EXPRESSION OF INTEREST

Hiring of Consultant / Consultancy Firm to Prepare Feasibility Studies for utilization of Hydel Power Energy.

Reference no: P.F-03/25-26/CHA/NP

PAEC Foundation invites bids from experienced and qualified consultants / consulting firms on single stage two envelop bidding procedure for preparation of feasibility studies for industrial ventures utilizing 15 MW (extendable) of Hydel Power Energy available at Chashma near Mianwali along with associated land resources.

This assignment will cover two Projects: **(a) Steel Re-Rolling, (b) Wood based Panel and Pulp Industry (preferably Eucalyptus based).** The Consultant scope is to assess the project's technical, financial, regulatory, and environmental viability.

A. Interested consultants / firms may download the qualification criteria & EOI documents from the websites www.paecf.org.pk and www.ppra.gov.pk.

B. Pre-Bid meeting will be held on **15th Oct, 2025** by **1430 hours** at **PAEC Foundation Head Office, Adjacent to NORI Hospital Hanna Road G-8/3 Islamabad.**

C. Bids will be submitted at **PAEC Foundation Head Office, Adjacent to NORI Hospital Hanna Road G-8/3 Islamabad** on or before **20th Oct, 2025** by **1400 hours**, which will be opened on the same day at **1430 hours**.

D. Bid security equal to 2% of total bid amount in shape of DD/PO/CDR or a Bank Guarantee only must be attached with Financial Proposal (Cash, crossed / open cheques shall not be accepted).

E. Interested Firms / Person must ensure that all the relevant details / documents are submitted as desired in the EOI documents. Incomplete documents received without undertaking, valid documentary evidence, supporting documents or are unsealed, unsigned or not stamped, late submitted will not be considered.

F. The work will be awarded on Quality and Cost based.

G. PAEC Foundation Islamabad may reject any or all bids at any time prior to the acceptance of award.

General Manager (Projects & Procurement)
PAEC Foundation Head Office Islamabad.
Phone: 051-9263295, Extension: 208

EXPRESSION OF INTEREST FOR

HIRING OF CONSULTANT/ CONSULTANCY FIRM

Reference no: P.F-03/25-26/CHA/NP

FOR

PREPARATION OF FEASIBILITY STUDY FOR UTILIZATION OF HYDEL POWER ENERGY

General Manager (Projects)

PAEC Foundation Head Office

Islamabad

Ph. 051-9263295-97 Ext.208

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INTRODUCTION

PAEC Foundation (a welfare organization) established under charitable endowment act. It has 4 Hydel Power Plants with capacity of 9 MW. It intends to establish industrial ventures utilizing 15 MW (extendable) of Hydel Power Energy available at Chashma near Mianwali along with associated land resources.

This assignment will cover two Projects: (a) Steel Re-Rolling, (b) Wood based Panel and Pulp Industry (preferably Eucalyptus based). The evaluation lifespan is 10 years.

To assess the technical, financial, regulatory, environmental and logistical viability of the project, PAEC Foundation invites RFP from experienced and qualified consulting firms / consultants for conducting a detailed feasibility study.

1. Objectives

The feasibility study aims to evaluate the viability of the proposed project. The key objectives include:

1.1 **Market Analysis:** Assess the potential demand considering local and regional market trends, competition, pricing, supply-demand dynamics and export potential.

1.2 **Technical Feasibility:** Evaluate the appropriate technology, plant design, machinery, production capacity, production process, infrastructure requirements, and utility requirements.

1.3 **Financial Assessment:** Conduct financial modeling including capital investment estimates (CAPEX), operational costs (OPEX), revenue projections and expected financial returns, NPV/IRR Analysis and funding option through JV.

1.4 **Environmental & Social Impact (ESIA):** Conduct assessment as per Pakistan Environmental Protection ACT (PEPA) 1997.

1.5 **Regulatory Compliance:** Ensure adherence to PEC, NEPRA, EPA, FBR regulations and relevant to Industry, etc.

1.6 **Risk Identification & Mitigation:** Identify key project risks, including economic, technical, financial, operational and regulatory challenges, and propose risk mitigation strategies.

1.7 **Site Suitability Assessment:** Evaluate the feasibility of the existing location considering logistics, infrastructure availability, raw material supply chains, and cost-effectiveness.

2. <u>Scope of Work</u>

The selected consultant shall conduct a **comprehensive feasibility study**, covering the following key areas:

2.1. Market Analysis (Demand and Supply Assessment)

a) Evaluate the current and projected demand.

b) Identify major competitors (local & regional) and analyze their market share.

c) Assess supply chain feasibility for raw materials and distribution.

d) Review government policies, import/export tariffs, and industry trends.

2.2 Technical Feasibility (Basic Infrastructure & Setup Needs)

a) Evaluate if the available land and utilities (power, water and gas) can support proposed Industry.

b) Identify basic infrastructure requirements (access roads, transport links, proximity to suppliers).

c) Selection of suitable production capacity and process.

d) Analysis of raw material sources and supply chains.

e) Rough cost estimation for key components like machinery, utilities, and initial setup.

f) Machinery Specifications

2.3 Financial & Economic Analysis

a) Estimated capital investment and operational costs including direct, indirect and maintenance cost. Cost Estimates should be based on historical cost information where available, market surveys, industry benchmarks, and recent plant project costs in Pakistan. Where exact pricing is unavailable, assumptions should be clearly stated and justified.

b) Development of financial models, including revenue forecasts and cost structures.

c) NPV, IRR, Payback Period and Break-even Analysis,

d) Evaluation of project financing options (private investment, public-private partnerships, debt and government incentives).

e) Carry-out sensitivity analysis of the Financial Internal Rate of Return subjecting it to;

   a. Increase in Investment cost by 10% to 50%
   b. Increase in operating costs by 10% to 50%
   c. Increase both investment and operating cost by 10% to 50%; and
   d. Reduction in revenue by 10% to 50% and for range of discount rate.

f) Carry out scenario analysis to check what happens to the project in worst case scenarios.

g) Any assumption made regarding inflation rate, discount rate, depreciation and budget availability must be explained.

h) A discounted cash flow model must be created that takes into account the operating costs, capital costs and revenue anticipation.

2.4 Risk Assessment & Mitigation

a) Identification of major risks (financial, technical, regulatory, environmental, operational performance, market, political, contractual, completion etc.)

b) Development of risk mitigation strategies (alternative funding, phased investment approach, strategic partnerships etc.)

c) Identify constraints which may cause the project to be halted.

2.5 Site Suitability & Recommendations

a) Assessment of the existing plot in Mianwali based on logistics, infrastructure, and market access.

b) Evaluation of site-specific advantages and challenges, including utilities availability, transportation links, and operational feasibility.

c) Cost-benefit analysis of required infrastructure development to make the site fully operational for the said Industry.

2.6 Environmental & Regulatory Compliance

a) ESIA as per PEPA 1997 and mitigation measures

b) Permits and approvals from PEC, EPA, NEPRA etc.

2.7 Private Sector Partnership

a) Identifying role of private sector (direct or indirect investment, Joint venture partner etc.)

b) Identifying the contractual framework for the Public Private Partnership arrangements.

c) Identifying the legal documentation required to allow participation of private partner(s)

2.8 Option Analysis

Conduct option analysis by undertaking the following four steps:

2.8.1 List all reasonable options considered

2.8.2 Evaluate each option in term of its advantages and disadvantages by taking into accounts it's;

- Technical and financial aspects.
- Environmental impacts and costs.

2.8.3 Discuss which options are likely to attract private sector investment.

2.8.4 Recommendation of preferred option.

2.9 Demonstrate Project Viability

Project viability may assessed taking into account the following:

a) Is it technically deliverable

b) Economically Viable

c) Financially viable to investors

d) Socially and environmentally sustainable

2.10 Project Management and Procumbent Plan

a) Project timetable highlighting the key milestones and all approvals which will be required to take the project to implementation.

b) List on any potential challenges to the project and a discussion on how these will be addressed by the Project team.

3. ELIGIBILITY CRITERIA (MANDATORY)

Interested consultancy firms must meet the following criteria:

i. **Registration with Relevant Authorities:** Firms must be registered with professional bodies such as Pakistan Engineering Council (PEC), or other recognized authorities relevant to the scope of work.

ii. **Experience:** The firm must have conducted at least five (5) feasibility studies or surveys in industrial feasibility studies, with a minimum of two (2) in similar projects preferably in public sector.

iii. **Project Portfolio:** Documentary Evidence of successful completion of at least two (02) similar nature projects in the past ten years, including references and contact details of clients.

iv. **Team Expertise:** Availability of a multidisciplinary team with relevant experience including

- **Mechanical / Industrial Engineers** (PEC Registered)
- **Financial Analysts** (Project Financing Expert, Investment Modeling)
- **Environmental Expert (EPA Certified)**

v. **Regulatory Compliance:** Compliance with local and national legal requirements, including tax registration with Federal Board of Revenue (FBR) and Provisional Tax Authority and submission of tax compliance certificates for last 3 years.

vi. **Undertaking by the Firm/Company** on a legal paper/stamp paper of value minimum Rs. 100, that it is not blacklisted by any Federal, Provincial, State or Local Government department and/or by any Government owned Company/Foundation/Authority/Autonomous Body/Attached Department.

SPECIAL CONDITIONS

01	Date of Commencement of Work	Within Fifteen (15) days after acceptance of letter of award of work.
02	Time of Completion from the date of commencement of Work	60 days from date of commencement of work.
03	Bid / Bid validity period	90 days
04	Mode of Payment	Through bill raised by Consultant after submission of report to PAEC Foundation.
05	Deductions	All applicable government taxes and any deduction due to delay in completion of work.
06	Completion	The Consultant will notify to PAEC Foundation when he completes the work before completion date.
07	Late Completion Charges	Amount payable due to failure to complete shall be 0.10 % per day up to a maximum of (10%) * of sum stated in the Letter of award of work

SEAL & SIGNATURE OF CONSULTANT

SUBMISSION REQUIREMENTS FOR TECHNICAL PROPOSAL

Firms interested in providing consultancy services should submit their Proposal, which must include the following:

a) **Company Profile:**

i. Cover Page

- Contact details for the organization.
- Name and title of the authorized representative (phone, email, address).

ii. Organizational Legal Status

- Certificates of incorporation.
- Registration with relevant tax authorities.

iii. Experience of the Firm

- ***Specific Experience.*** List of feasibility studies conducted for government, national, or international organizations.
- ***General experience:*** List of Other projects

b) **Relevant Experience:** Details of similar projects completed in the past ten years.

c) **Technical Proposal:** Approach and Methodology Brief methodology and work plan aligned with the ToRs.

d) **Key Personnel:** Resumes of key professionals to be deployed for the project.

e) **Supporting Documents:** Proof of registration, tax compliance certificates, and any other relevant certifications and work completion certificates.

4. EVALUATION CRITERIA

Proposal will be evaluated based on the following criteria:

i. **Firm's Experience and Past Performance: 30 marks.**

Evaluation will base on the firm's track record, relevance of completed projects, and client satisfaction.

ii. **QUALIFICATION AND EXPERIENCE OF PROPOSED TEAM MEMBERS:**

Maximum Marks: 20 marks.

Points will be awarded based on the qualifications, certifications, and relevant experience of the proposed team members.

Engineering Expert: 10 Marks

- Engineering: 05 Marks
- Experience: 05 Marks (Each year of Experience having 1 Mark)

Financial Expert: **10 Marks**

- Relevant Degree registered with relevant authority: 05 Marks
- Experience : 05 Marks (Each year of Experience having 1 Mark)

iii. **Quality of Proposed Methodology and Work Plan: 10 marks.**

The methodology will be evaluated on its feasibility, clarity, and alignment with project objectives.

Note:

Assessment will focus on the firm's ability to mobilize resources, manage budgets, and meet technical demands.

Minimum Qualifying Marks is 50%

If no one obtains 50% marks, then qualifying marks will reduce to 40%

iv. **Financial proposal: 40 marks.**

Financial Proposal

- The financial proposal should be submitted **on a lump-sum basis**.
- The quoted cost must be **inclusive of all taxes and expenses**, including survey costs, transportation, and administrative expenses.
- Prices should be quoted in **Pakistani Rupees (PKR)** and remain valid for the entire contract duration.

1. Provision of Data.

Client will provide the available data to Consultant if required. Any other data required by Consultant for report will arranged by them.

2. Addressing the queries.

- Consultant will address the queries raised by Client on the report till its finalization & acceptance.

3. Black listing Policy.

In case of negligence of the consultant, PAEC Foundation has the right to take action against the consultant as per Commission Blacklisting policy

4. Time period for preparation of report

60 days from date of acceptance of letter of award by Consultant.

5. Deliverables

- **Draft Feasibility Report** – Submission within **30 days** from contract signing.
- **Final Feasibility Report** – Submission within **30 days** from draft approval date.
- **Maximum three (3) hard copies** of the final report along with **soft copies in editable format (Word, Excel, etc.) and PDF format**.

6. Payment Schedule

Milestone	**Payment Percentage**
Submission of Draft Feasibility Report	30%
Approval of Final Study Report	70%

7. Management/Reporting

The consulting firm will **report to the General Manager Projects of PACE Foundation** for all matters related to the feasibility study.

8. Instructions to Consultant Firm

By submitting a proposal, the firms acknowledge that they have:

- **Made a complete and careful examination** of the RFP document and agree to all conditions and implications arising from it.

- **Sought, obtained, and reviewed** all relevant information necessary for submitting a well-prepared proposal.

9. General Conditions

i. The hiring process will be conducted in accordance with the Public Procurement Regulatory Authority (PPRA) Rules 2004.

ii. Bid security (earnest money), equal to 2% of total bid amount in shape of DD/PO/CDR or a Bank Guarantee only must be attached with Financial Proposal (Cash, crossed / open cheques shall not be accepted).

iii. PACE Foundation **reserves the right to annul** the entire or part of the bidding process or reject any or all proposals under the following conditions:

- **Material misrepresentation** at any stage of the bidding process.
- **Failure to respond** to requests for clarification or additional information

10. <u>CONTRACT PRICE</u>

Having read the details of the work above, we hereby submit our bid with following rates quoted on Lump sum basis

S. No.	**Preparation of Feasibility Report for Project**	**Pak. Rs.**
1	Consultant's Fee (Lump sum)	

Note: Price quoted must be inclusive of;

i. Charges for preparation of feasibility report, survey of site, transportation, wages to staff etc.

ii. All prevailing taxes including, Income Tax, Sales Tax, Professional Tax etc.,

iii. Printing of drawings, photocopies, reports etc.

<u>Seal & Signature of Consultant</u>

11. SUBMISSION DEADLINE

All Technical and Financial Proposal must be submitted in a sealed envelope clearly marked "Hiring of Consultant to Prepare Feasibility Studies for establishment of Industrial Ventures in Mianwali, Pakistan." to the following address by **20th Oct, 2025** through registered courier or by Hand:

General Manager (Projects)

PAEC Foundation Head Office

Adjacent to NORI Hospital, Hanna Road G-8/3 Islamabad.

Ph. No: 051-9263295-97 (Ext: 208)