names of those Applicants who have been prequalified. In addition, those Applicants who have been disqualified will be informed separately.

29.2. The Higher Education Commission (HEC) shall communicate to those applicants, who have not been pre-qualified, the reasons for not pre-qualifying them.

30. Bids Security and Performance Guarantee

30.1. The applicant must submit a Bank Guarantee (BG) equal to Rs. 2.0 million (Two million rupees) as bid security with 3 Years validity at the time of submitting of Pre-qualification Bid (or in form of pay order drawn in favor of D.G. (Finance), Higher Education Commission payable at Islamabad).

30.2. After the notification of the results of the Prequalification, HEC shall invite the Bids from all the prequalified firms as and when required. At that stage, the Bidder shall furnish as part of its Bid, a Bid Security in form of fixed amount not exceeding five percent of the estimated value of procurement determined by the HEC and in the amount and currency specified in the Bid.

30.3. The successful bidder at that stage, will provide a Performance Bank Guarantee (BG) equal to (10%) to ten percent the first-year services (lease/item/segment/capacity) amount at the time of signing of the contract. All invoices will be processed if a valid Bank Guarantee (BG) is submitted. This will be returned to the Contractor after the completion of the one (01) year period after adjusting the SLA penalties (if any). This process of annual billing and provision of BG will be repeated annually for contract tenure years (extendable). In case of advance payment contractor will provide a 100% Bank Guarantee equal to the invoiced amount.

31. Agreement

31.1. The prequalified firms will be bound to sign an agreement with the Higher Education



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Commission (HEC) for *the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan* as and when required basis on stamp paper worth Rs. 100/- (Rupees one hundred only) within the sixty (60) days from the date of issuance of the Letter of intent on standard terms and conditions.

- 31.2. All the Government taxes must be included in the quoted rates. A separate claim shall not be entertained. Whereas Income Tax & GST will be paid as per the Government Rules.
- 31.3. The Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan shall be completed / delivered in HEC designated sites within the time mentioned in the respective bid document from the date of issuance of the official work order / purchase order. In case of failure to comply with work order within the stipulated time period, a penalty shall be imposed by the Higher Education Commission (HEC) on the defaulting firm as per following:
 - a. In case of delay, HEC reserves the right to impose a penalty not exceeding 10% of the total first year contract amount of the respective segment as issued in Work Order/ contract at the rate of 2% for each week of delay in handing over segment(s).
 - b. If the Firm/Vendor fails to complete work in its designated Region, HEC reserves the right to reject it altogether or impose a penalty not exceeding 50% of the total amount of the contract.
 - c. And if the firm has failed to fulfill the work order within extended time (if any), the Higher Education Commission (HEC) reserves the right to forfeit the security deposit, for which no appeal shall be entertained.

- 31.4. If the services of prequalified firms are not up to the satisfaction of Higher Education Commission (HEC), the HEC reserves the right to cancel the agreement / contract, forfeit the 100% performance guarantee amount provided by the prequalified firms and disqualify the firm for future tenders.

32. Request for Bids

- 32.1. After the notification of the results of the Prequalification, the Higher Education Commission (HEC) shall invite the Bids from all the prequalified firms agencies as and when required.



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- 32.2. Higher Education Commission (HEC) may invite the bid(s) through email (soft form) where value of the *Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan* is up to the financial limit of Five Hundred Thousand Pakistani Rupees. For the purpose, the firms need to provide its valid email address in Form ELI – 1.1.
- 32.3. Higher Education Commission (HEC) shall invite the bid(s) through surface mail/by hand (in hard form) and email (soft form), where value of the *Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan* is more than the financial limit of Five Hundred Thousand Pakistani Rupee. For the purpose, the firms need to provide its valid surface mail address in Form ELI – 1.1.

33. Mode of Payment

- 33.1. Payments will be made by the Higher Education Commission (HEC) through cross cheque against the received invoice from the successful bidders at the earliest after the receipt of the Invoice at Higher Education Commission (HEC). No advance payment against the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan shall be made by the Higher Education Commission (HEC) unless specified in the subsequent RFPs / Bidding documents and in case of advance payment bidder will provide a 100% Bank Guarantee equal to the invoiced amount.

34. Changes in Qualifications of Applicants

- 34.1. Any change in the structure or formation of an Applicant after being prequalified in accordance with ITA 27 and invited to bid shall be subject to the written approval of the Higher Education Commission (HEC) prior to the deadline for submission of Bids. Such approval shall be denied if:
 - (a) a prequalified Applicant proposes to associate with a disqualified Applicant or in case of a disqualified joint venture, any of its members.
 - (b) as a consequence of the change, the Applicant no longer substantially meets the qualification criteria set forth in Section III, Qualification Criteria and



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Requirements; or

(c) in the opinion of the Higher Education Commission (HEC), the change may result in a substantial reduction in competition.

34.2. Any such change should be submitted to the Higher Education Commission (HEC) before the date of “Invitation to Bids”.

35. Constitution of Grievance Redressal

35.1. Higher Education Commission (HEC) shall constitute a Grievance Redressal Committee (GRC) comprising of odd number of persons with proper power and authorization to address the complaint. The GRC shall not have any of the members of Procurement Evaluation Committee. The committee must have one subject specialist depending on the nature of the procurement.

35.2. Any party or applicant can file its written complaint against the eligibility parameters, or any other terms and conditions prescribed in the prequalification or bidding documents found contrary to provision of Procurement Regulatory Framework, and the same shall be addressed by the GRC well before the application / proposal submission deadline.

35.3. Any Bidder feeling aggrieved by any act of the Higher Education Commission (HEC) after the submission of its bid may lodge a written complaint concerning his grievances not later than seven of the announcement of technical evaluation report and five days after issuance of final evaluation report.

35.4. In case, the complaint is filed against the technical evaluation report, the GRC shall suspend the procurement proceedings.

35.5. In case, the complaint is filed after the issuance of the final evaluation report, the complainant cannot raise any objection on technical evaluation of the report:

35.6. Provided that the complainant may raise the objection on any part of the final evaluation report in case where single stage one envelop bidding procedure is adopted.

35.7. The GRC shall investigate and decide upon the complaint within ten days of its receipt.

35.8. Any bidder or the Higher Education Commission (HEC) not satisfied with the decision of the GRC may file Appeal before the Appellate Committee of the Authority on prescribed format after depositing the fee as prescribed in “Redressal of Grievance Regulations, 2021”.

35.9. The Committee, upon receipt of the Appeal against the decision of the GRC complete in



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all respect shall serve notices in writing upon all the parties to appeal.

- 35.10. The committee shall call the record from the Higher Education Commission (HEC) or the GRC as the case may be, and the same shall be provided within prescribed time.
- 35.11. The committee may after examination of the relevant record and hearing all the concerned parties, shall decide the complaint within fifteen (15) days of receipt of the Appeal.
- 35.12. The decision of the Committee shall be in writing and shall be signed by the Head and each Member of the Committee.

36. Mechanism of Blacklisting

- 36.1. The Higher Education Commission (HEC) shall bar for the time prescribed under Rule-19 of the Public Procurement Rules, 2004, from participating in their respective procurement proceedings, applicant, bidder, or contractor who either:
 - i. Involved in corrupt and fraudulent practices as defined under rule-2;
 - ii. Fails to perform his contractual obligations; or
 - iii. Fails to abide by bid securing declaration;
- 36.2. The Higher Education Commission (HEC) shall bar for not more than the time prescribed in Rule-19 of the Public Procurement Rules, 2004, from participating in their respective procurement proceedings, applicant, bidder, or contractor who either:
 - i. Involved in corrupt and fraudulent practices as defined in Rule-2 of Public Procurement Rules;
 - ii. Fails to perform his contractual obligations; and
 - iii. Fails to abide by the id securing declaration;
- 36.3. The show cause notice shall contain:
 - (a) precise allegation, against the applicant, bidder or contractor;
 - (b) the maximum period for which the Higher Education Commission (HEC) proposes to debar the applicant, bidder or contractor from participating in any public procurement of the Higher Education Commission (HEC) and;
 - (c) the statement, if needed, about the intention of the Higher Education Commission (HEC) to make a request to the Authority for debarring the applicant, bidder or contractor from participating in public procurements of all the procuring agencies.
- 36.4. The Higher Education Commission (HEC) shall give minimum of seven days to the applicant, bidder, or contractor for submission of written reply of the show cause notice.



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- 36.5. In case, the bidder or contractor fails to submit written reply within the requisite time, the Higher Education Commission (HEC) may issue notice for personal hearing to the bidder or contractor/authorize representative of the bidder or contractor and the Higher Education Commission (HEC) shall decide the matter on the basis of available record and personal hearing, if availed.
- 36.6. In case the bidder or contractor submits written reply of the show cause notice, the Higher Education Commission (HEC) may decide to file the matter or direct issuance of a notice to the applicant, bidder, or contractor for personal hearing.
- 36.7. The Higher Education Commission (HEC) shall give minimum of seven days to the applicant, bidder, or contractor for appearance before the specified officer of the Higher Education Commission (HEC) for personal hearing. The specified officer shall decide the matter on the basis of the available record and personal hearing of the applicant, bidder, or contractor, if availed.
- 36.8. The Higher Education Commission (HEC) will decide the matter within fifteen days from the date of personal hearing unless the personal hearing is adjourned to a next date and in such an eventuality, the period of personal hearing shall be reckoned from the last date of personal hearing.
- 36.9. The Higher Education Commission (HEC) shall communicate to the applicant, bidder, or contractor the order of debarring the bidder or contractor from participating in any public procurement with a statement that the bidder or contractor may, within thirty days, prefer a representation against the order before the Authority.
- 36.10. Such blacklisting or barring action shall be communicated by the Higher Education Commission (HEC) to the Authority and respective applicant(s), bidder(s) in the form of decision containing the grounds for such action. The same shall be publicized by the Authority after examining the record whether the procedure defined in blacklisting and debarment mechanism has been adhered to by the Higher Education Commission (HEC).
- 36.11. The bidder may file the review petition before the Review Petition Committee of Authority within thirty days of communication of such blacklisting or barring action after depositing the prescribed fee and in accordance with “Procedure of filing and disposal of review petition under Rule-19(3) Regulations, 2021”. The Committee shall evaluate the case and



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decide within ninety days of filing of review petition.

- 36.12. The committee shall serve a notice in writing upon all respondent of the review petition. The notices shall be accompanied by the copies of review petition and all attached documents of the review petition including the decision of the Higher Education Commission (HEC). The parties may file written statements along with essential documents in support of their contentions. The Committee may pass such order on the representation may deem fit.
- 36.13. The Authority on the basis of decision made by the committee either may debar a bidder or contractor from participating in any public procurement process of all or some of the procuring agencies for such period as the deemed appropriate or acquit the bidder from the allegations. The decision of the Authority shall be final.



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37. Arbitration

- 37.1. After coming into force of the contract / agreement, disputes between the parties to the contract shall be settled by arbitration.
- 37.2. In case of any dispute arise between the parties i.e. HEC and contractor under this contract at any stage, the matter will be referred to Executive Director HEC who shall decide the matter within 30 days. In case of disagreement to ED HEC decision and if both the Parties are unable to resolve any dispute within thirty (30) days of submission of the Executive Director HEC, either Party shall only be entitled to refer the aforesaid dispute to arbitration (after exhausting reconciliation reference to ED HEC) as provided hereunder:
 - I. Each Party shall appoint its respective arbitrator within fifteen (15) days of a written notice sent by either Party demanding arbitration. The law of arbitration applicable in Pakistan shall be followed.
 - II. The two (02) arbitrators shall jointly nominate an Umpire within thirty days of their appointment.
 - III. All arbitrators shall be familiar with international telecommunication business and practices.
 - IV. The arbitration shall be conducted in accordance with the provisions of Arbitration Act, 1940 as may be amended from time to time.
 - V. Each Party shall pay its own legal expenses and the costs of the arbitration shall be shared equally.
 - VI. The place of arbitration shall be Islamabad, Pakistan.

Section – II: Prequalification Data Sheet (PDS)

This Section contains provisions that supplement the ITA (in Section-I) and are specific to respective Prequalification Proceedings.

A. General

ITA 1.1

The identification number of the Invitation for Prequalification is:

The Procuring Agency is:

Higher Education Commission
Sector H-9, Islamabad - Pakistan
Telephone: + 92-51-9040-2256



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

Website: <http://www.hec.gov.pk>

The name of the Procuring Agency is:

Higher Education Commission (HEC) of Pakistan

The name of the Project or Procurement is:

Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

ITA 4.2

Maximum number of members in the JV shall be: “**Not applicable.**”

ITA 4.5

A list of debarred vendors and individuals is available on the PPRA’s website:

<http://www.ppra.org.pk>

B. Contents of the Prequalification Document

ITA 7.1

For clarification purposes, the Procuring Agency’s address is:

Attention:

Pakistan Education and Research Network (PERN)

Higher Education Commission (HEC)

Address:

New Datacenter Building, Sector H-9

City:

Islamabad

ZIP Code:

46000

Country:

Pakistan

Telephone:

+ 92-51-9040-2256

Electronic mail address:

saashah@hec.gov.pk

ITA 7.1 & 8.2



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

Website: <http://www.hec.gov.pk>

ITA 7.2

Pre-Application Meeting will be held: **Yes**

C. Preparation of Applications

ITA 10.1:

This Prequalification document has been issued in the “English” language.

ITA 11.1 (d)

The following additional documents shall be submitted by the Applicant with this Application:

1. Bids from any bidder who is found or purported to be engaged in following offenses shall be rejected without assigning any reason.
2. Bidder must provide an Affidavit on Non-judicial stamp paper of Rs. 100/- stating:
 - i. that the bidder is not-blacklisted by any public sector organization in Pakistan;
 - ii. that bidder has never been Blacklisted for offence related to fraud, under-invoicing, tax evasion, concealment, money laundering etc.
 - iii. that the Higher Education Commission (HEC) reserves the right to reject my application without assigning any reason in case I & my firm is found or purported to be engaged in the aforementioned offenses.

ITA 14.2

The source for determining exchange rates is www.nbp.com.pk/RateSheet/index.aspx

ITA 15.2

In addition to the original, the number of copies to be submitted with the Application is: **One Copy of the application.**

D. Submission of Applications

ITA 17.1

The deadline for Application submission is:

Tuesday, 27th Jan 2026 at 1330 hrs

For Application submission purposes only, the Procuring Agency's address is:

Attention:

Assistant Director, IT Division,



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Pakistan Education and Research Network (PERN)

Higher Education Commission (HEC)

Address:

New Datacenter Building, Sector H-9

City:

Islamabad

ZIP Code:

46000

Country:

Pakistan

Telephone:

+ 92-51-9040-2256

Electronic mail address:

saashah@hec.gov.pk

The bidder has to apply on E-PADS and submit the bid physically (mandatory) in Assistant Director, IT Division Office, HEC H-9 Islamabad.

ITA 19.1

The opening of the Applications shall be at 1400 hrs on Tuesday 13th January 2026 at Auditorium Block, Higher Education Commission (HEC), Sector H-9, Islamabad.

ITA 19.2

Not Applicable

E. Procedures for Evaluation of Applications

ITA 34.1

If an Applicant wishes to make a Prequalification related Complaint, the Applicant should submit its complaint, in writing (by the quickest means available, that is by email), to:

Attention

Assistant Director, PERN, IT Division

Procuring Agency:

Higher Education Commission (HEC)

Address:



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New Datacenter Building, Sector H-9

City:

Islamabad

ZIP Code:

46000

Country:

Pakistan

Telephone:

+ 92-51-9040-2256

Electronic mail address:

saashah@hec.gov.pk

In summary, at this stage, a Prequalification related Complaint may challenge any of the following:

- the terms of the Prequalification Documents; and
- the Higher Education Commission (HEC)'s decision not to prequalify an Applicant.

Section – III: Qualification and Evaluation Criteria with Requirements

This Section prescribes the methodology, qualification and evaluation criteria to be used to determine the capacity and capability of the Applicants for prequalification of firms for provision of *Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan* in accordance with the requirements of the Higher Education Commission (HEC), with an objective to prequalify them for Invitation to Bid(s) and sign the framework agreement(s) with the selected applicant(s), for the purpose of awarding Call off Contracts/ Work Orders/ Annual Agreements.

Eligibility and Qualification Criteria			Documentation	
No.	Subject	Requirement	Single Entity	Submission Requirements
1. Eligibility				
1.1	Nationality	Nationality in accordance with ITA 5.1	Must meet requirement	Forms ELI – 1.1 with attachments
1.2	Conflict of Interest	No. conflicts of interest in accordance with ITA 4.4	Must meet requirement	Application Submission Letter



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1.3	Eligibility	Not having been declared ineligible as described in ITA 4.5 and 5.1	Must meet requirement	Application Submission Letter
1.4	State-owned enterprise of	Meet conditions of ITA 4.1	Must meet requirement	Forms ELI – 1.1 with attachments

2. Historical Contract Non-Performance

2.1	History of Non-Performing Contracts	Not debarred due to any Non-performance of contract or deviation from Bid Securing Declaration in accordance with the provision of Rule-19 of PP Rules or the period of debarment has been over.	Must meet requirement	Form PER-1
2.2	Pending Litigation	Applicant's financial position and prospective long-term profitability still sound according to criteria established in 3.1 below and assuming that all pending litigation will be resolved against the Applicant	Must meet requirement	Form PER-1

3. Financial Situation and Performance

3.2	Average Annual Turnover	Minimum average annual turnover (Average Annual Sales Revenue) from provision of Services is PKR 5.0	Must meet requirement	Form FIN – 2
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Eligibility and Qualification Criteria			Documentation	
No.	Subject	Requirement	Single Entity	Submission Requirements
		million, calculated as total certified payments received for contracts in progress and / or completed during the last one year.		
3.3	Current Contractual Commitments	The Applicant shall also demonstrate, to the satisfaction of the Higher Education Commission (HEC), that it has adequate sources of finance to meet the cash flow requirements on contracts currently in progress and for future contract commitments by providing the List of at least five (05) clients in the Firm's credit along-with their agreement and performance certificates from these clients. The clients include National, Multi-National Companies, Government Departments, Autonomous Bodies, Financial Institutions/Banks.	Must meet requirement	Form CON -1
4. Experience				
4.1	General Experience	Experience in provision of the relevant <i>Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan</i> for at least last five (05) years.	Must meet requirement	Form EXP -1
4.2 (a)	Specific Experience	(i) Documentary evidence of the Applicant's qualifications to perform the Contract in accordance with 4.2 (b)(i) below	Must meet requirement	
		(ii) Technical Capability for <i>Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan</i> in accordance with 4.2(b)(ii) as below.	Must meet requirement	



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

	<p>(iii) Experience / Evaluation Criteria for <i>Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan</i> in accordance with 4.2(b)(iii) below.</p>	Must meet requirement	
4.2 (b)	See below for details		



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

Specific Experience Requirements

The Specific Experience Requirements under 4.2 (b) are as follows:

4.2 (b)(i) Documentary evidence (Mandatory)

The following documents must be included (mandatory) with the Application:

Documentary evidence of the Applicant's qualifications to perform the Contract for acceptance of the application that, in the case of an Applicant is offering to Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan:

- (a) Is a holder of valid PEC registration certificate in C-6 category.
- (b) is a holder of valid NTN Registration certificate;
- (c) is a holder of valid Sales Tax Registration number (STRN) & certificate;
- (d) is a holder of certificate / documentary evidence showing that the Firm's Name is showing in the Active Tax Payer (ATP) list of FBR;
- (e) have established Firm's setup at Islamabad/Rawalpindi;
- (f) having complete company profile including Name, Registered Office, Address, Telephone, Fax and e-mail address and website address, complete contact details of the contact person, details of branch offices and staff details (branch-wise)



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

4.2(b)(ii) Technical Capability

The Applicant shall provide evidence that it has the technical capability necessary to perform the Contract:

- (a) Signed Cover Letter with Official Stamp affixed on it as per the format given above.
- (b) Authority Letter for the appointment of an authorized representative as per the format given above.
- (c) Date of Establishment of business and relevant business experience of at least five (05) years.
- (d) List of Clients in Public Sector showing performance certificate from them along-with the copies of Agreement for verification.
- (e) List of Clients in Private Sector showing performance certificate from them along-with the copies of Agreement for verification.
- (f) Established Office Setup in Islamabad/Rawalpindi.
- (g) Financial Statements/Bank Certificate (last two year)
- (h) Signed Compliance Certificate/undertaking.
- (i) Undertaking as per ITA 11.1 (d):

Applicant must provide an Affidavit on Non-judicial stamp paper of Rs. 100/- stating:

- i. that the bidder is not-blacklisted by any public sector organization in Pakistan.
- ii. that the applicant has never been Blacklisted for offence related to fraud, under-invoicing, tax evasion, concealment, money laundering etc.
- iii. that the Higher Education Commission (HEC) reserves the right to reject my application without assigning any reason in case I & my firm is found or purported to be engaged in the aforementioned offenses.



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

4.2 (b)(iii) Experience / Evaluation Criteria for Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

Applicant(s) complying all the mandatory requirements and securing **50% marks out of 100** shall be considered as prequalified for provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

- a. It will be the responsibility of the selected bidder to complete all legal obligations and must have relevant service license from concern authority / government body
 - i. In case of wired medium, - obtaining NOC for road cutting, etc from concerned Authorities.
 - ii. In case of Wireless, licensed frequency or necessary permissions from concerned authorities. Moreover, for wireless, the tower installation & maintenance will be the responsibility of the selected bidder.
- b. HEC will not be responsible and involved in such obligations.
- c. Universities/Institutes when requested to connect under this project may be connected to HEC PoPs / Transmission nodes or Service Provider PoPs in any best configuration or as defined in the subsequent RFP documents.
- d. Potential bidders must provide its present Long-Haul Optical Fiber along with Last mile Wired or Wireless infrastructure and footprint in Pakistan with manufactured date, deployment dates and future expansions with Documentary proof(s).



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

FORM-A. TECHNICAL INFORMATION SHEET

All potential bidders are required to fill this sheet providing the references of the documents (Documentary aid/ evidence) at what page they are placed in the Proposal. Flag these references of the documents accordingly as well.

Table 1: Technical Information Sheet

(To be attached with the Proposal for Prequalification)
For Region detail, please refer to Annexure II

Sr. No	Information Requirements	Region(s) (Fill out the respective region)				
		North A	North B	North C	Central	South
1	Firms laid Long-Haul and Metro Optical Fiber as per ITU-T Standards 1. G.652.d, 2. G.655 3. G.655.c 4. G.656 Or other, with its brand* and Lifetime (Documentary Proofs)					
2	Firms Total Laid Long-Haul Optical Fiber in Km with deployment dates. Documentary Proofs with maps are required.					
3	Firms Planned Long-Haul Optical Fiber to be Laid in Km Documentary Proofs with maps are required.					
4	Firms, if proposing Wired last-mile, Metro Rings Documentary Proofs with maps are required.					
5	Firms, if proposing last-mile fiber, NOC or approvals Documentary Proofs with maps are required.					



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

6	Firms, if proposing Wired last mile, please share Fiber Cable Laying (civil works) standard adopted, manhole, handhole, etc deployments standards.					
7	Firms, if proposing Wireless last mile, Radio Coverage Area is required, Type, Max supported Bandwidth, Max Supported LOS distance, etc.					
8	For Wireless medium, the radio should be capable to handle 1. Full Duplex connectivity 2. Effective bandwidth throughput from 20 Mbps minimum to 200 Mbps or more. 3. Layer 01, or Layer 02 or Layer 03 4. Low Latency 5. Licensed Band/Unlicensed Band – Please mention frequency 6. AC or DC Power Supply with its brand* and lifetime (Documentary Proofs) and No restrictions to use Voice, Video or Data Vendor should have necessary permissions					
9	Detail Information of the Firms/ Clients (as per Annex-V)					
10	No. of similar projects in hand. Mention Customer name Service type Firms/ Clients					



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

1 1	Company proposing Manage Capacity: umber of customers having extended manage capacity					
1 2	1.L2 VPN among branches/sites within metro city 2.L2 VPN among branches/sites among multiple cities					
1 3	Current Long Haul and/or Metro Footprint Map along with POP/Nodes marking					

*Use multiple rows if multiple brands are used in same standard

**Tick the services you want to offer

Wired	<input type="checkbox"/>	Region				
Dark Fiber	<input type="checkbox"/>	North A <input type="checkbox"/>	North B <input type="checkbox"/>	North C <input type="checkbox"/>	Central <input type="checkbox"/>	South <input type="checkbox"/>
Managed Capacity	<input type="checkbox"/>	North A <input type="checkbox"/>	North B <input type="checkbox"/>	North C <input type="checkbox"/>	Central <input type="checkbox"/>	South <input type="checkbox"/>
GPON	<input type="checkbox"/>	North A <input type="checkbox"/>	North B <input type="checkbox"/>	North C <input type="checkbox"/>	Central <input type="checkbox"/>	South <input type="checkbox"/>
Other* Specify	Please <input type="checkbox"/>	North A <input type="checkbox"/>	North B <input type="checkbox"/>	North C <input type="checkbox"/>	Central <input type="checkbox"/>	South <input type="checkbox"/>



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

Wireless	<input type="checkbox"/>	Region				
VSAT	<input type="checkbox"/>	North A <input type="checkbox"/>	North B <input type="checkbox"/>	North C <input type="checkbox"/>	Central <input type="checkbox"/>	South <input type="checkbox"/>
Wi-Max	<input type="checkbox"/>	North A <input type="checkbox"/>	North B <input type="checkbox"/>	North C <input type="checkbox"/>	Central <input type="checkbox"/>	South <input type="checkbox"/>
ISM Band	<input type="checkbox"/>	North A <input type="checkbox"/>	North B <input type="checkbox"/>	North C <input type="checkbox"/>	Central <input type="checkbox"/>	South <input type="checkbox"/>
Other* Please Specify	<input type="checkbox"/>	North A <input type="checkbox"/>	North B <input type="checkbox"/>	North C <input type="checkbox"/>	Central <input type="checkbox"/>	South <input type="checkbox"/>

****Tick the option where you have infrastructural capability to offer interconnectivity of different regions for long haul connectivity based on your footprint capacity:**

Regions interlink Connectivity	
	Regions
<input type="checkbox"/>	North A to Central
<input type="checkbox"/>	South to Central
<input type="checkbox"/>	North A to South
<input type="checkbox"/>	North B to Central
<input type="checkbox"/>	All Regions / Nationwide



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

FORM -B. TECHNICAL AND FINANCIAL EVALUATION CRITERIA (WIRED SERVICES-METRO)

(To be filled in case of firm is applying to offer wired connectivity services in metro)

Part A) Mandatory requirements					To Be Filled by Bidder
S. #	Attributes				Attributes Information on page # of Technical Proposal
1.	Income Tax Certificate / GST Certificate				
2.	Must have valid PTA license for services offered like LDI, FLL, WLL, etc				
3.	Firm must have a dedicated O&M team available at 24 x 7 x 365 for link maintenance and fault restoration.				
4.	Potential bidders must have laid Optical Fiber not less than 200 km in cities falling in designated regions for which they are submitting response				
5.	Bidder laid optical fiber network must Comply with ITU-T Standard G.652.d within cities and G.655/G.655c/G.656 for long haul				
6.	At least three years of relevant experience				
7.	Must provide Technical Information Sheet				
8.	Must have Completed 3 similar projects.				
9.	The minimum applicable SLA for any service will be 99.7% / Month				
10.	Must have offices in the respective regions for which potential bidder is submitting response				
11.	Must have several pairs (indicate number) spare and at least 10 years of fiber life left of G.652.d and G.655/G.655c /G.656 fiber in the regions for which the potential bidder is submitting response				
12.	Firm must have minimum Rs. 125 million on annual Turnover for last two (02) years.				
13	Firm Must have a dedicated NOC team available at 24 x 7 x 365 for technical support, network monitoring, coordination, follow-ups, etc.				
Part B) General Evaluation					
Corporate Profile					
1.	Location of Offices	10	10	Offices in Abbottabad, Islamabad, Karachi, Lahore, Muzaffarabad, Faisalabad, Multan, Hyderabad, Peshawar, and Quetta	
			5	Offices in Islamabad, Karachi, Lahore, Faisalabad, Multan, Hyderabad, Peshawar and Quetta	
			3	Offices in Karachi, Lahore and Islamabad	



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

2.	Technical Staff	10	10	Firm has more than and equal to 100 relevant technical staff resident in Pakistan.		
			7	Firm has 51-99 relevant technical staff resident in Pakistan.		
			5	Firm has 30-50 relevant technical staff resident in Pakistan.		
3.	Financial Strength	10	10	Firm has More than Rs. 500 million annual Turnover for last two (02) years.		
			5	Firm has from Rs. 201 million to Rs. 500 million annual Turnover for last two (02) years.		
			2	Firm has from Rs. 125 million to Rs. 200 million annual Turnover for last two (02) Years.		
4.	Company in operation	10	10	1 for each year		
Subtotal		40				
Relevant Experience						
5.	Similar Projects in hand (Laying of Optical Fiber on metropolitan scale, establishment of metropolitan scale Optical Fiber rings, etc) Documentary proof is required.	10	10	Firm has more than or equal to five (05) similar projects in hands.		
			7	Firm has from three (03) to four (04) similar projects in hands.		
			5	Firm has from one (01) to two (02) similar projects in hands		
6.	Similar Projects completed in past (Laying of Optical Fiber on metropolitan scale, establishment of metropolitan scale Optical Fiber rings, etc) Documentary proof is required.	10	10	Firm has completed more than or equal to five (05) similar projects.		
			7	Firm has completed from three (03) to four (04) similar projects.		
			5	Firm has completed one (01) to two (02) similar projects.		
7.	Number of Links for similar technologies i.e., wired (Dark Fiber, Managed Capacity-Fiber)	10	10	More than 1000		
			7	Between 500 to 1000		
			5	From 1 to 500		
Sub Total		30				
Staff Assigned						
8.	Project Management Team	10	10	Dedicated Project Management Team of more than three (03) staff members is assigned.		



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

			07	Dedicated Project Management Team from two (02) to three (03) staff members is assigned.	
			05	Dedicated Project Management Team of single (01) staff member is assigned.	
9.	Project Technical Team identifying Transmission staff (excluding labor)	10	10	Dedicated Project Technical Team of more than eight (08) staff members is assigned.	
			07	Dedicated Project Technical Team from five (05) to seven (07) staff members is assigned.	
			05	Dedicated Project Technical Team from three (03) to four (04) staff members is assigned.	
10.	Links Delivery Time in number of days with up to 10 km of proposed region.	10	Relative Scoring	(Min No of days quoted in all the bids / No. of days quoted in the bid under consideration) x 10	
	Sub Total	30			
	Grand Total	100			

Weight of the Part B (General Evaluation) in Technical Evaluation is 30% and firm's Score will be calculated by the following formula:

Firm's Score = Marks Obtained by Firm in Part B / Total Max. Marks of Part B * 30

Part C) Firms Optical Fiber Infrastructure

11.	Already leased OF infrastructure for PERN project Regions mentioned in Annex-II	15	15	If the Firm has quoted Optical Fiber in North-A, North-B, North-C, Central and South Regions	
			7	If the Firm has quoted Optical Fiber for any Region i.e North-A, North-B, North-C, Central or South	
12.	Presence of OF ring near universities of Respected region (Annex-I)	10		Score = (Min. length for spurs/ Length for bid in consideration) * 10	
13.	Principal Firm's current right of way for OF in respected Regions mentioned in Annex-II (If available)	15		To be calculated by formula $r / R * 15$ where r = right of way of the firm (in square Km) R = highest right of way of participating firm (in square Km)	
14.	Back Up Services (Power/Connectivity)	10	10	Firm Providing back up services to more than 30 Customer (Organizations)	



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

			5	Firm Providing back up services to less than 30 Customer (Organizations)		
15.	Principal Firm's Total Laid Optical Fibre in Km in Pakistan.	20	20	RoW \geq 4000Km		
			15	2500 < RoW < 4000 Km		
			10	1500 < RoW < 2500 Km		
16.	Principals Firm's Total Laid Optical Fiber Metro Rings in Pakistan cities	15	15	OF Rings \geq 6		
			10	OF Rings \geq 4		
			5	OF Rings \leq 3		
17.	Principal Firm's Total Current Right of Way (RoW) in Pakistan (If any)	15	15	RoW \geq 4000Km		
			10	3000 < RoW < 4000 Km		
			5	2000 < RoW < 3000 Km		
Grand Total for Part (C) Total		100				
Weight of the Part C (Firms Optical Fibre Infrastructure with Last-mile Metro fiber) in Technical Evaluation is 40% and firm's Score will be calculated using following formula						
Firm's Score = Marks Obtained by Firm in Part C/ Total Max. Marks of Part C * 40						
Part D) Maintenance and Operation						
19.	Maintenance and Operation Team (Preferably placed in PERN regional NOCs)	15	15	Maintenance and Operations Team of more than five (05) technical staff members is assigned for each region		
			10	Maintenance and Operations Team from four (04) to five (05) technical staff members is assigned to each region.		
			5	Maintenance and Operation Team from two (02) to three (03) technical staff members is assigned to each region.		
20.	Total Uptime SLA per segment per year	15	15	If proposed uptime is 99.7% and above in SLA		
			10	If proposed between 99.7% and 98.50% uptime in SLA		
			5	If proposed less than 98.50%		
	Grand Total for Part-D	30				
Weight of the Part D (Maintenance and Operation) in Technical Evaluation is 20 % and firm's Score will be calculated by following formula						



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

Firm's Score = Marks Obtained by Firm in Part D/ Total Max. Marks of Part D*20					
Part E) Managed Capacity Services					
21.	Firm Providing Managed Services	15	15	Firm Providing Managed Services via Wired Media in all Regions of Pakistan (or more than three)	
			10	Firm Providing Managed Services via Wired Media in 1-3 Regions	
	Grand Total for Part E	15			
Weight of the Part E (Managed Capacity Services) in Technical Evaluation is 10 % and firm's Score will be calculated by following formula					
Firm's Score = Marks Obtained by Firm in Part E/ Total Max. Marks of Part E * 10					
FIRM's TOTAL SCORE = Firm's Scores in Part-B + Part-C + Part-D+ Part-E					

FORM -B1. TECHNICAL AND FINANCIAL EVALUATION CRITERIA (WIRED SERVICES-LONG HAUL RINGS BIFURCATION)

(To be filled in case of firm is applying for offering wired long haul connectivity services)

Part A) Mandatory requirements		To Be Filled by Bidder
S. #	Attributes	Attributes Information on page # of Technical Proposal
1.	Income Tax Certificate / GST Certificate	
2.	Must have valid PTA license for services offered like LDI, FLL, WLL, etc	
3.	Firm must have a dedicated O&M team available at 24 x 7 x 365 for link maintenance and fault restoration.	
4.	Potential bidders must have laid Optical Fiber not less than 200 km (total) in cities falling in designated regions for which they are submitting response	
5.	Bidder laid optical fiber network must Comply with ITU-T Standard G.652.d within cities and G.655/G.655c for long haul	
6.	At least three years of relevant experience	
7.	Must provide Technical Information Sheet	
8.	Must have completed 3 similar projects.	



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

9.	The minimum applicable SLA for any service will be 99.6% / Month	
10.	Must have offices in the respective regions for which potential bidder is submitting response	
11.	Must have several pairs (indicate number) spare and at least 10 years of fiber life left of G.652.d and G.655/G.655c fiber in the regions for which the potential bidder is submitting response	
12.	Firm must have minimum Rs. 125 million on annual Turnover for last two (02) years.	
13	Firm Must have a dedicated NOC team available at 24 x 7 x 365 for technical support, network monitoring, coordination, follow-ups, etc.	

Part B) General Evaluation

Corporate Profile

1.	Location of Offices	10	10	Offices in Abbottabad, Islamabad, Karachi, Lahore, Muzaffarabad, Faisalabad, Multan, Hyderabad, Peshawar, and Quetta	
			5	Offices in Islamabad, Karachi, Lahore, Faisalabad, Multan, Hyderabad, Peshawar, and Quetta	
			3	Offices in Karachi, Lahore and Islamabad	
2.	Technical Staff	10	10	Firm has more than and equal to 100 relevant technical staff resident in Pakistan.	
			7	Firm has 51-99 relevant technical staff resident in Pakistan.	
			5	Firm has 30-50 relevant technical staff resident in Pakistan.	
3.	Financial Strength	10	10	Firm has More than Rs. 500 million annual Turnover for last two (02) years.	
			5	Firm has from Rs. 201 million to Rs. 500 million annual Turnover for last two (02) years.	
			2	Firm has from Rs. 125 million to Rs. 200 million annual Turnover for last two (02) Years.	
4.	Company in operation	10	10	1 for each year	
Subtotal		40			

Relevant Experience

5.	Firm has established Optical Fiber Connectivity among cities in multiple regions.	15	15	Firm has Optical Fiber connectivity of more than fifteen (15) cities in North (A,B,C) , Central and South.	
			10	Firm has Optical Fiber connectivity up to fifteen (15) cities in North (A,B), Central and South.	



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

			7	Firm has Optical Fiber connectivity up to ten (10) cities in North-A, Central and South.		
6.	Number of customers that are using firm's long haul fiber network. (Please share customer details)	15	15	More than 8		
			10	Between 5 to 8		
			7	From 1 to 5		
Sub Total		30				
Staff Assigned						
7.	Project Management Team (Please share	10	10	Dedicated Project Management Team of more than three (03) staff members is assigned.		
			07	Dedicated Project Management Team from two (02) to three (03) staff members is assigned.		
			05	Dedicated Project Management Team of single (01) staff member is assigned.		
8.	Project Technical Team identifying Transmission staff (excluding labor)	10	10	Dedicated Project Technical Team of more than eight (8) staff members is assigned.		
			07	Dedicated Project Technical Team from five (05) to eight (08) staff members is assigned.		
			05	Dedicated Project Technical Team from three (03) to five (05) staff members is assigned.		
9.	Links Establishment Time in number of days with up to 500 km of proposed region.	10	Relative Scoring	(Min No of days quoted in all bids / No of days quoted in bid consideration) x 10		
	Sub Total	30				
	Grand Total	100				
Weight of the Part B (General Evaluation) in Technical Evaluation is 30% and firm's Score will be calculated by the following formula:						
<i>Firm's Score = Marks Obtained by Firm in Part B / Total Max. Marks of Part B * 30</i>						
Part C) Firms Long Haul Infrastructure						
10.	Principal Firm's current right of way for OF in respected Regions	20	20	Firms with ROW in all regions in Annex-II (North-A, North-B, North-C, Central, South)		



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

	mentioned in Annex-II		15	Firms with ROW in North-A, North-B, Central and South		
			10	Firms with ROW in North-A, Central and South		
			5	Firms with ROW in tow (02) Regions only		
11.	Principal Firm's Total Laid Optical Fibre in Km in Pakistan.	20	20	Laid Fiber \geq 6000Km		
			15	$4000 < \text{Laid Fiber} < 6000$ Km		
			7	$1500 < \text{Laid Fiber} < 4000$ Km		
12.	Principals Firm's Total Laid Optical Fiber Long Haul Rings in Pakistan.	20	20	OF Rings ≥ 5		
			15	OF Rings ≥ 4		
			7	OF Rings ≤ 3		
13.	Principal Firm's Total Current Right of Way (RoW) in Pakistan	20	20	RoW ≥ 8000 Km		
			15	$3000 < \text{RoW} < 8000$ Km		
			7	$1500 < \text{RoW} < 3000$ Km		
14.	Principal Firm's Total Capability to interconnect regions in Pakistan	20	20	If firm can interconnect all regions with each other in Annex-II		
			15	If firm can interconnect North with Central and Central with South		
			7	If firm can interconnect North with Central or Central with South		
Grand Total for Part (C) Total		100				
Weight of the Part C (Firms Optical Fibre Infrastructure with Long Haul Fiber) in Technical Evaluation is 40% and firm's Score will be calculated using following formula						
Firm's Score = Marks Obtained by Firm in Part C/ Total Max. Marks of Part C * 40						
Part D) Maintenance and Operation						
15.	Maintenance and Operation Team (Preferably placed in PERN regional NOCs)	15	15	Maintenance and Operations Team of more than five (05) technical staff members is assigned for each region		
			10	Maintenance and Operations Team from four (04) to five (05) technical staff members is assigned to each region.		
			5	Maintenance and Operation Team from two (02) to three (03) technical staff members is assigned to each region.		
16.	Total Uptime SLA per segment per year	15	15	If proposed uptime is 99.6% and above in SLA		



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

			10	If proposed between 99.6% and 98.50% uptime in SLA	
			5	If proposed less than 98.50%	
	Grand Total for Part-D	30			
Weight of the Part D (Maintenance and Operation) in Technical Evaluation is 20 % and firm's Score will be calculated by following formula					
Firm's Score = Marks Obtained by Firm in Part D/ Total Max. Marks of Part D*20					
Part E) Managed Capacity Services					
17.	Firm Providing Managed Services for Long Haul	15	15	Firm Providing Managed Services via Wired Media in all Regions of Pakistan (or more than three)	
			10	Firm Providing Managed Services via Wired Media in 1-3 Regions	
	Grand Total for Part E	15			
Weight of the Part E (Managed Capacity Services) in Technical Evaluation is 10 % and firm's Score will be calculated by following formula					
Firm's Score = Marks Obtained by Firm in Part E/ Total Max. Marks of Part E *					
FIRM's TOTAL SCORE = Firm's Scores in Part-B + Part-C + Part-D+ Part-E					

FORM -B-2. TECHNICAL AND FINANCIAL EVALUATION CRITERIA (WIRELESS SERVICES)

(To be filled in case of firm is applying for offering wireless connectivity services in metro)

Part A) Mandatory Requirements		To Be Filled by Bidder
S. #	Attributes	Attributes Information on page # of Technical Proposal
1	Income Tax Certificate / GST Certificate	
2	Must have valid PTA license for services offered like LDI, FLL, WLL, etc	
3	Potential bidders for Wireless medium must have installed Wireless Radios not less than 100 units in cities falling in designated regions for which they are submitting response	



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

4	At least three years of relevant experience								
5	Must provide Technical Information Sheet								
6	Must have Completed 3 similar projects.								
7	The minimum applicable SLA for any service will be 99.7% /month								
8	Must have offices in the respective regions for which potential bidder is submitting response								
9	Firm must have minimum Rs. 125 million on annual Turnover for last two (02) years.								
10	Bidder Wireless network must Comply with ITU-T Standard.								
Part B) General Evaluation									
Corporate Profile									
11.	Location of Offices	15	15	Offices in Abbottabad, Islamabad, Karachi, Lahore, Muzaffarabad, Faisalabad, Multan, Hyderabad, Peshawar and Quetta					
			10	Offices in Islamabad, Karachi, Lahore, Faisalabad, Multan, Hyderabad, Peshawar and Quetta					
			7	Offices in Karachi, Lahore and Islamabad					
12.	Technical Staff	15	15	Firm has more than and equal to 100 relevant technical staff resident in Pakistan.					
			10	Firm has 51-99 relevant technical staff resident in Pakistan.					
			7	Firm has 30-50 relevant technical staff resident in Pakistan.					
13.	Financial Strength	10	10	Firm has More than Rs. 500 million annual Turnover for last two (02) years.					
			7	Firm has from Rs. 201 million to Rs. 500 million annual Turnover for last two (02) years.					
			5	Firm has from Rs. 125 million to Rs. 200 million annual Turnover for last two (02) years.					
14.	Company in operation	10	10	01 for each year					
	Sub Total	50							
Relevant Experience									



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

15.	Similar Projects in hand *Number of customers in region wise, provided maximum wireless links	25	Relative Scoring	(No of Projects quoted in bid consideration / Max No of Projects quoted in all bids) x 25	
	Sub Total	25			
Staff Assigned & Capacity					
16.	Link Delivery Time in number of days (Including civil work for tower base, tower erection, equipment installation, Service testing & delivery)	25	Relative Scoring	(No of days quoted in bid under consideration / Min No of days quoted in all bids) x 25	
	Sub Total	25			
	Grand Total	100			
Weight of the Part B (General Evaluation) in Technical Evaluation is 30% and firm's Score will be calculated by the following formula:					
<i>Firm's Score = Marks Obtained by Firm in Part B / Total Max. Marks of Part B * 30</i>					
Part C) Firms Last-mile Wireless Infrastructure					
17.	Wireless Frequency	20	Relative Scoring	Number of frequencies Licensed with firm in respective region / Highest number of frequencies ranges in all bids x 20	
18.	Number of existing towers (already installed) in proposed region	20	Relative Scoring	(No of towers quoted in bid under consideration / Max No of towers quoted in all bids) x 20	
19.	Layer 2 VPN Connectivity (from proposed side to HEC POPs in Islamabad, Lahore, Karachi, etc. over firm network)	20		Capable of providing connectivity through Layer 2 over service provider own network. Supported at operational	



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20.	Maximum Bandwidth that can be delivered over wireless solution as offered by the firm	20	Relative Scoring	(Bandwidth quoted in bid consideration / Max Bandwidth quoted in all bids) x 20	
21.	Maximum P2P distance (KMs) on which LOS is achieved b/w site to over wireless last mile as offered by the firm	20	Relative Scoring	(Distance quoted in bid consideration/ Max distance KMs quoted in all bids) x 20	
Grand Total for Part (C) Total		100			
Weight of the Part C (Firms Optical Fiber Infrastructure with Wireless Last mile) in Technical Evaluation is 40% and firm's Score will be calculated using following formula					
Firm's Score = Marks Obtained by Firm in Part C/ Total Max. Marks of Part C * 40					
Part D) Maintenance and Operation					
22.	Maintenance and Operation Team (Preferably placed in PERN regional NOCs)	15	15	Maintenance and Operations Team of more than five (05) technical staff members is assigned for each region	
			10	Maintenance and Operations Team from four (04) to five (05) technical staff members is assigned to each region.	
			5	Maintenance and Operation Team from two (02) to three (03) technical staff members is assigned to each region.	
23.	Total Uptime SLA per link per year	15	15	If proposed uptime is 99.7% and above in SLA	
			10	If proposed between 99.7% and 98.0% uptime in SLA	
			07	If proposed less than 98.5%	
	Grand Total for Part-D	30			
Weight of the Part D (Maintenance and Operation) in Technical Evaluation is 20 % and firm's Score will be calculated by following formula					
Firm's Score = Marks Obtained by Firm in Part D/ Total Max. Marks of Part D * 20					
Part E) Managed Capacity Services					



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

24.	Firm Providing Managed Services over wireless last mile through their network.	15	15	Firm Providing Managed Services via Wireless Media in all Regions of Pakistan (or more than three)		
			10	Firm Providing Managed Services via Wireless Media in 1 -3 Regions of Pakistan		
	Grand Total for Part E	15				
Weight of the Part E (Managed Capacity Services) in Technical Evaluation is 10 % and firm's Score will be calculated by following formula						
Firm's Score = Marks Obtained by Firm in Part E/ Total Max. Marks of Part E *		10				
FIRM's TOTAL SCORE = Firm's Scores in Part-B + Part-C + Part-D + Part-E						

Qualification Criteria

Firm must obtain minimum 50 % marks in total technical scoring to qualify

FINANCIAL CRITERIA

Firm must have minimum Rs.125 million of annual Turnover for last two (02) years.

*** Note** Bidder must provide the documents in the sequence in Technical Proposal bid as mentioned in this Document. All attachment must have page numbers and in case of any reference to any attached document, page number must be mentioned.
The response document should be submitted after proper binding.



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ANNEXURE I

HEC PoP SITES

Sr #	POP SITES	Region(s)	Coordinates	
1	PU, LHR Air University, ISB	North A	33°42'48.42"N	73° 1'28.66"E
2	Quaid-e-Azam University, ISB		33°44'50.28"N	73° 8'11.34"E
3	HEC, ISB		33°40'24.08"N	73° 3'15.23"E
4	Fatima Jinnah Women University, RWP		33°35'10.59"N	73° 3'52.24"E
5	HEC, Peshawar	North B	33°59'18.30"N	71°26'31.46"E
6	CUI Abbottabad		34°11'51.7"N	73°14'50.0"E
7	HEC, LHR	Central	31°30'38.41"N	74°21'10.40"E
8	GCU, LHR		31°34'29.33"N	74°18'27.03"E
9	UAF, Faisalabad		31°26'0.37"N	73° 4'8.97"E
10	BZU, Multan		30°16'16.12"N	71°30'20.05"E
11	PU, Lahore		31°30'9.98"N	74°18'31.26"E
12	UoS, Sargodha		32°4'27.69"N	72°41'1.92"E
13	BZU, Sahiwal		30°40'46"N	73°5'30"E
14	PU, Gujranwala		32°11'24.22"N	74°9'11.47"E
15	BZU, DG Khan		30°40'27.94"N	73°5'34.60"E
16	IUB, Bahawalpur		29°22'42.35"N	71°45'32.95"E
17	HEC, KHI	South	24°53'17.19"N	67° 3'57.22"E
18	CPSP. KHI		24°50'13.54"N	67° 3'30.72"E
19	KU, KHI		24°55'59.49"N	67° 7'16.10"E
20	BUIITEMS		30°16'8.34"N	66°56'28.38"E
21	SU, Hyderabad		25°25'9.62"N	68°16'18.91"E
22	Quest, Nawabshah		26°14'03.9"N	68°23'08.6"E
23	SMBBMU, Larkana		27°24'07.0"N	68°10'06.6"E
24	IBA, Sukkur		27°43'34.3"N	68°49'10.3"E
25	IBA-IET, Khairpur		27°31'41.4"N	68°45'29.4"E



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Moreover, PERN transmission nodes are available at following cities for direct connectivity of HEIs:

Sr #	City	Sr #	City
1	Sialkot	8	RY Khan
2	Taxila	9	Shikarpur
3	Nowshera	10	Dadu
4	Kohat	11	Pattoki
5	Bannu	12	Okara
6	Mardan	13	Mianwali
7	DI khan		

ANNEXURE II REGION WISE BREAKUP OF CITIES

Region	Cities
North A	Islamabad, Rawalpindi, Taxila, Wah Cantt and other(s)
North B	Abbottabad, Bannu, Chitral, Dera Ismail khan, Dir (Lower), Dir (Upper), Haripur, Havelian, Khanspur, Kohat, Mansehra, Mardan, Nowshera, Peshawar, Swabi, Swat, and other(s)
North C	Kotli, Mirpur, Muzaffarabad, Rawalakot, Skardu, Gilgit Baltistan and other(s)
Central	Attock, Bahawalpur, Bahawalnagar, Chakwal, Depalpur Dera Ghazi Khan, Faisalabad, Gujranwala, Gujrat Jhang, Kamra, Kasur, Lahore, Layyah, Mianwali, Multan Rahimyarkhan, Sahiwal, Sargodha, Sialkot, TobaTek Singh, Vehari and other(s)
South	Dadu ,Ghotki, Hyderabad, Kalat, Karachi, Kech, Khuzdar, Larkana, Lasbela, Loralai, Mithi, Nasirabad, Pishin,Quetta, Sukkur, Tandojam Thatta, Zhob, Turbat, Gwadar and other(s)



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

ANNEXURE III MINIMUM TERMS & CONDITIONS OF POST-QUALIFICATION PROCUREMENT

- a. The bids of future procurement of Wireless and fiber segments, long-haul requirements, to provide connectivity and redundant links (through alternate media/route / path /SP/etc) , and DPLC circuits with payment terms and conditions will be circulated among all the pre-qualified bidders in their respective regions
- b. The prequalified – bidders will submit the proposal to HEC as per HEC requirements of mode, media, service, etc as specified in the subsequent RFPs.
- c. The proposals may be evaluated on the parameters like time, cost, length, etc or as specified in subsequent RFPs.
- d. If there is a discrepancy between unit price and total price in the submitted Quotations as and when asked by HEC from the selected bidders which are obtained by multiplying the unit price and quantity, the unit price shall prevail and total price shall be corrected. If there is a discrepancy between the words and figures, the amount in words shall prevail. If there is a mistake in addition/ totaling, that shall be corrected. If the bidder does not accept the corrected amount of proposal, his quotation shall be rejected.
- e. After the approval of any Work Award, a Contract Agreement (or an Addendum of existing valid Contract Agreement of same project) on the stamp paper worth Rs. 100/- shall be executed by HEC with selected prequalified bidder (i.e. Contractor) within 90 days from the date of issuance of LoI (Letter of Intent) /Work Order.
- f. Contractor will provide a Performance Bank Guarantee (BG) equal to (10%) to ten percent the first-year services (lease/item/segment/capacity) amount at the time of signing of the contract. All invoices will be processed if a valid Bank Guarantee (BG) is submitted. This will be returned to the Contractor after the completion of the one (01) year period after adjusting the SLA penalties (if any). This process of annual billing and provision of BG will be repeated annually for contract tenure years (extendable). In case of advance payment contractor will provide a 100% Bank Guarantee equal to the invoiced amount.
- g. In post prequalification procurement, at the time of RFP, bidder will be asked for earnest money equal to the value specified in the post prequalification contract along with the bid as part of financial proposal. The bid shall not be considered without earnest money.
- h. Earnest money will be forfeited if the selected bidder fails complete the work or to sign the contract agreement with HEC.



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- i. In case of delay, the Executive Director, HEC reserves the right to impose a penalty not exceeding 10% of the total first year contract amount of the respective segment as issued in Work Order/ contract at the rate of 2% for each week of delay in handing over segment(s).
- j. If the Firm/Vendor fails to complete work in its designated Region, the Executive Director, HEC reserves the right to reject it altogether or impose a penalty not exceeding 50% of the total amount of the contract.
- k. If the progress of the work is not to the satisfaction of ED(HEC), the ED(HEC) has the right to cancel the order, get the work done by some other Contractor/Firm and may impose the plenty to first party to pay any amount in excess of the agreed amount, the difference will be recovered from the second party.
- l. At the time of procurement, the payment will be scheduled as per provision. HEC may consider any other alternative arrangement for payments which falls in the legal framework of Government of Pakistan (GoP) at the time of Contract signing with selected bidder.
- m. After the hand-over of all Link(s) in respective region to HEC, Contractor will invoice HEC for a One (01) year period (or biannual basis) starting from the date of hand-over segment/ link. This amount will be paid to Contractor within 30 working days of submission of the invoice, subject to the fulfillment of all necessary documentation. Any delays due to HEC may need to adjust in the date of hand-over the segment/link.
- n. The total yearly payment is subject to the total actual fiber Segment length verified through OTDR traces as part of the acceptance testing process. If the fiber length measured by OTDR (based on existing requirements of HEC only) is greater than the quoted fiber length in BoC (provided by potential bidders) then the quoted fiber length in BoC will be considered.
- o. In the case of Wireless last-mile, the operator will use a licensed frequency band and shall be responsible for the O&M of the equipment/tower, etc installed.
- p. In case of any dispute between the two parties of any matter arising out of after signing the contract agreement, the case shall be referred to Executive Director, HEC whose decision shall be final and binding on both parties.
- q. At the time of commissioning, the Selected Bidder must provide comprehensive documentation of
 - i. In case of metro / long haul fiber - Optical Fiber laid including diagrams, labelling, schematics, and configuration, SOPs, Training and Training Manuals etc.
 - ii. In case of Wireless – SOPs, labeling, and a high-level training to interact with first level support of the vendor



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r. For Maintenance and Operation, the Contractor will be required to sign a Service Level Agreement (SLA) (the potential bidder shall attach a draft SLA as Annex in its Proposal) and the same will be reviewed and amended as per HEC requirements. The SLA shall as a minimum include the following procedures:

s. Helpdesk Availability and Fault Reporting

Selected Bidder will be responsible for end to end management of the link. HEC will report any faults to Contractor Helpdesk, available on 24 x 7 basis, by phone and email. Contractor will provide automated trouble ticket mechanism with escalation levels to report and record the complaints.

t. Response Time at Site

Response time of Contractor's field team at PERN2 site, all days, 24 x 7, will be minimum 2 hours from the time of reporting the fault at Contractor's NOC.

u. Availability / Physical Layer Connectivity

i. For Metro Connectivity / Links

Contractor will ensure guaranteed minimum 99.7% uptime of any single segment/ link.

If outage is more than 29 hours, Contractor will make alternate arrangement to provide connectivity through all means at its disposal and cost on best effort basis (wired or wireless).

Subsequent to each fault, the selected bidder must provide a report on the nature of the fault, the action taken to correct it, and the time to restore service. Should there be more than one fault during any calendar month, a single report covering all faults in that month will be sufficient.

Financial penalties on the Contractor due to non-availability of the network shown in percentage of a monthly charge without discounts must be at least the following: **Table 2: Financial penalties due to non-availability of network**

Network Availability (% of 720 hours)(per month)	Hours (Outage/downtime Per Month) (Accumulative)	Deduction/Penalty (%) of fiber lease cost per month per km for affected links)
100% - 99.7% (Guaranteed uptime)	0 – 2 hrs	0%
<99.7% to 99.2%	>2 – 6 hrs	10%
<99.2% to 98.6%	>6 – 10 hrs	30%
<98.6% to 97.8%	>10 – 16 hrs	50%
<97.8% to 97.2%	>16 – 20 hrs	70%



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<97.2% to 96.7%	>20 – 24 hrs	80%
<96.7% to 96.0%	>24 - 29 hrs	100%
Less than 96%	More than 29 hours	Redundant link on the disposal and cost of vendor

With reference to above table, contractor will ensure guaranteed minimum 99.7% uptime of any single segment/link.

If accumulated or any single outage on a link is more than 29 hours (Network Availability less than 96%) in a month and repeated in any two months in last 12 months cycle, contractor will make alternate arrangement to provide connectivity through all means at its disposal and cost on best effort basis on the primary mode of respective link.

Above is the minimum SLA threshold criteria that would be incorporated in the document and a baseline of what would be shared in subsequent RFP document for Metro connectivity.

ii. For Long Haul Connectivity/ Segments / Links

Contractor will ensure a guaranteed 99.6% uptime for long haul link / segment. In the event of, service levels fall below defined uptime, the following compensation shall be payable:

Monthly Availability (Long Haul Links)	Percentage Rate of Deduction/Penalty (Long Haul)
100 to 99.6	0%
99.0 to 99.5%	10%
98.0 % to 98.9%	20%
97.0 % to 97.9%	30%
96.0 % to 96.9%	50%
95.0% to 95.9%	70%
below 95%	100%

Above is the minimum SLA threshold criteria that would be incorporated in the document and a baseline of what would be shared in subsequent RFP document for Long Haul connectivity.

ABOVE MENTION UPTIME WILL BE CALCULATED ACCUMULATED OVER PERIOD OF ONE MONTH. HOWEVER, IN THE MULTIPLE EVENT ACCORDANCE IN THE SAME MONTH WILL LEAD TO CANCELATION OF ORDER.



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v. Calculation of SLA:

Invoice without calculation of SLA will not be entertained. Contractor will be liable to share SLA 15-days prior to the submitting of the invoice.

Delay in submission of invoice will not cause any obligation to HEC.

W. Furthermore, the terms and conditions will be defined in subsequent RFPs floated post prequalification.

Check-list:

<u>Sr. No</u>	<u>Description</u>	<u>Page #</u>
<u>1</u>	Firms Income Tax Certificate, GST Certificate and Valid Registration Certificate of PEC Registration in Category C-6 or above can participate.	
<u>2</u>	Affidavit (that the firm has not been blacklisted by private, Govt., Semi Govt. and Autonomous Body)	
<u>3</u>	Locations of offices at Rawalpindi / Islamabad	
<u>4</u>	CVs of Dedicated staff	
<u>5</u>	Similar Works experience with documentary proof	



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Section – IV: Application Forms

This Section contains Application Submission Form and other allied forms required to be submitted with the Application.

Application Submission Letter

Date: _____
[insert day, month, and year]

IFP-No. and title: _____
[insert IFP number and title]

To: Assistant Director (IT
Division) PERN,

Higher Education Commission Sector
H-9, Islamabad

We, the undersigned, apply to be prequalified for the referenced IFP and declare that:

- (a) **No reservations:** We have examined and have no reservations to the Prequalification Document, including Addendum(s) No(s), issued in accordance with Instructions to Applicants (ITA) 8;
- (b) **No conflict of interest:** We have no conflict of interest in accordance with ITA 4.4;
- (c) **Eligibility:** We meet the eligibility requirements as stated ITA 4.1, we have not been suspended by the Higher Education Commission (HEC) based on execution of a Bid/Proposal Securing Declaration.;
- (d) **State-owned enterprise or institution:** [select the appropriate option and delete the other]
[We are not a state-owned enterprise or institution] / [We are a state-owned enterprise or institution];
- (e) **Not bound to accept:** We understand that you may cancel the Prequalification process at any time without incurring any liability to the Applicants, in accordance with ITA 26.1. Only those applicants who have been pre-qualified shall be entitled to participate further in the procurement proceedings.
- (f) **True and correct:** All information, statements and description contained in the Application are



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in all respect true, correct and complete to the best of our knowledge and belief.

Signed:

[insert signature(s) of an authorized representative(s) of the Applicant]



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Name: _____

[insert full name of person signing the Application]

In the capacity of: _____

[insert capacity of person signing the Application]

Duly authorized to sign the Application for and on behalf of:

[insert full name of the Applicant or the name of the Authorized person]

Address: _____

[insert street number/town or city/country address]

Dated: _____

[insert date the document is signed i.e. day number] day of [insert month], [insert year]

[For an authorized representative to sign on behalf of the firm, the Authority Letter shall be required]



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Form ELI – 1.1

Applicant Information Form

Date: _____
[insert day, month, and year]

IFP No. and title: _____
[insert IFP number and title]

Page: _____ of
[insert page number] of [insert total number] pages

Applicant's name along with nationality: _____
[insert full name]

Firm Name: _____
[indicate the full name of Firm]

Applicant's actual or intended city & country of registration: _____
[indicate city & country of Constitution]

Applicant's actual or intended year of incorporation: _____
[indicate year of Constitution]

Applicant's legal address [in country of registration]: _____
[insert street/ number/ town or city/ country]

Applicant's authorized representative information:

Name: _____
[insert full name]

Address: _____
[insert street/ number/ town or city/ country]

Telephone/Fax numbers: _____



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[insert telephone/fax numbers, including country and city codes]

E-mail address: _____
[indicate e-mail address]

Website address: _____
[indicate website of the Firm]

The Applicant shall provide evidence that it has the technical capability necessary to perform the Contract:

- Valid PEC registration Certificate in C-6 Category
- Valid NTN Registration certificate;
- Valid Sales Tax Registration number (STRN) & certificate;
- Certificate / documentary evidence showing that the Firm's Name is showing in the Active Tax Payer (ATP) list of FBR;
- Complete company profile including Name, Registered Office, Address, Telephone, Fax and e-mail address and website address, complete contact details of the contact person, details of branch offices and staff details (branch-wise)
- Signed Cover Letter with Official Stamp affixed on it as per the format given above.
- Authority Letter for the appointment of an authorized representative as per the format given above.
- Date of Establishment of business and relevant business experience of at least five (05) years.
- List of Clients in Public Sector showing performance certificate from them along-with the copies of Agreement for verification.
- List of Clients in Private Sector showing performance certificate from them along-with the copies of Agreement for verification.
- Established Office Setup in Islamabad/Rawalpindi.
- Financial Statements/Bank Certificate (last two year)
- Signed Compliance Certificate/undertaking.
- Undertaking as per ITA 11.1 (d):
Applicant must provide an Affidavit on Non-judicial stamp paper of Rs. 100/- stating:
 - i. that the bidder is not-blacklisted by any public sector organization in Pakistan.



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- ii. that the applicant has never been Blacklisted for offence related to fraud, under-invoicing, tax evasion, concealment, money laundering etc.
- iii. that the Higher Education Commission (HEC) reserves the right to reject my application without assigning any reason in case I & my firm is found or purported to be engaged in the aforementioned offenses.



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Form ELI -1.1 (continued)

Applicant Information Form

Date: _____
[insert day, month, year]

IFP No. and title: _____
[insert IFP number and title]

Page: _____ of _____
[insert page number] of [insert total number] pages

1. Title of Business (Firm Full Name): _____

2. Year Established: _____

3. NTN Number: _____

4. Sales Tax Registration Number (STRN): _____

5. Whether the Name of your Firm is available in the Active Tax Payer (ATP) List?

Yes

OR

No

6. Contact person name (**Islamabad / Rawalpindi**): _____

7. Contact person designation (**Islamabad / Rawalpindi**): _____

8. Firm Address in **Islamabad / Rawalpindi**: #: _____

9. Floor: _____ Street: _____

10. Plaza / Area: _____

11. Sector: _____

12. P.O. Box and Mailing Address (**Islamabad / Rawalpindi**): _____

13. Telephone Number Landline (**Islamabad / Rawalpindi**): _____



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14. Mobile Number (**Islamabad / Rawalpindi**): _____
15. Fax Number (**Islamabad / Rawalpindi**): _____
16. E-mail Address (**Islamabad / Rawalpindi**): _____



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Form FIN – 3.1 Financial Situation and Performance

[The following table shall be filled in for the Applicant]

Applicant's Name: _____
[insert full name]

Date: _____
[insert day, month, year]

IFP No. and title: _____
[insert IFP number and title]

Page: _____ of _____
[insert page number] of [insert total number] pages

1. Financial data

Type of Financial information in (currency)	Historic information for previous [insert number] years, [insert in words] (amount in currency, currency, exchange rate*, PKR-equivalent)				
	Year 1	Year 2	Year 3		
Statement of Financial Position (Information from Balance Sheet)					
Total Assets (TA)					
Total Liabilities (TL)					
Total Equity/Net Worth (NW)					
Current Assets (CA)					
Current Liabilities (CL)					
Working Capital (WC)					
Information from Income Statement					



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Type of Financial information in (currency)	Historic information for previous [insert number] years, [insert in words] (amount in currency, currency, exchange rate*, PKR-equivalent)				
Total Revenue (TR)					
Profits Before Taxes (PBT)					
Cash Flow Information					
Cash Flow from Operating Activities					

* Refer ITA 14 for the exchange rate.

2. Financial documents

The Applicant shall provide copies of financial statements for *last three (03) years* pursuant Section III, Qualifications Criteria and Requirements, Sub-factor 3.1. The financial statements shall:

- (a) reflect the financial situation of the Applicant, and not an affiliated entity (such as parent company, group member or Joint Ventures[JV] etc.).
- (b) be independently audited or certified in accordance with local legislation.
- (c) be complete, including all notes to the financial statements.
- (d) correspond to accounting periods already completed and audited.

Attached are copies of financial statements¹ for the *last three (03) years* required above; and complying with the requirements.

¹ If the most recent set of financial statements is for a period earlier than 12 months from the date of Application, the reason for this should be justified.



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Form FIN - 3.2

Average Annual Turnover (Annual Sales Value)

[The following table shall be filled in for the Applicant]

Applicant's Name: _____
[insert full name]

Date: _____
[insert day, month, year]

IFP No. and title: _____
[insert IFP number and title]

Page: _____ of _____
[insert page number] of [insert total number] pages

Annual Turnover Data			
Year <i>[indicate calendar year]</i>	Amount Currency <i>[insert amount and indicate currency]</i>	Exchange rate* (If applicable)	PKR equivalent
		Average Annual Turnover **	

* Refer ITA 14 for date and source of exchange rate.

** Total PKR equivalent for all years divided by the total number of years. See Section III, Qualification Criteria and Requirements, ITA 3.2.



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Form CON – 1

Current Contract Commitments / Contracts in Progress

Name of Contract(s)	Procuring Agency Contact Information [insert address, telephone, fax, e-mail address]	Value of outstanding contracts [current PKR equivalent]	Estimated delivery date	Average monthly invoices over the last six months (PKR/mon.)



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Form EXP – 1

44. Contracts during the last five years:



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Form PER – 1

Historical Contract Non - Performance, and Pending Litigation and Litigation History

[The following table shall be filled in for the Applicant]

Applicant's Name: _____
[insert full name]

Date: _____
[insert day, month, year]

IFP No. and title: _____
[insert IFP number and title]

Page: _____ of _____

[insert page number] of [insert total number] pages

Not debarred due to deviation from commitment of Bid Securing Declaration Not debarred due to non-performance

Year [insert year]	Non-performed portion of contract [insert amount and percentage]	Contract Identification Contract Identification: [indicate complete contract name/number, and any other identification] Name of Procuring Agency: [insert full name] Address of Procuring Agency: [insert street/city/country] Reason(s) for nonperformance: [indicate main reason(s)]	Total Contract Amount (current value, currency, exchange rate and PKR equivalent) [insert amount]

Pending Litigation, in accordance with Section III, Qualification Criteria and Requirements

Pending litigation in accordance with Section III, Qualification Criteria and Requirements, Sub-Factor 2.3 as indicated below.



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Year of dispute [insert year]	Amount in dispute (currency) [insert amount]	Contract Identification Contract Identification: [indicate complete contract name, number, and any other identification] Name of Procuring Agency: [insert full name] Address of Procuring Agency: [insert street/city/country] Matter in dispute: [indicate main issues in dispute] Party who initiated the dispute: [indicate "Procuring Agency" or "Supplier"] Status of dispute: [Indicate if it is being treated by the Adjudicator, under Arbitration or being dealt with by the Judiciary]	Total Contract Amount (currency) PKR Equivalent (exchange rate) [insert amount]
<input type="checkbox"/> No consistent history of court/arbitral award decisions in accordance with Section III, Qualification Criteria and Requirements, Sub-Factor 2.4. <input type="checkbox"/> Consistent history of court/arbitral award decisions in accordance with Section III, Qualification Criteria and Requirements, Sub-Factor 2.4 as indicated below.			



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Year of award [insert year]	Outcome as percentage of Net Worth [insert percentage]	Contract Identification Contract Identification: [indicate complete contract name, number, and any other identification] Name of Procuring Agency: [insert full name] Address of Procuring Agency: [insert street/city/country] Matter in dispute: [indicate main issues in dispute] Party who initiated the dispute: [indicate "Procuring Agency" or "Supplier"] Court/ arbitral award decision: [Indicate if the award decision was against the Applicant]	Total Contract Amount (currency), PKR Equivalent (exchange rate) [insert amount]



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Section – V: Eligible Countries

This Section contains information regarding eligible countries in accordance with the Policy of the Federal Government.

In reference to ITA 5.1, for the information of the Applicants, at the present time, firm(s) from the following countries are excluded from this Prequalification process:

All the applicants are allowed to participate in the subject prequalification without regard to nationality, except applicants of some nationality, prohibited in accordance with policy of the Federal Government. The applicants having nationality from the following countries are prohibited to participate in the procurement process:

- Israel
- India



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**PART 2 –REQUIREMENTS FOR
PROVISION OF Provision of Wired
and Wireless Media Services for PERN
Last-Mile and Long-Haul Connectivity
in the North, Central, and South
Regions of Pakistan**



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Section VI – Scope of Services / Terms of Reference (TORs)

SCHEDULE OF REQUIREMENTS

PROVISIONAL ANNUAL ESTIMATES FOR FIRST YEAR (DESCRIPTION, SPECIFICATIONS AND QUANTITIES)

(NOTE: THESE QUANTITIES MAY VARY IN SUBSEQUENT YEARS BASED UPON REQUIREMENTS)

Scope of Services: -

HEC/PERN requires the provisioning of high-performance, secure, and scalable connectivity for PERN member institutions across Pakistan using Wired (Optical Fiber) / Wireless / Managed Capacity (as per requirement). HEC intends to prequalify the Service Providers for providing services in one or more regions or capable for interconnectivity of multiple regions as per the below details:

- a. Metro and long-haul networks to provide managed capacities, dedicated capacities, last mile connectivity's over Fiber, Ethernet , Shared fiber , GPON / XGPON , Dark fiber , DPLC, Wireless radio network , Microwave , 4G/5G, Fixed Wireless Access (FWA) etc, Optical Transport Networks, DWDM, OTN, Lambda Services, ROADM-based networks, coherent optics (100G–800G), etc.
- b. To provide connectivity segments and redundant links using various last-mile technologies (Wired or Wireless or Managed Capacities), ensuring high availability.
- c. To enable intercity connectivity and support network footprint expansion or the bifurcation or extension of existing network rings using appropriate wired technologies and services such as Dark Fiber, Managed Fiber Capacities, Lambda Services, DWDM, IP/MPLS, and Metro/Long-Haul Optical Transport Systems, along with expansion of the transmission core network as required.
- d. To provide connectivity as required from layer 01 to layer 03, i.e. TDM, Dark fiber, DWDM, VPN, MPLS L2VPNs, MPLS L3VPNs, IP/MPLS, and routed IP services, etc.
- e. To provide allied transmission equipment (DWDM, ROADM, OADM, OLA, SDH, etc.)



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and Optical Switches, Media Converters, SFPs, Patch cords, etc. along with O&M, as required while deploying the segments as required in clause 3a, 3b, 3c or 3d.

- f. To provide interim internet connectivity as required by HEC and Higher Education Institutes (HEIs) including their sub-campuses and affiliated/constituent colleges for coverage of events, conferences, etc. at venues outside HEC or HEIs

For connectivity of Higher Education Institutes (HEIs) with PERN network, PERN POP sites are established across the country, as detailed in this document. Furthermore, PERN also have transmission nodes available in the different cities. The priority for last-mile establishment with PERN network for any HEI is over dark fiber in cities where PERN POP or transmission node is available (dark fiber is acquired on a long-term lease basis). The HEI will be connected over a dark fiber pair in the cities where PERN POP or transmission node exists (unless there are some feasibility challenges). However, in case of HEI connectivity is required in an area where PERN POP or Node is not available, the operator will be asked to provide DPLC / managed capacity through its own transport network i.e. establish last mile between its exchange / POP and HEI over the fiber or wireless medium and extend dedicated service on a point-to-point circuit enabling end-to-end transportation of high capacity transmission speed as per required bandwidth with variety of interfaces ranging from FE, GE, STM-n, 10GE, OTU-n to 100GE, etc, up to PERN designated POP. The operator will provide managed capacity through their nationwide core /metro transport and IP network infrastructure to ensure higher reliable bandwidth (as a layer 2 VPN, IPMPLS, etc). For handing over (delivery) of managed capacity from HEI to PERN POP/Network, operator needs to establish interconnects with major PERN POP sites at HEC Islamabad, HEC RC Karachi, HEC RC Lahore, HEC New DCs Lahore and Karachi. Also, they can establish interconnect with other regional POPs at Faisalabad, Peshawar, Multan, Hyderabad, Sargodha, etc.

Moreover, the Higher Education Commission has a DWDM based long-haul optical transmission network which passes through 50+ cities nationwide. The network currently has 30+ add/drop multiplexer (ADM) sites in respective cities. The transmission network is deployed in a ring topology with multiple rings. HEC plans projects like the expansion of long-haul network/addition of new segments/nodes, bifurcation of existing rings, etc.



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

The selected prequalified bidders will be liable to respond to all the procurement requests floated for segments in their respective regions of pre-qualification.

General Terms of Reference: -

Following general terms & conditions apply on all potential bidders

The potential bidder should be registered with sales Tax and Income Tax Department.

- a. The potential bidder must have already obtained license from concern government authority for the service for which they are participating.
- b. An affidavit to the effect that the firm has not been blacklisted by any Government/semi-Government organization, and there is no litigation against the firm.
- c. Any procurement carried out through this pre-qualification will be liable for Minimum Terms & Conditions of Post-qualification Procurement at Annex-III
- d. HEC reserves the right to accept/reject wholly or partially any response or cancel the pre-qualification process altogether at any stage of the pre-qualification process without assigning any reason.
- e. The decisions of HEC will be binding on all concerned and will in no case be challengeable at any forum or any court of law.
- f. Responses are liable to be rejected if; they are not conforming to the terms, conditions and specifications stipulated in this pre-qualification document.
- g. Bidders are required to submit a signed copy of Compliance Certificate as in Annex-IV while affixing official stamp on it.
- h. During the examination, evaluation, and comparison of the responses, the HEC, at its sole discretion, may ask the bidder for clarifications of its response.
- i. Responses submitted via email or fax will not be entertained
- j. All potential bidders shall provide a certificate from their bank certifying their sound financial position from the bank or any appropriate documentary proof (e.g. Annual Audit Report), showing their financial strength.
- k. All potential bidders indemnify HEC against all third-party claims of infringement of patent trademark, industrial design rights arising from use of the goods of any part thereof in Pakistan.



Prequalification of Firms for the Provision of Wired and Wireless Media Services for PERN Last-Mile and Long-Haul Connectivity in the North, Central, and South Regions of Pakistan

1. For any future procurement the bidder will be liable General Terms and Conditions (Annexure III).
- m. The term for Prequalification would be three (03) Years.
- n. Incomplete and conditional responses will not be entertained.