



EXCELCON ENGINEERING PRIVATE LIMITED

ENGINEERING • PROCUREMENT • GOVERNMENT SUPPLY

PROCUREMENT & GOVERNMENT SUPPLY CAPABILITY

PROCUREMENT & GOVERNMENT SUPPLY DIVISION

Excelcon Engineering delivers engineered procurement, compliant sourcing and professional supply-chain execution for government departments, higher education institutions and public-sector organizations across Pakistan.

ENGINEERING-DRIVEN PROCUREMENT

OEM PARTNERSHIPS

PUBLIC-SECTOR SUPPLY

TECHNICAL COMPLIANCE

PRIMARY FOCUS



Strategic Procurement

KEY SECTORS



Government & HEI

COVERAGE



Pakistan



COMPANY OVERVIEW

Excelcon's procurement practice is built around engineering-led decision making, vendor authenticity and documentation discipline. We specialize in institutional and government supply – translating BOQs, TORs and tender documents into technically compliant, competitively priced and timely delivered solutions.

Our team combines electrical, solar and MEP engineering experience with hands-on project management and public-tender execution, enabling Excelcon to function as an extension of our clients' own procurement and technical review teams.

PROCUREMENT EXCELLENCE

Structured sourcing, precise spec matching and clear comparison statements ensure every item delivered aligns with the intent and wording of the tender.

OEM-BACKED SUPPLY

Partnerships with leading OEMs and authorized distributors – including Dell, Lenovo, MSI, Huawei, Cisco, Schneider and Hikvision – guarantee genuine, warranty-backed equipment.

GOVERNMENT COMPLIANCE

Fully registered with SECP, FBR, KPRA and PRA, Excelcon maintains audit-ready records and a strict documentation trail for every project and delivery challan.



EXCELCON ENGINEERING PRIVATE LIMITED

PROCUREMENT • SUPPLY • GOVERNMENT CONTRACTING

REGULATORY REGISTRATIONS & COMPLIANCE

Excelcon operates under a fully compliant corporate, tax and regulatory framework, enabling seamless participation in public-sector tenders and institutional supply contracts.



SECP Registered

Incorporated as a Private Limited Company with the Securities & Exchange Commission of Pakistan.

Incorporation No.: 174569



FBR – Income & Sales Tax

Registered with the Federal Board of Revenue for income tax and sales tax.

STRN / GST: 3277876234838

NTN: A233234



KPRA Registered

Registered with Khyber Pakhtunkhwa Revenue Authority for provincial services and supplies.

KNTN: KA233234



PRA Registered

Registered with Punjab Revenue Authority, enabling projects and supplies within Punjab.

P-NTN: A233234

OEM PARTNERSHIPS & PROCUREMENT CATEGORIES

Through our OEM and distributor network, Excelcon supplies authentic, warranty-backed equipment aligned with institutional standards.

KEY TECHNOLOGY & HARDWARE PARTNERS



Our procurement scope covers a wide spectrum of technical and industrial categories essential for universities, laboratories and government departments.

IT Hardware

Laptops, desktops, workstations, monitors, printers and peripherals.

Networking & Security

Routers, switches, Wi-Fi APs, CCTV, NVR/DVR, access control.

Power & UPS Systems

UPS, stabilizers, batteries, DBs, breakers and protection devices.

Solar & Technical Equipment

Solar panels, inverters, mounting hardware, lab and industrial tools.

OUR PROCUREMENT PHILOSOPHY

Engineered, Transparent, Documented.

PROCUREMENT WORKFLOW

Excelcon's procurement methodology integrates engineering review, vendor authentication, pricing transparency and compliance documentation at every stage. The workflow ensures complete traceability from RFQ to delivery — designed specifically for public-sector accountability.



1. Requirement Analysis

Tender documents, BOQs and TORs are reviewed line-by-line by engineers to establish technical baselines.



2. Specification Matching

Exact or equivalent OEM models are identified to ensure 100% compliance with required performance benchmarks.



3. Vendor Engagement

Quotations are sourced from authorized distributors & OEM channels for authenticity and warranty validation.



4. Commercial Evaluation

Price reviews, comparison sheets, risk assessment and tender-compliant commercial documentation.



5. Procurement & Delivery

Purchase orders, inspection, packaging, logistics and on-site delivery with complete supporting documentation.



6. Warranty & After-Sales

Warranty cards, OEM validation, asset tagging and post-delivery client support.

WHY OUR PROCESS WORKS

ENGINEERING-FIRST APPROACH

Every BOQ and specification is reviewed by engineers, minimizing risk of non-compliance or under-specification.

DOCUMENTATION DISCIPLINE

Annexures, CDRs, tax certificates and comparison sheets are prepared with accuracy to meet audit requirements.

AUTHENTIC SOURCING

Procurement is routed through authorized channels only, ensuring genuine products and valid warranties.

KEY CLIENTS & SECTORS SERVED

Excelcon serves a focused cluster of public-sector and institutional clients where compliance, documentation and reliability are critical. Our procurement team works closely with engineering, IT and administrative departments to plan and execute technology and equipment supply.

REPRESENTATIVE INSTITUTIONAL CLIENTS

- NRTC – National Radio & Telecommunication Corporation
- Hazara University, Mansehra
- University of Haripur
- Wildlife Department, Government of Khyber Pakhtunkhwa
- UET Peshawar – University of Engineering & Technology
- Higher Education Department, Government of KP
- KPEZDMC – KP Economic Zones Development & Management Company
- Additional public-sector and institutional clients (references on request)

SECTOR COVERAGE

Higher Education • Technical Institutions • Government Departments

From universities and research institutions to specialized government departments and economic zone authorities.

RELATIONSHIP APPROACH

Excelcon positions itself as a **long-term procurement and technical partner**, not just a one-time supplier – supporting clients across multiple RFQs, tenders and phased projects.

PERFORMANCE & ENGAGEMENT SNAPSHOT

PROJECT STYLE

Tender-driven & RFQ-based

Structured, document-backed procurement aligned with public-sector procedures.

DELIVERY MODEL

Doorstep & Site-based Supply

End-to-end coordination from supplier to client store, department or project site.

DOCUMENTATION

Audit-Ready Trail

Delivery challans, invoices, tax documents, compliance annexures and CDRs managed as a complete file.

“ **Our internal rule:** every supply should be easy to defend in an audit, easy to verify technically, and easy for the end-user to operate in the field.

— Excelcon Procurement & Supply Division

HOW WE WORK WITH INSTITUTIONS

- **Single Point of Contact:** a dedicated focal person for each institution.
- **Early Technical Input:** support during BOQ and specification discussions where required.
- **Multiple Options:** comparative statements with equivalent OEM models when allowed.
- **Compliance-First:** alignment with PPRA / departmental rules and internal procedures.
- **Clear Timelines:** realistic delivery schedules with proactive communication.
- **Warranty & Support:** assistance with OEM warranties and after-sales coordination.
- **Confidentiality:** careful handling of tender documents, rates and internal information.
- **Long-Term View:** relationship built over repeated RFQs, tenders and project cycles.



EXCELCON ENGINEERING PRIVATE LIMITED

GOVERNANCE • QUALITY • STRATEGIC DIRECTION

GOVERNANCE, ETHICS & RISK MANAGEMENT

Excelcon approaches public-sector and institutional procurement with the mindset of a long-term partner. Governance, ethics and risk management are treated as core business functions rather than add-ons.

Compliance & Transparency

Alignment with applicable procurement and tax regulations, transparent quotations, and clear documentation on every tender and RFQ.

Ethical Sourcing

Authentic OEM and distributor channels only, with strict internal checks to avoid grey-market or non-compliant equipment.

Operational Risk Control

Clear commitments on lead times, supplier back-to-back arrangements and contingency planning for critical deliveries.

STRATEGIC DIRECTION & GROWTH FOCUS

As Excelcon grows, the focus remains on building depth rather than just scale. The objective is to become a reference procurement and supply partner for institutions that value technical integrity and documentation quality.

SHORT- TO MEDIUM-TERM FOCUS

- Deepening presence in higher education and government technical departments.
- Strengthening OEM and distributor relationships in IT, networking and power.
- Standardizing documentation templates for tenders, annexures and delivery files.

LONG-TERM DIRECTION

- Positioning Excelcon as a regional benchmark for institutional procurement quality.
- Developing structured category expertise (IT, power, lab equipment, security).
- Leveraging digital tools to improve tracking, reporting and client visibility.

ENGAGEMENT MODELS & NEXT STEPS

HOW INSTITUTIONS ENGAGE WITH EXCELCON

- **Tender Participation:** open competitive bidding in line with client and regulatory rules.
- **RFQ-Based Supply:** structured quotations for approved vendor lists or panel-based arrangements.
- **Framework / Rate Contracts:** medium-term rate-based supply agreements (where permitted).

PRIMARY CONTACT & COORDINATION

For procurement collaborations, tenders or institutional discussions, Excelcon provides a dedicated point of contact to coordinate technical clarifications, documentation and delivery planning.

Website: www.excelcon.com.pk

Email: info@excelcon.com.pk

Office: Details available on request or via official correspondence.

Closing statement: Excelcon Engineering Private Limited is committed to being a dependable, technically sound and documentation-strong procurement partner for institutions that value reliability and long-term relationships.



AITZAZ AHMED

Founder & Chief Executive Officer

Aitzaz Ahmed is the Founder and Chief Executive Officer of Excelcon Engineering Private Limited. His leadership combines an electrical engineering background with hands-on experience in procurement, public-sector supply chains and institutional project delivery.

Under his guidance, Excelcon has been shaped as a documentation-strong, compliance-driven and engineering-led procurement organisation. His focus is on authentic OEM sourcing, transparent pricing, audit-ready documentation and dependable after-sales support for institutional clients.

"We deliver what we commit, document what we deliver, and support your institution with integrity."

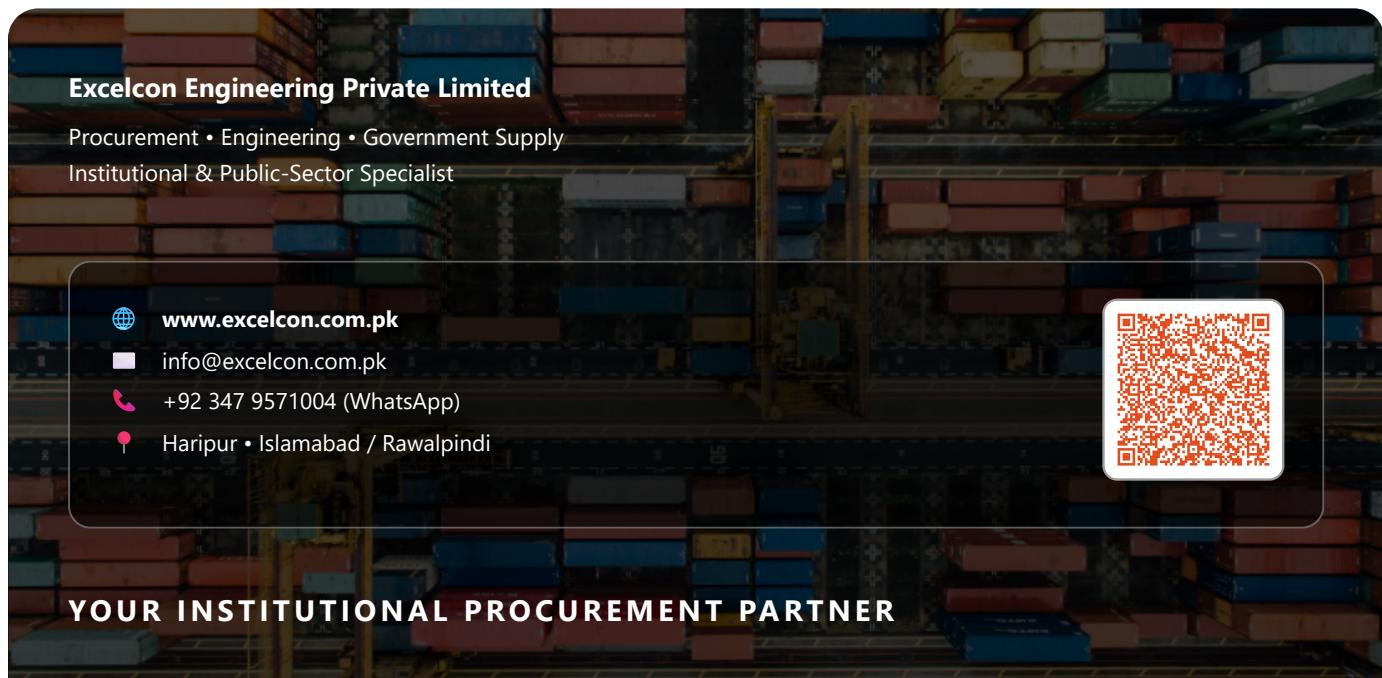
LEADERSHIP PRIORITIES

- Authentic OEM and distributor sourcing
- Audit-ready documentation for every project
- Engineering-led procurement decisions
- Long-term institutional partnerships

VISION AHEAD

- Deepen presence in higher education & public-sector clients
- Strengthen quality, governance & compliance systems
- Become a regional benchmark in institutional procurement
- Adopt digital tools for tracking & transparency

Excelcon is led with the mindset of a long-term institutional partner – combining engineering insight, ethical sourcing and disciplined documentation on every supply.



Excelcon Engineering Private Limited
Procurement • Engineering • Government Supply
Institutional & Public-Sector Specialist

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YOUR INSTITUTIONAL PROCUREMENT PARTNER