

May 21, 2011

General Manager (M & IM)
Sui Southern Gas Company
SSGC House, ST -4/B,
Sir Shah Suleman Road, Block 14,
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Karachi - Pakistan.
Fax: +92 21 9923 1583

Dear Sir, **TENDER NO. SSGC/FP/3699 - AUTOMATIC PRESSURE MANAGEMENT SYSTEMS**

In reference to above mentioned tender SSGC/FP/3699 regarding Automatic Pressure Management Systems. We would like to confirm that our principal is well experience in the abovementioned works.

However the statement.

*Para 4(b), "Experience and Technical Capacity," of the Post-qualification Requirements states:
"The bidder should (not shall) have supplied, installed and commissioned at least one contract of 80 Automatic Pressure Management Systems similar....to those required in this bid in the last five years.... The bidder shall provide documentary evidence to this effect that shall include at least: (lists documentation required).*

The above tender condition unfairly favors "select" tenderer and shall not provide for a fair and transparent competitive tendering process.

is not in accordance with PPRA Rule:

▪ **Rule No: 10 - Specifications**

"Specification shall allow the widest possible competition and shall not favour any single contractor or supplier nor put other at a disadvantage. Specification shall be generic and shall not include reference to brand name, model number, catalogue numbers or similar classifications. However if the procuring agency is convinced that the use of or a reference to a brand name or a catalogue number is essential to complete an otherwise incomplete specification, such use or reference shall be qualified with the words "or equivalent"

Sui Southern Gas Company Limited

Subject: TENDER NO. SSGC/FP/3699 - AUTOMATIC PRESSURE MANAGEMENT

Dated: May 21, 2011

GRESHAM'S
the energy-enviro specialists

▪ **Rule No: 32 – Discriminatory and Difficult Conditions**

"Save as otherwise provided, no procuring agency shall introduces and condition, which discriminates between bidders or that is considered to be met with difficulty. In ascertaining the discriminatory or difficult nature of any condition reference shall be made to the ordinary practices of that trade, manufacturing, construction business or service to which that particular procurement is related.

We request that the above part 4(b) be waived in accordance with the PPRA requirements.

We are at your disposal for any additional information from our side and look as always to your prompt and positive reply.

With Best Regards

Mian Taufiq Husain



Mian Taufiq Husain

Director Business Development

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C.C:

- Mr. Hafeez-ur-Rehman, Managing Director - PPRA, Islamabad.
- Mr. Mian Muhammad Saleemullah, Director-1 - PPRA, Islamabad.
- Mr. Khalid Mahmood Lodhi, Director – 2 - PPRA, Islamabad.
- Mr. Syed Ali Gilani, Chairman, Transparency International, Karachi.
- Ms. Rahat Kaunain, Chairperson, The Competition Commission of Pakistan
- Ms. Shafaat Ahmad, Director General Corporate Affairs, The Competition Commission of Pakistan
- Ms. Shaista Bano, Director C & TA, The Competition Commission of Pakistan
- McGuffey Group