



EXPRESSION OF INTEREST

Consultancy Services for conducting "Investment Management Study" for Sindh

for

***Directorate of Urban Policy & Strategic Planning,
Planning & Development Department Govt. of Sindh.***

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I) INTRODUCTION

The Government of Sindh has established Directorate of Urban Policy & Strategic Planning (DUPSP); to carry out preparation of policies and plans as well as preparation and implementation of infrastructure development projects in Urban Sindh - on Pilot basis that will lead to economic growth, job creation, planned urban development and will also address inequities caused by intra-urban and regional disparities. One of the important components of Directorate's scope of work includes various studies.

The Directorate of Urban Policy & Strategic Planning, P&DD, Government of Sindh, is now seeking to identify Consultancy firms to conduct "Investment Management Study" for the province of Sindh. The objective of this study is to get an in-depth overview of investment climate, investment opportunities, and future potential of Investments in the province of Sindh. The study is also aimed at ascertaining the sector wise investments made in the province of Sindh and thereby identifying the underlying potential of Investments focusing the different geographic locations of Sindh.

This study will enable Government to assess potential in the local economy, and overall investment potential of the province.

All reputable Firm(s) / consortium of Firm(s) are invited to apply for participation in prequalification process and submit dully filled in attached Expression of Interest (EOI) form. Only hard copies of the form with the Firm(s) / consortia seals on every page will be accepted.

The EOI document contains the following sections:

- Section I - Introduction
- Section II - Terms of Reference
- Section III - Instructions to the Applicants
- Section IV - EOI Submittal Forms
- Section V - Appended Forms
- Section VI - Evaluation Criteria

II) TERMS OF REFERENCE

The study will be carried out while taking into account the following Focus Points, Data Types and its Sources

Focus points of the Study:

- a) Investment climate
- b) Investment Trends
- c) Enabling policies
- d) Investment challenges
- e) Affecting policies
- f) Investment Opportunities focusing Sectors/Sub-Sectors

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- g) Investment Opportunities focusing Geographic Locations
- h) Proposals to enhance investments including the possibilities of creating economic zones

Data Types

(i) Quantitative data of various sectors/sub-sectors

- a) Investment in Agriculture Sector
- b) Investment in Industrial Areas
- c) Foreign Direct Investments (FDIs)
- d) Investment in Financial sector
- e) Investment in Infrastructure
- f) Investment towards Poverty Alleviation
- g) Investment in Social Sectors/Sub-Sectors
- h) Investment in Natural Resources
- i) Investment in Energy Sector
- j) Investments in I.T and Communication Sector and its Sub-Sectors like Telecom etc
- k) Investment in Tourism
- l) Investment in Livestock and Fisheries
- m) Investment in Services Sector/Sub-Sectors
- n) Investment in Education and Literacy
- o) Investment in Land use, Housing and Transportation
- p) Investment in Trade & Industry
- q) Investment in Health Services
- r) Other areas, sectors and sub-sectors

(ii) Qualitative Data of various sectors/sub-sectors

Sources of Data

For Quantitative data: Various GOP/GOS Departments/Agencies/SBP & others

For Qualitative Data: Workshops / Focus group Discussions and Interviews with Technocrats, Economists, Educationists, Investors and Business community.

Detailed Terms of Reference for Consultants to conduct "Investment Management Study" for Sindh are as follows:

A. Past 5 years Investments in Sindh and detailed analysis with respect to following factors;

- Sectors wise classification
- Investor wise classification
- Past investment trend analysis
- Investment areas - neglected

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- Investment climate
- Challenges faced by the investors
- Economic zones created and their impacts
- Affecting policies
- Existing laws/Policies and their impact
- Any other important factors

B. Next 5-years Investment Forecasts and detailed analysis with respect to following factors

- Current Investment trends
- Current programs/investments data
- Commitments and MOUs signed for the next 5 years
- Future need analysis
- Future trend analysis
- Major areas of attraction
- Enabling policies
- Investment Opportunities
- Investment priorities
- Mitigating investment challenges
- Physical Infrastructure available to support Investments
- Tariffs and Taxation impacts (For and Against)
- Existing organizational structures to support investments
- Role of Trade bodies and Chamber of Commerce for future growth
- Any other important factors

C. Conclusion

The consultant will describe:

- Overall analysis on the Investment in the province
- Assessment of the provincial economy, existing and future investments
- present and potential capacity of the existing infrastructure and resources
- Trend Analysis and SWOT
- Views of the stakeholders, Technocrats, Economists, Educationists, Investors and Business community

D. Recommendations

Consultant will furnish recommendations identifying potential investment areas, geographic locations, sectors and potential investors, suggesting future trends. The consultant should provide detailed proposals/recommendations to attract and enhance investments, Local as well as Foreign Direct Investments.

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III) INSTRUCTIONS TO THE APPLICANTS

- a. Submittals should be prepared keeping in view the scope of work of the assignment as mentioned in section II above.
- b. A total of 70 marks out of a total of 100 have been fixed for qualification
- c. The Firm(s) / consortia will be evaluated based on their Technical and Financial standing, carrying 85 and 15 marks respectively
- d. The EOI accompanied with evidence of relevant experience and capacity supported by the documents in the section (V) given below should be submitted not later than 3:00 PM on 03rd November 2014.
- e. The EOIs will be opened at 3:30 PM on 03rd November 2014.
- f. Only the shortlisted Firm(s) / consortia will be issued Request for Proposal. DUPSP reserves the right to cancel the bidding process at any time prior to the acceptance of the bid or proposal.
- g. The EOI documents complete in all respects should be submitted at the following address:

Office of The Director General,
Directorate of Urban Policy & Strategic Planning,
Planning and Development Department, Govt. Of Sindh.
Bungalow No. 37 E/2, P.E.C.H.S., Block 6, Karachi, Pakistan.
Phone No. 021- 34300552 & 34300555-57 Fax: 02-34300554

Contact Person for any query:

Muhtaz Ali,
Director Urban Policy & Planning,
Phone No. 021- 34300552 & 34300555-57

Mehtab Ahmed Bhatti
Dy Director, Investment Management
Phone No. 021- 34300552 & 34300555-57

IV) EOI SUBMITTAL FORMS

Forms are placed for submitting the EOI documents in the following order:

- STATEMENT OF QUALIFICATION including Profiles of the Firm(s), Incorporation Certificates Organization and Financial Standing – Separate profiles for consortium partners, in case of Consortium of Firm(s) – Form A
- PROJECT EXPERIENCE including summary list of the projects handled by the Firm(s) for development master plans (Form B)
- PERSONNEL including a list of key management and technical personnel (Form C) with short CVs
- LITIGATION HISTORY (to be submitted on a legal stamp paper)

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STATEMENT OF QUALIFICATION - Form-A

Company/Firm(s) Name			
Abbreviated Name			
National Tax No.		Sales Tax Registration No.	
No. of Employees		Company's Date of Formation/Incorporation	

Incorporation Document _____

Please attach copies of NTN, GST Registration and Incorporation Certificates

Type of Firm(s)	Private Limited		Sole Proprietor		Joint Venture	Partnership	
Type of Business	Other Type (Please Specify)						

Registered Office Address _____		State/province	
City/Town		Postal Code	
Phone		Fax	
Email Address		Website Address	

Branch Office Address			
City/Town		State/province	
Country		Postal Code	
Phone		Fax	

Banking Details

Bank (s) Name			
Title of Account			
Account Number		Branch Code/Name	
Type of Account		City/Country	

Financial worth of the Company

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Company Net Worth		
Company Turn Over		
Last 3 years of Company Profit	Year	Profit/Loss

*In case of Private Limited, Please attach Audited Balance Sheet for the last three years

CEO/Chairman Name		National ID Number	
Mailing Address			
Phone		Fax	
Email			

List of Board of Directors of Partners or Management

	Name	Position	Phone	e-mail
1				
2				
3				
4				
5				

Company Profile

1	Primary Business Details	1	
		2	
		3	
		4	
2	List of Items/Services	1	
		2	
		3	
		4	
3	List of Authorization from the Principals	1	
		2	
		3	
		4	
4	Any Other Information that Company may like to		

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	provide	
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(A written description of the Firm(s) may also be attached in addition to information given in these performas/matrices)

List of Current Customers (Companies/Organizations/Business)

	Name of Company/Organization	Current Business/S cope of work	No. of Years	Annual Contract Volume	Approximate Value of Business
1					
2					
3					
4					

(Attach documentary proof with proper reference for the companies/organization mentioned above)

The information given is true to the best of our knowledge; we undertake to inform DUPSP of any changes that may take place later in the status of company in business/agency or the management.

Signature _____

Name:

Designation:

Date:

Note: In case of insufficient space against any column, please attach, separate sheet(s) for details/information.

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SECTION (V)
APPENDED FORMS

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PROJECT EXPERIENCE: SUMMARY LIST OF PROJECTS HANDLED BY THE FIRM(S) - Form B

Sr. No.	Title of the Project/ Contract	Location Province / Country	Client	Value of Contract	Start / Completion	Handled as: <ul style="list-style-type: none"> • Single Firm(s) : S • Lead Firm(s) : L • Joint Venture : J • Partner • Associate : A 	Total Cost of Consultancy Services	Cost of Services provided by the Firm(s)	Nature of Services	Scope of Services

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PERSONNEL - Form C

LIST OF TECHNICAL PERSONNEL WITH QUALIFICATIONS IN PERMANENT EMPLOYMENT OF THE FIRM(S)

No.	Name	Designation	Qualification	Years of Services	Experience	Responsibility
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

Attach short Cvs on the prescribed format signed by the individual professional and/or the authorized persons.

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FORMAT OF SHORT CV OF KEY MANAGEMENT AND TECHNICAL STAFF

1. Name :
2. Profession/Expertise :
3. Date of Birth :
4. Nationality :
5. Position in the Firm(s) :
6. Years with the Firm(s) :
7. Membership of Professional Bodies :
8. Education :
9. Other Training :
10. Languages :
11. Key Qualifications (Maximum $\frac{3}{4}$ of a page)

Section – VI
Evaluation Criteria

Important Note:

Any document/statement provided if proved false, misstated, concocted or incorrect at any time during or after Pre-qualification will result in to permanent disqualification and black listing of the Firm(s)/company/partners/joint venture with their names displayed on SPPRA website.

Total Marks-----100

Qualifying Marks-----70

I-Technical Standing of the Firm(s) (Marks Allocated 85)

A - Project experience:

Complete data is required in the pre-qualification documents and in case of failure to submit the documents required for evaluation under these criteria no marks shall be given.

- a) **Experience in Pakistan:** (Similar nature of contracts executed) Minimum Value of Consultancy Rs. 2.5 million.

(Marks Allocated 30)

- | | |
|----------------------------|----|
| i. Upto 5 Projects | 10 |
| ii. Upto 15 Projects | 25 |
| iii. More than 15 Projects | 30 |

- b) **Experience in international context-** (Similar nature of contracts executed) Minimum Value- Rs. 10 million.

(Marks allocated 05)

- | | |
|---------------------------|----|
| i) Upto 2 Projects | 02 |
| ii) Upto 4 Projects | 03 |
| iii) More than 4 Projects | 05 |

B-Personnel Experience: Technical Personnel in the permanent Employment of the Firm(s)/Company.

- a) **No of personnel (Relevant Technical)**

(MARKS ALLOCATED 05)

- | | |
|---------------|----|
| i) Up to 03 | 01 |
| ii) Up to 05 | 03 |
| iii) Up to 07 | 05 |

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b) Permanency of Revelent Technical Personal with the Firm(s)
(MARKS ALLOCATED 05)

- i) For each year/professional 0.5

NOTE: All the relevant experience documents i.e C.V (Curriculum Vitae) of the Employees and Proprietors/Partners must be signed by the individual Professional as well as by the Firm(s)/Company.

c) Relevant Experience
(MARKS ALLOCATED 25)

- ii) For each year/professional 0.5

d) Qualification
(MARKS ALLOCATED 15)

- i) Each Professional with relevant Bachelors Degree 0.70
ii) Each Professional with relevant Postgraduate Diploma 0.80
iii) Each professional with relevant Postgraduate Degree 0.90
iv) Each Professional with relevant Doctorate Degree 1.0

II) Financial Standing / Status of the Firm(s)
(MARKS ALLOCATED 15)

- a) Average annual turnover (For the last three years duly certified)

- i) Annual turnover of more than Rs. 50 million. 15
ii) Annual turnover of Rs. 25 to 50 million. 10
iii) Annual turnover of upto Rs. 25 million. 05