# Lecture 6

Where to find Tender Information

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## Sources of Information

You must have realized by now that there is great demand for a lot of different items, in all the departments of central and provincial governments. Now the problem is where to look for the tender information which is relevant to your business. There are many different ways to get this information. Some of the sources of tender information discussed in this chapter are:

* Tender Information Services
* National Newspaper
* Local Newspaper
* Departmental Web Sites
* Information through Mail
* Tender Bulletins

National News Papers

PROCUREMENT ADVERTISEMENTS

# Methods of advertisement

(1) Procurements over one hundred thousand rupees and up to the limit of two million rupees shall be advertised on the Authority’s website in the manner and format specified by regulation by the Authority from time to time. These procurement opportunities may also be advertised in print media, if deemed necessary by the procuring agency: Provided that the lower financial limit for advertisement on Authority’s website for opens competitive bidding shall be the prescribed financial limit for request for quotations under clause (b) of PPRA rule 42.

(2) All procurement opportunities over two million rupees should be advertised on the Authority’s website as well as in other print media or newspapers having wide circulation. The advertisement in the newspapers shall principally appear in at least two national dailies, one in English and the other in Urdu.

(3) In cases where the procuring agency has its own website it may also post all advertisements concerning procurement on that website as well.

(4) A procuring agency utilizing electronic media shall ensure that the information posted on the website is complete for the purposes for which it has been posted, and such information shall remain available on that website until the closing date for the submission of bids.

# Response time

(1) The procuring agency may decide the response time for receipt of bids or proposals (including proposals for pre-qualification) from the date of publication of an advertisement or notice, keeping in view the individual procurement’s complexity, availability and urgency. However, under no circumstances the response time shall be less than fifteen days for national competitive bidding and thirty days for international competitive bidding from the date of publication of advertisement or notice. All advertisements or notices shall expressly mention the response time allowed for that particular procurement along with the information for collection of bid documents which shall be issued till a given date, allowing sufficient time to complete and submit the bid by the closing date: Provided that no time limit shall be applicable in case of emergency.

(2) The response time shall be calculated from the date of first publication of the advertisement in a newspaper or posting on the web site, as the case may be.

(3) In situations where publication of such advertisements or notices has occurred in both electronic and print media, the response time shall be calculated from the day of its first publication in the newspapers.

# Exceptions

It shall be mandatory for all procuring agencies to advertise all procurement requirements exceeding prescribed financial limit which is applicable under sub-clause (i) of clause (b) of rule 42. However under following circumstances deviation from the requirement is permissible with the prior approval of the Authority,-

(a) The proposed procurement is related to national security and its publication could jeopardize national security objectives; and

(b) The proposed procurement advertisement or notice or publication of it, in any manner, relates to disclosure of information, which is proprietary in nature or falls within the definition of intellectual property which is available from a single source.

# National Newspapers

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| --- | --- | --- | --- | --- |
| **Urdu Newspapers** | | | | **City** |
| Azad | | | | Lahore |
| Awaz | | | | Lahore |
| Aman | | | | Lahore |
| Ajj | | | | Peshawar |
| Din | | | | Lahore |
| Din | | | | Islamabad |
| Din | | | | Karachi |
| Jang | | | | Lahore |
| Jang | | | | Rawalpindi |
| Jang | | | | Karachi |
| Jang | | | | Quetta |
| Jasarat | | | | Karachi |
| Jurat | Lahore |
| Khabrain | | | | Lahore |
| Khabrain | | | | Islamabad |
| Khabrain | | | | Multan |
| Khabrain | | | | Muzaffar Abad |
| Khabrain | | | | Sheikhupura |
| Khabrain | | | | Karachi |
| Mashriq | | | | Quetta |
| Mashriq | | | | Peshawar |
| Maidan | | | | Peshawar |
| Urdu Newspapers | | | | City |
| Masawat | | | | Lahore |
| Nawa-e-waqat | | | | Lahore |
| Nawa-e-waqat | | | | Karachi |
| Nawa-e-waqat | | | | Multan |
| Nawa-e-waqat | | | | Rawalpindi |
| Pakistan | | | | Lahore |
| Pakistan | | | | Islamabad |
| Sadaqat | | | | Lahore |
| Sadaqat | | | | Multan |
| Sahafat | | | | Lahore |
| Tijarat | | | | Lahore |
| Wafaq | | | | Lahore |
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| **English Newspapers** | | |  | | |
| Business recorder | | | Karachi | | |
| Dawn | | | Lahore | | |
| Dawn | | | Karachi | | |
| Dawn | | | Islamabad | | |
| Financial post | | | Karachi | | |
| Frontier post | | | Peshawar | | |
| Pakistan observer | | | Islamabad | | |
| Pakistan times | | | Rawalpindi | | |
| The nation | | | Islamabad | | |
| The nation | | | Lahore | | |
| The news | | | Islamabad | | |
| The news | | | Karachi | | |
| The news | | | Lahore | | |

# Local News Papers

Local bodies and local governments, sometimes also publish their tender in local newspaper instead of a national newspaper. If you are interested in local government tenders, it may be beneficial to look for the tenders in local news papers of your area.

Tender Bulletins

Some departments like Pakistan Railway, Pakistan Army also publish their monthly tender bulletins; subscription of these departmental bulletins is limited to registered contractors only.

Departmental Web Sites

Many government departments are now having their own website where they also advertise their tenders enquiries. A visit to the website of these departments

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| [www.pakrail.com.pk/](http://www.pakrail.com.pk/)  www.ppra.org.pk | Pakistan Railways  PPRA |
| [www.pakwapda.com](http://www.pakwapda.com) | WAPDA |
| [www.ptcl.com.pk](http://www.ptcl.com.pk) | PTCL |
| [www.kesco.com.pk](http://www.kesco.com.pk) | Karachi Electric Supply |
| [www.iesco.com.pk](http://www.iesco.com.pk) | Islamabad Electric Supply |
| [www.punj](http://www.punj) ab. gov.pk/irrigation | Department of irrigation |
| www.piac.com.pk« | PIA |
| [www.psocl.com/mail.htm](http://www.psocl.com/mail.htm) | Pakistan State Oil |

Information through Mail

All the firms which are registered with the concerned departments are informed through mail about the tender requirement, even if it is advertised in the news paper. So getting registered is useful if you wish to continue working with a specific department.

Local Purchase

Tenders which are less than Rs. 25,000/- are usually purchased locally without publishing a tender. It is better to keep in touch with the department from where you can get the information regarding local purchase.

Tender Information Services

We will learn about Tender Information Services in detail in the next chapter