

Bid Evaluation Report And Recommendation for Award of Contract

Name of Project: **Disaster & Climate Resilience Improvement Project (DCRIP) AJK**

IBRD Loan or IDA Credit No.: **56860-PK**

Contract Name: **Bid Evaluation of SDMA Package-2b “Supply of (03 Nos) 50 to 55
Ton Versatile Truck Mounted fully Foreign Assembled Mobile
Cranes for SDMA & Rescue 1122 AJ&K (Complete Job).**

Identification Number: **Reference No: PK-PIU AJK-37616-GO-RFB-2**

Date of Submission: _____


July, 2019

Table 1. Identification

1.1 Name of Borrower	<u>Planning & Development Department (P&DD) AJ&K</u>
1.2 Loan/Credit number	<u>IDA Credit 56860-PK</u>
1.3 Date of effectiveness	<u>14-09-2015</u>
1.4 Closing date (a) original (b) revised	<u>01-12-2019</u>
1.5 Name of project	<u>Disaster & Climate Resilience Improvement Project (DCRIP)</u>
1.6 Purchaser (or Employer) (a) name (b) address	<u>Project Director Disaster and Climate Resilience Improvement Project (DCRIP) Near Office Of Chief Engineer Electricity Ghari Pan, Jalalabad Road Muzaffarabad AJ&K</u>
1.7 Contract number (identification)	<u>PK-PIU AJK-37616-GO-RFB-2</u>
1.8 Contract description	<u>Bid Evaluation of SDMA Package-2b “Supply of (03 Nos) 50 to 55 Ton Versatile Truck Mounted fully Foreign Assembled Mobile Cranes for SDMA & Rescue 1122 AJ&K (Complete Job).</u>
1.9 Cost estimate	<u>USD 1272534</u>
1.10 Method of procurement (check one)	<u>NCB</u>
1.11 Prior review required	<u>No</u>
1.12 Domestic preference allowed	<u>No</u>
1.13 Fixed price contract	<u>Yes</u>
1.14 Co financing, if any: (a) agency name (b) percent financed by agency	<u>NA</u>

Table 2. Bidding Process

2.1 General Procurement Notice	
(a) first issue date	<u>October 15, 2015</u>
(b) latest update	<u>March 2, 2017</u>
2.2 Prequalification, if required	
(a) number of firms prequalified	<u>N/A</u>
(b) date of Bank's no-objection	
2.3 Specific procurement notice	
(a) name of national newspaper	<u>The "Dawn" Islamabad & The Roznama Jhang" Rawalpindi on:</u>
(b) issue date	<u>07 May 2019</u>
(c) name of international publication	<u>United Nation Development Business (UNDB) PPRA AJK, DCRIP & P&DD Websites, dated 07 May 2019</u>
(d) issue date	
(e) number of firms notified	<u>N/A</u>
2.4 Standard Bidding Document	
(a) title, publication date	<u>07 May 2019</u>
(b) date of Bank's no-objection	<u>NA</u>
(c) date of issue to bidders	<u>From: 07 May 2019</u>
2.5 Number of firms issued documents	10
2.6 Amendments to documents, if any	Addendum No.1
(a) list all issue dates	
(b) date(s) of Bank's no-objection	
2.7 Date of pre-bid conference, if any	NA
2.8 Date minutes of conference sent to bidders and Bank	NA

Table 3. Bid Submission and Opening

3.1 Bid submission deadline	
(a) original date, time	<u>June 03, 2019 at 1130 Hours</u>
(b) extensions, if any	<u>June 12, 2019 at 1130 Hours</u>
3.2 Bid opening date, time	<u>June 12, 2019 at 1200 Hours</u>
3.3 Record of bid opening, date sent to Bank	<u>NA (Post Review)</u>
3.4 Number of bids submitted	<u>05 Bid were submitted in due date & time.</u>
3.5 Bid validity period (days or weeks)	
(a) originally specified	<u>90 Days</u>
(b) extensions, if any	<u>No</u>
(c) date of Bank's no-objection, if required	<u>NA</u>

Table 4. Bid Prices (as Read Out)

Bidder Identification		Read-out Bid Price(s)		Modifications or Comments	
Name (a)	City/State or Province (b)	Country (c)	Currency(ies) Amount(s) or % (e)		
Package-2b					
1	M/s Zoomlion	Karachi	Pakistan	Pak Rupees 226,800,000/-	Nil
2	M/s Global Technologies	Lahore	Pakistan	Pak Rupees 239,631,000/-	Nil
3	M/s Apex Machinery (Pvt) Ltd	Karachi	Pakistan	Pak Rupees 185,997,789/-	Nil
4	M/s Techno Trading	Lahore	Pakistan	Pak Rupees 221,400,000/-	Nil
5	M/s Transworld Associates	Lahore	Pakistan	Pak Rupees 214,200,000/-	Nil

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Table 5. Preliminary Examination

Bidder	Verification	Eligibility	Bid Security	Completeness of Bid	Substantial Responsiveness	Acceptance for Detailed Examination
(a)	(b)	(c)	(d)	(e)	(f)	(g)
Package-2b						
1	M/s Zoomlion	Yes	Yes	Yes	Yes	Yes
2	M/s Global Technologies	Yes	Yes	Yes	Yes	Yes
3	M/s Apex Machinery (Pvt) Ltd	Yes	Yes	Yes	Yes	Yes
4	M/s Techno Trading	Yes	Yes	Yes	Yes	Yes
5	M/s Transworld Associates	Yes	Yes	Yes	Yes	Yes

Preliminary Examination:

S. No.	Package	Bidder.	Brand	Model	Country of Origin	Price (PKR)	Financial Ranking
1	Package-2b. PK-PIU AJK-93488-GO-RFB	M/s Zoomlion	ZOOMLION	QY55D 531.2R	China	226,800,000/-	4 th Lowest
2		M/s Technologies	XCMG	QY55KAY	China	239,631,000/-	5 th Lowest
3		M/s Apex Machinery (Pvt) Ltd	SANY	STC500	China	185,997,789/-	1 st Lowest
4		M/s Techno Trading	SINOMACH	TTC055G (TTCR055G)	China	221,400,000/-	3 rd Lowest
5		M/s Transworld Associates	XCMG	QY55KAY	China	214,200,000/-	2 nd Lowest

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Table 6. Corrections and Unconditional Discounts

Bidders	Read-out Bid Price(s)		Corrections		Corrected Bid Price(s)	Unconditional Discounts		Corrected/Discounted Bid Price(s)
	Currency(ies)	Amount(s)	Computational Errors	Provisional Sums		Percent	Amount(s)	
(a)	(b)	(c)	(d)	(e)	(f) = (c) + (d) - (e)	(g)	(h)	(i) = (f) - (h)
Package-2b								
1 M/s Zoomlion	PKR	226,800,000/-	0	0	226,800,000/-	0	0	226,800,000/-
2 M/s Global Technologies	PKR	239,631,000/-	0	0	239,631,000/-	0	0	239,631,000/-
3 M/s Apex Machinery (Pvt) Ltd	PKR	185,997,789/-	0	0	185,997,789/-	0	0	185,997,789/-
4 M/s Techno Trading	PKR	221,400,000/-	0	0	221,400,000/-	0	0	221,400,000/-
5 M/s Transworld Associates	PKR	214,200,000/-	0	0	214,200,000/-	0	0	214,200,000/-

Name of Bidders:			
M/s Zoomlion	M/s Global Technologies	M/s Apex Machinery (Pvt) Ltd	M/s Techno Trading Associates
ZOOMLION QY55D 531.2R China	XCMG (QY55KAY) China	SANY STC500 (China)	SINOMACH TTC055G (TTCR055G) China
Yes	Yes	Yes	Yes
Bid Form Completed & Signed			Yes
			M/s Transworld Associates
			XCMG QY55KAY China
			Yes

Bid Security as per ITB 15.1 (02%)	Yes	Yes	Yes	Yes	Yes
Bid Validity as per ITB 16.1 (90 days)	Yes	Yes	Yes	Yes	Yes
Bid Price as per ITB 11.2 (Pak Rupees/inclusive Tax)	Yes	Yes	Yes	Yes	Yes
Bid Price as per ITB 11.2 (Pak Rupees/inclusive Tax)	Yes	Yes	Yes	Yes	Yes
Remarks:					
1. The Bid Forms, Bid Securities, Bid Validities, Bid Prices of all above bidders are found in accordance of requirement of bidding document.					

Technical Evaluation:

S/N	Name of Bidder	Remarks	Qualification Status
1	M/s Apex Machinery Pvt. Ltd.	<ol style="list-style-type: none"> The bidder is fulfilling/meeting all given qualification parameters of bidding documents and hence found qualified. A comprehensive analysis report is annexed with minutes of first meeting containing the comparison/compliance of bidder's submitted and tendered qualification parameters. 	Responsive/ Qualified
2	M/s Transworld Associates.	<ol style="list-style-type: none"> Together with submitted Bid and subsequent clarification, M/s Transworld Associates failed to provide/furnish documented track record of completing at least 05 supplies of truck mounted mobile cranes in public or private sector during last 5 (five) years. Hence, declared as Non-Responsive. In addition to this the Technical Specs of proposed crane by M/s Transworld is also deviating at serial No. 04, 25, 28 and 32 of tendered technical specifications. 	Non-Responsive/ Disqualified
3	M/s Techno Trading Pvt. Ltd.	The available documents regarding the bidder track record of similar supplies along with Bid of M/s Techno were incomplete/ ambiguous. Pursuant to ITB-23.1, the clarifications through written letter were sought. The bidder didn't furnish the required clarification. On the basis of available	Non-Responsive/ Disqualified

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		<p>submitted documents, the bidder is lacking on following parameters.</p> <ol style="list-style-type: none"> 1. Documented track record of completing at least 05 supplies of truck mounted mobile cranes in public or private sector during last 5 (five) years, involving the supply, commissioning and provision of pre and post warranty services including operational technical support in line with ITB 13.1. 2. Valid authorized/exclusive dealership certificate of Original Equipment Manufacturers (OEM). 3. Valid population list with customer name, address, date of supply and location of brand new mobile cranes previously supplied to public and private sector customers in Pakistan. 4. Detail of verifiable presence/support branch offices in Pakistan and branch location from where all the support during and after warranty for equipment use in AJK will be provided. 5. Detail/availability of mobile service vehicles installed with required tooling to provide due onsite maintenance services at the end use location anywhere in AJK. 6. Detail/availability of full-fledged workshop facilities including lifting gear as well as standard and special diagnostic tooling at the stated location from where support supplied machines along with a parts store to support the requirements of parts for the operation of machine during and after warranty will be provided 7. List of tools including any special tools in their Pakistan service stock to support the quoted units on site or in their workshop. 	
4	M/s ZOOMLION.	<ol style="list-style-type: none"> 1. On the basis of submitted documents and subsequent qualification documents, the bidder is fulfilling/meeting all given qualification parameters and found qualified. 	Responsive/ Qualified
5	M/s Global Technology Pvt. Ltd.	<ol style="list-style-type: none"> 1. The available documents with Bid of M/s Global Technology reveals that bidder has attached a client list to establish its similar experience. The attached list was found ambiguous. The post bid clarification was sought from M/s Global Technology to submit the "documented track record of completing at least 05 supplies of truck mounted mobile cranes in public or private sector during last 5 (five) years, involving the supply, commissioning and provision of pre and post warranty services including operational technical support in line with ITB 13.1". 2. In response the bidder again submitted a list of client without any purchase order/work award not it has any detail of date of engagement of supplier with these clients neither the detail of supplied items/vehicles. Hence declared as Non-Responsive. 3. In addition to this the Technical Specifications of proposed crane by M/s Transworld are also deviating at serial No. 04, 25, 28 and 32 of tendered specification. 	Non-Responsive/ Disqualified

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Table 07. Proposed Contract Award:

Keeping in view the detail evaluation process of available record/bids and physical verification of lowest qualified firm's yard, the committee concluded as following;

S/N	Name of Bidder	Bidder Qualification under ITB-13	Technical Specification Compliance:	Qualification Status:	Financial Ranking
1	M/s Apex Machinery Pvt. Ltd.	Complied (Comprehensive Report is attached) Fully Furnished Workshop	Complied (Comprehensive Report is attached) Mobil Workshop	Technically Qualified. Verifiable Branch Office	1 st Lowest Satisfaction of Previous Users
		Verified	Verified	Verified	Verified

On the basis of above process of evaluation, the Committee recommended the following award of contract in favor of lowest qualified bidder.

S. No.	Name of Lowest Qualified Bidder.	Package/Lot No.	Award Amount (PKR)
1	M/s Apex Machinery Pvt. Ltd	SDMA Package-2b "Supply of (03 Nos) 50 to 55 Ton Versatile Truck Mounted fully Foreign Assembled Mobile Cranes for SDMA & Rescue 1122 AJ&K Reference No: PK-PIU AJK-37616-GO-RFB-2	185,997,789/- One Hundred Eighty Five Million Nine Hundred Ninety Seven Thousand Seven Hundred Eighty Nine Only

List of Annexures:


1. Bid Opening Checklist
2. Bidder Qualification Table
3. Specification Compliance Comparison of Qualified Bidders

1. Lowest evaluated responsive bidder (proposed for contract award). (a) name (b) address	<u>Name: M/s Apex Machinery (Pvt.) Ltd</u> <u>Address: Allied Engineering 2 KM Tarnol Railway Crossing, Post Office Tarnol, Islamabad Pakistan.</u> Tel # +92-51-2227000-4/021-35066901-13	
2. If bid submitted by agent, list actual supplier. (a) name (b) address	<u>Nil</u>	
3. If bid from joint venture, list all partners, nationalities, and estimated shares of contract.	<u>Single</u>	
4. Principle country (ies) of origin of goods/materials.	<u>China</u>	
5. Estimated date (month, year) of contract signing.	July 2019	
6. Estimated delivery to project site/completion period.	November 2019	
	Currency(ies)	Amount(s) or %
7. Bid Price(s) (Read-out)	PKR	185,997,789/-
8. Corrections for Errors (Total Amount after Correction)	PKR	185,997,789/-
9. Discounts	PKR	Nil
10. Other Adjustments	PKR	Nil
11. Proposed Award	PKR	185,997,789/-
Rupees One Hundred Eighty Five Million Nine Hundred Ninety Seven Thousand Seven Hundred Eighty Nine Only		
12. Disbursement Category	<u>Category (3) Component 1.1</u>	

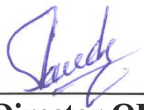
Signature of responsible officials:



Xen Mechanical Division
Co-Opt Technical Member Committee



Procurement Expert
PIU-DCRIP
Secretary Committee



Director OP. SDMA
(Focal Person)
Member Committee



Project Director
PIU-DCRIP
Chairman Committee



OFFICE OF THE PROJECT DIRECTOR,
DISASTER & CLIMATE RESILIENCE IMPROVEMENT PROJECT (DCRIP),

BID OPENING STATEMENT/CHECKLIST

Dated 12-06-2019 Time: 1200 Hours

Contract Title: SDMA Package-2b "Supply of (03 Nos) Versatile Truck Mounted fully Foreign Assembled mobile Cranes for SDMA & Rescue 1122 AJ&K"
Ref: PK-PIU AJK-37616-GO-RFB-2



The World Bank

Venue: OFFICE OF THE PROJECT DIRECTOR DCRIP, NEAR OFFICE OF CHIEF ENGINEER ELECTRICITY GHARIPAN, JALALABAD ROAD MUZAFFARABAD AJ&K

i.No	Name of Bidder	Is outer envelope of bid sealed? (Y/N)	Is Bid Form Completed and Signed? (Y/N)	Bid Security 2% (Y/N)	Bid Validity 90 days (Y/N)	Read-Out Price (PKR)	Discounts or modification offered	Name of Bidder / Representative	Contact No/Email	Signature	Additional Comments
1.	M/s Zoomlion	Y	Y	Y	Y	226800000/=	Nil	Shahir Qureshi	0341-2066375		
2.	M/s Global Technologies	Y	Y	Y	Y	239631000/=	Nil	M. Fay M. Farooq	0345-5319313		
3.	M/s Apex Machinery (pvt)	Y	Y	Y	Y	185997789/=	Nil	Zeeshaan Yousef	0345-8239182		
4.	M/s Techno Trading	Y	Y	Y	Y	221400000/=	Nil	Faisal Nawaz Abbasi			100 Representative
5.	M/s Transworld Associates	Y	Y	Y	Y	214200000/=	Nil	Faisal Nawaz Abbasi	0347-7770501		

Mr. M. Taif Khan
Executive Engineer Mechanical Division
Co-Opt Technical Member Committee

Mr. Saeed-ur-Rehman Qureshi
Director (Operations) SDMA
Member Committee

Muhammad Zubair
Procurement Expert PIU-DCRIP
Secretary Committee

Ansar Yaqoob
Project Director PIU-DCRIP
Chairman Committee

18/6/19

Preliminary Examination Report of Bids for Contract:

Supply of (03 Nos) Versatile Truck Mounted fully Foreign Assembled mobile Cranes for

SDMA & Rescue 1122 (Complete Job).

Reference No: PK-PIU AJK-93488-GO-RFB

Bid Opened on 12th June, 2019

Preliminary Examination:

S. No.	Package	Bidder.	Brand	Model	Country of Origin	Price (PKR)	Financial Ranking
1	Package-2b. PK-PIU AJK-93488-GO-RFB	M/s Zoomlion	ZOOMLION	QY55D 531.2R	China	226,800,000/-	4 th Lowest
2		M/s Global Technologies	XCMG	QY55KAY	China	239,631,000/-	5 th Lowest
3		M/s Apex Machinery (Pvt) Ltd	SANY	STC500	China	185,997,789/-	1 st Lowest
4		M/s Techno Trading	SINOMACH	TTC055G (TTCR055G)	China	221,400,000/-	3 rd Lowest
5		M/s Transworld Associates	XCMG	QY55KAY	China	214,200,000/-	2 nd Lowest

Mandatory Qualification Requirements:	Name of Bidders:				
	M/s Zoomlion	M/s Global Technologies	M/s Apex Machinery (Pvt) Ltd	M/s Techno Trading	M/s Transworld Associates
ZOOMLION QY55D 531.2R China	XCMG (QY55KAY) China	SANY STC500 (China)	SINOMACH TTC055G China	XCMG QY55KAY China	
Bid Form Completed & Signed	Yes	Yes	Yes	Yes	Yes
Bid Security as per ITB 15.1 (02%)	Yes	Yes	Yes	Yes	Yes

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Bid Validity as per ITB 16.1 (90 days)	Yes	Yes	Yes	Yes
Bid Price as per ITB 11.2 (Pak Rupees/inclusive Tax)	Yes	Yes	Yes	Yes
Bid Price as per ITB 11.2 (Pak Rupees/inclusive Tax)	Yes	Yes	Yes	Yes

Remarks:

1. The Bid Forms, Bid Securities, Bid Validities, Bid Prices of all above bidders are found in accordance of requirement of bidding document.

Bidder Qualification as per ITB-13:

Mandatory Requirements:

The bids must comply to the following Mandatory Requirements. Bids deviating from or not complying to the Mandatory Requirements shall be rejected.

		Bidder's Compliance:				Remarks/ Recommendation
<u>Requirements:</u>	M/s ZOOMLION	M/s Global Technologies	M/s Apex Machinery (Pvt.) Ltd	M/s Techno Trading	M/s Transworld Associates	
<u>Qualification Requirements under ITB-13:</u>						
<ul style="list-style-type: none"> Bidder must be a manufacturer or a direct sole authorized/exclusive dealer/distributor of the Manufacturer for required Supply of (03 Nos) 50-55Tons 	M/s ZOOMLION is itself manufacture of ZOOMLION Cranes. The bidder has bid from his branch office located in Karachi Pakistan.	M/s Global Technologies is sole authorized dealer of XCMG Cranes in Pakistan. Sole Authorized Dealership as per format is attached	M/s Apex Machinery (Pvt) Ltd is sole authorized dealer of SANY Cranes in Pakistan. Sole Authorized Dealership as per format is attached in	M/s Techno Trading is sole authorized dealer of SINOMACH Cranes in Pakistan. Sole Authorized Dealership as per format is attached	M/s Transworld Associates is sole authorized dealer of XCMG Cranes in Pakistan. Sole Authorized Dealership as per format is attached	M/s Transworld and M/s Global Technologies both have attached sole authorized dealership of

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<p>versatile Truck Mounted fully foreign Assembled mobile Crane for SDMA & Rescue 1122.</p>		<p>in Bid.</p>	<p>Bid.</p>	<p>in Bid.</p>	<p>in Bid.</p>	<p>XCMG Cranes.</p>
<ul style="list-style-type: none"> Bidders who are representing Original Equipment Manufacturers (OEM) should enclose a sole authorized/exclusive dealership certificate which should be currently valid. 	<p>M/s ZOOMLION is itself manufacture.</p>	<p>M/s Global Technology has attached sole dealership certificate which is currently valid.</p>	<p>M/s Apex Machinery has attached dealership certificate which is currently valid.</p>	<p>Dealership Certificate is not attached.</p>	<p>Letter of Distributor is attached.</p>	<p>Dealership of proposed crane from M/s Techno may be obtained.</p>
<ul style="list-style-type: none"> Manufacturer/Bidder should have a track documented record of completing at least 05 supplies of truck mounted mobile cranes in public and private sector during last 5 (five) years, involving the supply, commissioning and provision of pre and post warranty services including operational technical support in line with ITB 13.1 	<p>M/s ZOOMLION has attached 05 supplies of truck mounted cranes during last five years.</p>	<p>M/s Global Technology has attached only client details. A clear list of 05 similar assignments along with work order/completion certificates are required.</p>	<p>M/s Apex Machinery has attached 05 supplies of truck mounted cranes during last five years.</p>	<p>M/s Techno Trading has attached a reference list of truck cranes supplied to different public and private departments during last five years. Clarity regarding the supplies provided by M.s Techno Trading is required along with work-orders.</p>	<p>M/s Transworld has attached only two similar assignments during last five years. Clarification required.</p>	<p>Clarification regarding similar assignment may be obtained from M/s Global, M/s Techno and M/s Transworld Associates.</p>

<ul style="list-style-type: none"> Bidders should attach a valid population list with customer name, address, date of supply and location of brand new mobile cranes that they have previously supplied to public and private sector customers in Pakistan. 	<p>Client list is attached.</p>	<p>Client list is attached.</p>	<p>Population list is attached.</p>	<p>Reference list is attached. Clarity regarding the Techno suppliers/population list is required.</p>	<p>Customer's List of XCMG Cranes.</p>	<p>Clarification regarding the population list from M/s Techno may be obtained.</p>
<ul style="list-style-type: none"> The interested bidder should have verifiable presence/support branch offices in Pakistan and must indicate in their bids the branch location from where they would provide all the support during and after warranty for equipment use in AIK. 	<p>M/s ZOOMLION has its main office in Karachi.</p>	<p>M/s Global Technology has its presence/branch office in Islamabad, Lahore and Karachi.</p>	<p>M/s Apex Machinery has its presence/branch office in Islamabad, Lahore and Karachi.</p>	<p>M/s Techno Trading has its branch office in Lahore. The clarity about its branch offices and after sale service point may be obtained.</p>	<p>M/s Transworld has its presence/branch office in Islamabad.</p>	<p>Clarification regarding branch office and after sale service points may be obtained from M/s Techno.</p>
<ul style="list-style-type: none"> The bidder must have mobile service vehicles installed with required tooling to provide due onsite maintenance services at the end use location anywhere in 	<p>M/s ZOOMLION has attached list of Workshop Tools in his Bid. Clarity regarding the mobile workshop facility is required.</p>	<p>M/s Global Technology has attached a written undertaken regarding the availability of Workshop/mobile work shop in</p>	<p>M/s Apex Machinery has attached a written undertaken regarding the availability of Workshop/mobile work-shop Islamabad.</p>	<p>M/s Techno Trading has not attached any detail of workshop facility/after sale service point in his Bid.</p>	<p>M/s Transworld has attached a written undertaken regarding the availability of Workshop/mobile work shop in GT Road Tarnool</p>	<p>Clarification regarding the Workshop facility/after sale service point may be obtained from M/s Techno.</p>

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AJK.		Lahore, Islamabad and Karachi.		Islamabad and Hyderabad.		
<ul style="list-style-type: none"> Bidder must have full fledged workshop facilities including lifting gear as well as standard and special diagnostic tooling at the stated location from where they will support supplied machines along with a parts store to support the requirements of parts for the operation of machine during and after warranty. 	Detail of tools available in workshop is attached.	M/s Global Technology has attached a written undertaken regarding the availability of Workshop/mobile work shop in Lahore, Islamabad and Karachi.	M/s Apex Machinery has attached a written undertaken regarding the availability of Workshop/mobile work shop in Islamabad.	M/s Techno Trading has not attached any detail of mobile workshop facility /after sale in his Bid.	M/s Transworld has attached a written undertaken regarding the availability of Workshop/mobile work shop in Lahore, Islamabad and Karachi.	Clarification regarding the mobile workshop facility may be obtained from M/s Techno and M/s Zoomline.
<ul style="list-style-type: none"> Bidders should attach with the bids a list of tools including any special tools in their Pakistan service stock to support the quoted units on site or in their workshop(s). 	List of tools is attached.	List of tool is not attached.	List of tools is attached.	List of tool is not attached.	List of tools is attached.	Clarification regarding the available tools may be obtained from M/s Global and M/s Techno Consult.
<ul style="list-style-type: none"> Bidder should have currently holding active Income Tax and Sales Tax registrations. 	Provided	Provided	Provided	Provided	Provided	Comply

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<ul style="list-style-type: none"> Bidders offering deliveries later than stipulated deadline and not accepting stipulated payment terms will be rejected. 	Comply	Comply	Comply	Comply	Comply	Comply
<ul style="list-style-type: none"> Any Bid Offering the Partial supply/Supply of Selected Items will be rejected. The Bidders will Bid for whole package/Items. 	Bid is for whole package.	Bid is for whole package.	Bid is for whole package.	Bid is for whole package.	Bid is for whole package.	Comply
<ul style="list-style-type: none"> In case of foreign bidders, document will be issued/ accepted through their approved authorized representative/ distributors in Pakistan holding authority from their principal for obtaining the documents and participating in bids. 	Bidder has appeared through its registered branch office in Pakistan.	Bidder is local.	Bidder is local.	Bidder is local.	Bidder is local.	Comply

Mandatory Requirements:

The bids must comply to the following Mandatory Requirements. Bids deviating from or not complying to the Mandatory Requirements shall be rejected.

Name of participated Bidders.	M/s Zoomlion	M/s Global Technologies	M/s Apex Machinery (Pvt) Ltd	M/s Techno Trading	M/s Transworld Associates
ITB 25.4 (b) ii Delivery Schedule (To be shipped within the period specified in Section IV. Schedule of delivery/requirements)	Accepted by the Bidder	Accepted by the Bidder	Accepted by the Bidder	Accepted by the Bidder	Accepted by the Bidder
ITB 25.4 (c) i Deviation in Payment Schedule (Bidders shall state their bid price as per given Price Schedules. Bids will be evaluated on the basis of their base price)	Accepted by the Bidder	Accepted by the Bidder	Accepted by the Bidder	Accepted by the Bidder	Accepted by the Bidder
ITB 25.4 (d) i Cost of Spare Parts. (The cost of major assemblies, components and selected spare parts (if there is any) to be clearly shown by the bidder in the bid separately and form part of the total bid price)	Included	Included	Included	Included	Included
ITB 25.4 (g) ii Performance & Productivity (To conform to the Technical Specifications)	Conformed	Conformed	Conformed	Conformed	Conformed

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COMPARISON OF TECHNICAL SPECIFICATIONS:

Description	Tender Specs for Crane	M/s Apex Machinery	Compliance	M/s Zoomlion	Compliance
1 General	Right hand drive 8x4 truck mounted telescopic boom mobile crane having 50-55 T on crane lifting capacity with gross vehicle weight of no more than 42 Tons. Complete with OEM control system for easy reading of operating parameters, engine fault warning/ diagnostic system and protection parameters covering load moment limiter, main and auxillary winch's over roll out and height limiter on boom and jib to prevent over hoisting.. Additionally equipped with all safety sensors to regulate all lifting lengths, angles and stop lifting operation automatically beyond specified limits Equipped with all standard OEM accessories and attachments.	SANY STC500 Right hand drive 8x4, 50 ton lifting capacity GVW 42 tons.	Yes	<div style="border: 1px solid black; padding: 2px;"> Right hand drive, 8*4 driving type. </div> <div style="border: 1px solid black; padding: 2px;"> Total mass 42000 kg with a lifting capacity of 55 ton </div> The basic parameters, such as moment ratio, boom angle, boom length, working radius, actual lifting capacity and rated lifting capacity, etc. will be displayed on the digital LCD.	Yes
2 Minimum turning radius	12m or less	12m	Yes	< 12 m	
3 Outrigger span	Hydraulically operated and telescopic with suitable locking mechanism .Largest span for the machine size is preferred for more machine stability while performing lifting operation	6m*7.2m (Longitudinal Transversal)	Yes	Yes	
4 Ambient conditions	Specify the temperature range before machine will start to derate due to low or high ambient temperature.	-20 degree to 45 degree Upto 4000 meters no deration	Yes	- 20 °C + 40°C	Yes

		Also specify the altitude before deration.								
5	Ground clearance	290mm or better.	295mm	Yes	260 mm	Yes				
6	Diesel Engine	<p>Include engine brand and model that is installed. Large displacement, Four stroke, water cooled, in-line six cylinder, high pressure common rail fuel pump system, turbo charged and after cooled diesel engine, Euro III emission compliant engine. Multiple power mode function for reduced power and fuel consumption. Sub zero (minus 20 degree or lower) cold start performance capability. Complete with all standard OEM accessories and attachments.</p>	<p>Brand: DONGFENG CUMMINS Model: ISL2340 30 Euro III Spec Sheet Attached</p>	Yes	<p>Diesel engine, with a large displacement of 9726 ml, having six cylinders inline, supercharged intercooled.</p>	Yes				
					<p>Conform to related EU stage III standard ECE R2 & ECE R 49</p> <p>- 20 °C ~ + 40°C</p>					
7	Minimum Engine Output (kw)	245 kw	250 KW	Yes	247 kw	Yes				
							RPM	2100 RPM	Yes	2200
							Torque	Min 1400N-M at lowest specified RPM range.	Yes	Yes
8	Wheel base between axles	<p>First and 2nd: not less than 1450mm 2nd and 3rd: not less than 4000 mm 3rd and 4th: not less than 1350mm</p>	<p>First and 2nd: not less than 1450 mm 2nd and 3rd: not less than 4000 mm 3rd and 4th: not less than 1350 mm</p>	Yes	<p>1450 mm 4100 mm 1350 mm</p>	Yes				
							9	Maximum Grade ability	40%	40%
10	Steering	Hydraulically powered/boosted mechanical steering for drive / steer axles 1 and 2.	Hydraulic power steering, axles 1 and 2 for steering	Yes	Integral circulating ball-type hydraulic booster steering gear	Yes				

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11	Transmission	<p>Minimum 9 speed transmission with manual gearbox allowing for higher speed ratio for optimal multi speed capabilities. Transmission shaft should be arranged in a manner for a smooth and reliable of power to the drive axles.</p>	<p>Forward speeds: 13.65/ 8.38/6.22/4.57/3.40/2.46/1.83/1.34/1.00: Reverse Speeds: 13.22</p>	Yes
12	Axle configuration	8x4 Rigid (Prime Mover Chassis not acceptable)	8x4 Rigid	Yes
13	Axle	<p>High load bearing capacity axles. Axles 1 and 2 steering axles with load capacity of not less than 16000 kg and axles 3 and 4 being drive axles having loading capacity not less than 26000 Kg.</p>	<p>8x4 Rigid Axles 1 and 2: 16000 kg, axles 3 and 4: 26000 kg</p>	Yes
14	Brake system	<p>Dual circuit brake system with air servo brakes used for all wheels. Must be installed with service brakes, parking brakes, auxillary brakes and emergency brakes.</p>	<p>Air Servo brakes are used for all wheels with dual-circuit brake system applied; engine is equipped with an exhaust brake. Brake system includes traveling brake, parking brake, emergency brake and auxiliary brakes.</p>	<p>Service brake: dual-circuit air brake system, acting on all hubs Yes</p>

15	Suspension	Rear and front Plate spring suspension system for all axles to provide strength and comfortable ride.	Front and Rear Plate Spring Suspension system.	Yes	Front suspension: Longitudinally installed leaf spring suspension, Rear suspension: Leaf spring+ balance beam + thrust rod type bogie equalizing suspension	Yes
16	Chassis Frame	Frame should be torsion/twist free and must be built with high-strength steel of required thickness capable to carry specified load bearing capability..	Designed and manufactured by SANY, anti-torsion box structure is welded by fi ne-grain high-strength steel plate to provide strong load bearing capacity.	Yes	Yes	Yes
17	Wheels/Tyres	Drum wheel with tyre, tubes and flappers. Twelve (12) steel ribbed radial types of size 12.00-14.00 R 20-25 fitted in chassis and 01 complete spare wheel.	12.00R20-20PRx12 with one spare wheel.	Yes	Yes	Yes
18	Travel speed	75km/hour or above	85 km/h	Yes	76 km/Hour	Yes
19	Safety	All safety features for operational components in the chassis and super structure must be included and explained in the bid by the bidders. A list of such safeties should be separately attached.	Load moment limiter: Load moment limiter calculation system based on lifting load mechanical model is established using an analytical mechanics method with rated lifting accuracy up to $\pm 3\%$ through on-line non-load calibration, providing full protection to lifting operation. In case of overload operation, system will automatically issue an alarm to provide safety protection for manipulation.	Yes	Equipped with all necessary safety features shown in attached list	Yes

		<ul style="list-style-type: none"> ▪ Hydraulic system is configured with the balance valve, overflow valve and two-way hydraulic look etc. components, thus achieving stable and reliable operation of the Hydraulic system. ▪ Main and Auxiliary winches are equipped with over roll-out limited to prevent over rolling-out of wire rope. ▪ Boom and jib ends are equipped with height limiters respectively to prevent over-hoisting of wire rope. ▪ Equipped with length sensor, angle sensor and press sensor to indicate the working condition of whole crane in real-time, giving an alarm and cutting off the dangerous action automatically. 			
20	Cabin	<p>All steel welded construction made of high tensile strength steel with hydraulic tiltable mechanism cabin, supported with shock absorbers and spring coils equipped with sleeping compartment. Additional safety features safety belts for driver and co-driver one piece safety laminated double glass wind screen with interior sunlight sliding curtain, individual windshield washers. Complete with ventilation and air conditioning. 01 number fire extinguisher fitted in cabin. Dash board safety cover, gauges, meters. Safety shut down devices. Cab to comply with internal safety standards.</p>	Superstructure cab is made of safety glass and anti-corrosion steel plate with ergonomic design such as full-coverage soften interior, panoramic sunroof and adjustable seats etc., and humanized design providing more comfortable and relaxing operation experience. The display of load moment limiter integrates main console and operation display system, which clearly show the data	Yes	Yes

			of all operating superstructure condition for lifting operation. Chassis cab is made of new steel structure self-developed by SANY, featuring excellent shock absorption, which is configured with swing-out doors at both sides, pneumatically suspended driver's seat, adjustable steering wheel, large rearview mirror, comfortable driver's chair with a headrest anti-fog fan, air conditioner, stereo radio and complete control instruments and meters, providing more comfortable, safe and humanized operation experience.			
21	Accessories.	Battery compartment with safety cover, tool box with lock & key, standard OEM tool kit and hydraulic Jack of appropriate capacity complete with wheel spanner.	Battery Component with safety cover, tool box with lock & key, standard OEM tool kit and hydraulic Jack of appropriate capacity complete with wheel spanner.	Yes	Yes	Yes
22	Electrical system	DC 24 V 2 x 12 v maintenance free batteries in series, with a capability to switch off power manually to vehicle via a mechanical switch.	With 2*12 V DC maintenance-free batteries, the crane power can be cut off manually via mechanical master power switch. The use of CAN-bus control system can achieve information interaction between superstructure and undercarriage.	Yes	Single wire system, negative grounded, 24 volt DC	Yes
23	Machines dimensions	13900 mm or less length 2800mm or less width	1370 mm length 2750 mm width	Yes	13700 mm 2800 mm	yes

		3800 mm or less height	3800 mm height	3800 mm	
CRANE SPECS					
24	General	Brand new (un-used) 50-55 Ton telescopic Truck mounted crane at 3meters radius.	Brand new (un-used) 50 Ton telescopic Truck mounted crane at 3 meters radius.	Brand new (un-used) 55 Ton telescopic Truck mounted Crane at 3 Meter Radius	Yes
25	Main Hoisting and secondary lifting speed	Main hoisting mechanism: At no load 125m/min or above. At full load 90M/min or above Secondary lifting mechanism: At no load 120m/min or above. At Full load 100m or above		Yes	Yes
26	Main telescopic boom:	4 - 5 piece u shaped boom with minimum length of 11m and min. extended boom length of 43m and lift height of min 43m.	5 Sections U shaped. Base boom 11.5 m, full-extended boom 43 m.	Min length of Boom 11.4 m Min extended boom length 43 m	(Minor Deviation in length of boom.
27	Jib (extendable boom) length:	Not less than 15m	16 m	14.6 m Negligible Deviation	No.
28	Lifting height with Jib	Not less than 59m	59 m	58m Negligible Deviation	No.
29	Base boom maximum lifting moment	Minimum 1750 KN.M	1774 KN.M	360 degree movement with 2 r/min speed	Yes
30	Boom slewing	Must allow for 360 degree movement at a suggested speed of upto 2rpm.	360 ° rotation can be achieved with Max. Slewing speed of 2.0 r/min. Hydraulic controlled proportional speed adjustment is applied to	Yes	Yes

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		<p>provide stable and reliable operation of the system. Unique rotary buffer design ensures more stable</p> <ul style="list-style-type: none"> High-quality key hydraulic components such as main oil pump, rotary pump, main valve, winch motor, and balancing parts etc. are adopted to achieve stable and reliable operation of the hydraulic system. Superior operation performance is guaranteed by accurate parameter matching. Through the adoption of load sensitive variable displacement piston pump, pump displacement can be adjusted in real-time, achieving high-precision flow control with no energy loss during operation. Main valve has flow compensation and load feedback control function, enabling stable and convenient control of single action and combined action under different operation conditions. Winch adopts the electronically controlled variable motor to ensure high operation efficiency. Max. Single line speed of main and auxiliary winches is up to 130 m/min. 		
<p>Hydraulic system</p>	<p>The complete hydraulic system must allow for high precision oil flow control with the use of load sensing variable displacement piston pump to control various operational conditions efficiently and with minimum energy/power loss.</p>	<p>provide stable and reliable operation of the system. Unique rotary buffer design ensures more stable</p> <ul style="list-style-type: none"> High-quality key hydraulic components such as main oil pump, rotary pump, main valve, winch motor, and balancing parts etc. are adopted to achieve stable and reliable operation of the hydraulic system. Superior operation performance is guaranteed by accurate parameter matching. Through the adoption of load sensitive variable displacement piston pump, pump displacement can be adjusted in real-time, achieving high-precision flow control with no energy loss during operation. Main valve has flow compensation and load feedback control function, enabling stable and convenient control of single action and combined action under different operation conditions. Winch adopts the electronically controlled variable motor to ensure high operation efficiency. Max. Single line speed of main and auxiliary winches is up to 130 m/min. 	<p>Yes</p>	<p>Yes</p>

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		<ul style="list-style-type: none"> ▪ Slewing system is equipped with the integrated slewing buffer valve with free slipping function to ensure more stable starting and control of the slewing operation and excellent Micro-mobility. ▪ Hydraulic oil tank capacity: 840 L. 		
<p>Hoisting</p>	<p>High efficiency load handling and maneuvering, Variable speed control, balance load handling with anti-slip mechanism. Must include the main hook of not less than 600 kg and auxiliary hook of not less than 90kg capacity with appropriately sized wire ropes.</p>	<ul style="list-style-type: none"> ▪ The adoption of pump and motor double variable speed control ensures high efficiency and excellent energy saving functionality. With perfect combination of winch balance valve and unique ant-slip technology, heavy load can lift and lower smoothly. Closed winch brake and winch balance valve effectively prevent imbalance of the hook. ▪ One main hook: 610 kg or 555 kg, one auxiliary hook: 90 Kg, and the Max. lifting weight are 50 t and 5 t. with rope of main winch: left-handed wire rope 18-35Wx7-1960USZ 220 m. Wire rope of auxiliary winch: left handed wire rope 18-35Wx7-1960USZ 130 m. 	<p>Yes</p>	<p>Yes</p>
<p>33</p> <p>General compliance statement</p>	<p>Bidders must state any deviation from above specifications in the shape of a “compliance statement” against each</p>	<p>Comply</p>		<p>Comply</p>

	<p>element of specifications as above stating "comply" or "not comply" as the case may be.</p>		
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