1.0 INSTRUCTIONS TO APPLICANTS

1.1 Submission of Applications

1.1.1 University of Karachi invites the application from the Bidders to undertake the Construction of Shaheed Mohtarma Benazir Bhutto Chair, Office Building & Convention Centre with allied facilities Applications for prequalification (one original and one copy) must be received in sealed envelopes to be delivered by hand or through registered mail to:

Project Director, Shaheed Mohtarma Benazir Bhutto Chair, University of Karachi and be clearly marked "Application for pre-qualification" for construction of Office Building and Convention Centre with allied facilities.

- 1.1.2 The name and mailing address of the Applicant shall be clearly marked on the left hand on the envelope.
- 1.1.3 The applications shall be prepared in the English language. Information in any other language shall be accompanied by its translation in English. The Employer reserves the rights for rejection of pre qualification in case of non-compliance of the above requirement.
- 1.1.4 The Applicants must respond to all questions and provide complete information as advised in this document. Any lapses to provide essential information may result in dis-qualification of the Applicant.
- 1.1.5 The applicant's queries, if any, may be sent to Employer.

1.2 Qualification Criteria

1.2.1 **General**

Pre-qualification will be based on all the criteria given in succeeding paras 1.2.2 to 1.2.5 regarding the Applicant's general and particular experience, personnel and equipment capabilities, and financial position, as demonstrated by the Applicant's responses in the forms provided. The Employer reserves the right to waive minor deviations if these don't materially affect the capability of an applicant to perform the contract. Sub-contractor's experience and resources shall not be taken into account in determining the Applicant's compliance with the qualifying criteria. However, Joint Venture experience & resources shall be considered. Consortium or Association of firms will be considered for similar treatment as in case of Joint Venture.

The information submitted by applicants shall be used for determining their qualification based on criteria set out in para 1.2.5.

The Employer reserves the right to verify or seek clarification of the information furnished by the applicants. The Employer may reject any application for any misrepresentation knowingly made by any applicant in, or pursuant to, their application or for any statement furnished in

connection therewith, and intended to be relied upon by the Employer, which is incorrect in any respect.

1.2.2 **Preliminary Examination**

All applications/documents submitted shall be checked for the following items:

- 1. Has the Letter of Application been signed?
- 2. Has all information asked for in Form A-1 to A-12 been provided?
- 3. Have all Affidavits required under Form A-12 been provided and duly signed by the authorized person?
- 4. Have audited balance sheets of last five years been provided?
- 5. In case of Joint Venture, has the JV agreement been provided and duly signed?

1.2.3 **Initial Scrutiny**

All the applicants shall be subjected to initial scrutiny using the following criteria:

- 1. Registration with Pakistan Engineering Council in Category C2 & above in specialization codes CE-01, CE-09, CE-10, EE-03, EE-04, EE-06, ME, 01, ME-02, ME-03
- 2. At least one (01) number of project of comparable nature having cost of Rs 400 Million completed during the last five years.

1.2.4 **Detailed Evaluation**

After the initial screening of all applicants, a detailed evaluation of the short-listed contractors shall be undertaken using the following criteria based on the scoring system as follows:

	Points	
Category	Maximum	Minimum Acceptable
Financial	30	15
Experience	30	15
Personnel	20	10
Equipment	20	10

To qualify, applicants must receive not less than the specified minimum acceptable points for each category and an aggregate 60% points of maximum 100 points.

1.2.5 Criteria for Detailed Evaluation

Detailed evaluation criteria is as below:-

- 1.2.5(A) (a) Financial Tendering Capability of an applicant will be taken as follows
 - 1.2.5.1 The Applicant should demonstrate that he has access to, or has available liquid assets, un-encumbered real assets, lines

of credit and other financial means sufficient to meet the cash flow for the execution of works.

Applicant's commitments for other ongoing contracts shall also be considered.

- 1.2.5.2 The Audited Balance Sheets for the past five years and Annual Turn Over for the last five years must be submitted and should demonstrate the soundness of the Applicant's financial position, showing long term profitability. Where necessary, the Employer will make inquiries with the Applicant's bankers.
- 1.2.5.3 The Average Minimum Working Capital shall not be less than Rs.40 million for the past five (05) years.

Average Working Capital	Points
Rs. 40 million to Rs 50 million Above Rs 50 million	7.5 15
Maximum Points	15

1.2.5.4 The Average Annual Turn Over should not be less than Rs.300 million for the past five (05) years.

Average Annual Turn Over	Points
Rs. 250 million to Rs 300 million Above Rs. 300 million	7.5 15
Maximum Points	15

1.2.5(B) (a) **Experience** will be evaluated on the basis of the following points: (Information regarding comparable nature is to be supported by documents such as Letter of Intent/ Letter of Award, Job Completion Certificate and any other relevant document)

Sub-Category		Points (maximum)
i.	Project(s) of similar nature executed during last five years.	20
ii.	Projects of similar nature in hand.	10

(b) Points for experience will be given on the basis of the following criteria:

	Experience	Points
	s of comparable nature executed ast five years	
i) ii)	Rs 140 million to 150 million Above Rs. 150 million	6 per project. 8 per project.
Projects	s of comparable nature in hand costing:	
i) ii)	Rs. 140 million to 150 million Above Rs. 150 million	3 per project. 4 per project.

1.2.5(C) (a) Personnel will be evaluated on the basis of following points:

Key Personnel		Points (maximum)
i.	Project Manager	7
ii.	Construction Engineer	4
iii.	Site Supervisor (Civil)	3
iv.	Site Supervisor (Electrical/Mechanical)	3
v.	Surveyor	3

(b) Points for personnel will be given on the basis of the following criteria:

i. Project Manager (must be a University Engineering Degree holder)

Qualification	Points
Total work Experience (years)	
More than 20 for BE & MS 15 years	5.0
15-20 MS-BE	4.0
10-15 MS-BE	3.0
05-10 MS-BE	2.0
Less Than 05	1.0
Maximum Points	5.0
Specific Experience (years)	
More than 15	2.0
10-15	1.0
Less than 10	0.5
Maximum Points	2.0

15. Construction Engineer

Qualification	Points
University Degree (UD)	1.0
Diploma (D)	0.5
Without formal qualification	0.0
Maximum Points	1.0
Total work Experience (years)	
More than 15	1.5
10-15	1.0
Less than 10	0.0
Maximum Points	1.5
Specific Experience (years)	
More than 10	1.5
05-10	1.0
Less than 05	0.0
Maximum Points	1.5

15. Site Supervisor (Civil)

Qualification	Points
Diploma (D)	1.0
Without formal qualification	0.5
Maximum Points	1.0
Total work Experience (years)	
More than 15	1.0
10-15	0.5
Less than 10	0.0
Maximum Points	1.0
Specific Experience (years)	
More than 10	1.0
05-10	0.5
Less than 05	0.0
Maximum Points	1.0

iv. Site Supervisor (Electrical/Mechanical)

Qualification	Points
Diploma (D)	1.0
Without formal qualification	0.5
Maximum Points	1.0
Total work Experience (years)	
More than 15	1.0
10-15	0.5
Less than 10	0.0
Maximum Points	1.0
Specific Experience (years)	
More than 10	1.0
05-10	0.5
Less than 05	0.0
Maximum Points	1.0

v. Surveyor

Qualification	Points
Diploma (D)/Certified Course	1.0
Without formal qualification	0.5
Maximum Points	1.0
Total work Experience (years)	
More than 15	1.0
10-15	0.5
Less than 10	0.0
Maximum Points	1.0
Specific Experience (years)	
More than 10	1.0
05-10	0.5
Less than 05	0.0
Maximum Points	1.0

1.2.5(D) **Equipment Capabilities**

The Applicant should own, or have assured access to (through rented, lease, purchase agreement or other means), the following key equipment (limited to only major items of equipment) in full working order, and must demonstrate that, based on known commitments, these will be available for deployment on the proposed contract or works. The Applicant may also list alternative equipment which he would propose for the contract together with an explanation of the alternate proposal.

Equipment Type & Characteristics	Required (Nos.)	Points
1. Dump Trucks min 5m³ cap	2	<mark>2</mark>
2. Loaders	1	1
3. Excavators	1	1
4. Rollers	1	1
5. Transit Mixers	1	1
6. Crane 20 ton cap.	1	<mark>2</mark>
7. Water Bowser	1	1
8. Welding Plant	1	1
9. Compressor	1	1
10. Generator	1	1
11. Avometers	2	2
12. HIPOT Tester	1	1
13. MEGAR	1	1
14. Flukemeter	1	1
15. Optical Time Domain Reflectometer (OTDR)	1	1
16. Form work/shuttering	70000 sft	1
17. Survey Equipments	1	1
Maximum Points		20

1.2.5(E) **Litigation History**

The Applicant should provide accurate information of any litigation or arbitration resulting from contracts completed or under execution over the last five years or since inception of the company/firm, whichever is greater. A consistent history of award against the Applicant or any partner of a joint venture may result in rejection of the application.

1.3 Black Listing & Other Affidavits:

The Applicant should provide details of black listing if any. An affidavit is to be provided that the applicant has never been black listed.

The Applicant should also provide an undertaking to the effect that all documents / particulars / information given with this pre-qualification document are true.

The Applicant should also provide an affidavit to the effect that Applicant has never indulged in corrupt, fraudulent or collusive practice for procuring contracts.

1.4 Joint Venture (JV)

- 1.4.1 Joint Venture must comply with the following requirements:
 - a) Following are minimum qualification requirements:
 - i) The lead partner shall meet not less than **40 percent** of all qualifying criteria given in paras 1.2 and 1.6 heretofore.
 - ii) Each of the partners shall meet not less than **25 percent** of all the qualifying criteria given in paras 1.2 and 1.6 heretofore.
 - iii) The joint venture must collectively satisfy the criteria of paras 1.2, 1.3, 1.4 and 1.5, for which purpose the relevant figures for each of the partners shall be added together to arrive at the JV's total capacity. Individual members must satisfy each of the requirements of paras 1.6 and 1.7 heretofore.
 - b) Any change in a prequalified JV after pre-qualification, shall be subject to the written approval of the Employer prior to the deadline for submission of bids. Such approval may be denied if:-
 - Partner(s) withdraw from a JV and remaining partners do not meet the qualifying requirements;
 - ii) The new partners to a JV are not qualified individually or as another JV; or
 - iii) In the opinion of the Employer, a substantial reduction in competition would result.

- c) Bid shall be signed by all members in the JV so as to legally bind all partners, jointly and severally, and any bid shall be submitted with a copy of the JV agreement providing the joint and several liabilities with respect to the contract.
- 1.4.2 The prequalification of a JV does not necessarily pre qualify any of its partners individually or as a partner in any other JV or association. In case of dissolution of a JV, each one of the constituent firms may pre-qualify if they meet all the pre qualification requirements and any partner of J.V has requested/shall request for the same and then his pre qualification shall be subject to the written approval of the Employer.

1.5 Conflict of Interest

1.5.1 The Applicant (including all members of a JV) must not be associated, nor have been associated in the past, with the consultant or any other entity that has prepared the design, specifications, and other post qualification and bidding documents for the project, or was proposed as Engineer for the contract, over the last five years. Any such association may result in disqualification of the Applicant.

1.6 Updating Prequalification Information

1.6.1 Bidders shall be required to update the financial, personnel and equipment information used for pre qualification at the time of submitting their bids, to confirm their continued compliance with the qualification criteria and verification of the information provided at the time of pre qualification. A bid shall be rejected if the Applicant's qualification thresholds are no longer met at the time of bidding.

1.7 Other Factors

- 1.7.1 Only firms and JVs that have been pre-qualified under this procedure shall be invited to bid. A qualified firm or a member of a qualified JV may participate only in one bid for the contract. If a firm submits more than one bid, singly or as a JV, all bids including that bidder will be rejected. This rule will not apply in respect of bids which include specialist subcontractors who are used by more than one bidder.
- 1.7.2 The Employer reserves the right to:
 - a) Amend the scope and value of any contract(s) to be bid, in which event the bidder(s) will only bid among those pre-qualified bidders who meet the requirements of the contract(s) as amended. However the Employer has to review the disqualified bids who originally do not meet the specified criteria for pre qualification.
 - b) Reject or accept any application; and

c) Cancel the pre qualification process and reject all applications.

The Employer shall neither be liable for any such actions nor be under any obligation to inform the Applicant of the grounds for rejection however, may be debriefed if solicited.

1.7.3 Applicants will be informed in writing by fax or mail within **42 days** of the submission date of applications of the result of their applications and may be debriefed if solicited.

2.0 EVALUATION CRITERIA

Applicants meeting the minimum requirements mentioned in Para 1.2 besides other factors shall be considered for pre-qualification. No compromise shall be made on PEC registration, academic qualification and experience. History of excessive contract arbitrations and litigation resulting in decision against them will be considered sufficient grounds for dis-qualification.

Letter of Application

[Letterhead paper of the Applicant, or partner responsible for a joint venture, including full postal address, telephone no., fax no., telex no., cable and e-mail address]

Date:				
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To:

The Project Director Shaheed Mohtarma Benazir Bhutto Chair, University of Karachi.

Sirs,

- 2. Attached to this letter are copies of original documents defining¹:
 - (a) The Applicant's legal status;
 - (b) The principal place of business; and
 - (c) The place of incorporation (for applicants who are corporations); or The place of registration and the nationality of the owners (for applicants who are partnerships or individually-owned firms).
- 3. Your Agency and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this application, and to seek clarification from our bankers and clients regarding any financial and technical aspects. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by yourselves or the authorized representative to verify statements and information provided in this application, or with regard to the resources, experience, and competence of the Applicant.

1

For applications by joint ventures, all the information requested in the pre-qualification documents is to be provided for the joint venture, if it already exists and for each party to the joint venture separately. The lead partner should be clearly identified. Each partner in the joint venture shall sign the letter.

4. Your Agency and its authorized representatives may contact the following persons for further information², if needed.

General and Managerial Inquiries	
Contact 1	Telephone 1
Contact 2	Telephone 2

Personnel Inquiries	
Contact 1	Telephone 1
Contact 2	Telephone 2

Technical Inquiries	
Contact 1	Telephone 1
Contact 2	Telephone 2

Financial Inquiries	
Contact 1	Telephone 1
Contact 2	Telephone 2

- 5. This application is made with the full understanding that:
 - (a) bids by pre-qualified applicants will be subjected to verification of all information submitted for pre-qualification at the time of bidding;
 - (b) Your Agency reserves the right to:
 - (i) amend the scope and value of any contract under this project; in such event bids will only be called from pre-qualified bidders who meet the revised requirements; and
 - (ii) reject or accept any application, cancel the pre-qualification process, and reject applications; and
 - (c) Your Agency shall not be liable for any such actions and shall be under no obligation to inform the Applicant of the grounds for actions at 5(b) here above.
 - (d) Your Agency shall not be liable for consequence of, and shall be under

Application by joint ventures should provide information on a separate sheet information for each party to the application.

²

no obligation to inform the applicant of the grounds for, actions taken under para 5(b) here above.

Applicants who are not joint ventures should delete para 6&7 and initial the deletions.

- 6. Appended to this application, we give details of the participation of each party, including capital contribution and profit/loss agreements, to the joint venture or association. We also specify the financial commitment in terms of the percentage of the value of the (each) contract, and the responsibilities for execution of the (each) contract.
- 7. We confirm that in the event that we bid, that bid as well as any resulting contract will be.
 - (a) signed so as to legally bind all partners, jointly and severally; and
 - (b) submitted with a Joint Venture agreement providing the joint and several liability of all partners in the event the contract is awarded to us.
- 8. The undersigned declare that the statements made and the information provided in the duly completed application are complete, true, and correct in every detail.

Signed	Signed
Name	Name
For and on behalf of (name of Applicant or lead partner of a joint venture)	For and on behalf of (name and signature of other partners of the joint venture)

Page___ of ____Pages

General Information

All individual firms and each partner of a joint venture applying for post qualification are requested to complete the information in this form. Nationality information is also to be provided for foreign owners or applicants who are forming part of the Joint Ventures as required under the PEC Bye-Laws as a Partnership/Joint Venture.

Where the Applicant proposes to use named subcontractors for critical components of the works, or for work contents in excess of 10 percent of the value of the whole works, the following information should also be supplied for the specialist subcontractor(s).

1.	Name of Firm	
2.	Head Office Address	
3.	Telephone	Contact Person: Name: Title:
4.	Fax	Telex
5.	Place of Incorporation/Registration	Year of incorporation/registration

	NATIONALITY OF O	WNERS
	NAME	NATIONALITY
1.		
2.		
3.		
4.		
5.		

Application Form	A-2
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General Experience Record

Name of Applicant or partner of a joint venture

All individual firms and all partners of a joint venture are requested to complete the information in this form. The information supplied should be the annual turnover of the Applicant (or each member of a joint venture), in terms of the amounts billed to clients for each year for work in progress or completed over the past **five** years.

Use a separate sheet for each partner of a joint venture.

ANNUAL TURNOVER (Construction only)				
YEAR	TURNOVER (in actual currency)	EQUIVALENT RUPEES (in millions)		
1.				
2.				
3.				
4.				
5.				

Application Form A-3

Page___ of ____Pages

Joint Venture Summary

NAME OF ALL PARTNERS OF A JOINT VENTURE
1. Lead Partner
2. Partner
3. Partner
4. Partner
5. Partner
6. Partner

Total value of annual construction turnover, in terms of work billed to clients,

ANNUAL TURNOVER DATA (Construction only; Equivalent in Pak Rupees, Millions)						
Partner	Form A-2 Page No.	2010	2011	2012	2013	2014
1. Lead Partner						
2. Partner						
3. Partner						
4. Partner						
5. Partner						
6. Partner						
	Total:					

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Particular Experience Record

Name of Applicant or partner of a joint venture

To post qualify, the Applicant shall be required to pass the specified requirements applicable to this form, as set out in the : Instructions to Applicants".

On a separate page, using the format of Application Form A-5, each applicant or partner of a Joint Venture is re quired to list all contracts of a value equivalent to **Pak Rs. 300 Million**, of a comparable nature and complexity to the contract for which the Applicant wishes to qualify, undertaken during the last **five** years. The information is to be summarized, using Application Form A-5, for each contract completed or under execution by the Applicant or by each partner of a Joint Venture.

Where the Applicant proposes to use named subcontractor(s) for critical components of the works, or for work contents in excess of 10 percent of the value of the whole works, the information in the afore-mentioned forms should also be supplied for each specialist subcontractor.

Details of Contracts of Comparable Nature and Complexity

|--|

Use a separate sheet for each contract.

1.	Name of Contract
	Country
2.	Name of Employer
3.	Employer Address
4.	Nature of works and special features relevant to the contract for which the Applicant wishes to prequalify
5.	Contract Role (Tick One) (a) Sole Contractor (b) Sub- Contractor (c) Partner in a Joint Venture
6.	Value of the total contract (in specified currencies) at completion, or at date of award for current contract
	Currency Currency
7.	Equivalent in Pak/Rs.
8.	Date of Award
9.	Date of Completion
10.	Contract Duration (Years and Months)
	YearsMonths
11.	Specified Requirements1

1

Insert any specific criteria required for particular operations, such as annual volume of earthmoving, underground excavation, or placing concrete etc.

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Page ofPage	S
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Summary Sheet: Current Contract Commitments/Works in Progress

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Name of Applicant or partner of a joint venture	

Applicants and each partner to an application should provide information on their current commitments on all contracts that have been awarded, or for which a letter of intent or acceptance has been received, or for contracts approaching completion, but for which substantial Completion Certificate has yet to be issued.

Name of Contract	Value of Outstanding work (Equivalent Pak Rs. Millions)	Estimated Completion Date
1.		
2.		
3.		
4.		
5.		
6.		

Personnel Capabilities

For specific positions essential to contract implementation, Applicants should provide the names of at least two candidates qualified to meet the specified requirements stated for each position. The data on their experience should be supplied on separate sheets using one Form for each candidate (Application Form A-8).

1.	Title of Position
	Name of Prime Candidate
	Name of Alternate Candidate
2.	Title of Position
	Name of Prime Candidate
	Name of Alternate Candidate
3.	Title of Position
	Name of Prime Candidate
	Name of Alternate Candidate
4.	Title of Position
	Name of Prime Candidate
	Name of Alternate Candidate

Application Form A-8

Page ofPage	S
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Candidate Summary

Name of Applicant				
Position		Candidate [Tick appropriate one]		
		☐ Prime ☐ Alternate		
Candidate information	1. Name of Candidate	2. Date of Birth		
	3. Professional Qualification			
Present employment	4. Name of employer			
	Address of employer			
	Telephone	Contact (manager/personnel officer)		
	Fax	Telex		
	Job title of candidate	Years with present employer		

Summarize professional experience over the last 20 years, in reverse chronological order. Indicate particular technical and managerial experience relevant to the Project.

Month/ Dates/Years		Company / Project / Position / Relevant technical and management experience
From To		

Application Form A-9

Page	of	Pages
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Equipment Capabilities

Name of Applicant			

The Applicant shall provide adequate information to demonstrate clearly that he has the capability to meet the requirements for each and all items of equipment listed in the Instructions to Applicants. A separate Form shall be prepared for each item of equipment listed in para 1.2.5 (D) of the Instructions to Applicants, or for alternative equipment proposed by the Applicant.

Item of Equipment				
Equipment information	1. Name of manufacturer	2. Model and power rating		
	3. Capacity	4. Year of manufacture		
Current status	5. Current location			
	6. Details of current commitments			
Source	7. Indicate source of the equipment			
	□ Owned □ Rented	□ Leased		

Omit the following information if it is owned by the Applicant or partner.

Owner	8. Name of owner				
	9. Address of owner				
	Telephone Contact name and title				
	Fax Telex				
Agreement	Details of rental/lease specific to the Project.				

App	lication	Form	A-10
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Financial Capability

Applicants, including each partner of a joint venture, should provide financial information to demonstrate that they meet the requirements stated in the Instructions to Applicants. Each applicant or partner of a joint venture must fill-in this form. If necessary, use separate sheets to provide complete banker information. A copy of the audited balance sheets should be attached.

Banker	Name of banker			
	Address of banker			
	Telephone	Contact name and title		
	<u> </u>			
	Fax	Telex		

Summarize actual assets and liabilities in Pak Rupees (Equivalent at the current rate of exchange at the end of each year) for the previous five years, based upon known commitments, projected assets and liabilities in Pak Rupees equivalent for the next two years.

Financial information in Pak Rs. or equivalent	Actual: previous five year				
	2010	2011	2012	2013	2014
1. Total assets					
2. Current assets					
3. Total liabilities					
4. Current liabilities					
5. Profits before taxes					
6. Profits after taxes					

Specific proposed sources of financing to meet the cash flow of the Project, net of current commitments (Instructions to Applicants, para 1.2.5 (A)).

Source of financing	Amount (Pak Rs. or equivalent)
1.	
2.	
3.	
4.	

Attach audited financial statements for the last five years (for individual applicant or each partner of joint venture).

Firms owned by individuals, and partnerships, may submit their balance sheets certified by a registered accountant, and supported by copies of tax returns, if audits are not required by the laws of their countries of origin in case of foreign firms.

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Page ofPage	S
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Litigation History

Name of Applicant or Partner of a Joint Venture	
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Applicants, including each of the partners of a joint venture, should provide information on any history of litigation or arbitration resulting from contracts executed in the last five years or currently under execution (Instructions to Applicants, para 1.2.5 (E)). A separate sheet should be used for each partner of joint venture.

Year	Award FOR or AGAINST Applicant	Name of client, cause of litigation, and matter in dispute	Disputed amount (current value Pak Rs. or equivalent)

Application Form A-12

Page ofPag	es
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Additional Information

Name of Applicant or partner of a	joint venture

Additional Information

- 1. Certificate of Registration with Pakistan Engineering Council.
- 2. Certificate of registration with Income Tax Department in Pakistan and Income Tax Return for the last three years.
- 3. An affidavit to the effect that the Applicant has never been black-listed by the government /Semi government or any autonomous body.
- 4. An affidavit to the effect that all documents / particulars / information given with this post qualification document are true. **Disqualification of Supplier and Contractors**, "The Employer shall disqualify a supplier or contractor if it finds, at anytime, that the information submitted by him concerning his qualification as supplier or contractor was false and materially inaccurate or incomplete."
- 5. An affidavit to the effect that the Applicant has never indulged in corrupt, fraudulent or collusive practice for procuring contracts.
- 6. An affidavit to the effect that the firm is not presently involved nor has been in the past in litigation with the Employer. Should this be otherwise the Applicant must provide such details in form A-11 "Litigation History".
- 7. Any other pertinent information in support of this prequalification should also be furnished.