

**EXPRESSION OF INTEREST (EOI) FOR SHORTLISTING OF BIDDERS /
SERVICE PROVIDERS FOR THE PROJECT**

**INTERNET SERVICE PROVIDERS (ISP) ON A BUILD-OPERATE-
TRANSFER (BOT) BASIS FOR A PERIOD OF TEN (10) YEARS) IN
EDUCATION CITY, KARACHI**



JULY 2026

Education City Project
Investment Department
Government of Sindh

**PROJECT IMPLEMENTATION UNIT (EDUCATION CITY)
GOVERNMENT OF SINDH**

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**1. INVITATION FOR EXPRESSION OF INTEREST (EOI) FOR SHORTLISTING OF
BIDDERS / SERVICES PROVIDERS**

AS PER EOI PUBLISHED IN NEWSPAPERS

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2. INTRODUCTION / BACKGROUND

Education City shall grant the selected Internet Service Provider (ISP) an exclusive concession on a **Build-Operate-Transfer (BOT) basis for a period of ten (10) years**. The ISP shall be responsible for financing, designing, developing, operating, maintaining, and upgrading the complete GPON and fiber-optic infrastructure at its own cost and risk. During the concession period, the ISP shall be entitled to collect approved connection charges and service revenues in accordance with the agreed revenue-sharing mechanism. Upon expiry of the ten-year concession period, all passive infrastructure assets, including ducts, conduits, chambers, manholes, fiber backbone, and associated network infrastructure developed under the concession, shall be transferred to Education City in good working condition and free of any encumbrances, without any additional compensation. Education City shall thereafter have the right to operate the infrastructure itself, renew the concession, or appoint a new operator through a competitive process.

2.1. Education City

- Provides ICT master planning
- Provides utility corridor allocation
- Provides Right of Way approvals
- No capex

Service Provider

- Invests 100% in ducts, fiber, GPON equipment and operations
- Maintains network

2.2. Revenue Sharing

Connection Charges

- Service Provider: 80%
- Education City: 20%

Monthly Services Revenue

- Service Provider: 90%
- Education City: 10%

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Education City shall provide the approved design, BOQ and construction cost estimates for the GPON network. Connection Charges shall be based on the approved estimated cost and shall not exceed cost plus 30% markup.

2.3. Objective of the Assignment

The objective of the project is to provide high-speed internet services to residential and industrial users in order to enhance connectivity, support business growth, promote digital transformation, and contribute to economic development through increased investment opportunities and revenue generation for the country.

2.4. Eligible Bidders

A Bidder shall be an entity or any combination of entities in the form of a JV/consortium with a formal intent to enter into an agreement or under an existing agreement in the form of a JV/consortium who submits the EOIs/ Pre-qualification Application for the Project.

In the case of a JV/consortium;

- (a) all partners to the JV/consortium shall be jointly and severally liable; and
- (b) a JV/consortium shall nominate a representative to act as the lead partner who shall have the authority to conduct all business for and on behalf of any and all the partners of the JV/consortium during the pre-qualification process, and in the event the JV/consortium is prequalified, during the bidding process, and in the event the JV/consortium is awarded the Project, during Project execution.

3. PRE-QUALIFICATION CRITERIA

3.1. General

Pre-qualification will be based on the criteria given hereunder regarding the bidder's Experience Record, Financial Soundness, and Local Registration/Affiliation Requirements as demonstrated by the Bidder's responses in the forms given in this EOI/PQD and necessary evidence provided along with the Application.

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3.2. Eligibility / Qualifying Criteria

The project site shall be hosting large datacenters, large enterprises, corporate institutions and manufacturing and R&D facilities. The network should be serve such facilities and mission critical services at scale and resiliency. Bidders should be evaluated on following (relevant documents to be attached):

- Strong capabilities in designing, implementing and operating carrier grade technologies including MPLS Core, Transmission Network, Carrier Ethernet Backbone and Multi-Technology Access Network
- Proven Capabilities in designing and laying large scale optical fiber network
- Financial capability to undertake long-term BOT investments.
- Existing experience, ownership and operation of carrier-grade national infrastructure.
- Experience in delivering large-scale, mission-critical ICT environments.
- Strong capabilities in virtualization, Cloud Services and emerging technologies for and hosting and operating mission critical applications environments
- Strong operational maturity, cyber security, and service assurance capabilities to ensure readiness to support Education City's long-term vision as a technology and innovation hub.

a. Firms Profile	(20 Points)
• Firm experience in last 10 years and must posses' valid PTA license demonstrate experience in broadband / FTTH services in Pakistan	07 marks
• Organization Chart / Profile	05 marks
• Registration with SECP and other regulatory body	02 marks
• Valid Registration with Income Tax	02 marks
• Valid Registration with Sales Tax Department	02 marks
• Firm should have these international standards such as ITU-T, IEC, IEEE, ISO, TIA/EIA and PTA regulations	02 marks
b. Income Tax returns for last 3 years (attach audit proof)	(10 Points)
c. Financial Turnover for last 3 years (attach audit report)	(10 Points)
• PKR 4 Billion and above	10
• PKR 3 to 4 Billion	6
• PKR 2 to 3 Billion	4
• PKR 1 to 2 Billion	2
• Below PKR 1 Billion	1
d. General Experience of the Firm The bidder should be PTA license operator, having proven capabilities of own and operate a carrier-grade optical fiber network in Pakistan with substantial capabilities of developing, maintaining and operating large scale optical fiber network	(20 Points)
• Firm should provide number of active subscribers currently being served	04 Marks
• Existing Fiber network inventory	04 Marks
• Existing NOC details	04 Marks
• References and performance certificates	04 Marks
• Evidence of compliance with SLA in previous projects	04 Marks
e. Relevant Experience of the Firm	(20 Points)

• Experience in design, deployment and operation of optical fiber infrastructure, ICT services for Smart Cities, Special Economic Zones, Technology Parks, Airports, Universities, Hospitals, Industrial Estates or similar integrated developments. Experience certificates issued by the Client (10 points for each project) - FTTH deployment - GPON networks - Metropolitan network - City-wide broadband deployments	
• Relevant projects In Hand (5 marks for each project)	10 marks
f. Key Personnel's	(10 Points)
• IT Expert / Team Leader, BCS / MCS in IT / Computer Science having 10 years exp	05 marks
• IT / Networking Expert, BCS in Computer Science having 5 years exp	03 marks
• System Installation / Trouble shouting Expert having 2 years relevant experience	02 marks
g. Affidavit, state that firm has never been blacklisted by any Firm, organization, autonomous body or private sector for non-fulfillment of contractual obligations	(10 Points)
Preference shall be given to bidders registered with STZA	

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Bidders shall submit the Power of Attorney for the authorized signatory.

4. JOINT VENTURE

- Bidders shall submit the Consortium/Joint Venture Agreement (where applicable), Clearly defined shareholding pattern and responsibilities of each JV partner.

5. CONFLICT OF INTEREST

The Procuring Agency considers a conflict of interest to be a situation in which a party has interests that could improperly influence that party's performance of official duties or responsibilities, contractual obligations, or compliance with applicable laws and regulations. The Procuring Agency will take appropriate actions to manage such conflicts of interest, which may include rejecting a proposal for award of the Project if it determines that a conflict of interest has affected the integrity of the procurement process.

6. UPDATING PRE-QUALIFICATION INFORMATION

- Bidders shall provide such evidence of their continued eligibility satisfactory to the Procuring Agency on its request. At the Bidding Stage, the prequalified Bidders shall be required to update the financial, personnel and other information used for prequalification to confirm their continued compliance with the qualification criteria and verification of the information provided at the time of prequalification. A bid shall be rejected if the qualification of Bidder(s) does not meet at the time of bidding.

7. OTHER FACTORS

- Only bidders / service providers and JVs that have been prequalified under this procedure shall be invited to submit Financial Bid. If a firm submits more than one application, singly or as a JV, all applications for prequalification shall be rejected.
- The procuring agency reserves the right to reject any or all bids as per the relevant provisions of SPPRA Rules. Further, any false or misleading information submitted by a suppliers/distributor shall result in immediate disqualification at any stage of the process.

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8. SCOPE OF WORK

Selected ISP shall be responsible for the following

8.1. Detailed Engineering and design.

a. Civil Works Including

- Trenching
- Duct Bank
- Manholes and handholes
- HDPE /UPVC pipe Installation

b. Supply Installation, Testing and Commissioning.

- Fiber backbone
- Distribution network
- GPON equipment
- OLTs (Optical Line Terminal)
- ONTs (Optical Network Terminal)
- Optical splitters
- Cabinets and accessories

c. Establishment of Network Operations Center NOC)

d. Establishment of Customer Helpdesk

e. Comprehensive testing and commissioning

9. IMPLEMENTATION OF SMART CITY DESIGN

The bidders shall be required to implement the GPON network in accordance with the approved ICT Master Plan and Detailed Design prepared by Consultants. Any deviation from the approved architecture shall require prior approval from the client.

10. SUPPORT FOR SMART CITY SYSTEMS

The selected ISP shall ensure that the GPON network supports integration and connectivity for all Smart City systems identified in the approved design, including:

- CCTV Surveillance System
- ANPR System
- Public Wi-Fi
- Access Control System
- SCADA System
- Public Address System
- Smart Parking System
- UVSS
- PSIM
- Command & Control Center
- Smart Street Lighting
- Smart Waste Management System

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11. COMPLIANCE WITH APPROVED GPON ARCHITECTURE

The selected ISP shall design and implement the GPON network based upon the approved three-tier architecture comprising:

- Core/Junction Network
- Feeder and Distribution Network
- Last Mile Network

12. OPEN ACCESS INFRASTRUCTURE

Since Education City intends to develop city-wide ICT infrastructure, the GPON network should be designed as an open access network enabling future onboarding of additional telecom operators and service providers without major modification of passive infrastructure. The bidder should demonstrate previous experience in development and operation of carrier neutral facilities for hosting the equipment and services infrastructure

13. SCALABILITY REQUIREMENT

The GPON infrastructure shall be designed with sufficient spare capacity to cater for future expansion of Education City, additional institutions, commercial entities and future smart city applications. The bidder shall clearly indicate the scalability limits of the proposed solution.

14. NETWORK REDUNDANCY

The GPON network shall incorporate redundancy at.

14.1. Core network level

- OLT "Optical Line Terminal" level
- Uplink level
- Power level
- Fiber backbone level

Ring topology should be mandatory for backbone connectivity to ensure uninterrupted operation of mission-critical systems.

14.2 Bidder shall demonstrate capabilities of developing and maintaining diverse and scalable backbone connectivity and service infrastructure that is critical to support future growth of Education City. The diversity should be across Optical fiber network, Core and access network equipment and co-location facilities

15. FINANCIAL AND COMMERCIAL FRAMEWORK

The BOT framework is the most critical component of the project which consist the followings:-

15.1. Revenue Sharing Mechanism

- Whether revenue sharing shall be based on Gross Revenue or Net Revenue
- Definition of billable revenue
- Treatment of taxes and statutory deductions

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- Revenue reporting procedures
- independent audit mechanism

15.2. Tariff Mechanism •

- Procedure for approval of tariffs
- Annual tariff revision mechanism
- Consumer protection measures

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15.3. Asset Ownership

The bidders should explicitly define ownership of followings:

- Passive infrastructure
- Active equipment
- Software licenses
- NOC systems

During concession as well as after expiry of BOT period.

15.4. Service Level Agreement (SLA)

The Service Provider shall establish and maintain a comprehensive Service Level Agreement (SLA) to ensure the reliable delivery, operation, and maintenance of the broadband network and associated services. The SLA shall clearly define measurable performance indicators, response commitments, and accountability mechanisms.

At a minimum, the SLA shall include the following:

- Network availability (minimum 99.95%)
- MTTR
- Fault response times.
- Customer complaint resolution timelines
- Service provisioning timelines
- Penalty mechanism for non-compliance

16. FINANCIAL DOCUMENTATIONS

In addition to audited financial statements, bidders should be required to submit:

- Bank Solvency Certificate
- Details of available credit facilities
- Cash flow statements
- Detail of EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization)
- Debt-to-Equity Ratio
- Credit rating (if available)

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17. TECHNICAL REQUIREMENTS

The bidders should have following minimum requirements related to:

- GPON/FTTH architecture
- Fiber backbone topology
- Distribution network architecture
- Active and passive equipment specifications
- Ring topology requirements
- Network redundancy requirements
- Dual upstream internet connectivity
- NOC requirements
- Cybersecurity framework
- Testing and commissioning procedures
- O&M obligations
- Asset transfer criteria
- Future scalability and expansion requirements
- Strong capabilities in designing, provisioning and operating large scale carrier grade technologies including MPLS Core, Transmission Network, Carrier Ethernet Backbone and Multi-Technology Access Network
- 24x7 Optical fiber maintenance with owned teams
- Comprehensive GIS/Optical Management System

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18. CYBERSECURITY AND PROJECT MANAGEMENT

The bidders should establish clear requirements related to cybersecurity and project management as follows:-

- Submit cybersecurity policies and procedures
- Provide Disaster Recovery and Business Continuity Plans
- Submit a detailed implementation schedule including:
 - Gantt Chart.
 - Resource Deployment Plan.
 - Milestones.
 - Project Organization Structure.

The proposed team should include qualified and certified professionals.

19. CYBERSECURITY REQUIREMENTS.

Considering integration with PSIM, CCTV, SCADA and Command & Control Center systems, the ISPs shall provide comprehensive cybersecurity architecture including:

- Next Generation Firewalls
- DDoS protection
- SIEM
- SOC integration
- Secure remote access
- Network segmentation and VLAN separation
- The bidder should have strong capabilities of implementation and governance of critical cybersecurity frameworks for infrastructure and services.
 - ISO 27001
 - ISO 27017
 - ISO 27018
 - PCI DSS
 - PTA CTDISR Framework

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20. SLA REQUIREMENTS

The ISP shall guarantee minimum service levels for both retail broadband services and Smart City applications. Separate KPIs should be specified for:

- Public internet services
- CCTV and security traffic
- Mission-critical smart city applications
- SCADA communications

21. SECURITIES AND INSURANCE

The bidders shall provide the followings with their bids:-

- Bid Security
- Performance Security
- Advance Payment Guarantee (if applicable)

- Professional Liability Insurance
- Third-Party Liability Insurance
- Contractor All Risk (CAR) Insurance

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22. SECURITIES AND INSURANCE

At RFP stage, the bidders shall include the following with Bids:-

- Bid security a fixed amount Rs. 500,000/- in the shape of pay order in favour of
- Performance security
- Advance Payment Guarantee
- Professional Liability Insurance
- Third Party Liability Insurance
- Contractor All Risk (CAR) insurance

23. ASSET HANDOVER

At the expiry of BOT period, the ISP shall transfer all passive GPON assets, NOC documentation, GIS records, as-built drawings, fiber route maps, OTDR (Optical Time-Domain Reflectometer) test reports and network inventory databases to Education City in fully operational condition.

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BID APPLICATION SUBMISSION FORM

The Application should be prepared according to the format set forth below. The suggested format for the application is as follows:

a. Cover letter

Include project title, name of organization(s) submitting Application, contact person, telephone and fax numbers, e-mail, and postal address. In case of JV/Consortium, mention JV partners in Cover letter along with detail of Power of Attorney for signing the Pre-qualification Documents (POD).

b. Company/Bidder Profile

Briefly describe the Bidder's strengths and capabilities for development of the project in efficient and effective manner

The bidder should include past record of projects, financial strength, staff qualifications and experience etc.

c. Pre-Qualification Application

Application shall be prepared as per requirements provided in the document Furthermore, Bidder must follow and fill its application as per the guidelines and forms/formats provided in this application.

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GUIDELINES FOR PREPARING APPLICATION

In addition to the aforementioned guidelines, the Bidder is required to prepare documents as per following guidelines:

- The forms provided in "Prequalification Application" shall be filled by the Bidder.
- Unnecessarily elaborate brochures or other presentations beyond those sufficient to present a complete and effective application in response to this Invitation are not desired.
- Applications submitted by any other means will not be considered.
- All the documents required to determine the eligibility and conformance of Bidder SHALL be provided in complete entirety by the Bidder.
- Violation of any section/clause of this PQD by the Bidder shall result in disqualification of its Application.
- Only those Bidders that have been prequalified under this prequalification procedure shall be invited to bid for the Project (RFP stage).

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FORMS FOR SUBMISSION OF PREQUALIFICATION APPLICATION

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FORM-1: APPLICATION SUBMISSION LETTER

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

To:

.....
[name and address of the Procuring Agency]

Subject: Expression of Interest (EOI) for providing Internet Service on A Build-Operate-Transfer (Bot) Basis For A Period Of Ten (10) Years) in Education City, Karachi

Dear Sir,

1. Being duly authorized to represent and act on behalf of (hereinafter "the Bidder"), and having reviewed and fully understood all the pre-qualification information provided, the undersigned hereby apply to be prequalified as a bidder for the Project " name of the Project"
2. Attached to this letter are copies of original documents defining:
 - (a) the Bidder's legal status;
 - (b) the principal place of business; and
 - (c) The place of incorporation (for Bidders who are corporations); or the place of registration and the nationality of the owners (for Bidders who are partnerships or individually owned firms).
3. Procuring 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 banks.
4. In case of applications submitted by a Joint Venture (JV), all information and documents required under the prequalification documents shall be provided for the Joint Venture entity (if already established) as well as separately for each partner forming the Joint Venture. The Lead Partner shall be clearly identified and designated in the application. Each JV partner shall submit a duly signed Letter of Association / Joint Venture Agreement confirming the formation of the Joint Venture and declaring the nominated Lead Partner authorized to represent the Joint Venture for all matters relating to the EOI/bidding process.
5. We understand and acknowledge that the Procuring Agency reserves the right to accept or reject any Proposal/Document submitted and shall not be bound to accept any Proposal/Documents received, in accordance with the applicable procurement rules and regulations.

Yours sincerely,

Authorized Signature: _____

Name and Title of Signatory: _____

Name of Consultant: _____

Address / Contact Details:

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City Profile

FORM -2: GENERAL INFORMATION

All individual firms / bidders and each partner of a joint venture applying for prequalification are requested to complete the information in this form. Nationality information is also to be provided for foreign owners or Bidder firms who are forming part of the Joint Ventures as required under the relevant laws of SPPRA rules.

1.	Name of Firm and JV members in case of Joint venture:	
2.	Head Office Address	
3.	Telephone	Contact Person: Name: Title:
4.	Fax	E-mail
5.	Place of Incorporation/Registration	Year of incorporation/registration

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NATIONALITY OF OWNERS	
NAME	NATIONALITY
1.	
2.	
3.	
4.	
5.	

FORM-3: GENERAL FINANCE RECORD (FIRM/JV MEMBERS)

Name of Bidder firm or partner of a Joint Venture

All individual firms /bidders 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 Firm (or each member of a joint venture), in terms of the amounts billed to the Procuring Agencies for each year for work in progress or completed over the past ten (10) years.

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

Annual Turnover

Year	Turnover (in actual currency)	Equivalent Rupees in Millions.
2025		
2024		
2023		

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FORM-4: JOINT VENTURE SUMMARY

(In case of JV/Consortium, please attach copy of Agreement/JV Intent)

Names of all Partners of a Joint Venture			
Lead Partner			
Partner			
Partner			
Total value of annual turnover (PKR), in terms of work billed to the Procuring Agencies:			
Partner	Annual Turnover Year 2025	Annual Turnover Year 2024	Annual Turnover Year 2023
1. Lead Partner			
2. Partner			
3. Partner			
Total			

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FORM-5: RELEVANT EXPERIENCE (COMPLETED)

Name of Bidder firm or partner of a joint venture:

List of Projects Completed in last 10 years

#	Project Name	Client	Project Cost	Year Completed
1				
2				
3				
4				
5				
6				
7				

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FORM-6: RELEVANT EXPERIENCE (IN HAND / ONGOING)

Name of Bidder firm or partner of a joint venture:

List of Projects In Hand / Ongoing

#	Project Name	Client	Project Cost	Year Completed
1				
2				
3				
4				
5				
6				
7				

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FORM-7: PERSONNEL CAPABILITIES

Name of Firm:

For specific positions, essential to contract implementation, Bidders should provide the names of candidates qualified to meet the specified requirements of the project. The Bidder SHALL attach detailed CVs of proposed team members for project.

1	Proposed Position:
	Name of Person:
	Qualification:
	Relevant Experience:
	Attach Detailed CV.
2	Proposed Position:
	Name of Person:
	Qualification:
	Relevant Experience:
	Attach Detailed CV.
3	Proposed Position:
	Name of Person:
	Qualification:
	Relevant Experience:
	Attach Detailed CV.

Add more rows as required

FORM-8: FINANCIAL CAPABILITY

Name of Firm or partner of a joint venture

Firms, including each partner of a joint venture, should provide financial information to demonstrate that they meet the requirements. Each firm 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 for last three (03) years duly signed & stamped by certified Chartered Accountants should be attached).

Banker	Name of banker	
	Address of banker	
	Telephone	Contact name and title
	Fax	Email

Summarize actual assets and liabilities in Pak Rupees (Equivalent of the current rate of exchange at the end of each year) for the previous three years.

Financial information in PKR or equivalent	Actual: previous three years				
	1	2	3		
1. Total assets					
2. Current assets					
3. Total liabilities					
4. Current liabilities					
5. Profits before taxes					
6. Profits after taxes					

Source of Financing	Amount (PKR or equivalent)
1.	
2.	
3.	

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

FORM-9: LITIGATION HISTORY

Name of Firm or partner of a Joint Venture

Firms, including each partner of a Joint Venture, shall provide details of any history of litigation or arbitration arising from contracts executed during the last five (05) years or currently under execution.

In case no such litigation or arbitration history exists, the firm/each JV partner shall submit an Affidavit on non-judicial stamp paper of Rs. 100/- declaring that the firm has not been involved in any litigation or arbitration related to contract execution during the period.

Year	Award for or Against Firm	Name of the Client, cause of litigation, and matter in dispute	Disputed amount (current value PKR or equivalent

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FORM-10: AFFIDAVIT (NO BLACKLISTING)

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