



Request for Proposal (RFP)

1. The Special Technology Zones Authority (STZA), an autonomous body established under the Special Technology Zones Authority Act 2021 invites Request for Proposal (RFP) from firms who are on the Active Taxpayers List of the Federal Board of Revenue to develop the building by-laws and guidelines for STZA. The method of bid submission will be Single Stage Two Envelopes and the method of selection will be on a Least Cost Basis.
2. Request for proposal documents, (containing detailed terms and conditions, etc. are available on the STZA website (www.stza.gov.pk). RFP documents can also be downloaded from PPRA free of cost. All applicants who intend to participate must send an email to info@stza.gov.pk with their contact details for any clarifications prior to the submission. Submission will be in hardcopy only.
3. The request for proposal, prepared in accordance with the instructions in the RFP documents, must reach at Special Technology Zones Authority, 16th Floor New State Life Tower, Plot 61, Jinnah Avenue, Blue Area Islamabad by 1400 hrs. on or before 19th January 2022. The RFP will be opened on the same date i.e., 19th January 2022 at 1430 hrs. This advertisement is also available on PPRA website at www.ppra.org.pk.

Manager Procurement
Mehwish Iqbal
mehwish.iqbal@stza.gov.pk

Special Technology Zone Authority
16th Floor, New State Life Tower, Plot # 61, Jinnah Avenue, Islamabad



REQUEST FOR PROPOSAL

FOR

HIRING OF ARCHITECTURAL / PLANNING FIRM

TO DEVELOP THE BUILDING BYLAWS & GUIDELINES

FOR

ISLAMABAD TECHNOPOLIS

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 the Ordinance.
- 1.2. STZA seeks to engage an experienced architectural firm to develop the building by laws and guidelines for design and construction of buildings as per International Standard of Technology Parks for STZA’s project in Islamabad.
- 1.3. STZA intends to engage eligible firms through this RFP.

2. INVITATION TO SUBMITT AN PROPOSAL

- 2.1. Eligible firms are invited to submit a proposal to participate in STZA’s process for engaging an architectural / planning firm to develop the building by-laws and guidelines for design and construction of buildings as per International Standard of Technology Parks for STZA’s project in Islamabad. Architectural / planning Firms should submit their proposals, detailing their experience and qualifications in the form provided in this document.

3. TERMS AND CONDITIONS

- 3.1. Bids must reach in the office of Head of Contracts Management, Special Technology Zones Authority, Plot 61, 16th Floor New State Life Tower, Jinnah Avenue, Blue Area Islamabad at or before 1400 Hours on 19th January 2022. Any bid received by STZA after the deadline for submission of bids will be returned unopened. The bids will be opened at 1430 Hours on the same day, in the presence of bidder’s representatives who choose to attend at the conference room 16th Floor, New State Life Tower, Jinnah Avenue Blue Area Islamabad.
- 3.2. The Bids must be accompanied by an acceptable Bid Security of Rs. 50,000 in shape of CDR/Banker’s Cheque/Bank Guarantee/DD in the name of Special Technology Zones Authority. Any bid not accompanied by an acceptable Bid Security shall be rejected by STZA as non-responsive. This should be part of the Technical Proposal.

33. If Bid Submission Date/Day announced is as Public Holiday, then the bids will be opened on the next working day.
34. Time for completion of Services will be 30 days commenced from the date of signing of the contract, which will be issued to the lowest evaluated bidder.
35. This RFP will be subject to the Public Procurement Regulations 2004, and any other relevant rules.
36. STZA will ensure that all data submitted by prospective applicants is treated as confidential.
37. All bidders will be expected to keep any information received from STZA confidential.
38. All expenses related to participating in this RFP will be borne by the applicants.
39. STZA reserves the right to verify any information submitted by applicants.
- 3.10. Any information which is found by STZA to be false will be a ground for rejection. Any misstatement or concealment will also be grounds for rejections.
- 3.11. STZA reserves the right to cancel this procurement process at any time without notice and disclaims all and any liability in that instance.
- 3.12. All queries must be through a written notice or through email.

4. DEADLINE FOR SUBMISSION AND PROCEDURE

41. By 1400 hrs. on 19th January 2022, all proposals must reach the STZA office and technical proposals will be opened at 1430 hrs. on 19th January 2022 at the STZA office located at

Special Technology Zones Authority, Plot 61, 16th Floor New State Life Tower, Jinnah Avenue Blue Area Islamabad.
42. Submission cannot be through email.
43. All envelopes must be sealed, include all documents required under section 6 and must be clearly marked.

5. TERMS OF REFERENCE

5.1. The Firm will be required to perform the following:

- 5.1.1 To study International Building Regulations of various countries to frame the regulations for Technology Parks.
- 5.1.2 To review the existing CDA Building & Town Planning Regulations amended up to date.
- 5.1.3 To propose amendment in existing CDA Regulations with regards to Technology Parks.
- 5.1.4 To draft and develop by-laws/regulations for STZA's technology zone in Islamabad and suggest regulations as per international standard for different types of buildings and development and management of the zone.
- 5.1.5 Recommend strategies for further enforcement of laws in the zone.
- 5.1.6 Any other control and activity area identified during the mapping assessment exercise.

6. DOCUMENTS

6.1. All applicants **must** submit a single bid containing 2 sealed envelopes:

6.1.1. A TECHNICAL PROPOSAL in a sealed envelope (and labelled as "TECHNICAL PROPOSAL") must include all of the following documents in order to qualify:

- 6.1.1.1. A letter of introduction briefly detailing their suitability for this assignment.
- 6.1.1.2. A profile of their firm with minimum experience of 10 years.
- 6.1.1.3. Organogram and CV's of all key staff.
- 6.1.1.4. Previous experience of designing at least five commercial or residential high-rise buildings.
- 6.1.1.5. Completion Certificate for the similar Works (02 No.) duly attested by the Client.
- 6.1.1.6. Registration with Tax Authorities.
- 6.1.1.7. Registration with Pakistan Engineering Council.
- 6.1.1.8. Documentary evidence of the requirements and criteria detailed in section 7.
- 6.1.1.9. Bid Security mentioned in Section 3.2.

- 6.1.1.10. The Technical Proposal shall provide the information indicated in the following paras from (6.1.1.10) to (6.1.1.17). methodology and work plan of the Technical Proposal.
- 6.1.1.11. A brief description of the Firm' organization and an outline of recent experience of the Firm (each partner in case of joint venture) on assignments of a similar nature is required For each assignment, the outline should indicate the names of Sub-Firm/ Professional staff who participated, duration of the assignment, agreement amount, and Firm's involvement. Information should be provided only for those assignments for which the Firm was legally engaged by the Client as a firm or as one of the major firms within a joint venture. Assignments completed by individual Professional staff working privately or through other consulting firms cannot be claimed as the experience of the Firm, or that of the Firm's associates, but can be claimed by the Professional staff themselves in their CVs. Firm should be prepared to substantiate the claimed experience if so requested by the Client.
- 6.1.1.12. A description of the approach, methodology and work plan for performing the assignment covering the following subjects: technical approach and methodology, work plan, and organization and staffing schedule. The work plan should be consistent with the Work Schedule which will show in the form of a bar chart the timing proposed for each activity.
- 6.1.1.13. The list of the proposed Professional staff team by area of expertise, the position that would be assigned to each staff team member, and their tasks.
- 6.1.1.14. Estimates of the staff input (staff-months of foreign and local professionals) needed to carry out the assignment. The staff-months input should be indicated separately for home office and field activities, and for foreign and local Professional staff.
- 6.1.1.15. CVs of the Professional staff signed by the staff themselves or by the authorized representative of the Professional Staff along with their Computerized National Identity Card numbers (if local) or Passport numbers (if foreign).

6.1.1.16. A detailed description of the proposed methodology and staffing for training, if the Data Sheet specifies training as a specific component of the assignment.

6.1.1.17. The Technical Proposal shall not include any financial information. A Technical Proposal containing financial information may be declared nonresponsive.

6.1.2. **A FINANCIAL PROPOSAL** in a sealed envelope (and labelled as “FINANCIAL PROPOSAL”) must include the following document in order to qualify:

6.1.2.1. Financial proposal according to the TORs as detailed in Section 5.

6.1.2.2. The Financial Proposal shall list all costs associated with the assignment. All activities and items described in the Technical Proposal must be priced separately; activities and items described in the Technical Proposal but not priced, shall be assumed to be included in the prices of other activities or items.

7. EVALUATION CRITERIA AND PROCESS

7.1. All bidders whose Technical Proposals are complete at opening, will be evaluated based on the technical evaluation criteria detailed in Section 8 of this document.

7.1.1. Those bidders who fail to achieve the minimum requirement (as required by section 8), or whose technical proposal is incomplete will be rejected and their financial proposals will be returned.

7.2. STZA will open the financial bids of all bidders who are found technically responsive. All qualified bidders will be notified regarding date, time and venue of the financial bid opening. The firm with the lowest bid will be awarded the contract.

8. TECHNICAL EVALUATION CRITERIA

Evaluation Criteria

81. Minimum Firm experience of 10 years.
82. Previous experience of designing at least five commercial or residential high-rise building.
83. Completion Certificate for the at least two similar Works (02 No..) duly attested by the Client.
84. Registration with Tax Authorities
85. Registration with Pakistan Engineering Council
 - a. Applicants must meet all minimum requirements for evaluation categories. Failure to meet the minimum requirement will disqualify a bidder.
 - b. Applicants who fail to submit any of the documents detailed in clause 6 will be rejected.

86. Technical scoring of each component will be done strictly in accordance with the criteria provided in this RFP. The minimum technical score required to pass is 65 points. The evaluation committee of STZA will be responsible for all decisions related to the selection of the firm. The following scoring matrix/criteria will be used for evaluation of Technical Proposal:

Sr. #	Criterion	Points
(i)	Specific experience of the Firm relevant to the assignment	25
(ii)	Adequacy of the proposed methodology and work plan in responding to the Terms of Reference	
	a) Technical approach and methodology	15
	b) Work plan	10
	c) Organization and staffing	10
	Total points for criterion (ii):	60
(iii)	Key professional staff qualifications and competence for the assignment:	
	a) Architect Specialists	30
	b) Town Planning Experts	10
	Total points for criterion (iii): The number of points to be assigned to each of the above positions or disciplines shall be determined considering the following three sub criteria and relevant percentage weights: 1) Education and qualifications= 40% 2) Adequacy for the assignment= 60% Total weight = 100%	40
Total Points for the three criteria		100

FORM OF DRAFT CONSULTANCY CONTRACT

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

SPECIAL TECHNOLOGY ZONES AUTHORITY, an autonomous statutory body established pursuant to Section 3 of the Special Technology Zones Authority Act, 2021 (which includes any re-promulgation or re-enactment thereof), 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

[INSERT NAME], a company incorporated under the laws of Pakistan, having its registered office located at [insert address] Pakistan (hereinafter referred to as the “**Consultant**” which expression shall, where the context so permits mean and include its successors and permitted assigns);

(STZA and the Consultant 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 Consultant is involved in the business of *inter alia*, [insert];
- C. STZA has duly selected the Consultant in accordance with the applicable procurement laws, through its request for proposal dated [insert], to engage the Services (as defined hereinafter) of the Consultant in relation to STZA’s first technology park in Islamabad (hereinafter referred to as “**Islamabad Technopolis**”);
- 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 Consultant to STZA and the relationship between the Parties.

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

1. KEY TERMS & CONDITIONS

1.1. SERVICES

- 1.1.1. The Consultant shall provide the following services to STZA (collectively the “**Services**”);

- (a) To study international building regulations of various countries to frame the regulations for technology parks;
- (b) To review the existing CDA Building & Town Planning Regulations amended up to date;
- (c) To propose amendment in existing CDA Regulations with regards to Islamabad Technopolis;
- (d) To draft and develop by-laws/regulations for STZA's technology zone in Islamabad and suggest regulations as per international standard for different types of buildings, and development and management of Islamabad Technopolis;
- (e) Recommend strategies for further enforcement of laws in Islamabad Technopolis; and
- (f) Any other control and activity area identified during the mapping assessment exercise, as may be required by STZA.

1.1.2. The Consultant shall complete the Services within a period of thirty (30) days from the Signing Date of the Agreement. An extension in the timelines will only be provided in exceptional circumstances, as time is of the essence of this Agreement for STZA.

1.1.3. STZA may ask the Consultant to perform additional services during the term 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.

1.1.4. The Parties shall utilize all their energy and efforts for the successful accomplishment of the Projects. Any kind of Conflict of Interest, malpractice or professional negligence shall not be permitted. "**Conflict of Interest**" shall mean that the Consultant has no business, professional, personal, or other interest, including, but not limited to, the representation of other clients, that would conflict in any manner or degree with the performance of its obligations under this Agreement. In the event of an actual or potential Conflict of Interest, the Consultant shall inform STZA in writing. If, in the sole opinion of STZA, the Conflict of Interest materially impacts the Consultant's ability to perform this Agreement, STZA shall have the right to immediately terminate this Agreement.

1.2. TERM

1.2.1. This Agreement shall be valid for a period of (03) months ("**Term**"), extendable upon the mutual consent of the Parties, and shall come into force and take effect from the Signing Date.

1.3. PAYMENT FOR THE SERVICES

1.3.1. As consideration for the provision of the Services, each STZA shall pay to Consultant a lump sum amount of PKR [insert]/- (Pakistan Rupees [insert] only) ("**Consideration**"). The Consideration shall be inclusive of the prevailing withholding income tax and sales tax on services which shall be mentioned in the relevant invoices addressed to each STZA.

1.3.2. The Consideration shall be paid in the following manner:

- (a) 25% of the Consideration upon submission of the draft to the Client.
- (b) 25% of the Consideration upon submission of final bylaws and guidelines; and
- (c) 50% upon vetting and approval from relevant authorities and completion of assignment.

2. MISCELLANEOUS PROVISIONS

2.1. TERMINATION

- 2.1.1. This Agreement shall stand terminated upon expiry of the Term. In the event of breach of this Agreement by the Consultant and failure to deliver the Services in accordance with agreed timelines, STZA shall have the right to immediately terminate the Agreement.
- 2.1.2. Upon termination under Article 2.1.1. 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 refund of any part of the Consideration paid for the unfinished work, as at the date of termination.

2.2. CONFIDENTIALITY

- 2.2.1. All documents, plans, specifications, and the subject matter contained herein and any information, whether technical or commercial, provided by a Party hereunder (“**Disclosing Party**”) to the other Party hereunder (“**Receiving Party**”) in connection with the performance of this Agreement which is in writing or communicated by any other means and is intimated in writing by the Disclosing Party as being proprietary, secret, or confidential (“**Confidential Information**”), shall be held confidential by the Receiving Party and 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. As a condition to receiving such Confidential Information, the Receiving Party agrees to hold all such Confidential Information confidential and not to use, discuss or disclose such Confidential Information with or to third parties for a period of three (3) calendar years following the date of disclosure by the Disclosing Party, without the prior written consent of the Disclosing Party.
- 2.2.2. This Section shall not prevent the Receiving Party from disclosing such Confidential Information of the Disclosing Party pursuant to: (a) a subpoena or judgment issued by a court of competent jurisdiction, (b) other requirements of law or judicial or administrative order; provided, however, that prior to making such a disclosure pursuant to (a) and (b), the Receiving Party will provide the Disclosing Party with timely advance written notice of its intent to so disclose, to the extent reasonably practical.
- 2.2.3. The Receiving Party shall have no obligation hereunder with respect to any portion of the Confidential Information received by it from the Disclosing Party that: (a) has been made public, unless such Confidential Information was made public by or with the assistance of the Receiving Party in violation of this Agreement; (b) becomes part of the public domain

by publication or otherwise, after disclosure to the Receiving Party, unless such Confidential Information was made public by or with assistance of the Receiving Party in violation of this Agreement; (c) shall otherwise lawfully become available to the Receiving Party on a non-confidential basis from a third party who has not received the Confidential Information directly or indirectly from the Disclosing Party; (d) was or is independently developed by the Receiving Party, and such fact can be proven by reasonable written documentation, and such Confidential Information was not acquired directly or indirectly from the Disclosing Party; or (e) was already rightfully in the Receiving Party's possession at the time it was disclosed to the Receiving Party.

- 2.2.4. As far as possible and unless needed for the proper execution of their responsibilities under this Agreement, they will keep confidential the terms of this Agreement; provided however, that either Party may (after erasing all information that is specific to the Projects) use the template of the Agreement in connection with other transactions.

2.3. FORCE MAJEURE

- 2.3.1. A “**Force Majeure Event**” shall mean any event or circumstance or combination of events or circumstances (including the effects thereof) that is beyond the reasonable control of a Party and that on or after the Effective Date, materially and adversely affects the performance by such affected Party of its obligations under or pursuant to this Agreement; provided, however, that such material and adverse effect could not have been prevented, overcome or remedied in whole or in part by the affected Party through the exercise of diligence and reasonable care. Force Majeure Events hereunder shall include each of the following events and circumstances (including the effects thereof):

- (a) any act of war (whether declared or undeclared), invasion, armed conflict or act of foreign enemy, blockade, embargo, revolution, riot, insurrection, civil commotion, terrorism; or
- (b) any strike, work-to-rule, go-slow, or analogous labor action that is politically motivated and is widespread or nationwide,
- (c) lightning, fire, earthquake, tsunami, flood, storm, cyclone, typhoon, or tornado; or
- (d) fire, explosion, chemical contamination, radioactive contamination, or ionizing radiation; or
- (e) epidemic or plague.

- 2.3.2. If by reason of a Force Majeure Event(s), a Party is wholly or partially unable to carry out its obligations under this Agreement, the affected Party shall give the other Party notice of the Force Majeure Event(s) as soon as practicable, after the affected Party becomes aware of the occurrence of the Force Majeure Event(s).

- 2.3.3. The affected Party shall provide notice to the other Party:

- (a) of the cessation of the Force Majeure Event notified under Article 2.2.2 along with an estimate of the date it would be able to recommence performance of its obligations under this Agreement; and

- (b) the date it was actually able to recommence performance of its obligations under this Agreement.

as soon as possible but, in any event, no later than seven (07) Days after the occurrence of each of the events mentioned in clauses (a) and (b) hereof.

2.3.4. Upon occurrence of the Force Majeure Event:

- (a) the affected Party shall not be liable for any failure or delay in performing its obligations under or pursuant to this Agreement during the existence of a Force Majeure Event;
- (b) the affected Party shall not be liable for making any payments to the other Party under this Agreement during the existence of a Force Majeure Event except for the services performed prior to the occurrence of the Force Majeure Event; and
- (c) any performance deadline that the affected Party is obligated to meet under this Agreement shall be extended to the extent required by the affected Party as mutually agreed upon between the Parties.

2.3.5. The affected Party shall use all reasonable efforts and shall ensure that it uses all reasonable efforts to mitigate the effects of a Force Majeure Event, it being explicitly understood that there is a specific duty to mitigate the effects of a Force Majeure Event on each affected Party.

2.3.6. If a Force Majeure Event occurs and its effect continues for a period of thirty (30) consecutive days, STZA may give to the Consultant a notice of termination which shall take effect fifteen (15) days after the giving of the notice. If, at the end of the fifteen (15) day period, the effect of the Force Majeure Event continues, this Agreement shall be terminable by STZA.

2.4. ASSIGNMENT AND BENEFIT OF AGREEMENT

2.4.1. The Consultant 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.

2.4.2. 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 consultant, without affecting any rights of Consultant hereunder. Any such assignee and Consultant shall assume and agree to be bound by the terms and conditions of this Agreement, and the assignee and Consultant shall enter into such documents as may be necessary and required to bring the assignment into effect.

2.4.3. 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.

2.5. COUNTERPARTS

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

2.6. NOTICES

2.6.1. 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:

Party	Address
STZA	[insert]
Consultant	[insert]

2.6.2. 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.

2.7. AMENDMENTS TO BE IN WRITING

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

2.8. SEVERABILITY

2.8.1. 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.

2.9. NO WAIVER

2.9.1. 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.

2.10. GOVERNING LAW & DISPUTE RESOLUTION

2.10.1. The provisions of the Agreement shall be governed by the law of Pakistan. In the event of any dispute, the Parties shall aim to settle the matter amicably through mutual discussions and negotiations with the senior management of each Party. If the dispute remains unresolved, the Special Technology Zones Appellate Tribunal shall have exclusive

jurisdiction to determine all disputes arising in respect of any matter arising out of or in connection with this Agreement.

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 authorized signatory</p> <p>Name: Designation: CNIC No.:</p> <p>[INSERT NAME] through its authorized 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>
---	--	---
