



FOR HIRING CONSULTING SERVICES FOR ESTABLISHMENT OF 50 MWs  
WIND POWER PROJECT BY SINDH RENEWABLE ENERGY COMPANY  
GOVERNMENT OF SINDH

**REQUEST FOR STATEMENT OF QUALIFICATIONS**

# REQUEST FOR STATEMENT OF QUALIFICATIONS (RSOQ)

## FOR HIRING CONSULTING SERVICES FOR ESTABLISHMENT OF 50 MWs WIND POWER PROJECT BY SINDH RENEWABLE ENERGY COMPANY, GOVERNMENT OF SINDH

### 1. GENERAL

---

Sindh is blessed with a most precious Wind Corridor, which as per estimates can generate electricity up to 50,000 MW. To tap this tremendous potential Government of Sindh is taking a lead role in the overall national interest for overcoming the current Energy Crisis and also to develop an in house capability for participating in the use of valuable renewable resources.

The Government of Sindh (GoS) Investment Department is accordingly seeking services of a consulting firm in Pakistan for establishment of 50 MWs Wind Power Project by Sindh Renewable Energy Company and the scope of Work of consultant will include:

- (i) Providing Technical Assistance to Sind Renewable Energy Company (SREC) for establishment of 50 MWs Wind Power Project in Thatta.
- (ii) Preparation of Pre-Feasibility and detailed Feasibility study of the proposed project.
- (iii) Carrying out all the studies included but not limited to topographical survey, Wind Data collection, Grid Study, Micro-siting, EIA, tariff application, Load flow study etc, through third party at the actual cost.
- (iv) Assisting SREC in submission and approval of all the documents/studies from all the government and non-government organization

Sindh Board of Investment invites SOQ for appointment of a Consulting Firm/Consortium possessing the required technical know- how, certification from national and international agencies and the relevant experience. EOI should comprise detailed profile of the consulting firm, sector related and project related experience, list and detail of comparable projects completed and / or in process including consultancy cost; details of technical manpower who can undertaking various components relating to the feasibility.

- (a) Interested firms/consortia are required to submit a Statement of Qualification (“SOQ”) in the form and manner set out herein to the GOS by 19<sup>th</sup> September, 2012 (the “Due Date”).
- (b) Information provided in the SOQs will be used by the GOS exclusively to evaluate the suitability of the Consulting firm. All the relevant certification, license to carry out these kind of specialized works and certification to operate the relevant software shall be included. Only such firms as are pre-qualified by the GOS after such evaluation may be issued Request for Proposal (“RFP”) (defined in Section 6 below) for the purposes of participating in the subsequent bidding for providing the Consulting Services.

- (c) Notwithstanding anything contained in this Request for Statement of Qualifications (“RSOQ”), receipt of the SOQ from the firms is not and should not be considered as a commitment by the GOS to engage any consulting firm.

## 2. PRE-QUALIFICATION

---

### 2.1 *Eligibility Requirements*

In order to be pre-qualified by the GOS, the firm/ consortium must fulfill the following eligibility requirements:

- A. The firm/consortium must have the past experience of under taking Project of Establishment of Wind Farm Projects preferably in Pakistan in the Wind Corridor of Sindh province.
- B. Must have past experience of developing, executing and establishing the Wind Power Projects of such magnitude. Experience of such projects in Sindh would be a huge plus.
- C. Must have the relevant certification, license to carry out these kind of specialized works and certification/expertise to operate the Wind Energy relevant software.
- D. Past experience of working on preparation of project feasibilities and carrying out all the relevant field studies for the establishment of Wind Farm to the satisfaction of the international certifying agencies (RISO) and also national government and non-governmental agencies. (Necessary certificates of satisfactory performance from each Developer (of Wind Farm) must be included as mandatory part of RSoQ)

2.1(a) Selection Criteria

Sr. No	Description	Sub-Marks	Marks
<b>1</b>	<b>Specific Experience</b>		<b>50</b>
	<p>a) Experience for Preparation of feasibility of such projects (Include certificates of satisfactory completion by Project Developer):</p> <ul style="list-style-type: none"> <li>• One to Two Projects : 07 Marks</li> <li>• Three to Five Projects: 15 Marks</li> <li>• More then Five Projects : 25 Marks</li> </ul>	25	
	<p>b) Experience of carrying out all the field studies to the satisfaction of International and national certifying agencies (Certificates of each project to be included):</p> <ul style="list-style-type: none"> <li>• One to Two Projects : 05 Marks</li> <li>• Three to Five Projects: 10 Marks</li> <li>• More then Five Projects : 15 Marks</li> </ul>	15	
	<p>c) Experience of Developing/Executing Renewable Energy Projects (Preferably in Sindh)</p> <ul style="list-style-type: none"> <li>• One Project : 05 Marks</li> <li>• Two Projects: 07 Marks</li> <li>• More then Two Projects : 10 Marks</li> </ul>	10	
<b>2</b>	<b>Qualification</b>		<b>40</b>
	<p>a) Renewable Energy Expert (Masters in Engineering with International Wind Certifications)</p> <ul style="list-style-type: none"> <li>• Two to Five Year Experience 05 Marks</li> <li>• Six to 10 Year Experience 10 Marks</li> <li>• More then 10 Year Experience 20 Marks</li> </ul>	20	
	<p>b) Power Expert (Electrical/Mechanical Engineer with experience of managing IPPs)</p> <ul style="list-style-type: none"> <li>• Two to Five Year Experience 05 Marks</li> <li>• Six to 10 Year Experience 07 Marks</li> <li>• More then 10 Year Experience 10 Marks</li> </ul>	10	
	<p>c) Project Manager (Experience in Execution of Wind Farm Project)</p> <ul style="list-style-type: none"> <li>• Two to Five Year Experience 05 Marks</li> <li>• Six to 10 Year Experience 07 Marks</li> <li>• More then 10 Year Experience 10 Marks</li> </ul>	10	

	<b>(Certificates of Satisfactory performance in each project completed or executed by the staff will ascertain the genuineness of Experience shown)</b>		
<b>4</b>	<b>Financial Capability ( Average annual turn over of the organization during last three year, duly certified)</b>		<b>5</b>
	Rs. 10 Million to 15 Million More then Rs. 15 Million	2 5	
<b>5</b>	<b>Any Other Factor that consultant may feel deem relevant to assignment</b>		<b>5</b>
	<b>TOTAL</b>		<b>100</b>
<b>Minimum Qualifying Score 60 Marks</b>			
<b>Evaluation Criteria= QCBS Method</b>			

## *2.2 Basis for Disqualification*

The following may be reasons for disqualification of a Consulting firm by the GOS at any time/stage:

- (a) If the firm fails to submit the required support documentation along with the SOQ by the Due Date.
- (b) Misrepresentation, withholding or concealment of information in the SOQ by the firm.
- (c) If the firm fails to disclose or provide any additional information as may be required by the GOS.
- (d) If the GOS determines that the firm is prohibited from doing business with the GOS on grounds which may include but not limited to past track record, public policy or national interest.
- (e) If the GOS determines during evaluation that the firm (in its sole discretion) will be unable to satisfactorily provide the Consulting Services (including as a consequence of any conflict of interest).

## *2.3 Discretion of the GOS*

Notwithstanding anything contained herein, the GOS may at its discretion reject any or all SOQs, temporarily halt the process or annul the same at any time/stage without assigning any reason or incurring any liability whatsoever.

## 3. MANDATORY CONTENTS OF SOQ

Each SOQ shall include the following sections:

- Methodology

- Capability and Experience
- Conflict of Interest

### *3.1 Methodology*

GoS will seek the methodology from the shortlisted firms at the time of submission of RFP. This document will lay the scope of services and participating firm/consortium is required to submit its capability information together with brief overview of how the assignment will be undertaken.

### *3.2 Capability and Experience*

This section of the SOQ shall include the following information of the firm/consortium:

- (a) Name of each employee working full time at the firm together with his/her academic qualification and years of experience.
- (b) Resume of at least three (3) persons who would be involved in provision of the Consulting Services together with their expertise and experience, demonstrating their capability to provide the Services (including relevant experience).
- (c) Profile of legal firm associated with the firm or Resume in case of legal advisor.
- (d) Identity of the partner who will be responsible for the Consulting Services (“Responsible Partner”).

### *3.3 Conflict of Interest*

This Conflict of Interest section shall include information regarding any conflict of interest that a firm has in representing GOS.

## **4. SUBMISSIONS OF SOQS**

---

### *4.1 Timing, Number of Copies and Filing Requirements*

A firm/consortium must submit original three copies of its SOQs not later than 1400 hrs Pakistan Standard Time on or prior to the Due Date to the GOS at the following address:

Director Administration  
Sindh Board of Investment  
Block-B first Floor,  
FTC Building Shakra-e-Faisal  
Karachi Tel: 021-99207512-14

Each SOQ shall be in English. Faxed SOQs will not be accepted. SOQs bearing a postmark or courier dispatch receipt up to 1400 hrs Pakistan Standard Time on the Due Date will be accepted upon the package’s arrival.

#### 4.2 *Sealing and Marking of SOQs*

In order to avoid the possibility of loss of the contents of an SOQ due to a rupture of the outer envelope containing an SOQ, each SOQ should be enclosed in a sealed envelope which itself should be encased in another envelope. Both the inner and outer envelope(s) must be marked with the full address as shown above.

#### 4.3 *Material Change*

Each firm must report any material change in the information provided by it in its SOQ up to the Due Date. Any such material change that may be grounds for disqualification under Section 2.2 could lead to a disqualification of the firm.

#### 4.4 *Certification*

The Responsible Partner must sign the SOQ, on behalf of the firm/consortium, to indicate consent evidencing their agreement to provide the Consulting Services.

The Responsible Partner submitting the SOQ on behalf of the firm shall certify the SOQ in the following form:

“I, the undersigned certify on behalf of [name of the firm] that to the best of my knowledge and belief, and upon diligent inquiry, all the information submitted in this Statement of Qualifications is true and accurate. I further confirm and understand that amongst other reasons any misrepresentation or concealment of facts will render [name of firm] disqualified for pre-qualification.

In certification of the statements above, I hereby sign this document on the \_\_\_\_ day of \_\_\_\_ 2012.

[Type written name, signature and position of the Responsible Partner.]”

### 5. REVIEW AND EVALUATION OF SOQS

---

#### 5.1 *Review and Evaluation*

The experience, expertise and other capabilities of the firm/consortium to provide the Consulting Services will be reviewed and evaluated by the GOS, which in view of the aforementioned criteria shall determine whether the firm has the expertise and the capability to provide the Consulting Services.

#### 5.2 *Supplementary Information*

Where the GOS deems it convenient or necessary, it may request supplementary information or documentation from a firm for determining eligibility for pre-qualification of such firm.

#### 5.3 *Intimation of Pre-qualification*

Intimation of pre-qualification will be given in writing and delivered to pre-qualified firm/consortia by facsimile, mail and/or courier at their specified address.

#### 5.4 *Return of SOQ*

The GOS shall be under no obligation to return any SOQ submitted by a firm/consortium or to reimburse a firm for the cost of preparing an SOQ or any other costs incidental thereto.

## 6. BIDDING

---

All pre-qualified firms/ consortia will be sent 'Request For Proposal' ("RFP"). If a pre-qualified firm bids for providing the Consulting Services, it shall be deemed to have no objection to the terms of the RFP.

## 7. SPECIAL PROVISIONS

---

### 7.1 *Discharge and Exemption*

Each firm/consortium that submits an SOQ exempts and discharges the GOS and its consultants, advisors and personnel completely and unconditionally from any responsibility or liability for the decisions that may be made with respect to its pre-qualification to participate in the bidding process for providing the Consulting Services.

### 7.2 *Confidentiality During Pre-Qualification*

By submitting its SOQ, each firm/consortium agrees to maintain the confidentiality of all information supplied to it in connection with the pre-qualification process and agrees to keep its own application confidential, whether or not it is among those pre-qualified by the GOS.

---



## ANNEXURE A – SCOPE OF WORK

### CONSULTANCY SERVICES FOR ESTABLISHMENT OF 50 MWs WIND POWER PROJECT BY SIND RENEWABLE ENERGY COMPANY, GOVERNMENT OF SINDH

---

- a. Help Government of Sindh provide range of technical services related to Establishment of initially 50 MWs Wind Energy Project, in province of Sindh.
- b. Preparation of Pre-feasibility and Feasibility Study of the proposed project.
- c. Carry out all the relevant studies for the establishment of Wind Power Project at site from third party at the actual cost and expenditure.
- d. Have the in-house capacity of dealing with Technical matters to help Government of Sindh deal with AEDB, NEPRA, NTDC, CPPA, Risk Calculation in Power Purchase agreements etc.
- e. Assisting SREC Pvt Ltd in submission and approval of all the documents/studies from all the government and non-governmental agencies.