

TENDER DOCUMENTS FOR

Renewal

Of

Firewall License

**Sophos XGS-2100
Standard Protection
in Active-Passive mode**

Tender Inquiry No. APPC-IT/5-2026

**Associated Press of Pakistan
Corporation**

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(These Bidding Documents contain 23 pages)

GENERAL

Introduction

The Associated Press of Pakistan Corporation (APPC) has come a long way since its inception, from being a text-only news service to its gradual transformation into a modern news service provider.

Serving the nation since 1947 by providing an accurate, objective, uninterrupted flow of news to the people, the national news service is pursuing a comprehensive strategy to transform the existing news operations into a forward-looking service – APPC Digital for its diverse subscriber-base and the public.

The APPC Digital News strives to serve as a rich online source of information for latest news, reports, analytic write-ups on Pakistan, and events and issues of regional and international importance. All APPC services are being made available on a range of digital platforms.

Adhering to the guiding principles, as per its Charter, the Associated Press of Pakistan, aims at providing authentic news content through its multiple platforms within the shortest possible time, to the widest possible audience. The regular APPC news service provides content in English and Urdu. It also has translation services in Chinese, Arabic, Sindhi, Siraiki, Pashto, Balochi, and Brahvi languages. APPC releases its news, photos and videos to subscribers through FTP; and these include national and international news dailies, news channels, foreign wire services and business houses. Its web portal and social media platforms, provide select news for the masses. With headquarters in Islamabad, APPC has nine bureaus and seven stations.

1. Scope of Bid:

APPC intends to invite sealed bids for the renewal of firewall Sophos XGS-2100 license standard protection in Active-Passive mode for the period of 3 years. The detailed scope of work (specifications) is attached at **Annexure-A**. A bidder or firm who is blacklisted by any government organization or in litigation with APPC, will not be eligible to participate in the bidding/procurement process

2. Cost of Bidding:

The Bidder will bear all costs associated with the preparation and submission of its bid, and APPC will in no case be responsible or liable for those costs.

Bidding Documents

3. Contents of Bidding Documents:

Bidders are expected to examine all instructions, forms, terms, specifications, and other information in the Bidding Documents. Failure to furnish all information required by the Bidding Documents or submission of a bid not substantially responsive to the Bidding Documents in every respect will be at the Bidder's risk and may result in the rejection of its bid.

4. Amendment of Bidding Documents:

At any time prior to the deadline for submission of bids, the APPC may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Bidder, amend the Bidding Documents. Later amendments on the same subject modify or replace earlier ones.

Amendments will be provided in the form of Addenda to the Bidding Documents, which will be sent in writing to all prospective Bidders via email & the bidders will make amendments as part of their technical as well as financial proposal as per PPRA Rule 2004 clause 23 sub clause (3). Addenda will be binding on Bidders, Bidders are required immediately acknowledge receipt of any such Addenda. It will be assumed that the Bidder in its bid will have taken the amendments contained in such Addenda into account.

In order to offer prospective Bidders reasonable time in which to consider the amendment in preparing their bids, the APPC may, at its discretion, extend the deadline for the submission of bids consistent with provision of Rule PPRA-2004 Clause # 27.

Preparation of Bids

5. Bid Prices:

The Contract will be for renewal of firewall Sophos XGS-2100 license as described in Financial Proposal and the bidder will fill in rates and prices for all items of the required service accordingly. The Price quoted would be inclusive of all taxes levied by the local Authority/ Provincial Government/ Federal Government & international agencies at the time of submission of bids. Any subsequent change in applicable direct/ indirect taxes/ duties levied by the government will accordingly be adjusted.

Submission of Bids

6. Deadline for Submission of Bids:

- i. Bids must be received at the address specified in Bid Data Sheet not later than the time and date specified in the Bid Data Sheet.
- ii. APPC may extend the deadline for submission of bids by issuing an amendment, in which case all rights and obligations of the Company and the bidders previously subject to the original deadline will then be subject to the new deadline.

7. Late Bid:

Any Bid received after the deadline will be returned unopened to the Bidder.

Bids Opening and Evaluation

8. Bids Opening:

The APPC will open all bids, using EPADS system representatives who choose to attend, at the time, on the date and at the place specified in the Bid Data Sheet & published in tender notice. Bidders' representatives will sign an attendance sheet as proof of their attendance.

9. Correction of Errors:

The APPC tender opening committee will check bids for any arithmetic errors, which are determined to be substantially responsive. The APPC on the following basis will rectify arithmetical errors: If there is a discrepancy between unit prices and the total price that is obtained by multiplying the unit price and quantity, the unit price will prevail, and the total price will be corrected; if there is a discrepancy between the amounts in figures and in words, the amount in words will prevail. The amount stated in the Bid will be adjusted by the APPC, in accordance with the above procedure for the correction of errors and, with the concurrence of the Bidder, will be considered as binding upon the Bidder.

The price/prices not mentioned against the services/goods in the financial proposal of any bidder than it will be considered as included in total prices and bidder will not be allowed to inter prices against the services/goods kept blanked. Any optional services/goods mentioned in proposal will be discretion of tender committee to consider or reject while preparing comparative statement. The services which are additional but not mentioned as optional will be considered included in the quotation and the comparative statement will be prepared accordingly, while bidders are not allowed for arguments in such cases. If the Bidder does not accept the corrected amount in the light of above stated procedure, the Bid will be rejected, and the Bid Security may be forfeited

10. Evaluation of Bids:

The bids will be evaluated in terms of Rule 36-(b) of PPRA Rules. i.e., Single Stage - Two Envelope procedure. Bids will be evaluated in detail on compliance based method as per **Annexure - A, B, C, D, E, F, G, H & I**, of Technical Proposal. Bidders must ensure to comply all the fields given in **Annexure- A, B, C, D, E, F, G, H & I**, if a bidder is unable to comply in any of the given field, the proposal will be disqualified for further processing. The Financial Proposal of firms technically compliance & dully Qualified by committee will only be opened.

11. Client References:

The bidder must mention the names and contact details of client references on prescribed format (Annexure-E) who shall be able to provide information about services rendered by the firm.

12. Availability of Professional Staff/ Experts:

Having selected, the bidder based on, among other things, evaluation of proposed professional/certified staff, the APPC expects to get the contract executed by the professional staff named in the proposal. APPC will require assurance that the professional staff will be actually available. APPC will not consider substitutions during contract unless both parties agree that undue delay in the selection process makes such substitution unavoidable or for reasons such as death or medical incapacity. If this is not the case and if it is established that professional staff were offered in the proposal without confirming their availability, the Bidder may be disqualified. Any proposed substitute will have equivalent or better qualifications and experience than the original candidate and his/her name be submitted by the Bidder within a reasonable time without affecting the deliverable timelines.

13. Bid Security:

All bidders are required to submit an amount of bid security with financial proposal @ 2% of total Amount of the financial proposal or estimated cost, as per the given financial proposal format, in the form of CDR in favor of Associated Press of Pakistan Corporation, No bid will be considered as valid unless the Bid Security accompanies it, No interest will be payable by the APPC on this deposit. Bid Security will be refundable on completion of bidding process.

14. Performance Guarantee:

Performance Guarantee shall be provided by the successful bidder within ten working days after receipt of LOI & before signing of agreement with APPC, The successful Bidder shall furnish the performance guarantee in the form of performance/bank guaranty @10% of the total contract amount.

If the bidder unable to deliver the goods/license (in 4 week) or becomes defaulter/insolvent or deviates from any other obligation then his performance security will be forfeited.

If services are provided then for the entire contract period, performance security will be retained to ensure satisfactory performance.

Award Criteria

15. Award Criteria:

The contract will be awarded to the successful bidder whose bid has been found technically & financially compliant, and emerged as lowest bid.

16. APPC's Right to Reject All the Bids:

The APPC reserves the right to annul the bidding process and reject all bids at any time prior to award of contract as described in **PPRA Rule 2004 clause 33**.

17. Payment Terms:

17.1 Payments will be made by APPC against the invoice/s raised along with performance certificate (PAC) obtain from the End user (APPC IT WING) through Incharge IT Wing after one month satisfactory report, There will be no Advance/Mobilization.

17.2 Payment of contract price shall be made in completion of the task obtaining satisfactory performance report as stated above, initiated after 30 days on issuance of PAC by the end user.

17.3 All the payments shall be made through cross Cheque in Pak Rupees.

17.4 Taxes will be deducted as per government rules at the time of payment.

18. Code of Conduct: It is the APPC's policy to require that Service Providers, Suppliers, and Contractor under APPC's-financed contracts, observe the highest standard of ethics during the procurement and execution of such contracts. **Under Rule 19 of PPRA-2004**, the APPC can blacklist bidders found to be indulging in corrupt or fraudulent practices. Such barring action will be duly publicized and communicated to the PPRA & other public sector departments.

19. Bid Data Sheet

The following specific data for services to be acquired will complement, supplement or amend the provisions in the Instructions to Bidders (ITB). Whenever there is a conflict, the provisions herein will prevail over ITB

- i. Bidder/Firm, who is black listed by any government organization or in litigation with APPC will not be eligible to participate in the bidding/procurement process
- ii. The bids will be evaluated in terms of clause 36-(b) of PPRA Rules 2004, i.e., Single Stage - Two Envelope procedure. Bids will be evaluated in detail on compliance based method as per **Annexure - A, B, C, D, E, F, G, H & I**, of the proposal. Bidders must ensure compliance to all the fields given in the Annexures. If a Bidder is unable to comply in any of the given field, their proposal will be disqualified for further processing. The financial proposal of technically compliant firm will only be opened.
- iii. The period of Bid validity will be 90 (Ninety) days after opening of the Bids. The delivery time is 4 week after acceptance of LOI
- iv. All bidders are required to submit amount of bid security enclosed in financial proposal @ 2% of the bid price (Total Amount) or estimated price.
- v. Within three working days of the receipt of LOI, the successful bidder is bound to respond. If agreed with the terms of LOI he shall provide performance/bank guaranty @ 10% of total bid value, to **Chairman/Chairperson Purchase Committee** APPC HQ, Zero Point, G-7/1 Islamabad. The contract will be awarded to the successful bidder on provision of performance/bank guaranty @ 10% of the total contract amount.
- vi. Bidders have to submit bids with Complete Requirements. Late/ incomplete and Conditional bids will not be entertained, Bids submitted without signed Bid Form of an authorized nominee of the bidder may be rejected, Bids with material deviation, exception, objection, conditionality or reservation will be rejected. Bids submitted late will be rejected.
- vii. The requisite documents must be submitted through **EPADS** on or before **(14 May 2026 at 14:00 hrs)**. The technical bid will be opened on the same day by using EPADS at **14:30 hrs**. In terms of Rule 48 of PPRA Rules, 2004. Grievance Redressal Committee (GRC) is constituted for subject procurement.

Annexure -A

SCOPE OF WORK/SPECIFICATIONS

S. No.	Description/Specification	Qty	Term
1	Renewal of Firewall License Sophos XGS-2100 standard protection in Active-Passive mode	1	3 Years

Technical Proposal

TENDER DOCUMENTS FOR

Renewal

Of

Firewall License: Sophos XGS-2100

Standard protection in Active-Passive mode

Tender Inquiry No. APPC-IT/5-2026

**Associated Press of Pakistan
Corporation**

Bid Form

(To be printed on bidder's letterhead)

Dated: _____

The Managing Director,
Associated Press of Pakistan Corporation,
18 Mauve Area, Zero Point,
G-7/1, Islamabad.

Subject: Technical Proposal for Renewal of Firewall License Sophos XGS-2100.

Dear Sir,

Having examined the bidding documents, the receipt of which is hereby duly acknowledged, we the undersigned, offer to supply and deliver the required item or services in conformity with the said bidding documents as may be ascertained in accordance with the Technical Proposal and Schedule of Prices attached herewith and made part of this Bid.

We undertake, if our Bid is accepted, to deliver the services in accordance with the schedule specified in the Technical Requirements and Specifications We agree to abide by this Bid for a period of 90 (Ninety Days) from the date fixed for Bid opening on **14-05-2026** and it shall remain binding upon us and may be accepted at any time before the expiration of that period.

If the Bid is accepted then until a formal Contract is prepared and executed, this Bid, together with your written acceptance thereof and your notification of award, shall constitute a binding Contract between us.

We understand that you are not bound to accept the lowest or any bid you may receive.

Dated this _____ day of _____ 2026.

[Seal & signature]

[in the capacity of]

Duly authorized to sign Bid for and on behalf of.....

List of Mandatory Documents for Eligibility

S #.	Documents.	Validity
1	Certificate of Company/Firm Registration/Incorporation under the laws of Pakistan with minimum five years of Relevant Experience	Valid certificate from concerned regulator/ authority required.
2	Registration of NTN with Federal Board of Revenue (FBR) and having Active Tax Payer status.	
3	Registration of General Sales Tax (GST) with Federal Board of Revenue (FBR) and having Active Tax Payer status.	
4	The bidder should have fully operational office/ Head office Pakistan.	
5	Affidavit that firm is not Blacklisted and not involved in any illegal activity or litigation in Pakistan and with APPC.	
6	Authorized partners of OEM (Distributors, Resellers or Authorized Letter from mentioned Partners).	Valid Authorization Certificate
7	Proof of similar completed projects for the last five years.	Completion Certificates
8	Bidder has technical capabilities to provide support services / assistance during active period of Contract.	Team List with relevant training /Certification
9	Compliance/ Data sheet shall be provided. Unless the submission of the same, bid shall be considered rejected straight away.	Compliance Sheet & Data Sheets
10	Audit Report for last two financial years	Audit Report

QUALIFICATION/ELIGIBILITY CRITERIA

The following criteria shall be used for technical evaluation of the bidders. Partially compliance will be rejected.

No.	Description	Marks
01	Experience in firewalls From 1 to 3 years = 10 Marks From 3 to 7 years = 15 Marks Above 7 years = 25 Marks	25
02	Clientage Number of Clients < 250 = 5 Mark Number of Clients > 250 = 10 Mark Number of Client > 500 = 15 Mark	15
03	Past/Current Performance: i. Does the bidder have a good track record in conducting similar work as the scope of work as demonstrated by list of at least three (3) ongoing projects? - 10 Marks ii. Are the bidder's hardware, software and licenses current and fully updated? -- 10 Marks iii. Does the bidder have a Certified and experienced technical team in Sophos and Ruckus? - 10	30
04	Business Volume Annual Turnover > 50M = 15 Marks Annual Turnover > 70M = 30 Marks	30
Total Marks		100

Bidders shall be required to obtain 70 marks on overall basis to qualify technical evaluation.

The Evaluation Team will apply the following guidelines in awarding marks, with interpolation between these defined points where necessary to reflect their analysis.

% Score	Evaluation Committee analysis
0%	Little or no information provided, and therefore no analysis possible
20%	Information provision contains a major lacuna, and analysis of the information shows that there is a significant deficiency against the project's requirements.
40%	Information provision contains a major lacuna; or analysis of adequate information shows that there is a serious deficiency against the project's requirements.

60%	Information provision is adequate to permit full analysis, but shows that there is a significant deficiency against the project's requirements.
80%	Information provision is adequate to permit full analysis, but shows that there are some minor deficiencies against the project's requirements.
100%	Information provision is adequate to permit full analysis, and shows that that the bid is adequate to meet the project's requirements

The weightage of the marks obtained in the above criteria shall be eighty percent (80%) and will be calculated as under:

$$A = (\text{Marks Obtained out of 100}) \times 0.8$$

Financial Evaluation:

The financial proposals of the technically qualified bidders shall be evaluated as per the below criteria:

$$B = [100 \times (\text{Lowest Financial Proposal Value} / \text{Financial Proposal Value to be evaluated})] \times 0.2$$

Final Score:

Final Score shall be calculated as per the following formula:

$$\text{Final Score} = A + B$$

The contract will be awarded to the bidder obtaining highest Final Score (most advantageous bid).

Annexure-E

Client References

Client Name.....

Contact Person with email Address and Contact Number.....

Organization/Industry.....

Deliverable items.....

Any Comments.....

Integrity Pact

[Bidder Name] hereby declares that it has not obtained or induced the procurement of any contract, right, interest, privilege or other obligation or benefit from Government of Pakistan (GoP) or any administrative subdivision or agency thereof or any other entity owned or controlled by it (GoP) through any corrupt business practice.

Without limiting the generality of the foregoing, [Bidder Name] represents and warrants that it has fully declared the brokerage, commission, fees etc. paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside Pakistan either directly or indirectly through any natural or juridical person, including its affiliate, agent, associate, broker, consultant, director, promoter, shareholder, sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback, whether described as consultation fee or otherwise, with the object of obtaining or inducing the procurement of a contract, right, interest, privilege or other obligation or benefit in whatsoever form APPC, except that which has been expressly declared pursuant hereto

[Bidder Name] certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with GoP and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

[Bidder Name] accepts full responsibility and strict liability for making any false declaration, not making full disclosure, misrepresenting facts or taking any action likely to defeat the purpose of this declaration, representation and warranty. It agrees that any contract, right, interest, privilege or other obligation or benefit obtained or procured as aforesaid shall, without prejudice to any other right and remedies available to APPC/GoP under any law, contract or other instrument, be voidable at the option of APPC/GoP.

Notwithstanding any rights and remedies exercised by APPC in this regard, [Bidder Name] agrees to indemnify APPC for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to APPC in an amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by [the Bidder] as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever form from APPC.

For and on behalf of: _____

Signature: _____

Name: _____

Non-Disclosure Agreement

1. This Non-Disclosure Agreement exists between [successful Bidder] (hereinafter referred to as "RECIPIENT") and Pakistan Broadcasting Corporation
2. This agreement serves to protect confidential information develop and owned by APPC which will be used by the bidder from the Work order till during the contract/SLA period under the following terms
3. "Confidential Information" means any information directly or indirectly concerning, or related to the: Information about the activities of the APPC.
4. Information about the above mentioned categories in Project by APPC, including but not limited to: Policies, Procedures, Business, Rules, Validation, Checks, all project related information Process followed etc.
5. Information about APPC, above-mentioned categories of this project as per RFP
6. Any other information the recipient having obtained from APPC deliberately or otherwise during the course if this exercise.
7. Confidential Information and Intellectual Property may be Oral, written, electronic or other machine-readable form.
8. Translated from the original, modified, updated, or altered Originated or obtained by APPC.
9. Recipient shall protect the disclosed Confidential Information by using the same degree of care to prevent the unauthorized use, dissemination or publication of the Confidential Information as the recipient uses to protect its own Confidential Information of a similar nature.
10. Recipient must ensure the secure custody of the Confidential Information and must take all reasonable precautions to prevent the access, use or disclosure of this information by third parties.
11. Recipient shall not disclose or attempt to disclose any Confidential Information to any person or entity other than its consultants and legal advisors who need access to such Confidential Information, and shall assure that all such persons treat the Confidential Information in accordance with all of the terms hereof.
12. Recipient shall not make or take any copies of Confidential Information, unless previously approved by Disclosure
13. Recipient shall not use or attempt to use any of the Confidential Information for his/her own benefit or for the benefit of any other person or entity
14. Recipient shall not be authorized to use or process the Confidential Information upon the date that his/her services to APPC are completed or terminated.
15. Recipient shall promptly return the Confidential Information, or certify in writing to the complete destruction thereof, as directed by APPC in writing
16. The laws of Pakistan shall govern the interpretation and enforcement of this Agreement.
17. Recipient shall be bound by conditions until released in writing by APPC.

Agreed to and Accepted by APPC

(Signature of "Authorized Representative" of bidder)

(APPC)

Financial Proposal

For

Tender for Renewal

Of

**Firewall License: Sophos XGS-2100
standard protection**

in Active-Passive mode

Tender Inquiry No. APPC-IT/5-2026

**Associated Press of Pakistan Corporation
18 Mauve Area, G -7/1, Zero Point,
Islamabad**

Bid Form

(To be printed on bidder's letterhead)

Dated:

The Manager Director,
Associated Press of Pakistan Corporation,
18 Mauve Area, G-7/1, Zero Point,
Islamabad.

Subject: Technical Proposal for Renewal of Firewall License Sophos XGS-2100.

Dear Sir,

Having examined the bidding documents, the receipt of which is hereby duly acknowledged, we the undersigned, offer to supply and deliver the required item or services in conformity with the said bidding documents as may be ascertained in accordance with the Technical Proposal and Schedule of Prices attached herewith and made part of this Bid.

We undertake, if our Bid is accepted, to deliver the services in accordance with the schedule specified in the Technical Requirements and Specifications.

We agree to abide by this Bid for a period of 90 (Ninety Days) from the date fixed for Bid opening and it shall remain binding upon us and may be accepted at any time before the expiration of that period.

If the Bid is accepted then until a formal Contract is prepared and executed, this Bid, together with your written acceptance thereof and your notification of award, shall constitute a binding Contract between us.

We understand that you are not bound to accept the lowest or any bid you may receive.

Dated this _____ day of _____ 2026

[Seal & signature]

[In the capacity of]

Duly authorized to sign Bid for and on behalf of _____

Financial Proposal**Price Schedule****Bill of Quantities/Specifications****To Secure Data Center / Infrastructure**

Sr. No	Description/Specifications	Total Annual Amount Including all taxes
1.	Firewall License Sophos XGS-2100 standard protection in Active-Passive mode 3 years	

Grand Total in Words: _____

Bid Security @ 2% of Grand Total: _____.

Mandatory List of Documents Checklist.

S #.	Documents.	Yes/No
1	Certificate of Company/Firm Registration/Incorporation under the laws of Pakistan with minimum five years of Relevant Experience	
2	Registration of NTN with Federal Board of Revenue (FBR) and having Active Tax Payer status.	
3	Registration of General Sales Tax (GST) with Federal Board of Revenue (FBR) and having Active Tax Payer status.	
4	The bidder should have fully operational office/ Head office Pakistan.	
5	Affidavit that firm is not Blacklisted and not involved in any illegal activity or litigation in Pakistan or with APPC.	
6	Authorized partners of OEM (Distributors, Resellers or Authorized Letter from mentioned Partners).	
7	Proof of similar completed projects for the last five years.	
8	Bidder has technical capabilities to provide support services / assistance during active period of Contract.	
9	Compliance/ Data sheet shall be provided. Unless the submission of the same, bid shall be considered rejected straight away.	
10	Audit Report for last two financial years	

Contact Details:

Authorized Signature: _____

Name and Title of Signatory: _____

Name of Bidder: _____

Address: _____

Contact No. _____

Terms & Conditions for Renewal of Firewall License: Sophos XGS-2100

1. The bidder should be a company/firm having legal presence in Pakistan.
2. A bidder can submit only one bid with one proposed solution as multiple bids and offers of multiple alternative solutions shall not be considered. Only 1st solution will be considered for financial comparison statement.
3. The bidder must quote price in PAK rupees.
4. Must be active and registered national Taxing agencies (Sales Tax Registration Number (STRN) & National Tax Number NTN) & bidder will submit last financial year's audited financial report.
5. APPC has the rights to add, enhance or remove any functionality not disturbing the major scope of work.
6. The contract for renewal of firewall license may be extended further on the following terms and conditions:
 - 6.1 Services will be extended on the basis of satisfactory performance.
 - 6.2 specifications and terms & conditions will be same.
 - 6.3 Invoice amount will be adjusted with mutual consent as per PPRA rules.
 - 6.4 Payment will be made on yearly basis.
7. The successful bidder will undertake to provide the agreed services approved by APPC, within the approved time frame from the date of signing the agreement.
8. The successful bidder will execute an agreement with APPC on the same terms & conditions (as per bidding documents & quotation of successful bidder) for three years.
9. If the quality of work done is not made to the satisfaction of APPC, the APPC has right to Cancel the entire work/ agreement.
10. The Government taxes will be deducted from the Contractor as per rules.
11. The requisite documents must be submitted through EPADS on or before (14 May, 2026 at 1400 hrs.). The bids) will be opened on the same day by using EPADS at 1430 hrs. In terms of Rule 48 of PPRA Rules, 2004. Grievance Redressal Committee (GRC) is constituted for subject procurement.