



PRE-QUALIFICATION NOTICE

TNB invites qualified companies to participate in the Pre-Qualification exercise by Tenaga Nasional Berhad for the description below : -

- **Pre-Qualification Contractor for Grid Projects Under the Following Categories:**
 - 1) **Substation (SUBS)**
 - 2) **Overhead Lines (OHL)**
 - 3) **Underground Cables (UGC)**
 - 4) **Secondary Equipment & Services (SES)**

The required criteria are as follows:

No.	Mandatory Criteria	Supporting Document
REGISTRATION		
1	Registration with SSM, CIDB and TNB	<p>Certified True Copy (CTC) of Valid Registration of SSM, CIDB and TNB on the closing date of prequalification exercise</p> <p>In the validity of registration is expiring, a official letter from the governing body need to be attached as evidence of renewal</p>
2	<p>The bidders shall be in the form of:</p> <ul style="list-style-type: none"> • a) a Company, OR • b) Joint Venture partnership <p>The Company or Joint Venture partnership shall comply with the following:</p> <ol style="list-style-type: none"> 1. The company or at least the nominated leading partner of Joint Venture shall be registered with CIDB. All partners of the JV shall registered with TNB. 2. For Works tender, the company or the leading partner of the JV is registered with CIDB in the required Grade, Category and Specialization. The registration shall be valid on tender closing date. Where the registration has expired, letter of approval or acknowledgement of renewal application from CIDB is acceptable. 3. For Civil Works tender, all partners shall be registered with Pusat Khidmat Kontraktor (PKK) or Bahagian Pembangunan Kontraktor & Usahawan (BPKU) with Bumiputera status, and the registration shall be valid on the tender closing date. Letter of approval or acknowledgement of renewal from PKK or BPKU, is acceptable 4. For Supply or Services tender, the company or at least ONE partner of the JV must be registered with the Ministry of Finance for the scope of supply or manufacturing or services. <p>The company or all partners of Joint Ventures are registered with TNB and shall not be blacklisted/ suspended by TNB</p>	<p>Certified True Copy (CTC) of all the certificates and/or acknowledgement / approval letters</p> <p>For CIDB virtual certificates with QR code</p>

WORKS EXPERIENCE

3

For Works tender only, at least one company to have successfully executed at least one contract as Main Contractor or Sub-contractor, involving in the design, erection and commissioning of the plant and associated civil works within the last 10 years for the following Works;

No.	Tender/ Works	Experience
Substation		
1.	500kV AIS 500kV GIS	One complete bay of 220kV or higher, AIS or GIS substation
2.	275kV AIS 275kV GIS 275kV Capacitor Bank 275kV Reactor	Not less than one complete bay of 110kV or higher, ATS or GIS substation
3.	132kV AIS 132kV GIS 132kV Capacitor Bank 132kV Reactor	One complete bay of 110kV or higher, AIS or GIS substation
4.	132kv AIS or GIS new experience works	At least one company to have successfully executed at least one EPC (Design & Build) contract for relevant categories Work [Civil Engineering (CE) or Mechanical and Electrical (M&E)] as Main Contractor of similar magnitude of the project within the last 10 years. AND At least one (1) current employment of the company to have successfully executed at least one contract as Project Manager, involving in the design, erection and commissioning of the plant and associated civil works for the following Works; a) 110kV (or higher) AIS or GIS substation not less than 5 bays AND The Project Manager shall have at least ten (10) years' experience in project management for the Works as mention above.
5.	500kV Power Transformer	One complete bay of 220kV or higher, AIS or GIS substation with Power Transformer of power transformer works

Certified True Copy (CTC) of Letter of Acceptance/Award (LA)

And / Or

Certified True Copy (CTC) of Contract Agreement

And / Or

Certified True Copy (CTC) of Purchase Order (PO)

AND

Certified True Copy (CTC) of Performance Certificate (PC)

And / Or

Certified True Copy (CTC) of Taking Over Certificate (TOC)

of the said contract For sub-contractor:

to submit evidence in the form of the appointment of the company as the subcontractor for the said works.

The appointment will be checked against TNB information system.

OR

to submit evidence in the form of endorsement by TNB Project Manager/ Employer on the appointment of the company as the subcontractor for the said works

Only experience as sub- contractor encompassing the full scope of works in design, erection and commissioning will be considered.

For example, experience as subcontractor in equipment installation only will not be considered.

6.	275kV Power Transformer	One complete bay of 110kV or higher, ATS or GTS substation with Power Transformer of power transformer works.
7.	132kV Power Transformer	One complete bay of 110kV or higher, AIS or GIS substation with Power Transformer of power transformer works.
8.	Refurbishment and Replacement Work (R&R) involving primary equipment with or without secondary equipment.	Have experience in supply and installation of relevant primary equipment.
9.	Refurbishment and Replacement Work (R&R) involving secondary equipment / system only.	Have experience in supply and installation of relevant secondary equipment.
NO	Tender/ Works	Experience
10.	<p>Civil works - shall include new substation building, extension of substation building, switchyard, Best Management Practice (BMP) / EMS and other civil works.</p> <p>Minor civil works - shall include substation building repair, M&E work, fencing, roadworks, slope protection, ground improvement and other small scope of civil works which not involving working at height.</p>	<p>The Tenderer has successfully executed at least one (1) Civil Works contract within the last 10 years as Main Contractor or Sub-contractor of similar nature as follows:-</p> <ul style="list-style-type: none"> • Building, Switchyard • Access road • BMP/EMS • Slope protection, if applicable • Any others types of civil work as spelt out in the tender
Overhead Lines		
11.	500kV Overhead Line	500kV overhead line, or not less than 10km cumulative route length of 220kV overhead line. (not limited to past 10 years for 500kV past experience)
12.	275kV Overhead Line	220kV overhead line, or not less than 10km cumulative route length of 110kV overhead line
13.	132kV Overhead Line	110kV or higher overhead line

14.	132kv Overhead Line new works Experience	<p>At least one company to have successfully executed at least one EPC (Design & Build) contract for relevant categories Work [Civil Engineering (CE) or Mechanical and Electrical (M&E)] as Main Contractor of similar magnitude of the project within the last 10 years.</p> <p>AND</p> <p>At least one (1) current employment of the company to have successfully executed at least one contract as Project Manager, involving in the design, erection and commissioning of the plant and associated civil works for the following Works;</p> <p>110kV (or higher) overhead line not less than 20km route length</p> <p>AND</p> <p>The Project Manager shall have at least ten (10) years' experience in project management for the Works as mention above.</p>	
15.	Overhead Line Loop in/out < 5km	Minimum requirement: experience similar to the scope of works in the tender, irrelevant of voltage level. Eg: for LILO works, TNB accept tower relocation experience	
Underground Cables			
16.	500kV Underground Cable	<ul style="list-style-type: none"> • 500kV Underground Cable, or; • not less than 5km cumulative route length of 220kV underground cable excluding transformer tail works 	
17.	275kV Underground Cable	<ul style="list-style-type: none"> • 220kV underground cable or; • not less than 5km cumulative route length of 110kV underground cable excluding transformer tail works. 	
18.	132kV Underground Cable	<ul style="list-style-type: none"> • 110kV or higher underground cable excluding transformer tail works, or; • at least 5 year's experience in 33kV underground cable works with good track record in Distribution projects.. 	
19.	132kV Underground Cable new works experience	At least one company to have successfully executed at least one EPC (Design & Build) contract for relevant categories Work [Civil Engineering (CE) or Mechanical and Electrical (M&E)] as Main Contractor of similar magnitude of the project within the last 10 years.	

AND
 At least one (1) current employment of the company to have successfully executed at least one contract as Project Manager, involving in the design, erection and commissioning of the plant and associated civil works for the following Works;
 c) 110kV (or higher) underground cable not less than 5km route length
 AND
 The Project Manager shall have at least ten (10) years' experience in project management for the Works as mention above.

For scope of Works which are smaller in magnitude than the above (1) to (14), minimum experience required shall match the scope of works in the Tender.

Definition of smaller scope of Overhead Line Works - Landing and termination works and not involving construction of tower.

These criteria are not applicable/necessary for Supply tenders because there is work involved. Registration with MOF in the required category is sufficient.

For Services tenders, tenderers shall have similar experience as required in the tender.

FINANCIAL STRENGTH

4

Tenderer shall fulfill the financial requirement as follows:

- 1) The total Shareholders' Fund= Share/Issued Capital+ Share Premium+ Retained Earnings - Amounts Owing from Shareholders (taken from the recent audited Report and financial statement) of the tenderer for the last year shall be positive.
- 2) Issued capital shall be as follows:

CIDB	PAID UP CAPITAL
G7	RM 750,000.00
G6	RM 500,000.00
G5	RM 250,000.00
G4	RM 150,000.00
G1-G3	RM 50,000.00

Certified True Copy of Audited Report (atleast **August 2023**) and Financial Statement for the last year of all partners and Parent Company, Bank Statement (**January, February & March 2025**) if applicable.

Acid Test Ratio shall be > 1.0 Calculation of Acid Test Ratio as follows:

$$\text{Acid Test Ratio} = \frac{((\text{Current Asset}) - (\text{Stock@Inventories}))}{((\text{Liabilities}))}$$

If ATR is less than 1, the tenderer can still be considered if unutilized revolving credit facilities + average latest 3 months bank balance.

The total Net worth (Total Asset - Total Liability) of all partners, using the average value of latest 2 years of audited balance sheet

Altman Z score

For manufacturer participating in EPC tender shall be >1.23. The calculation as follows:

$$\text{Acid Test Ratio} = \frac{(\text{Current Asset}) - (\text{Stock@Inventories})}{(\text{Liabilities})}$$

If ATR is less than 1, the tenderer can still be considered if unutilized revolving credit facilities + average latest 3 months bank balance.

4) The total Net worth (Total Asset - Total Liability) of all partners, using the average value of latest 2 years of audited balance sheet.

5) Altman Z score

For manufacturer participating in EPC tender shall be >1.23. The calculation as follows:

$$\begin{aligned} \text{Altman Z - Score}_{\text{Manufacturer}} \\ = 0.72(A) + 0.84(B) + 3.107(C) + 0.42(D) \\ + 1.0(E) \end{aligned}$$

For non-manufacturer shall be > 1.1. The Calculation as follows:

$$\text{Altman } Z - \text{Score}_{\text{Non-Manufacturer}} = 6.56(A) + 3.26(B) + 6.72(C) + 1.05(D)$$

Where

$$A = \frac{\text{Working Capital}}{\text{Total Asset}}$$

$$B = \frac{\text{Retained Earnings}}{\text{Total Asset}}$$

$$C = \frac{\text{EBIT}}{\text{Total Asset}}$$

$$D = \frac{\text{Equity}}{\text{Total Laibilities}}$$

$$E = \frac{\text{Net Sales}}{\text{Total Asset}}$$

The Tenderer shall fulfill all the criteria.

If Tenderer is joint venture partnership, the Shareholders Fund/ Total Net worth and Issued Capital of all companies shall be included in the evaluation.

JOINT VENTURE PARTNERSHIP REQUIREMENT

5 Tenderer who wishes to combine it's technical and financial strength with his JV Partners, shall comply with these mandatory additional requirements:

1. To submit a joint venture agreement in accordance with the template attached with the tender, detailing their partnership including a statement of their joint and severally responsibilities and liabilities for the performance, all obligations of the Contract and each partner's role and responsibilities, executed and stamped in Malaysia before tender closing date and submitted on the tender closing date.
2. The joint venture agreement shall detail out of each partner's role and responsibilities.
3. For local tenders, all Partners of the joint venture shall be from locally incorporated companies.
4. For international tenders, at least one partner of the joint venture shall be from locally incorporated company.

Certified True Copy (CTC) of JV / Partnership agreement

FREEDOM FROM LITIGATION AGAINST TNB

6	Tenderer (company, or each partner of the joint-venture) to make declaration in the tender schedule. Tender evaluation committee shall refer to internal record of litigation cases kept by Legal Services Department, TNB. Tenderer shall be disqualified in the following situations: a) Where the company has filed a legal action against TNB, until the case is heard, a decision is made by the court and the case closed, OR b) TNB has taken legal action against the company/companies for breach of contract	Original statutory declaration of litigation from all partners.
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CONTRACTOR'S PERFORMANCE

7	The Tenderer shall have an overall CASE star rating for Contracts of at least 4 Stars for Critical Projects. For others project, a Tenderer with 3 Star rating can still be considered with additional conditions, if necessary, to mitigate nonperformance risks. For a new Tenderer or with no Star rating, testimonial from previous Employer is required. These criteria are not applicable for tender for minor civil works, refurbishment & replacement of primary equipment works and for tender mainly involving working indoors such as relay retrofitting, telecontrol system, firefighting systems or tenders with completion period of less than six months.	CASE report (Contracts only)
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ISO CERTIFICATION

8	ISO45001 (OSHMS) and ISO14001 (EMS) Certification - The company or at least one partner of the joint venture shall have valid certificate for both certifications on the tender closing date. This criteria is not applicable for the following tenders: i. minor civil works, ii. firefighting systems iii. tenders with completion period of less than six months iv. tender value below RM10 million.	ISO Certification
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ERECTION TEAM, TOOLS AND MACHINERIES

9	Only for tenders involving Overhead Line of 110kV or higher, of not less than 30km route length or project under fast track category or critical project (grid related or generation project). The Tenderer shall fulfill the requirements as follows: 1. At least one (1) tower erection team, with minimum 8 personnel 2. At least one (1) stringing team, with minimum 15 personnel 3. Machineries & Tools - at least one (1) Puller and one (1) Tensioner	Proposed Organization Chart for Team Borang A KWSP, NTSP Card, CIDB Green Card, Work Permit from Ministry of Home Affairs (MOHA) / Kementerian Dalam Negeri (KDN)
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SAFETY MANAGEMENT SYSTEM


10	<p>The company shall have in its current employment a Safety and Health Officer (SHO) certified by Department of Safety and Health, or equivalent.</p> <p>These criteria are not applicable for tender for minor civil works, refurbishment & replacement of primary equipment work and for tender mainly involving working indoors such as relay retrofitting, telecontrol system, firefighting systems or tenders with completion period of less than six months.</p>	EPF Forms, DOSH Certification
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PROJECT PERSONNEL

11	<p>Tenderer to have full time project manager (PM) under the employment of the company to manage current active project(s). Active project is defined as from the start of physical work until 90% completion. (%progress will be as per TNB evaluation).</p> <p>A project manager shall have at least five (5) years' experience in project management, and managing an average of not more than two (2) active projects at the time of tendering .</p> <p>(Owner/director of the company will not be counted as a project manager for tender evaluation purposes)</p> <p>These criteria is not applicable for tender for minor civil works, refurbishment & replacement of primary equipment works and for tender mainly involving working indoors such as relay retrofitting, telecontrol system, firefighting systems or tenders with completion period of less than six months.</p>	Borang A KWSP, Relevant CIDB qualification, Current project status
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Application for this exercise must be submitted via Microsoft Forms. Companies wishing to participate in this pre-qualification must complete the information in the form through the link provided below and upload all supporting documents before the closing date and time.

The application shall be submitted via Microsoft form in the link provided below. Any company who wish to participate shall fill up the form and upload all supporting document (via a link provided in the microsoft form) by closing date and time.

Closed date	:	28 April 2025 (Monday)
Time	:	5.00 p.m.
Form link	:	https://forms.office.com/r/nXpiwSXXK4
Document Link	:	https://mycloud.tnb.com.my/u/reKvCezir_G_4q8b/c1fac40b-0cf9-4395-bbff-5d2963719ba0?l
QR Code	:	 <p>PRE-QUALIFICATION CONTRACTOR FOR GRID PROJECT</p>

Any queries regarding this pre-qualification can be made to prequalification@tnb.com.my or can contact the officer as below:

Nama	Emel	Unit
Khairul Basyariah bt. Zulkifli	basyariah.zulkifli@tnb.com.my	CSMI, P&SC
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Nor Haza Hasan	norhaza@tnb.com.my	Overhead Lines, Category Owner (CO)
Khairul Faizal b. Nordin	kfaizal.nordin@tnb.com.my	Underground Cables, Category Owner (CO)