# Lecture 4

Supply & Contract Environment

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# Departmental Requirements

As already mentioned the central & provincial governments comprise a wide range of ministries which look after many relevant departments, with even a wider range of purchasing requirements.

If you want to start tender business or want to expand your existing tendering setup, it is very important to research and identity some specific departments and ensure to match your goods & services with the requirements of these departments.

Once you are confident that your products fulfill the requirements & specifications of the items demanded in the tender, you are in a position to invest your earnest money, and you will be able to execute the contract on time, if the tender is awarded to you only then you should seriously consider about participating in the tender.

# Purchasing Trends

* Whereas in the past suppliers may have sold specific products to the departments, these same departments may now buy these products as the part of a wider service. This may mean you have to market yourself to the main contractor instead of the department or possibly be prepared to initiate or enter joint ventures which can offer complete service solutions.
* Similarly, as more and more government activities are outsourced, the relationships between purchasers & suppliers has become increasingly important. Government buyers are seeking reliable supply partnerships, which can provide not only basic goods and services, but can add value to the process. Suppliers who can provide innovative and cost effective solutions to purchasing requirements are viewed far more favorably than those who simply supply goods & services.
* For its part, the government is encouraging the departments to support "local" suppliers whenever possible if the quality of the goods is according to the specifications of the indent.
* In the following pages we are providing a list of various departments of central and provincial governments. Please read carefully and select a few departments where you want to get enrolled as a registered contractor. You can also study the previous tenders already awarded to different contractors by these departments to gain an insight to what the department actually needs and what are the usual terms and conditions for pre-qualification. In this way you can save a lot of time and you will only participate in those tenders which suits best to your firm.

**Departments of Central Government**

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| **Ministries** | **Departments** |
| **Commerce** | * Export Promotion Bureau * Pakistan Trade Office * National Tariff Commission |
| **Communication** | * Pakistan Post Office * Pakistan Railways * Pakistan Airlines * Pakistan Telecommunication Company Limited * Pakistan Telecommunication Authority |
| **Culture & Heritage** | * Pakistan Tourism Development Corporation * Pakistan Tours (Pvt) Ltd. * Ecotourism Society Pakistan |
| **Defence** | * Civil Aviation Authority * Pakistan Meteorological Department * Pakistan Army * Pakistan Air Force * Pakistan Navy * Pakistan Institute for Aeronautical Defense Studies * Defence Export Promotion Organization |
| **Education** | * Pakistan National Commission for UNESCO * Quaid-e-Azam University * National Language Authority * Federal Board of Intermediate & Secondary Education |
| **Finance & Economic Affairs** | * Central Board of revenue * Board of Investment & Privatization * Islamabad Stock Exchange * Securities & Exchange Commission of Pakistan |

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| **Ministries** | **Departments** |
| **Food, Agriculture & Livestock** | Pakistan Agricultural Research Council  Agriculture Market Information Service  Central Cotton Research Institute |
| **Information and Media Development** | Pakistan Television Corporation  Pakistan Broadcasting Corporation  Institute of Regional Studies  Associated Press of Pakistan |
| **Industries & Production** | State Engineering Corporation (HMC, Pakistan Steel, HIT, etc.)  Export Processing Zones Authority Pakistan |
| **Labor, Manpower & Overseas Pakistanis** | Overseas Pakistanis Foundation  Overseas Employment Corporation  National Talent Pool |
| **Law, Justice and Human Rights** | Pakistan Law Commission  Supreme Court of Pakistan  Human Rights Commission of Pakistan  National Accountability Bureau |
| **Petroleum and Natural Resources** | Pakistan State Oil Company Ltd.  Oil and Gas Development Corporation |
| **Water & Power** | Private Power and Infrastructure Board  Water and Power Development Authority (WAPDA) |
| **Science & Technology** | Pakistan Software Export Board  Information Technology Commission of Pakistan  Comsats Institute of Information Technology.  National Institute of Electronics  Pakistan Computer Bureau |

As you have gone through the departments of central government. You may have selected a few departments where you want to get registered. Similarly there are a large number of departments in the provincial governments of Sindh, Punjab, NWFP, Balochistan and AJK. Most of the departments of provincial governments are similar except a few special departments, it is therefore reasonable to give detail of the departments of only one province from which you can get a fair idea of the departments of other provinces.