GOVERNMENT OF PAKISTAN
MINISTRY OF RAILWAYS
PAKISTAN RAILWAYS

BIDDING DOCUMENT
FOR
OUTSOURCING OF FREIGHT SERVICES OF ZBTK / BTK WAGONS/ZBFC OR OTHER WAGONS FOR TRANSPORTATION OF IMPORTED LPG

E-BIDDING: SINGLE STAGE – TWO ENVELOPE PROCEDURE

CHIEF MARKETING MANAGER
Pakistan Railways Headquarters Office
Empress Road, Lahore
Telephone: 042-99201665

IMPORTANT NOTICE TO BIDDERS

This is an electronic bidding document for the outsourcing of freight services ZBTK/BTK or other approved wagons (underframes/modification) or ZBFC-flat bed wagons for transportation of imported LPG. Bids shall be submitted through EPADS using the Single Stage–Two Envelope procedure. Each bidder shall submit one Technical Proposal and one separate Financial Proposal electronically. The Financial Proposal shall remain unopened until completion and approval of the technical evaluation.

Bidders shall rely on this document, all addenda/clarifications issued through EPADS, and the executed Transportation Agreement. In case of inconsistency, the order of precedence stated in the Agreement shall apply.

DISPOSAL DATA

Item	Details
Disposal Agency	Pakistan Railways, through Chief Marketing Manager, Headquarters Office, Empress Road, Lahore.
Assignment	Outsourcing of freight services, conversion/retrofitting and operation of ZBTK/BTK or other approved wagons for transportation of imported LPG.
Bidding Method	Electronic bidding through EPADS — Single Stage–Two Envelope.
Financial Evaluation	Highest evaluated offered Rate per Tonne-Kilometre (Rs./TKM), among technically qualified and substantially responsive bidders.
Benchmark / Reserve Rate	Rs. 10.00 per Tonne-Km, subject to confirmation/approval and inclusion in the final EPADS notice.
Bid Validity	120 days from the bid submission deadline.
Earnest Money	Rs. 15,609,600
Performance Guarantee	Rs. 100,000,000 in the form prescribed in the Data Sheet.
Initial FDA	Rs. 100,000,000; minimum balance Rs. 50,000,000.
Initial Wagon Pool	60 wagons plus 20% operational allowance (72 wagons), subject to availability and approvals.
Minimum Commitment	Four (04) trips per month and minimum monthly quantity of 6,000 tons, subject to the placement/payment provisions in this document.
Contract Period	10 years, extendable up to 5 years subject to satisfactory performance, mutual agreement and approvals.
Bid Submission	Through EPADS only, by the deadline displayed in the EPADS notice.
Pre-bid Clarifications	Queries through EPADS within the period specified in the notice/Data Sheet.

SECTION 1 — INVITATION TO BID AND PROJECT INFORMATION

1.1 Invitation. Pakistan Railways invites eligible firms, companies, importers, LPG operators, logistics providers and eligible joint ventures/consortia to submit electronic bids through EPADS for outsourcing of freight services by utilization of ZBTK/BTK wagon underframes or full wagons with modifications or other flatbed wagons for transportation of imported LPG. The bidding shall be conducted under the Single Stage–Two Envelope procedure.

1.2 Nominated Rolling Stock. The nominated rolling stock is ZBTK/BTK wagon underframes or full wagons for modification or other flatbed wagons fitted with approved LPG pressure bowsers/pressure vessels. The indicative nominal carrying capacity is approximately 60 tons per wagon, subject to approved pressure-vessel capacity, safe filling limits, axle-load restrictions and technical certification.

Type of Stock	Nominal Carrying Capacity	Commodity	Wagons per Rake	Minimum Monthly Trips
ZBTK / BTK / ZBFC or other approved wagon	Approx. 60 tons per wagon	Imported LPG	30 or more	4

1.3 Origin–Destination Pairs and Minimum Commitment. The initial service is envisaged from Port Qasim / any other approved station to Faisalabad, Multan, Lahore or any other approved up-country destination.

Origin	Destination	Minimum Monthly Committed Quantity	Initially Allocated Wagons
Port Qasim / any other approved station at Karachi	Faisalabad / Multan / Lahore / any other approved up-country destination	6,000 tons	60 + 20% operational allowance (72), subject to demand and availability

1.4 Nature of Assignment.

The successful bidder shall arrange and coordinate assured imported LPG traffic, customer relationships, import/terminal coordination, loading/unloading arrangements, conversion/retrofitting investment and compliance with all applicable LPG safety and service standards. Pakistan Railways shall provide railway rolling stock and railway transportation in accordance with the Agreement, subject to availability and operational feasibility.

1.5 Bidding Procedure and Award Basis

The bidding shall be conducted electronically through EPADS under the Single Stage–Two Envelope procedure. Bidders shall submit the Technical Proposal and Financial Proposal separately in the respective electronic envelopes/sections provided in EPADS. The technical envelope shall be opened and evaluated first. The financial envelope of only technically qualified and substantially responsive bidders shall be opened subsequently. Subject to responsiveness and approval, the contract shall be recommended for award to the bidder offering the highest evaluated Rate per Tonne-Km.

1.6 Allocation of Rakes and Wagon Capacity.

Pakistan Railways envisages an initial dedicated wagon pool of 60 wagons plus a 20% operational allowance, i.e. up to 72 wagons. A rake shall normally comprise 30 or more LPG tank wagons/Flatbed/ any other approved wagons. Up to two rakes may be operated/allocated initially, subject to technical approval, wagon availability, demand, route and terminal capacity and operational feasibility.

1.7 Loading and Unloading Points.

Loading Points	Unloading Points
Port Qasim	Faisalabad

Any other approved Station yard in Karachi	Multan
	Lahore / Mughalpura
	Other approved up-country destinations

Additional points or alternative origin–destination pairs may be considered after award, subject to facilities, route feasibility, operational capacity and prior written approval of Pakistan Railways.

1.8 Freight Rate, Revenue and Benchmark.

The bidder shall quote a single Rate per Tonne-Km (Rs./TKM) in its Financial Proposal. Freight shall ordinarily be calculated by multiplying the accepted rate by the actual rail distance and carrying capacity of wagon.

Freight per ton = Accepted Rate per Tonne-Km × Actual Rail Distance (Km).

Total freight = Accepted Rate per Tonne-Km × Actual Rail Distance (Km) × Carrying Capacity of the Wagon.

Commodity	Origin	Destination	Stock	Benchmark Rate	Indexation
Imported LPG	Port Qasim /Any other approved station	Faisalabad / Multan / Lahore / other approved destination	ZBTK/BTK/ZBFC /Any other wagon	Rs. 10.00/Tonne-Km	CPI and applicable HSD/Fuel Price Adjustment

The successful bidder shall guarantee the revenue corresponding to the minimum committed trips to the extent that the relevant rake is actually placed by Pakistan Railways. The Capacity Payment shall be calculated by multiplying the average distance between the originating and destination stations by the Offered Rate per TKM.

If return/downside loading is undertaken after decanting at destination, the return movement shall be charged separately at the rate and on the basis approved by CEO/SR.GM.

1.9 CPI and Fuel Price Adjustment.

The applicable freight rate shall be adjusted twice annually in accordance with the percentage change in the Consumer Price Index officially notified by the Pakistan Bureau of Statistics and for changes in HSD/fuel prices on the basis of officially notified rates by OGRA, using the formula, reference period and effective date stated in the Transportation Agreement. The adjustment methodology shall apply uniformly throughout the contract period.

1.10 Manufacture and Installation of LPG Pressure Bowsers.

Pakistan Railways shall provide/allocate existing ZBTK / BTK / ZBFC or other idle wagon underframes/full wagons or any other wagons identified for conversion or placement of LPG bowsers, subject to availability, technical inspection and operational approval. The successful bidder shall, at its own cost and investment, manufacture/procure approved LPG pressure bowsers/pressure vessels and install them on approved underframes or modify the existing tank wagons to be fit for LPG, or place on other wagons if technically approved. Conversion/modification shall include all engineering, structural supports, saddles, brackets, valves, piping, pressure-relief devices, gauges, filling/discharge connections, emergency shut-off arrangements, earthing/bonding, markings and other equipment required for safe LPG transportation.

Before fabrication/installation/modification, the bidder shall submit detailed drawings, structural calculations, pressure-vessel specifications and certificates, material certificates, fabrication records and cost evidence for review and approval by Pakistan Railways and competent authorities. No converted wagon shall enter commercial service until inspection, testing and acceptance have been completed. The conversion/modification expenditure shall be borne by the contractor. Removable customized equipment shall remain the property of the private party, provided its removal does not damage Railway assets.

1.11 Ownership of Railway Rolling Stock.

The ZBTK / BTK or other Railway wagons or underframes or other wagons and ZBFC shall remain the sole and exclusive property of Pakistan Railways. No expenditure by the successful bidder shall create ownership, lien, charge, mortgage, security interest or proprietary right over Railway wagons.

1.12 Loading and Unloading Time.

Loading and unloading shall normally be completed within 12 hours from placement of the rake, subject to availability of facilities and safety requirements. Demurrage, wharfage and other applicable charges shall be levied under Pakistan Railways rules where the prescribed free time is exceeded. If the bidder fails to commence or complete loading within the prescribed period, Pakistan Railways may, subject to demand and operational requirements, utilize the rake for another party/service. Applicable charges attributable to the bidder shall be dealt with under Railway rules.

1.13 Freight Deposit Account (FDA).

The successful bidder shall maintain an initial FDA of Rs. 100 million. The FDA balance shall not fall below Rs. 50 million at any time. The bidder shall replenish the account immediately upon demand whenever the balance falls below the prescribed minimum. Pakistan Railways may suspend further booking/placement if the FDA is not maintained at the prescribed level.

1.14 Temporary Withholding of Stock.

Pakistan Railways may temporarily withhold, withdraw or reallocate allocated stock where required due to Government directions, national/strategic requirements, emergency, major operational constraints or other circumstances considered necessary by the competent authority. No freight/capacity payment shall be payable by Pakistan Railways for the period during which stock is withheld or unavailable.

1.15 Trip Maintenance.

Trip maintenance of allocated wagons shall be the responsibility of Pakistan Railways, while maintenance of bowsers/pressure vessels and bidder-owned equipment shall be the responsibility of the successful bidder. Maintenance shall comply with Railway technical and LPG safety standards.

1.16 Infrastructure Development.

Pakistan Railways shall provide and maintain existing Railway infrastructure required for normal railway operations, including the railway network, stations and access to approved LPG loading/unloading yards, subject to availability and operational feasibility. Any additional track/spur requirement shall be undertaken at the successful bidder's cost, subject to prior approval of the CEO/Sr. GM and payment in advance where required.

The successful bidder may, at its own cost, design, finance, construct, install, operate and maintain private LPG infrastructure, including storage tanks, pumping systems, pipelines, loading/unloading facilities, utilities, electrical systems, firefighting systems, weighing/metering/control systems, internal roads, drainage and other necessary facilities, subject to prior approval and statutory clearances.

Where Railway land is provided/leased, annual rent shall be equivalent to 1% of the DC value of the land, escalated by 8% per annum on a compound basis, subject to the applicable Railway land policy and CEO/SR.GM's approval. The contract shall initially be for ten years, extendable by up to five years subject to satisfactory performance, compliance and mutual agreement/approval. Any First Right of Refusal on re-auction/re-tender shall apply only if lawfully approved and expressly included in the final contract.

If the successful bidder fails to operationalize the project within six months from the applicable commencement milestone, Pakistan Railways may invoke the Performance Guarantee and other contractual remedies, subject to the Agreement and due process.

1.17 Measurement, Sealing and Quantity Verification.

The quantity loaded into each approved pressure vessel/bowser shall be jointly determined through an approved weighing/metering system and within safe filling limits. Wagon, pressure-vessel and loading records shall be maintained. Connections shall be inspected and secured, and seals/identification numbers recorded where applicable. At unloading, quantity and relevant records shall be jointly verified. The bidder shall arrange cargo insurance through a duly authorized insurer. Shortage, leakage, loss or damage shall be determined and dealt with under the approved operating procedure and Agreement. If seals at destination are intact, Pakistan Railway will not be responsible for any loss of shortage and leakage.

1.18 LPG Safety, Inspection and Technical Compliance.

The successful bidder shall ensure that LPG is handled only through approved pressure vessels, hoses, valves, transfer systems and safety equipment by trained personnel. Emergency response, fire protection, gas detection, emergency shutdown, earthing/bonding and other required safety systems shall be maintained. All pressure vessels, fittings and safety devices shall carry valid inspection/testing/certification. Records shall be maintained throughout the service period.All applicable safety standards, rules, regulations and operational requirements of Pakistan Railways shall be strictly complied with by the contractor, as incorporated in the Agreement.

1.19 Fitness and Acceptance of LPG Tank Wagons.

Pakistan Railways shall inspect and approve the wagon underframe and completed LPG pressure-vessel installation before commercial deployment. The bidder shall rectify, at its own cost, defects attributable to its design, manufacture, procurement or installation. No wagon shall be released for commercial LPG service until mechanical, structural, pressure-vessel and safety inspections/tests have been satisfactorily completed.

1.20 Force Majeure

Neither party shall be liable for failure or delay to the extent caused by a Force Majeure Event beyond its reasonable control. Events may include natural disasters, flood, earthquake, fire, war, terrorism, civil disturbance, widespread strikes, Government restrictions, embargo, epidemic/pandemic and other events that could not reasonably have been prevented or overcome. The affected party shall notify the other party within 96 hours of becoming aware of the event and take reasonable mitigation measures. Consequences, suspension, extension of time and termination rights shall be governed by the Agreement.

1.21 Land Ownership and Handover

Any land required by the contractor shall be dealt with under the prevailing Pakistan Railways land lease policy. A lease, license or permission shall not create ownership, title, lien, charge, mortgage or other proprietary interest in favor of the bidder. Upon expiry or termination, the bidder shall vacate and hand over the land in accordance with the applicable lease / license and Agreement. Permanent infrastructure specifically developed for the service shall vest in Pakistan Railways while removable equipment may be removed without damage to Railway assets.

1.22 **Non-Exclusivity**

The successful bidder shall not be granted exclusive rights for the transportation of LPG. Pakistan Railways reserves the right to allow other parties through competitive process simultaneously to transport LPG, provided that the rates offered to such parties shall not be lower than the rates accepted (indexed with CPI and Fuel prices) from the successful bidder under this arrangement. However, such other parties shall not be permitted to use, access or utilize any infrastructure, facilities or installations developed, constructed or financed by the successful bidder without the latter's prior written consent.

SECTION 2 — INSTRUCTIONS TO BIDDERS

2.1 Definitions.

Government means the Federal Government of Pakistan. Procuring Agency/Client means Pakistan Railways through the Chief Marketing Manager, Headquarters Office, Lahore. Bidder means a single eligible entity or an eligible joint venture/consortium. Successful Bidder/Contractor means the bidder whose bid is accepted and to whom the Letter of Award/Acceptance is issued. Agreement means the Transportation Agreement and its schedules and incorporated documents. Services means the services to be performed under the Agreement. LPG means Liquefied Petroleum Gas. LPG Tank Wagon means an approved ZBTK/BTK or other Railway wagon fitted with an approved LPG pressure bowser/pressure vessel. ZBFC means the flatbed wagons for loading of LPG bowsers.

2.2 Bidding Method and EPADS Submission.

The disposal shall be conducted through EPADS under the Single Stage–Two Envelope procedure. Bidders shall register on EPADS, obtain/download the bidding documents, submit clarifications through the system where available, and upload/submit their Technical Proposal and Financial Proposal separately in the designated electronic envelopes before the deadline. A bid submitted by any other means shall not be accepted unless the bidding documents or applicable EPADS contingency instructions expressly permit it.

2.3 Technical and Financial Envelopes.

The Technical Proposal shall contain the information and evidence required by Section 3 and Appendix A, including eligibility, corporate status, experience, technical/operational capacity, safety compliance, personnel and financial standing. The Financial Proposal shall contain only the prescribed financial offer in Appendix C and any specifically requested financial schedules. The bidder shall not disclose its quoted rate in the Technical Proposal. Inclusion of financial information in the Technical Proposal may result in rejection if it compromises the integrity of the two-envelope process.

2.4 Opening of Technical Proposals.

Technical Proposals shall be opened electronically through EPADS at the date and time specified in the notice/Data Sheet. The Financial Proposals shall remain unopened in EPADS. The opening record shall be generated/maintained through EPADS in accordance with the system functionality and applicable regulations.

2.5 Technical Evaluation.

The Evaluation Committee/Disposal Committee, as constituted by the competent authority, shall evaluate the Technical Proposals against the mandatory eligibility requirements and the criteria in Appendix A. Clarifications may be sought through EPADS where permitted, but no bidder shall be allowed to materially alter its bid or improve its substantive offer after the deadline. Only bidders satisfying all mandatory requirements and the prescribed minimum technical and financial qualification thresholds shall proceed to financial opening.

2.6 Technical Evaluation Report and Notification.

The committee shall prepare a reasoned technical evaluation report showing each bidder's compliance, marks, deficiencies and qualification status. The report shall be processed for approval by the competent authority and published/communicated through EPADS in accordance with the applicable Regulations. Financial Proposals of technically disqualified bidders shall remain unopened.

2.7 Opening of Financial Proposals.

After approval of the technical evaluation and notice to bidders, the Financial Proposals of only technically qualified bidders shall be opened electronically through EPADS at the notified date and time. The financial proposals of technically disqualified bidders shall not be opened and shall be dealt with through EPADS in accordance with the system and applicable rules.

2.8 Financial Evaluation and Highest Offer.

The financial offers shall be checked for completeness, arithmetic consistency and conformity with the prescribed format. The evaluated offer shall be the quoted Rate per Tonne-Km. Subject to the bid being responsive and the offer being at or above the approved benchmark/reserve rate, the highest evaluated Rate per Tonne-Km shall rank first.

2.9 Bidder Eligibility and Legal Status.

A bidder may be a single corporate entity or an eligible consortium/JV of up to three firms/entities. Each member shall provide the required corporate, financial, tax and experience information. The bidder shall be legally registered and capable of entering into the Agreement and shall provide evidence of registration, tax status and authorization. A bidder or consortium member blacklisted/debarred by Pakistan Railways or otherwise legally ineligible shall not participate.

2.10 Consortium / Joint Venture.

A consortium/JV shall nominate a Lead Member through a Power of Attorney signed by all members. The consortium shall submit a JV/consortium agreement or undertaking defining each member's role, responsibility, share and lead-member authority. Members shall be jointly and severally liable for performance, unless otherwise permitted by applicable law. A transporter/handler with experience in cargo other than LPG/LNG may participate through a consortium/JV provided at least one member possesses relevant LPG/LNG/petroleum handling/import experience and valid applicable safety certifications, subject to all other qualification criteria.

2.11 Conflict of Interest and Conflicting Relationships.

Bidders shall disclose actual or potential conflicts of interest. Any business or family relationship involving a bidder, its personnel or subcontractors with an official directly or indirectly involved in preparation, evaluation, award or supervision shall be disclosed. Non-disclosure may result in disqualification or other action under applicable law.

2.12 Fraud and Corruption.

Corrupt, fraudulent, collusive, coercive and obstructive practices are prohibited. Pakistan Railways may reject a bid, terminate an Agreement or initiate debarment/blacklisting proceedings in accordance with applicable law and regulations. The successful bidder shall execute the Integrity Pact in Appendix D.

2.13 Bid Validity.

Bids shall remain valid for 120 days after the submission deadline. Pakistan Railways may request an extension through EPADS/in writing. A bidder may refuse an extension without forfeiture of its earnest money, subject to applicable regulations.

2.14 Amendment of Bidding Documents.

Pakistan Railways may amend the bidding documents before the closing date by issuing an addendum through EPADS and other prescribed channels. Where an amendment is substantial or issued close to the deadline, the submission deadline shall be extended as required by the applicable Regulations.

2.15 Language and Currency.

The bid and all correspondence shall be in English unless otherwise specified. Financial offers shall be quoted in Pakistani Rupees. Payments to Pakistan Railways shall be made in Pakistan Rupees.

2.16 Earnest Money

Each bidder shall furnish earnest money of Rs. 15,609,600 in the form CDR, Bank Draft, Pay Order or any other instrument subject to compliance with Regulation 18 of the Disposal of Public Assets Regulations, 2026, including the prescribed ceiling linked to the reserve price. The bid shall identify the instrument and upload its scanned copy in EPADS. The original instrument shall be verified by Pakistan Railways. Failure to furnish acceptable earnest money shall render the bid non-responsive. Earnest money may be forfeited in the circumstances prescribed by the Regulations and this document.

2.17 Release of Earnest Money.

Earnest money of unsuccessful bidders shall be released in accordance with Regulation 18 after execution of the disposal contract with the successful bidder. Earnest money of the successful bidder shall be released in accordance with Regulation 18 after completion of the contract and fulfilment of applicable obligations, subject to adjustment only where permitted by law and the Agreement.

2.19 Performance Guarantee.

The successful bidder shall furnish a Performance Guarantee of Rs. 100 million in the form of CDR/Pay Order/Demand Draft or other instrument, within 30 days of issuance of the Letter of Acceptance, unless another period is stated in the Letter. Failure to furnish the guarantee or execute the Agreement may result in action against the earnest money and other remedies available under the Regulations and bidding documents.

2.20 Staff, Machinery and Equipment.

Bidders shall provide details of key managerial, technical and operational personnel and machinery/equipment required for loading, unloading, transfer, safety, trip maintenance and cargo handling. The successful bidder shall maintain adequate qualified personnel and equipment throughout the contract.

2.21 Taxes and Duties.

The bidder shall be responsible for all applicable taxes, duties, cess, levies and statutory charges arising from its activities. Pakistan Railways may deduct/withhold amounts as required by law.

2.22 Confidentiality.

Information relating to evaluation and award shall be treated as confidential to the extent permitted by applicable law. Bidders shall not seek or use confidential information to influence the bidding process.

2.23 Notification of Award and Contract Signing.

After approval of the evaluation and completion of required formalities, Pakistan Railways shall issue the Letter of Award/Acceptance through EPADS. The Letter shall identify the accepted rate and material terms. The successful bidder shall acknowledge the Letter within the prescribed period, furnish Performance Guarantee and execute the Transportation Agreement. No post-bid negotiation shall change the substance of the accepted offer; any permitted clarification or negotiation shall be conducted and recorded in accordance with the Regulations.

2.24 Commencement and Mobilization.

The successful bidder shall be allowed six months from the date specified in the Letter of Acceptance/Agreement for manufacture / procurement of LPG pressure bowsers, wagon conversion/installation and establishment of required facilities. Commercial operations shall commence only after completion and approval of required works, statutory clearances, inspection/testing and satisfaction of conditions precedent.

2.25 Rejection of Bids.

Pakistan Railways may reject any or all bids only on the grounds and in the manner permitted by the applicable Regulations, with reasons recorded and communicated through EPADS. Rejection shall not create liability except as provided by law.

2.26 Default and Prior Performance.

A bidder with an unresolved material default under a previous Pakistan Railways contract may be declared ineligible where supported by record and permitted under applicable regulations. Any disqualification shall be reasoned, evidence-based and recorded.

2.27 Site Visit.

Bidders are encouraged to inspect relevant loading/unloading sites, railway yards and infrastructure before submission, where access is arranged by Pakistan Railways. Any site visit shall be conducted on a non-discriminatory basis and shall not restrict access to eligible bidders.

2.28 Bid Record.

All bid submissions, opening records, evaluation reports, approvals, clarifications, addenda and award documents shall be maintained on EPADS and in the official disposal record in accordance with the applicable Regulations.

SECTION 3 — BID SUBMISSION REQUIREMENTS AND EVALUATION

3.1 Contents of Technical Proposal (Electronic Envelope 1)

The bidder shall upload the following documents in the Technical Proposal section of EPADS. The list is indicative of the required evidence and shall be completed in the prescribed forms in the Appendices.

- Covering letter and bidder identification, including registered name, address, contact details and authorized representative.
- Certificate of incorporation/registration and constitutional documents, as applicable; evidence of legal status and authority to conduct business.
- NTN, sales tax registration and other applicable tax/statutory registrations; evidence of active tax status where required.
- Board resolution/Power of Attorney authorizing the signatory and EPADS representative.
- For JV/consortium: signed JV/consortium agreement or undertaking, Lead Member nomination, members' roles/shares and joint and several liability undertaking.
- Evidence of relevant petroleum/LPG/LNG handling, import, storage, logistics or transportation experience, including contracts, work orders, completion/performance certificates and client references.
- Evidence of volume/tonnage handled and operational capacity, supported by verifiable records.
- Details and evidence of loading/unloading facilities, storage, pumping/transfer equipment, vehicles, arrangements with terminals and other operational resources.
- Valid safety licences, permits, certifications and inspection records applicable to the bidder's LPG/petroleum activities. In a JV/consortium, at least one member shall meet the specified LPG/petroleum experience and safety certification requirement.
- Details of key technical, safety, managerial and operational personnel, with qualifications and experience.
- Latest three years' audited financial statements, auditor reports, net worth details and annual turnover calculations.
- Non-blacklisting/debarment declaration and declaration regarding material litigation/defaults, as required by the forms.
- Conflict of interest disclosure and Integrity Pact undertaking.
- Earnest Money instrument details and scanned copy, with original instrument submitted as directed in the Data Sheet.
- Any other document expressly required by the EPADS notice or an addendum.

3.2 Contents of Financial Proposal (Electronic Envelope 2)

The Financial Proposal shall be uploaded only in the designated Financial Proposal envelope on EPADS. It shall contain:

- Financial Offer Form (Appendix B), duly completed and signed by the authorized representative.
- One firm offered Rate per Tonne-Km in Pakistani Rupees, in figures and words.
- Confirmation that the offered rate is exclusive/inclusive of taxes as specified in the Financial Offer Form and that applicable taxes shall be dealt with under law.
- Acceptance of the prescribed CPI and HSD/fuel adjustment mechanism, without inserting conditional or alternative rates.
- Any other financial schedule specifically required by the EPADS notice.

The bidder shall not upload the offered rate or other financial bid information in the Technical Proposal envelope. If EPADS requires separate fields or forms, the bidder shall follow the system's prescribed structure.

3.3 Mandatory Qualification Requirements-Appendices: A-B

Responsive applicants shall be evaluated based on their technical experience, personnel capability, and financial soundness. Applicants must secure a minimum score of 50% in each category as well as 50% overall to pre-qualify the bidding process.

Requirement	Evaluation
Petroleum / LPG / LNG etc. Handling/Import	Pass / Fail
Petroleum / LPG / LNG etc. Safety Requirements Certification. In case of JV/Consortium, at least one member shall have the mandatory experience of Petroleum / LPG / LNG etc. handling/import and valid Safety Certifications.	Pass / Fail
Valid Tax and Statutory Registrations i.e. SECP etc.	Pass / Fail
Non-Blacklisting Declaration	Pass / Fail

A.1 Technical Capability – 50 Marks

S. No.	Criterion	Basis of Evaluation	Evidence	Marks
1	Relevant Experience	Experience in handling /importing Petroleum / LPG / LNG etc, freight / logistics transportation or similar operations.	Contracts / Work Orders / Agreements	15
2	Volume Handling Capacity	Maximum annual quantity / tonnage successfully handled in relevant operations.	Client Certificates / Contracts / Verified Records	10
3	Infrastructure & Operational Capacity	Availability of loading & unloading facilities, pumping/transfer equipment, transportation vehicles and storage facilities required for Petroleum / LPG / LNG etc.	Ownership / Lease Documents / Binding Arrangements	10
4	Past Performance	Successful execution of relevant contracts without material default / self-handling of Similar Projects	Performance / Completion Certificates	10
5	Relevant HR Capacity	Dedicated technical/operations personnel and arrangements for managing loading, transportation and delivery	Human Resource Employment Evidence	5
Total Technical Marks				**50**

A.2 Relevant Experience – 15 Marks

Relevant Experience	Marks
5 years or above	15
3 years to less than 5 years	10
2 years to less than 3 years	5
Less than 2 years	0

A-3. Volume Handling Capacity – 10 Marks

Proven Monthly Handling Capacity	Marks

4000 tonnes or more	10
3000 tonnes to less than 4000 tonnes	8
2000 tonnes to less than 3000 tonnes	5
Less than 2000 tonnes	0

A-4. Infrastructure & Operational Capacity – 10 Marks

Capability	Marks
Petroleum / LPG / LNG etc. Transportation Services/Importing	5
Loading & Unloading Facilities / Pumping & Handling Equipment	3
Storage Facilities / Capacity	2

A-5. Past Performance – 10 Marks

Relevant Projects (Contracts / Self-Execution)	Marks
3 or more Projects	10
2 Projects	7
1 Projects	4
No verifiable relevant Project	0

A.6 Relevant HR Capacity — 5 Marks

Staff Strength	Marks
40 or more	5
More than 32 and less than 40	4
More than 24 and less than 32	3
More than 16 and less than 24	2
More than 8 and less than 16	1
8 or fewer	0

B. Financial Soundness – 50 Marks

Sr.	Criterion	Basis of Evaluation	Evidence	Marks
1	Net Worth	Net worth as per latest audited financial statements.	Latest audited financial statements	25
2	Average Annual Turnover	Average annual turnover during the last 3 audited financial years.	Audited financial statements	25
Total Financial Marks				**50**

B-1. Net Worth – 25 Marks

Net Worth	Marks
Above 2 Billion	25
Above 1 Billion	20
Above 800 Million	15
Above 500 Million	10
Up to 500 Million	0

B-2. Average Annual Turnover – 25 Marks

Average Annual Turnover	Marks
Above 1000 Million	25
Above 800 Million	20

Above 600 Million	15
Above 500 Million	10
Up to 500 Million	0

SECTION 4 — CONDITIONS OF CONTRACT

4.1 Governing Law and General Provisions.

The Agreement, its interpretation and the relationship between the parties shall be governed by the applicable laws of Pakistan. English shall be the controlling language. Notices shall be in writing and delivered to the authorized representatives through recognized means.

4.2 Commencement and Duration.

Services shall commence on the date stated in the Letter of Acceptance or a later date notified by Pakistan Railways after execution of the Agreement and satisfaction of conditions precedent. The Agreement shall initially remain valid for ten years from commencement, unless terminated earlier. It may be extended for up to five additional years subject to satisfactory performance, continued operational requirement, mutual agreement and approvals.

4.3 Early LPG Loading.

The successful bidder may commence LPG loading before establishing a permanent storage facility, subject to placement and availability of approved LPG Tank Wagons at the designated railway yard, safe transfer arrangements and approvals of Pakistan Railways and competent authorities.

4.4 Termination by Pakistan Railways.

Pakistan Railways may terminate for material breach not remedied within 30 days after written notice; failure to comply with a final dispute-resolution decision; force majeure preventing a material portion of the Services; or, after expiry of any approved lock-in period, for public interest, operational necessity, policy requirements or convenience by giving at least three months' prior written notice, subject to applicable law and the Agreement. Upon termination for bidder default, the Performance Guarantee will be forfeited and amounts standing to the bidder's credit in the FDA will be adjusted against defaulted amount.

4.5 Termination by Contractor.

The Contractor may terminate for material breach by Pakistan Railways remaining unremedied for 15 days after written notice, or failure by Pakistan Railways to comply with a final dispute-resolution decision, subject to the Agreement and applicable law. After expiry of any approved lock-in period, the Contractor may terminate without cause by giving at least three months' prior written notice.

4.6 Initial Investment / Lock-in.

Considering the substantial capital investment required at the commencement of the project, neither party shall terminate the Agreement for convenience during the initial two (02) years / agreed lock-in period from the Commercial Operation Date, except by indispensable public interest or material default of the contractor. If contractor violates the lock-in period then performance guarantee will be forfeited instantly.

4.7 Contractor's Obligations.

The Contractor shall perform with due diligence, efficiency, economy, professional competence and safe methods; safeguard Railway assets; arrange assured LPG traffic; provide and maintain bowsers and bidder-owned equipment; comply with laws, licences, permits, environmental requirements, Railway rules and safety standards; maintain qualified personnel; and provide information and records reasonably required by Pakistan Railways.

The Contractor shall arrange and deploy a qualified technical team to escort each LPG train throughout its journey. The team shall remain available to promptly respond to any leakage, technical malfunction, or emergency during transportation.

In the event of any LPG leakage, fire, accident, or other incident involving LPG, the Contractor shall immediately take all necessary emergency response measures, including containment of leakage, fire prevention, and coordination with Pakistan Railways and relevant emergency services. The Contractor shall be fully responsible for any loss, damage, or consequences arising from its negligence, failure to comply with safety standards, or inadequate emergency response.

4.8 Damage, Injury and Indemnity.

The Contractor shall indemnify Pakistan Railways against losses, claims, injury, death or damage to property, rolling stock or facilities arising from the Contractor's acts, omissions, personnel, cargo handling or performance, except to the extent caused by Pakistan Railways, subject to the terms of the Agreement and applicable law.

4.9 Personnel.

Before commencement, the Contractor shall provide names, designations, CNICs, addresses, duties and deployment periods of key personnel. Changes to key personnel shall be notified. The Contractor shall not recruit serving Pakistan Railways staff for this assignment or engage personnel of blacklisted firms.

4.10 Pakistan Railways' Obligations.

Pakistan Railways shall provide/allocate wagons in accordance with the Agreement and operational availability; provide locomotives and railway movement subject to operational constraints; provide railway access to approved stations subject to availability and applicable land/usage charges; provide reasonable notice of known operational restrictions; and undertake only those infrastructure works expressly assigned to it under the Agreement.

4.11 Payment and FDA.

The Contractor shall maintain the FDA at the prescribed level and deposit advance freight as required. Freight shall be calculated in accordance with the accepted Rate per Tonne-Km, carrying capacity tonnage and actual rail distance unless another specific basis is stated in the Agreement. Pakistan Railways may debit freight and applicable charges from the FDA. Failure to maintain the FDA may result in suspension of booking/placement and/or termination in accordance with the Agreement.

4.12 Insurance.

The Contractor shall maintain cargo insurance and all other insurance required by applicable law and the Agreement, including third-party liability and employee/workmen coverage where applicable. Evidence of valid insurance shall be provided before commencement and on renewal.

4.13 Safety and Incident Reporting.

The Contractor shall maintain emergency response arrangements, trained personnel, fire protection, gas detection, emergency shutdown and other required systems. Any accident, leakage, loss, injury or safety incident shall be immediately reported to Pakistan Railways and competent authorities, followed by a written incident report and corrective action.

4.14 Fairness and Good Faith.

The parties shall act in good faith and take reasonable measures to achieve the objectives of the Agreement. Any change to accepted commercial terms shall be made only through a lawful, authorized written amendment.

4.15 Dispute Resolution.

Disputes shall first be referred to a committee constituted by Pakistan Railways comprising appropriate senior officers, with bidder representation where considered necessary. The committee shall endeavour to resolve the dispute amicably within seven days. Any dispute not resolved amicably may be referred to arbitration in accordance with the Arbitration Act, 1940, and applicable law, through the mechanism stated in the Transportation Agreement. The parties shall continue performance where reasonably possible.

SECTION 5 — TERMS OF REFERENCE

5.1 Scope of Outsourcing

Pakistan Railways seeks to increase movement of imported LPG by rail by engaging private-sector participants capable of generating assured LPG demand and commercially managing dedicated ZBTK/BTK/ZBFC or any other wagon for LPG transportation. The successful bidder shall arrange and coordinate assured LPG traffic, customer relationships, import/terminal coordination, loading/unloading operations and compliance with applicable LPG safety and service standards. Pakistan Railways shall provide railway rolling stock and railway transportation in accordance with the Agreement, subject to availability and operational feasibility. The model is intended to improve utilization of freight rolling stock, increase revenue, reduce idle capacity of Tank wagons and provide reliable rail freight services.

5.2 Pakistan Railways — General Responsibilities

- Provide/allocate approved ZBTK/BTK Tank Wagons/ZBFC, normally 30 or more wagons per nominal rake, subject to availability, technical acceptance and operational requirements.
- Provide dedicated wagon details after execution of the Agreement.
- Provide applicable free time for loading/unloading as specified in Section 1.
- Base freight on actual loaded/placed wagons and the applicable contractual basis where fewer wagons are placed than planned.
- Provide locomotives and railway movement subject to operational availability.
- Where wagons are temporarily reallocated due to non-use, prioritize return when operationally feasible after bidder readiness is confirmed.

5.3 Successful Bidder — General Responsibilities

- Provide assured imported LPG traffic in accordance with the committed service and Agreement.
- Maintain the FDA and deposit advance freight as required.
- Arrange cargo demand, customer coordination and first/last-mile logistics where applicable.
- Ensure loading and unloading within safe and approved pressure-vessel capacity and filling limits.
- Undertake trip maintenance of bowsers and bidder-owned equipment.

- Bear repair/material costs attributable to bidder responsibility as determined under the Agreement and approved procedures.
- Provide information, records and data reasonably required by Pakistan Railways.
- Maintain adequate personnel and equipment for safe and efficient operations.

5.4 Service Standards

- Loading and unloading shall normally be completed within 12 hours from placement.
- Demurrage, wharfage and other applicable charges shall apply where delays are attributable to the bidder under Railway rules.
- The bidder shall use suitable and approved equipment for loading, unloading and cargo handling.
- Damage to Railway property or rolling stock caused by the bidder shall be dealt with under the indemnity and recovery provisions.
- Weighment/measurement shall be carried out through an approved weighing system; applicable weighment and overloading charges shall be borne by the Contractor.
- Shortage, leakage, loss or contamination shall be determined under the measurement, safety, inspection and incident-reporting provisions.
- Where the bidder fails to load within prescribed time, Pakistan Railways may utilize the rake for another service subject to operational requirements and demand.

APPENDIX A — TECHNICAL PROPOSAL FORMS

A-1 Bidder Information Form

Information Required	Bidder's Response
Legal name of bidder	
Registered address	
Principal place of business	
Telephone / email	
Company registration number and date	
NTN / Sales Tax Registration	
Name and designation of authorized representative	
EPADS bidder/user registration details	
Type of bidder (single entity / JV / consortium)	
Names of JV/consortium members and Lead Member, if applicable	

A-2 Experience Schedule

Project / Client	Nature of LPG / Petroleum / Logistics Work	Period	Quantity / Tonnage	Contract Value	Evidence Attached

A-3 Operational Resources

Resource/ Facility	Location	Owned / Leased / Contracted	Capacity / Details	Supporting Evidence
Storage facilities				
Loading / unloading facilities				
Pumping / transfer equipment				
Transportation / logistics resources				
Safety / emergency equipment				

A-4 Key Personnel

Name	Position	Qualification / Certification	Relevant Experience (Handling, Safety, Transportation)	Employment / Availability Evidence

A-5 Financial Information

Financial Year	Annual Turnover (Rs.)	Net Worth (Rs.)	Audited Accounts Attached
Year 1			
Year 2			
Year 3			
Average annual turnover			

A-6 Non-Blacklisting and Eligibility Declaration

We hereby declare that the bidder and, where applicable, each JV/consortium member is not blacklisted or debarred by Pakistan Railways or otherwise legally ineligible to participate in this bidding process; that the information submitted is true, complete and not misleading; and that no material fact has been concealed. We understand that a materially false declaration may result in rejection, disqualification, termination or other action under applicable law.

Authorized Signatory: _____ Name: _____

Designation: _____ Date: _____

Company Seal: _____

A-7 Conflict of Interest Declaration

The bidder declares that it has disclosed all actual or potential conflicts of interest and any relevant business or family relationship involving persons connected with preparation, evaluation, award or supervision of this assignment. Details, if any, are attached.

Authorized Signatory: _____ Date: _____

APPENDIX B — FINANCIAL PROPOSAL FORM

THIS FORM SHALL BE SUBMITTED ONLY IN THE FINANCIAL PROPOSAL ENVELOPE ON EPADS. DO NOT INCLUDE THE QUOTED RATE IN THE TECHNICAL PROPOSAL.

Description	Bidder's Offer
Name of Bidder / JV / Consortium	
Offered Rate per Tonne-Km (Rs./TKM) — in figures	Rs. _____
Offered Rate per Tonne-Km — in words	Rupees _____ per tonne-kilometre
Confirmation that the offer is unconditional and remains valid for 120 days	Yes / No
Acceptance of CPI adjustment mechanism in the bidding document/Agreement	Yes / No
Acceptance of HSD/fuel adjustment mechanism in the bidding document/Agreement	Yes / No
Taxes	Applicable taxes shall be dealt with in accordance with law and the Agreement.

We confirm that the above is our firm financial offer and that it has been submitted separately through the Financial Proposal envelope on EPADS. We have not disclosed our quoted rate in the Technical Proposal.

Authorized Signatory: _____ Name: _____

Designation: _____ Date: _____

Company Seal: _____

APPENDIX C — EARNEST MONEY DETAILS

Particulars	Details
Bidder name	
Instrument type (CDR / Pay Order / Bank Draft / other approved form)	
Issuing scheduled bank	
Instrument number and date	

Amount	Rs. 15,609,600 (subject to approved reserve-price-linked ceiling)
Validity / encashment terms	As required by Regulation 18 and Data Sheet
Original instrument delivery details	

The bidder shall upload a scanned copy in EPADS and submit the original instrument to the office and by the deadline specified in the Data Sheet, where required. The procuring agency shall verify the original instrument.

APPENDIX D — INTEGRITY PACT

The Successful Bidder declares that it has not obtained or attempted to obtain any contract, right, interest, privilege or benefit from the Government of Pakistan or Pakistan Railways through corrupt business practices. The bidder further declares that all fees, commissions, agents and arrangements connected with the transaction have been fully disclosed and that it shall not offer or give any commission, gratification, bribe, finder's fee or kickback to obtain the disposal or performance of the contract. False declaration, non-disclosure or corrupt conduct may render the contract voidable and may result in recovery, debarment and other remedies available under applicable law.

For Pakistan Railways	**For Successful Bidder**
Name: _____	Name: _____
Designation: _____	Designation: _____
Signature: _____	Signature: _____
Date: _____	Date: _____
Official Seal	Company Seal

APPENDIX E — INDICATIVE TRANSPORTATION AGREEMENT SCHEDULE

Schedule Item	**Agreed Details to be completed at award**
Successful Bidder / JV / Consortium	
Accepted Rate per Tonne-Km	
Approved origin–destination pairs and rail distances	
Wagon numbers and approved pressure-vessel configuration	
Initial allocated wagon pool and rake size	
Minimum monthly trips and committed tonnage	
FDA initial deposit and minimum balance	
CPI adjustment formula and reference period	
HSD/fuel adjustment formula and reference period	
Return/downside movement rate, if applicable	
Loading/unloading free time and applicable charges	

Performance Guarantee details and validity	
Mobilization / commercial operation date	
Contract period and extension conditions	
Land / infrastructure terms, if any	
Insurance and safety approvals	
Authorized representatives and notices	

APPENDIX F — EPADS SUBMISSION AND EVALUATION SEQUENCE

Step	Action / Responsibility	EPADS / Disposal Record
1	Pakistan Railways publishes the bidding notice and complete bidding documents; identifies SSTE method, submission deadline, opening date/time, earnest money and benchmark/reserve rate.	Notice and bidding documents published on EPADS.
2	Bidders register/login, download documents and submit clarification requests through EPADS within the prescribed period.	Clarifications and responses recorded/published on EPADS.
3	Pakistan Railways issues any addendum/corrigendum through EPADS and extends deadline where required.	Addendum and revised deadline visible to all bidders.
4	Bidders submit separate Technical and Financial Proposals electronically before the deadline and furnish original earnest money instrument as directed.	EPADS submission acknowledgement; original instrument receipt/record.
5	Technical Proposals are opened electronically at the notified time; Financial Proposals remain unopened.	Technical opening record/minutes.
6	Evaluation Committee evaluates mandatory eligibility, technical capability and financial soundness against the disclosed criteria; seeks clarifications only as permitted.	Evaluation worksheets, clarification record and technical evaluation report.
7	Competent authority approves technical evaluation;	Approved technical evaluation report on EPADS.

	names/status of qualified and disqualified bidders and reasons are communicated/published as required.	
8	Financial Proposals of only technically qualified bidders are opened electronically on notified date/time.	Financial opening record/minutes.
9	Financial offers are evaluated; highest responsive offer at or above benchmark/reserve rate is ranked first; equal offers are handled under applicable Regulations.	Financial evaluation report and recommendation.
10	Competent authority approves the result; Letter of Award is issued through EPADS; successful bidder furnishes Performance Guarantee and signs Agreement.	Approval, Letter of Award, acknowledgement and signed Agreement.
11	Contractor completes mobilization, conversion, installation, inspections, safety approvals and infrastructure works; commercial service starts after acceptance.	Mobilization and acceptance record; contract performance file.

APPENDIX G — DOCUMENT CHECKLIST FOR BIDDERS

No.	Document	Technical Envelope	Financial Envelope
1	Bidder information form	✓	
2	Registration/incorporation and statutory documents	✓	
3	Tax registrations / active tax status	✓	
4	Power of Attorney / board resolution	✓	
5	JV/consortium agreement and Lead Member authorization, if applicable	✓	
6	Relevant experience and project evidence	✓	

7	Volume handling evidence	✓	
8	Infrastructure and operational capacity evidence	✓	
9	Safety licences/certifications	✓	
10	Personnel details	✓	
11	Audited financial statements and financial schedules	✓	
12	Non-blacklisting and conflict of interest declarations	✓	
13	Earnest money instrument details and scanned copy	✓	
14	Integrity Pact	✓	
15	Financial Offer Form — Rate per Tonne-Km		✓