

MINUTES OF PRE-BID MEETING

Project: Selection of Developer for Engineering, Procurement and Construction (EPC) of 1.664 KWp Solar Power System Along with 2.00 MWh Battery Energy Storage System (BESS) under B.O.T. Model.
Date: 10th August, 2026
Time: 2:30 PM
Location: Conference Room, Administration Block, Aror University of Art, Architecture, Design and Heritage Sukkur.

PARTICIPANTS

S.No	Name	Organization
University Representatives /Consultant team members		
1	Prof. Dr. Zahid Hussain Khand	Vice Chancellor, Aror University Sukkur
2	Mr. Abdul Haleem Soomro	Director Finance, Aror University Sukkur
3	Mr. Manzoor Ali Rind	Project Director, Aror University Sukkur
4	Prof. Dr. Zameer Ahmed Abro	Dean – Faculty of Design, Aror University Sukkur
5	Engr. Iftikhar Ahmed	Assistant Engineer (Electrical), Aror University Sukkur
6	Engr. Bhawish Dass	Project Engineer, Aror University Sukkur
7	Mr. Hafeezullah	Consultant, Hi-Tech Engineering Company
8	Mr. Musaib	Consultant, Hi-Tech Engineering Company
Vendors/Developers		
9	Mr. Aijaz Ahmed	AE Power
10	Mr. M. Tofique	Renergy Electric SMC (Pvt.) Ltd.
11	Mr. Muhstaque Ali	Exide Pakistan Ltd.
12	Mr. Afaque Ahmed	Nizam Energy (Pvt.) Ltd.
13	Mr. Haris Saeed	Reon Energy Limited
14	Mr. Saadullah	Ideal Power Solutions
15	Mr. Agha Waleed	Hemlet Enterprises
16	Mr. Zain Malik	MZ Enterprises

The meeting was held in the presence of the **Worthy Vice Chancellor, Aror University Sukkur**. The meeting commenced with the recitation of the Holy Quran.

Mr. Hafeezullah, representative of the Consultant, **M/s Hi-Tech Engineering Company**, briefed the participants regarding the project scope, bidding documents, procedure for payment/purchase of bidding documents, approved materials/specifications, and requirements regarding the solar resource/site survey.

The following queries were received from prospective bidders during the Pre-Bid Meeting and through email. The responses provided by the Consultant/Procuring Agency are recorded below and shall be read in conjunction with the Bidding Documents.

S.NO	QUESTION/CLARIFICATION	RESPONSE
1	The bidders proposed that the individual cost components need not be disclosed separately in the financial bid, as they understood that these components would not form part of the financial evaluation. They requested that the financial bid require only the total project cost and repayment period (in months), with the applicable KIBOR clearly identified, wherever applicable.	The Consultant clarified that bidders need not provide separate costs for Solar EPC, BESS, Non-EPC, and O&M. The financial bid shall comprise only the monthly rental amount and total rental period. The monthly rental shall be all-inclusive, covering taxes, CPI adjustments, KIBOR-based financing costs, O&M, and all other associated charges. The monthly rental ceiling amount shall be at Rs. 6.25 million per month and shall accordingly be adopted by all bidders for the purpose of financial bidding and evaluation.

2	The bidders sought clarification on the requirement for a Bank Guarantee (BG) in connection with the University's Endowment Fund.	The Consultant clarified that the required Bank Guarantee (BG) (If required) shall be furnished in accordance with the provisions, conditions, and financial structure specified in the Bidding Documents.
3	The bidders sought clarification on whether the stated load represents the minimum guaranteed load, average load, or design load, and how the load profile should be considered for system sizing and performance evaluation.	The Consultant clarified that the system shall cater to a 600-kW load from 9:00 AM to 4:00 PM (7 hours), after which the load shall be reduced to approximately 100 kW till 9:00 AM daily. In addition of the load would be catered from the 2 MWH BESS. This production sequence shall be maintained throughout the warranty period. The stated load profile shall be considered the design/reference load requirement of the University. Bidders shall, however, conduct their own site survey, load assessment, and technical evaluation and design the system in accordance with the requirements and performance criteria specified in the Bidding Documents. The bidder shall also provide the projected solar system generation figures based on the P90 scenario.
4	The prospective bidders, with reference to Clause 26.3, Page 22 of the Bidding Documents, requested an additional two (02) months in the stipulated completion period, citing the financial closure and procurement requirements associated with the project.	The request was considered; however, the stipulated completion period shall remain unchanged as specified in the Bidding Documents. The successful bidder may, however, be allowed an additional period of up to two (02) months for financial closure, subject to the applicable contractual conditions.
5	The bidders requested that the successful bidder be required to submit, in writing and prior to execution of the Agreement, the following: 1. Year-wise Buy-Back Value/Cost of the Project; and 2. Detailed distribution/break-up of the Project Cost.	The Consultant clarified that the successful bidder shall provide the required financial details, year-wise buy-back mechanism, and project cost break-up in accordance with the approved financial model and contractual requirements. The final provisions shall form part of the Agreement and shall be subject to the University's approval.
6	The prospective bidders requested relaxation of the Pakistan Engineering Council (PEC) registration and technical eligibility criteria, particularly from Category C-B to C-1, considering the estimated project cost and nature of the works.	The request was considered and discussed. It was clarified that PEC Category C-1 registration shall also be acceptable for the purpose of meeting the specified eligibility criteria.
7	The bidders sought clarification on whether a Joint Venture (JV) could be formed through an agreement between the parties without requiring separate PEC registration of the JV entity.	The Consultant clarified that Joint Ventures shall be permitted/considered strictly in accordance with the **PEC requirements and the eligibility provisions specified in the Bidding Documents**. The required JV agreement and registration/documentation shall be submitted as

		prescribed. A Joint Venture (JV) arrangement will only be acceptable from a technical perspective and shall not be considered acceptable from a financial perspective.
8	The bidders sought clarification regarding the proposed inverter configuration, including the use of AC-coupled BESS, DC-coupled BESS, a single hybrid inverter, or hybrid inverters with separate grid-tied inverters. They also sought clarification on the acceptability of air-cooled hybrid inverters, net-metering compatibility, and requested consideration of a 10-year inverter warranty.	The Consultant clarified that bidders may propose any technically suitable inverter/BESS configuration that complies with the technical specifications, performance requirements, and applicable grid/net-metering requirements specified in the Bidding Documents. The proposed configuration shall be evaluated based on technical compliance, system performance, reliability, and compatibility with the University's requirements. The warranty requirements shall remain as specified in the Bidding Documents.
9	The bidders highlighted a discrepancy in the Bidding Documents regarding the Performance Security requirement, wherein IB Clause 34.1 on Page 24 specifies 5%, whereas Sub-Clause 10.1 on Page 92 specifies 10%. The bidders requested clarification on the applicable Performance Security percentage.	The discrepancy was noted and clarified. The applicable Performance Security shall be 10%, in accordance with the relevant contractual provision of the Bidding Documents.
10	The bidders sought clarification regarding the applicable Bid Security requirement, specifically whether it should be calculated at 3% of the estimated cost or provided as a fixed amount of Rs. 10.5 million.	It was clarified that the Bid Security shall be a fixed amount of Rs. 10.5 million, as specified in the Bidding Documents. Which is also in accordance with the SPPRA rules.
11	The bidders sought clarification regarding the warranty requirements for the equipment to be supplied and installed under the project.	The request was noted and clarified that all project equipment, including BESS, inverters, structures, cables, and allied accessories, shall carry a minimum 10-year replacement warranty. The Solar Modules/Panels shall carry a minimum 25-year warranty. The Developer shall also provide the OEM provider's contact details for verification of warranty, along with 15-year performance/degradation figures for the solar modules, BESS, and inverters.
12	The bidders sought clarification on whether the proposed system shall operate as a centralized power system or whether the load shall be distributed among individual buildings, particularly in view of the proposed use of inverters rated above 100 kW.	The Consultant clarified that the system shall operate through centralized load distribution, with power supplied from the Solar System through a single injection point. A centralized, air-conditioned control room for the inverters, BESS, and associated equipment shall be provided by the Developer, as specified in the Pre-Bid Documents. The Developer shall ensure that the control room is properly designed and equipped with appropriate facilities and infrastructure for the safe, reliable,

		and efficient operation and monitoring of the system.
13	The Bidders sought clarification on the BOT concession period and the proposed transfer conditions at the end of the concession period.	The Consultant clarified that the BOT concession period shall be as specified in the Bidding Documents and the approved financial model. Upon expiry of the concession period, the project assets, including all associated equipment and infrastructure, shall be transferred to the University in accordance with the terms and conditions stipulated in the Agreement. The assets shall be handed over in operational and satisfactory condition, subject to the applicable inspection, testing, and handover procedures.
14	The tender mentions an estimated project cost of PKR 350 million. Please confirm whether this is only an indicative estimate or whether there is an expected/maximum CAPEX limit for the bidder.	The Consultant clarified that the PKR 350 million stated in the Bidding Documents represents the estimated project cost for reference purposes only and shall not be construed as a fixed or maximum CAPEX limit. Bidders shall determine their project cost based on their technical solution, site assessment, design, equipment selection, and financial model, in accordance with the requirements of the Bidding Documents.
15	The tender mentions an annual Capacity Charge of PKR 75 million including all taxes. Please clarify whether this is the complete annual payment to the developer covering CAPEX recovery, financing cost, O&M and developer's return/profit	The Consultant clarified that the annual Capacity Charge of fixed PKR 75 million or 6.25 million per month, inclusive of all applicable taxes, shall constitute the total annual payment to the Developer. It shall be deemed to cover all associated costs and charges, including CAPEX recovery, financing costs, O&M expenses, taxes, and the Developer's return/profit, with no additional payment admissible.
16	Please clarify the payment mechanism, including payment commencement date, payment frequency, annual installment/capacity charge and any applicable escalation.	The Consultant clarified that the payment mechanism, payment commencement date, frequency, annual Capacity Charge, and any applicable escalation shall be finalized and mutually agreed with the selected Developer during the final Agreement.
17	Please clarify who will be responsible for project financing, and whether bidders are permitted to propose their own financing structure, interest rate and repayment period.	The Consultant clarified that the selected Developer shall be responsible for arranging the project financing. Bidders may propose their own financing structure, interest rate, and repayment period, subject to compliance with the requirements of the Bidding Documents. The final financing structure and repayment terms shall be agreed with the selected Developer and incorporated into the final Agreement.
18	Please confirm the required BESS power rating (MW) in addition to the specified 2 MWh energy capacity, including required	The Consultant clarified that the Client requires a stand-alone system and does not intend to rely on the grid for meeting the specified load. The system

	backup duration and operating mode during grid failure	shall be designed to cater for 600 kW from 9:00 AM to 4:00 PM (7 hours) and approximately 100 kW during the remaining hours throughout the year. The BESS shall be suitably sized and configured to support the required load profile and ensure reliable operation of the system.
19	Please confirm whether 2 MWh refers to installed/nameplate capacity or usable energy capacity.	The Consultant clarified that the specified 2 MWh BESS capacity shall refer to the usable energy capacity available for system operation, after accounting for the applicable depth of discharge and system losses. The bidder shall accordingly ensure that the installed/nameplate capacity is adequately sized to deliver the required 2 MWh usable capacity throughout the specified operating conditions.
20	Please provide/confirm the available site area, existing electrical SLD, transformer capacity, grid interconnection point and historical electricity load profile.	The Consultant clarified that bidders shall conduct a detailed site survey and technical assessment to verify the available site area, existing electrical SLD, transformer capacity, grid interconnection point, and actual load profile. Bidders shall base their final design and proposal on the verified site conditions and assessment findings.
21	Please clarify whether grid export/net metering is permitted and how surplus energy, if any, will be treated.	The Consultant clarified that net metering/grid export may be considered as an mandatory option subject to applicable regulatory requirements and approval from the relevant authority. Bidders may propose a suitable net-metering arrangement for surplus energy, while ensuring that the system can meet the University's specified load requirements. and all the inverters should have their own Grid Forming Capacity
22	Please confirm the required solar PV performance ratio, annual energy generation and system availability guarantees.	The Consultant clarified that the Solar PV performance ratio, annual energy generation, and system availability guarantees shall be proposed by the bidder based on the site conditions, technical design, and applicable performance requirements specified in the Bidding Documents. The proposed guarantees shall form part of the technical and contractual commitments of the selected Developer.
23	Please clarify whether the bidder is required to conduct soil/geotechnical investigation at its own cost or whether the Employer will provide the relevant report.	The Consultant clarified that the bidder shall be responsible for conducting the required soil/geotechnical investigation at its own cost.
24	The bidders requested clarification regarding the mandatory BOT experience requirement, specifically the requirement to have successfully executed at least five (5) similar BOT/IPP solar projects, each	The Consultant clarified that experience in projects of similar nature should be required.

	with a minimum capacity of 2,000 kWp, considering the BOT nature of the project.	
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The Consultant advised all prospective bidders to thoroughly review the **Bidding Documents, technical specifications, scope of work, financial requirements, and contractual conditions** prior to submission of their bids.

Bidders were further advised to undertake the necessary **site survey, solar assessment, electrical load assessment, and technical due diligence** before finalizing their proposals.

It was emphasized that any **clarification, amendment, or modification** to the Bidding Documents shall be issued officially by the **Procuring Agency, on the recommendation of the Consultant and Procurement Committee** through the prescribed procurement process and shall be binding on all prospective bidders.

The meeting concluded with **thanks to all participants for their attendance and constructive participation.**

ATTENDANCE SHEET
PARTICIPANTS IN PRE-BID MEETING

NO. PD/AU-SKR/- 289 OF 2026

Pre-Bid Meeting: 10/08/2026

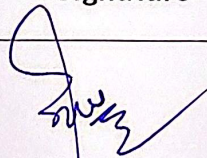
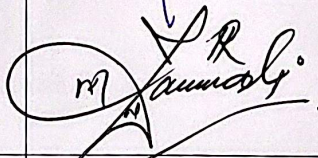
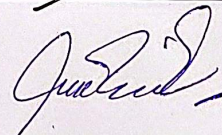
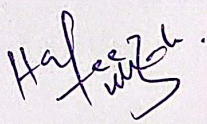
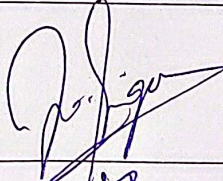
SELECTION OF CONTRACTORS FOR ENGINEERING, PROCUREMENT AND CONSTRUCTION OF 1664 KWP SOLAR POWER SYSTEM ALONG WITH 2.00 MWH BESS UNDER B.O.T MODEL

#	Name of Contractor Firm/Company	Name & CNIC No	Mobile No	Signature
01.	AE Power	Aijaz Ahmad 4550411154815	0333610 7725	
02.	Renergy Electric SMC Pvt Ltd	M. Tojique 42501-5477900-3	0340- 0009049	
03.	Exide Pakistan Limited	Mushtaq Ahmad 41506-0432749-3	0333-6738 627	
04.	Nizam Energy Pvt Ltd	Afaqque Ahmed 45402-7090475-9	0300 2024 506	
05.	Reon Energy Limited	Haris Saeed 42201-38829435	03022634 915	
06.	Ideal Power Solutions Pvt Ltd.	Saadullah 42201-9760423-7	0306- 2105566	
07.	Hemlet Enterprises	Agha Waleed	0313 3435197	
08.	M.2 Enterprises	Zain Majeed	0331 3166215	
09.				
10.				



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SELECTION OF CONTRACTORS FOR ENGINEERING, PROCUREMENT AND CONSTRUCTION OF 1664 KWP SOLAR POWER SYSTEM ALONG WITH 2.00 MWH BESS UNDER B.O.T MODEL

S.NO	Name & Designation	Signature
01.	Mr. Abdul Haleem Soomro Director Finance Aror University Sukkur Convenor	
02.	Mr. Manzoor Ali Rind Project Director Aror University, Sukkur Member	
03.	Prof. Dr. Zameer Abro Dean – Faculty of Design Aror University Sukkur Member	
04.	Engr. Iftikhar Ahmed Assistant Engineer (Electrical) Aror University Sukkur Member	
05.	Mr. Hafeezullah Consultant Representative High Tech Engineering Company.	
06.	Mr. Musaiib Consultant Representative High Tech Engineering Company.	
07.	Engr. Bhawish Dass Project Engineer Aror University Sukkur Secretary	