



Special Technology Zones Authority

Cabinet Division

Government of Pakistan

Expression of Interest (EOI) for the Provision of Public Relations (PR) Services for STZA

1. Special Technology Zones Authority (“**STZA**”), an autonomous body established under the Special Technology Zones Authority Act 2021 invites Expressions of Interest “**EOI**” from Company/ Registered Partnership Firms/ Limited Liability Partnerships/Consultants/ /Sole Proprietors (“**Bidders**”) who have prior experience of managing PR services for various public and private sector entities.
2. Request for EOI documents, (containing detailed terms and conditions, etc. are available on the STZA website (www.stza.gov.pk). EOI documents can also be downloaded from PPRA website www.ppra.org.pk free of cost.
3. The EOI prepared in accordance with the instructions in this document, must reach at Special Technology Zones Authority Head Office, 16th Floor, New State Life Tower, Plot # 61, Jinnah Avenue, Islamabad by 1100 hours on 6th June 2022. The packages will be opened on the same day 6th June 2022 at 1130 hrs. Submission will be in hard copy only.

Mehwish Iqbal

Manager Procurement

mehwish.iqbal@stza.gov.pk

Special Technology Zones Authority

16th Floor, New State Life Tower, Plot # 61, Jinnah Avenue, Islamabad



Special Technology Zones Authority

Cabinet Division

Government of Pakistan

EXPRESSION OF INTEREST

FOR

THE PROVISION OF PUBLIC RELATIONS (PR) SERVICES

FOR

SPECIAL TECHNOLOGY ZONES AUTHORITY

INSTRUCTIONS TO BIDDERS

1. BACKGROUND

- 1.1. Special Technology Zones Authority (“**STZA**”) is an autonomous body established under Special Technology Zones Authority Act, 2021. The Authority has been mandated to provide institutional and legislative support for the technology sector with internationally competitive and export-oriented structures and ecosystem, to attract FDI, to connect academia, research and technology industry, to increase the productivity and decrease the costs of production through high-tech interventions, intensive innovation and futuristic entrepreneurship, to enable job creation, to commercialize technological knowledge and more. This will be manifested through creation of Special Technology Zones (STZs) across the country bearing science and technology parks, incubation centers, R&D centers, technology production centers, universities, technical training centers etc. More details can be obtained from official website of STZA.
- 1.2. STZA intends to pre-qualify eligible **Bidders** through this request for an Expression of Interest “**EOI**”.
 - 1.2.1. Those Bidders who pre-qualify in this EOI will be invited to form a panel of pre-qualified Bidders to work with STZA. Once the contract with the pre-qualified Bidders is signed, they will be engaged on regular basis. This will be a recurring activity as the need arises for PR services by sharing the scope and receiving cost against each Project Scope. Amongst the pre-qualified Bidders that have provided the quotations against the certain scope will be selected on lowest cost basis.

2. INVITATION TO SUBMIT AN EXPRESSION OF INTEREST

- 2.1. Eligible Bidders are invited to submit a proposal to participate in STZA’s pre-qualification process for providing **PR Services to STZA**. Bidders should submit their proposals, detailing their experience and qualifications in the form provided in this document.

3. TERMS AND CONDITIONS

- 3.1. This request for EOI will be subject to the Public Procurement Regulations 2004, and any other relevant rules.
- 3.2. STZA will ensure all data submitted by prospective Bidder is treated as confidential. All Bidders will be expected to keep any information received from STZA confidential.
- 3.3. All expenses related to participating in this request for EOI will be borne by the Bidders.
- 3.4. STZA reserves the right to verify any information submitted by Bidders.
- 3.5. Any information which is found by STZA to be false will be ground for rejection. Any misstatement or concealment will also be grounds for rejections.
- 3.6. STZA reserves the right to at any time cancel this procurement process without notice and disclaims all and any liability in that instance in accordance with applicable laws.
- 3.7. All queries must be in writing or through email.
- 3.8. In responding to this request for EOI, all Bidders accept the responsibility fully to understand this EOI document in its entirety, and in detail, including making any inquiries to STZA as necessary to gain such understanding. STZA reserves the right to disqualify any bidder who demonstrates less than such understanding. Further, STZA reserves the right to determine, at its sole discretion, whether the Bidder has demonstrated such understanding. That right extends to cancellation of award if award has been made. Such disqualification and/or cancellation shall be at no fault, cost, or liability whatsoever to STZA.

4. SCOPE OF SERVICES

The scope of work for the PR agencies onboarded through this process includes but is not limited to devising a short term and long terms PR strategy, writing and distributing press releases, writing speeches, writing pitches, creating special events, conducting market research, networking, copywriting, blogging, social media promotions, stakeholders relationship management, media monitoring, propaganda and crisis management. Other services include but are not limited to;

4.1 COMMUNICATIONS STRATEGY

- 4.1.1. The Company/Consultant/AOP/Sole Proprietor/Firm shall create and implement a comprehensive media & public relations strategy that adheres to STZA's Brand.
- 4.1.2. Articulate objectives with specific, actionable and measurable initiatives to build positive saliency for the Brand by molding opinion among various constituents' i.e. customers, investors, media fraternity, analysts, government and public at large.
- 4.1.3. Proactively pursue positive stories and respond to inquiries – targeting all forms of media: broadcast, digital, podcast, print etc.
- 4.1.4. Draft news releases, messaging documents, talking points, articles, journals, FAQs, media Q/As in both English and Urdu.

4.2 MEDIA RELATIONS

- 4.2.1. Maintain excellent media relations to ensure adequate and positive coverage of the Brand.
- 4.2.2. Provide and maintain an updated list of media professionals relevant to the Brand.
- 4.2.3. Develop and maintain a targeted media list for PR material distribution.
- 4.2.4. Disseminate information nationally/locally/internationally in various media i.e. print, electronic, digital and other emerging media.

4.3 MEDIA MONITORING

4.3.1. National: Track mainline, regional, business, trade publications, electronic and digital media to monitor media coverage about the Brand on a day-to-day basis. Prepare and submit reports on daily basis (soft copy and hard copy) covering news.

4.3.1.1. Arrange for/provide social media alerts of all unfavorable/favorable news related to the Brand.

4.3.2. International: Track international digital publications (mainline, regional, business & trade publications) to monitor media coverage about the Brand on a day-to-day basis. Prepare and submit reports on daily basis (soft copy/digital access) covering news.

4.3.2.1. Build relationships with key international media platforms and evaluate opportunities for the Brand presence.

4.3.2.2. Arrange for/provide social media alerts of all unfavorable/favorable news related to the Brand.

4.3.3. Submit a comprehensive report at the end of every month giving detailed coverage of the Brand and analysis of the same in print, electronic and digital media.

4.4. CRISIS MANAGEMENT

4.4.1. Timely intimation to the organization about any coverage that is detrimental to the interest of the Brand and recommendations thereof to minimize/avoid any detrimental impact on the Brand within circumstantial timelines.

4.4.2. Creating a high-level communications strategy to tackle crises and multiple propagandas at the time of need.

4.5. CORPORATE COMMUNICATIONS

4.5.1. Internal: Assist the Brand on a need basis in publishing internal House Journals/ Magazines, employee Communications and similar other documents published.

4.5.2. External: To generate adequate earned coverage across different media for new initiatives, launches and/or any tactical/strategic announcements;

4.5.3. Media Training: Provide media training programs for authorized spokespersons of the Brand every year.

4.6. MARKET INTELLIGENCE: Provide competitive information about the media industry on a periodic basis.

4.7. EVENT MANAGEMENT: Organize press conferences for all media interactions that may be required for launches, relationship building, investor/analyst meets, corporate road shows, etc.

5. SUBMISSION DETAILS

5.1. All prospective Bidders must send an email to mehwish.iqbal@stza.gov.pk with their contact details. STZA will not be liable for any missed communications due to a failure to provide this information.

5.2. By 1100 hours on 6th June 2022, all proposals must reach the STZA office and proposals will be opened at 1130 hours on 6th June 2022 at the STZA office located at:

Plot # 61, 16th Floor, New State Life Tower, Jinnah Avenue, Islamabad

5.3. Submission cannot be through email.

- 5.4. All envelopes must be sealed, include all documents required and must be clearly marked:

**“EOI TO PRE-QUALIFY THE PROVISION OF PR SERVICES
TO STZA”**

6. TERMS OF REFERENCE

- 6.1. The STZA through this EOI intends to hire well reputed Bidders for provisioning of PR services as mentioned herein. The pre-qualified Bidders will be responsible for providing PR services as per this EOI during the tenure of contract.

7. DOCUMENTS (EOI)

- 7.1. All Bidders must submit a single envelope containing the required documents to qualify.

- 7.1.1. The **TECHNICAL PROPOSAL** in a sealed envelope (and labelled as “TECHNICAL PROPOSAL”) must include all of the following documents in order to qualify and be eligible for evaluation:

- (i) Bidders to provide Proof of Business Registration/incorporation with the relevant authorities/departments.
- (ii) Valid NTN Certificate and Proof of being Active on Active Taxpayers List.
- (iii) Head office in Islamabad
- (iv) The Bidders shall have experience of providing PR services to at least 5 well reputed Public or Private organizations, and the proof of services shall be submitted in the proposal.
- (v) Shall have at least 5 years of experience in PR businesses.
- (vi) List of at 5 public or private clients for a reference check with contact information.
- (vii) Name of Authorized Person/Account Manager with full contact information on letterhead.
- (viii) Proof of work done previously for both public or private entities, this must also include work done in digital PR mediums
- (ix) Undertaking on PKR 50/- stamp paper, duly attested by the oath commissioner, stating that the company/firm has not been blacklisted by any of Federal or Provincial Government Department, Agency, Organization or autonomous body or Private Sector Organization anywhere within or outside Pakistan.

Please note that the absence of any documentary proof shall lead to the disqualification from the bidding process.

8. EVALUATION CRITERIA AND PROCESS

8.1. The eligibility criteria for Bidders is as follows in order to qualify for evaluation:

8.1.1. Has not been blacklisted by any of Federal or Provincial Government Department, Agency, Organization or autonomous body or Private Sector Organization anywhere in Pakistan or outside Pakistan.

8.2. All Bidders whose Proposals are complete at opening based on the eligibility criteria will be evaluated based on the technical evaluation criteria specified below.

The minimum technical score required to pass or be declared technically responsive is 70 points as per the below mentioned criteria:

| S. No | Criteria | Allotted Marks (Total) | Attained Marks |
|--------------|---|-------------------------------|-----------------------|
| (1) | Head office in Islamabad | 10 | |
| (2) | Availability of offices in Karachi (2.5 marks), Lahore (2.5 marks), Islamabad (5 marks) | 5 | |
| (3) | Proof of work experience with 5 clients (1 mark/client) | 5 | |
| (4) | Number of years of experience (5 marks for 5 years, 7 marks 6-9 years, and 10 marks for 10 years and above experience) | 10 | |
| (5) | Team availability (PR Strategy Head & Narrative Builder - 5 marks Account Manager - Dedicated - 3 Marks Content Writer (English) - 2 Marks Content Writer (Urdu) - 2 Marks Content Curator (Graphics and Motion graphics) - 2 marks Research & Data Analyst (Reporting) - 1 marks) – Please share resumes | 15 | |
| (6) | Proof of three major PR projects with content creation across all platforms, and their organic reach. (5 marks/ project) | 15 | |
| (7) | 3 Samples of content creation and writing both in English and Urdu shall | 15 | |

| | | | |
|--------------|--|------------|--|
| | be provided. (5 marks per sample) Subjective to the quality of work | | |
| (8) | Proof of arranging 3 high profile events with media, industry and government (5 marks each) | 15 | |
| (9) | Proof of the most innovative campaign done with results (Subjective scoring on campaign idea and engagement) | 10 | |
| Total | | 100 | |

9. SUCCESSFUL BIDDER

- 9.1. The qualified Bidders will be contacted, and a contract will be signed with them to engage moving forward regarding performance of assigned tasks. The duration of the Contract will be one (1) year and may be extended. Form of draft Contract is attached herewith for reference, which may be subject to change as required by the STZA.

DRAFT CONTRACT (INDICATIVE ONLY – SUBJECT TO CHANGE)

This Agreement (the “**Agreement**”) is made at Islamabad on [Insert] (the “**Signing Date**”), by and between:

1. **SPECIAL TECHNOLOGY ZONES AUTHORITY**, an autonomous statutory body established pursuant to Section 3 of the Special Technology Zones Authority Act, 2021, with its registered office located at Special Technology Zones Authority, Prime Minister’s Office, Constitution Avenue, G-5, Islamabad, Pakistan (hereinafter referred to as the “**STZA**” which expression shall, where the context so permits mean and include its successors and permitted assigns); and
2. **[INSERT]** a company incorporated under the laws of Pakistan, having its registered office located at [Insert] Pakistan (hereinafter referred to as the “**PR Agency**” which expression shall, where the context so permits mean and include its successors and permitted assigns);

(STZA and the PR Agency are hereinafter collectively referred to as the “**Parties**” and each individually as the “**Party**”).

WHEREAS:

- A. STZA is established as an autonomous statutory authority by the Cabinet Division, Government of Pakistan pursuant to Section 3 of the Special Technology Zones Authority Act, 2021, to, *inter alia*, develop and regulate special technology zones in Pakistan (hereinafter collectively referred to as the “**STZs**”), to accomplish its core strategic objectives of promoting (i) technology transfer, (ii) foreign direct investment, (iii) human capital development, (iv) innovation and entrepreneurship, research and development, (v) job creation, (vi) technology exports, and (vii) technology imports substitution.
- B. The PR Agency is involved in the business of *inter alia*, Public Relations (PR) Services;
- C. STZA has duly selected the PR Agency in accordance with the applicable procurement laws, through its EOI dated [Insert] (hereinafter referred to as the “**EOI**”), to engage the Services (as defined hereinafter) of the PR Agency. A copy of the EOI is attached as **Schedule A** to this Agreement.
- D. The Parties have agreed to enter into this Agreement to record the terms and conditions for the provision of Services (as defined hereinbelow) by the PR Agency to STZA and the relationship between the Parties.

NOW, THEREFORE, in consideration of the mutual covenants herein contained, the receipt and sufficiency of which are hereby acknowledged, intending to be legally bound, the Parties agree as follows:

1. KEY TERMS & CONDITIONS

1.1 SERVICES

1.1.1 PR Agency shall provide the following Services (herein after collectively referred to as the “Services”)

(a) Devise a short term and long terms PR strategy, writing and distributing press releases, writing speeches, writing pitches, creating special events, conducting market research, networking, copywriting, blogging, social media promotions, stakeholders relationship management, media monitoring, propaganda and crisis management. Other services include but are not limited to;

(b) COMMUNICATIONS STRATEGY

- i. The PR Agency shall create and implement a comprehensive media & public relations strategy that adheres to STZA’s Brand.
- ii. Articulate objectives with specific, actionable and measurable initiatives to build positive saliency for the Brand by molding opinion among various constituents’ i.e. customers, investors, media fraternity, analysts, government and public at large.
- iii. Proactively pursue positive stories and respond to inquiries – targeting all forms of media: broadcast, digital, podcast, print etc.
- iv. Draft news releases, messaging documents, talking points, articles, journals, FAQs, media Q/As in both English and Urdu.

(c) MEDIA RELATIONS

- i. Maintain excellent media relations to ensure adequate and positive coverage of the Brand.
- ii. Provide and maintain an updated list of media professionals relevant to the Brand.
- iii. Develop and maintain a targeted media list for PR material distribution.
- iv. Disseminate information nationally/locally/internationally in various media i.e. print, electronic, digital and other emerging media.

(d) MEDIA MONITORING

- i. National: Track mainline, regional, business, trade publications, electronic and digital media to monitor media coverage about the Brand on a day-to-day basis. Prepare and submit reports on daily basis (soft copy and hard copy) covering news.
- ii. Arrange for/provide social media alerts of all unfavorable/favorable news related to the Brand.
- iii. International: Track international digital publications (mainline,

regional, business & trade publications) to monitor media coverage about the Brand on a day-to-day basis. Prepare and submit reports on daily basis (soft copy/digital access) covering news.

- iv. Build relationships with key international media platforms and evaluate opportunities for the Brand presence.
- v. Arrange for/provide social media alerts of all unfavorable/favorable news related to the Brand.
- vi. Submit a comprehensive report at the end of every month giving detailed coverage of the Brand and analysis of the same in print, electronic and digital media.

(e) CRISIS MANAGEMENT

- i. Timely intimation to the organization about any coverage that is detrimental to the interest of the Brand and recommendations thereof to minimize/avoid any detrimental impact on the Brand within circumstantial timelines.
- ii. Creating a high-level communications strategy to tackle crises and multiple propagandas at the time of need.

(f) CORPORATE COMMUNICATIONS

- i. Internal: Assist the Brand on a need basis in publishing internal House Journals/ Magazines, employee Communications and similar other documents published.
- ii. External: To generate adequate earned coverage across different media for new initiatives, launches and/or any tactical/strategic announcements;
- iii. Media Training: Provide media training programs for authorized spokespersons of the Brand every year.

(g) MARKET INTELLIGENCE: Provide competitive information about the media industry on a periodic basis.

(h) EVENT MANAGEMENT: Organize press conferences for all media interactions that may be required for launches, relationship building, investor/analyst meets, corporate road shows, etc.

(i) STZA may ask the PR Agency to perform additional services during the Term (as defined below) of this Agreement if the same is required in order to deliver the Services in a complete manner. The scope and consideration for such additional services shall be mutually agreed between the Parties.

1.2. TERM

1.2.1 This Agreement shall become effective on the Signing Date and shall continue for an initial

period of one (1) year unless otherwise terminated in accordance with the provisions of Section 1.4 of this Agreement (the “**Term**”).

- 1.2.2. The Parties may mutually agree to extend the term of this Agreement for such additional period as may be agreed between the Parties, no later than three (3) months before the expiry of the Term.

1.3. PAYMENT FOR THE SERVICES

- 1.3.1 Payment for Services will be based on a model whereby STZA shall issue a Request for Quotation against a certain scope of work to the pre-qualified PR Agencies and the pre-qualified PR Agencies shall compete and the lowest quotation received will be awarded the work.
- 1.3.2. The Quotation by PR Agency shall be inclusive of all applicable taxes and invoices shall only be cleared subject to completion of the Services.
- 1.3.3. Any other terms relating to the payment of consideration shall be mutually agreed upon between the Parties.

1.4. DEFAULT AND TERMINATION

- 1.4.1 If either Party defaults in the performance of, or compliance with, any term or condition of this Agreement, or is unable to perform its obligations under this Agreement, the other Party may immediately terminate this Agreement by written notice.
- 1.4.2 Either Party may immediately terminate this Agreement in the event the other Party, in such Party’s reasonable discretion, has engaged in illegal, indecent, immoral, harmful, or scandalous behaviour or activities that may directly or indirectly damage such Party’s reputation or goodwill or violates any applicable laws both inside and outside Pakistan.
- 1.4.3 Either Party may terminate this Agreement by providing a one (1) month’s advance written notice in writing to the other Party.
- 1.4.4 Upon termination under this Section above, STZA shall clear all outstanding dues for the Services carried out prior to the date of termination as per this Agreement if applicable, provided that STZA shall be entitled to re-fund of any part of the Consideration paid for the unfinished work, as at the date of termination.

2. CONFIDENTIALITY

- 2.2.1 The Parties acknowledge and agree that each Party shall treat all information concerning the other Party which comes to its knowledge pursuant to this Agreement, including all documents, plans, specifications, and the subject matter contained herein and any information, whether technical, financial or commercial, or otherwise, or any activities

carried out pursuant to or in contemplation of entering into this Agreement, provided by a Party hereunder (the “**Disclosing Party**”) to the other Party hereunder (the “**Receiving Party**”) in connection with the performance of this Agreement which is in writing or communicated by any other means, as confidential information. This confidential information shall not be used or disclosed by the Receiving Party for any purposes other than those for which they have been prepared or supplied unless otherwise permitted with the prior written consent of the Disclosing Party and/or required by the applicable laws.

2.2.2 Any subcontractor and/or a third party appointed by the PR Agency subject to the prior written approval by Client shall abide by all the confidentiality obligations of this Agreement.

2.2.3 The confidentiality obligations shall survive termination and/or expiry of this Agreement shall be valid for a period of ten (10) years from the date of termination and/or expiry of this Agreement.

3. FORCE MAJEURE

3.2. Neither Party shall be liable for any failure or delay in performance of its obligations under this Agreement arising out of or caused, directly or indirectly, by circumstances beyond its reasonable control, including without limitation, force majeure events like acts of God, earthquakes, fires, floods, any act of war, the act of terrorism, strikes, riots, change of law, governmental action, epidemic or pandemic.

3.3. Notwithstanding the foregoing, in the event of the occurrence of such a force majeure event, the affected Party shall immediately notify the other Party, and both Parties shall mutually resolve the matter and reach a solution that benefits the Parties and allows the Parties to perform this Agreement to the maximum extent possible. If the Parties decide that the Services or any part thereof cannot be performed due to such an event, the PR Agency shall refund the relevant portion of the Fees on a pro-rata basis that has been paid by the Client to the PR Agency for the Services that have not been performed as a result of the Force Majeure Event, if applicable.

4. REPRESENTATIONS & WARRANTIES

4.2. Each Party hereby represents and warrants to the other Party that this Agreement has been duly executed and delivered by each Party and constitutes a legal, valid, and binding obligation of each Party, enforceable in accordance with its terms and the applicable laws.

4.3. Each Party hereby represents and warrants that it has full right and power to enter into this Agreement, to perform all obligations hereunder, and to grant all rights hereunder without violating the legal or equitable rights of any other person or entity and that the execution and performance of this Agreement will not conflict with or result in a breach of or default under any of the terms or conditions of any agreement and/or arrangement to which either Party has agreed, or is a party, or maybe bound.

5. INDEMNITY AND LIMITATION OF LIABILITY

- 5.2.** The PR Agency hereby covenants, agrees, and confirms that it shall indemnify, defend, and hold harmless the Client and its respective subsidiaries, affiliates, successors and assigns and their respective directors, officers, employees, and agents from and against any and all liabilities, claims, suits, actions, demands, settlements, losses, judgments, costs, damages and expenses (including, without limitation, reasonable attorneys', accountants' and experts' fees) arising out of or resulting from, in whole or in part: (i) any act, error or omission, whether intentional or unintentional, by the PR Agency or its officers, directors, employees or sub-administrators, related to or arising out of its obligations and responsibilities under this Agreement; or (ii) an actual or alleged breach by the PR Agency of any of its representations, warranties or covenants contained in this Agreement.
- 5.3.** The PR Agency shall not be liable for: (i) any loss or damage suffered by the Client arising out of or in connection with any act, omission, misrepresentation, or error made by or on behalf of the Client or arising from any cause beyond the Insurance Company's reasonable control; or (ii) any delay in or omission of publication or transmission or for any error in any press or other publication unless such delay, omission or error is due to its default or neglect.

6. ASSIGNMENT AND BENEFIT OF AGREEMENT

- 6.2.** The PR Agency shall not be entitled to assign or transfer its rights or obligations (or any of them) under this Agreement without the prior written consent of STZA.
- 6.3.** STZA shall have the right, power, and authority to assign, novate and/or transfer this Agreement or any of its rights under this Agreement to an affiliate of the STZA, in whole or in part, with prior intimation to PR Agency, without affecting any rights of PR Agency hereunder. Any such assignee and PR Agency shall assume and agree to be bound by the terms and conditions of this Agreement, and the assignee and PR Agency shall enter into such documents as may be necessary and required to bring the assignment into effect.
- 6.4.** This Agreement shall be for the benefit of and is binding upon the Parties hereto and their respective legal representatives, successors in interest, and permitted assignees.

7. COUNTERPARTS

- 7.2.** This Agreement may be executed in any number of counterparts, all of which taken together shall constitute one and the same agreement.

8. NOTICES

- 8.2.** Any notice or other document to be served under this Agreement shall be in the English language and may be delivered personally, or by a recognized courier to the Party to be served at its addresses specified below or at such other address as it may have notified to the other Parties in accordance with this Article:

For STZA

Address: [insert]

Telephone: [insert]

Email: [insert]

Attention: [insert]

For PR Agency

Address: [insert]

Telephone: [insert]

Email: [insert]

Attention: [insert]

8.2 Any notice or document shall be deemed to have been served if delivered personally or by internationally recognized courier, at the time and date of delivery. In proving service of a notice or document it shall be sufficient to prove that delivery was made.

9. AMENDMENTS TO BE INWRITING

9.2. This Agreement may be amended or supplemented only by agreement in writing signed by the Parties.

10. SEVERABILITY

10.2. The provisions of this Agreement are severable and the invalidity, illegality or unenforceability of any provision shall in no event affect the validity of any other provision whatsoever unless such provision is of a nature that the Agreement would not have been concluded without the said provision.

11. NO WAIVER

11.2. No failure or delay by any Party to this Agreement in exercising any right, power, or privilege under this Agreement shall operate as a waiver thereof, and no single or partial exercise thereof shall preclude any other or further exercise thereof or the exercise of any other right, power or privilege. No waiver of any term, provision, or condition of this Agreement shall be deemed to be or construed as a further or continuous waiver of such term, provision, or condition.

12. GOVERNING LAW & DISPUTE RESOLUTION

12.2. Any dispute arising out of or in connection with this Agreement, including any question regarding its existence, validity, or termination, shall be referred to the respective senior management of the Parties for resolution.

12.3. In the event that the senior management is unable to resolve the dispute, all disputes arising out of or in connection with this Agreement shall be resolved in accordance with the provisions of the Arbitration Act, 1940.

IN WITNESS WHEREOF, the Parties have caused this Agreement to be executed by their duly authorized representatives on the Signing date.

| | | |
|--|--|---|
| <p>SPECIAL TECHNOLOGY ZONES AUTHORITY through its authorised signatory</p> <p>Name: Designation: CNIC No.:</p> <p>[INSERT NAME] through its authorised signatory</p> <p>Name: Designation: CNIC/ Passport No.:</p> <p>in the presence of: signature of WITNESSES</p> <p>1- Name: Address: CNIC/ Passport No.:</p> <p>2-Name: Address: CNIC/ Passport No.:</p> | | <p>SIGNATURES</p> <p>.....</p> <p>.....</p> <p>SIGNATURES</p> <p>.....</p> <p>.....</p> |
|--|--|---|

SCHEDULE A – EOI

ENCLOSED HEREINAFTER THIS SHEET
