



PAKISTAN POST

پاکستان پوسٹ



INVITATION FOR BIDS (IFB)

12th February 2025

Islamic Republic of Pakistan

Automation of Post Office Project EDCF Loan Agreement No.PAK-11

1. The Government of the Islamic Republic of Pakistan (hereinafter referred to as the "Borrower") has received a Loan from the Export-Import Bank of Korea (hereinafter referred to as the "Bank") from the resources of the Economic Development Cooperation Fund (EDCF) of the Republic of Korea in the amount of **US Dollars 20,635,000** toward the cost of Automation of Post Office Project (hereinafter referred to as the "Project") and intends to apply a portion of the proceeds of this loan to payments under the contract for the Procurement of Automation of Post Office Project (SP.7-1/2024).
2. The Project Executing Agency now invites sealed bids from eligible bidders for the Automation of Post Office Project, the project scope of which is including (a) Supply of Terminals, (b) Postal Network, (c) Post Office ICT Infrastructure, (d) Financial / Public and Postal Service System, (e) Center Operation Support System, and (f) Training & O&M Support.
3. Bidding will be conducted through Competitive Bidding (CB) procedures specified in the Guidelines for Procurement under the EDCF Loans, and is open to all eligible bidders that meet the following minimum qualification criteria.

(a) Nationality Requirements

The nationality of the Bidder or all partners constituting the Bidder shall be as follows:

- (1) Nationals of the Republic of Korea (including juridical persons incorporated in the Republic of Korea in accordance with its laws; hereinafter the same shall apply); or
- (2) Foreign corporations in which nationals of the Republic of Korea hold more than 50% of shares as well as foreign subsidiaries of a foreign corporation of which nationals of the Republic of Korea reserve the management rights and are vested with the business performances; or
- (3) Consortiums built by nationals of the Republic of Korea with the corporations set up in accordance with the laws and regulations of the Borrower's country in which nationals of the Republic of Korea hold more than 50% of shares or have the de facto decision-making rights.

(b) Legal and Financial Standing

- (1) Any pending litigations shall be treated as resolved against the Bidder and should not exceed 70% of the Bidder's net worth. For Joint Venture Agreements (JVA), this requirement applies to each partner.
- (2) The Bidder's average net worth for the three years from 2021 to 2023 (calculated as total assets minus total liabilities) shall be positive. Each partner in a JVA shall also meet this criterion.
- (3) The average annual turnover for the same three years shall be at least \$20 million. For JVA, the average annual turnover(s) of each partner shall be at least \$10 million.

(c) Credit Ratings

The Bidder or all JVA Partners shall possess either a Corporate Bond (CB) credit rating of at least BB-, or a Commercial Paper (CP) credit rating of at least B-, issued by a reputable credit agency¹ in Korea. In the case of a JVA, this requirement shall apply to each partner individually. If neither a CB nor a CP credit rating is available, a Company Credit Report (CCR) rating of at least BB-, issued by a reputable international or local credit agency, may be submitted as an alternative.

(d) Experience Requirements

- (1) The Bidder or all partners in the JVA shall have a minimum of ten (10) years of relevant business experience related to the project scope from the IFB issuance date.
- (2) At least one partner of the JVA shall have successfully completed at least one ICT project with a contract amount exceeding \$20 million within the last ten (10) years from the IFB issuance date.
- (3) At least one partner of the JVA shall have successfully completed at least one Financial/ Public and/or Postal project with a contract amount exceeding \$10 million within the last ten (10) years from the IFB issuance date.

(e) Personnel Requirements²

In addition to the criteria mentioned above, the Bidder shall satisfy additional minimum requirements concerning personnel. The experience and/or resources of any subcontractor will not contribute to the Bidder's qualifications and evaluations unless explicitly stated in the Bid Data Sheet (BDS).

¹ Reputable agencies may include: Korea Investors Service (KIS), NICE Investors Service, Korea Ratings Corporation (KR), or agencies of equivalent standing and recognition.

² Please refer to the note on relevant business experience requirements in **Annex. Bid Evaluation Procedure and Scoring Scheme**.

4. Interested eligible Bidders may obtain further information from and inspect the bidding documents at the Directorate General Pakistan Post at the address given below from **09:00 to 17:00 hours (GMT+5:00)** in working days, twenty-one (21) calendar days prior to the bid submission date.
5. A complete set of bidding documents may be purchased by any interested Bidders on the submission of a written application to the address below and upon payment of a nonrefundable fee of **one hundred fifty thousand (150,000) PKR**. Payment shall be made in cash or through direct deposit to the following bank account number:

- **Bank:** State Bank of Pakistan
- **Account holder:** Chief Postmaster GPO, Karachi
- **Account number:** 021085172
- **Swift code:** SBPPPKKA
- **Address:** I.I. Chundirigar Road, Karachi, Pakistan

Bidders may either collect the documents in person at the specified address below or request delivery via courier or postal service. The Purchaser shall not be held liable for any delays or mis-deliveries caused by overseas shipping.

6. Bids must be delivered to the address below at or before **2:00 PM (GMT+5:00) on 28th March 2025**. All bids must be accompanied by a bid security of **500,000 US Dollars**. Late bids shall be rejected. Bids will be opened in the presence of Bidders' representatives who choose to attend at the address below at **3:00 PM (GMT+5:00) on 28th March 2025**.
7. The attention of prospective Bidders is drawn to (i) the fact that they will be required to certify in their bids that all software is either covered by a valid license or was produced by the Bidder and (ii) that violations are considered fraud, which is, among other remedies, punishable by potential blacklisting from participation in future EDCF-financed procurements.

Dr. Athar Mansoor

Director (Special Initiatives)

Directorate General Pakistan Post, G-8/4, Islamabad, Pakistan

Telephone: +92-51-9260025

Email: dydgsi2015@gmail.com