



**LIVESTOCK FARMS PROJECT  
ADDENDUM NO. 3 TO THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES**

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**ADDENDUM NO.3  
TO  
THE REQUEST FOR PROPOSAL  
TRANSACTION ADVISORY SERVICES  
LIVESTOCK FARMS PROJECT**



**LIVESTOCK & FISHERIES DEPARTMENT,  
GOVERNMENT OF SINDH**

**PUBLIC PRIVATE PARTNERSHIP UNIT,  
FINANCE DEPARTMENT  
GOVERNMENT OF SINDH**

**January 23, 2015**

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**IMPORTANT NOTICE / DISCLAIMER**

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This Addendum NO.3(the **RFP Addendum No. 3**) to the REQUEST FOR PROPOSAL circulated earlier dated November 15, 2014 (the **RFP**) (as amended through the Addendum No. 1 to the RFP dated November 24, 2014 (the **RFP Addendum No. 1**) and RFP Addendum No. 2 dated December 03, 2014 (the **RFP Addendum No. 2**), and together with the RFP, the RFP Addendum No. 1, the RFP Addendum No. 2, and the RFP Addendum No. 3, the **RFP Documents**) is provided to the Bidders solely for use in preparing and submitting Bids in connection with the competitive bidding process for Transaction Advisory Services, Livestock Farms Project in PPP mode. The RFP Documents are being issued by the Livestock & Fisheries Department, in consultation with the PPP Unit in the Finance Department, Government of Sindh, solely for use by Bidders in considering the Transaction Advisory Services. *Unless expressly specified otherwise, all capitalized terms used herein shall bear the meaning ascribed thereto in the RFP.*

The Bids submitted in response to the RFP Documents by any of the Bidders shall be upon the full understanding and agreement of any and all terms of the RFP Documents and such submission shall be deemed as an acceptance to all the terms and conditions stated in the RFP Documents. Any Bids in response to the RFP Documents submitted by any of the Bidder shall be construed based on the understanding that the Bidder has done a complete and careful examination of the RFP Documents and has independently verified all the information received (whether written or oral) from the Government of Sindh.



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**1. RFP ADDENDUM NO. 3**

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The GoS hereby issues this RFP Addendum No. 3 to set out the following changes and amendments to the RFP previously circulated in respect of the Project, which amendments and changes shall stand incorporated in the RFP. Notwithstanding anything to the contrary, all relevant provisions of the RFP shall stand amended to the extent required to give effect to the matters set out in this RFP Addendum No. 3.

*Unless expressly specified otherwise, all capitalized terms used herein shall bear the meaning ascribed thereto in the RFP.*

1.1 The second paragraph in Section 1 of the RFP, the following sentences shall stand deleted:

“The Livestock & Fisheries Department, Government of Sindh, has conceived a project under PPP mode, to offer the Government of Sindh livestock farms to private sector to upgrade the livestock farms to fulfill the object of preserving the breeds and to develop farms on modern lines as well as establish livestock related facilities such as artificial insemination, ~~feed mills, milk pasteurizing units~~ etc. which will create employment opportunities, transfer of technology, and innovative management practices for the benefit of overall livestock sector of Sindh. A detailed description of the assignment and its objectives are given in the enclosed Terms of Reference (TORs).”

1.2 The Section 2.1.3 of the RFP, the following sentence shall stand deleted:

“2.1.3 The GoS Livestock Farms can greatly contribute in the rural economic development substantially as success of these farms can be replicated by the small and medium farmers in the province. The vast land-holding of these farms is being highly under-utilized and there is a great scope of diversified facilities related to livestock sector. Due to vast land-holding of these farms, the diversified facilities may include but not limited to artificial insemination which will lead to breed improvement, ~~feed mills, seed production unit, urea molasses block, milk pasteurizing units~~, cultivation of green fodder, ~~water pumps~~ and other facilities recommended by the consultant after thorough feasibility of the aforementioned GoS Livestock Farms.”

1.3 The Section 2.2(e) of the RFP shall stand amended and replaced as under:

“(e) ~~Big chunks of agricultural land of each livestock farm are under the occupation of tenants which is to be planned for better utilization either by elimination or downsizing of tenancy. The present tenancy system is generating low revenue as compared with private sector;~~ Development for mechanized farm for Research and Production for Forages (like Alphalfa and Rhodes grass etc) and help enhancing the productivity of livestock through modernized technologies under a collaborative arrangement;”



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1.4 The Section 2.2(g), (h), (i) and (j) of the RFP shall stand deleted.

~~“(g) Promote the establishment of feed mills to prepare own feed for GoS Livestock Farms;”~~

~~“(h) Establish seed production unit to produce own seed on GoS Livestock Farms to become self-sufficient in seed production;”~~

~~“(i) Promotion of utilization of crops, vegetables and fruit residues;”~~

~~“(j) Promotion of conservation of fodder as hay & silage and enrichments /processing of dry fodders and introduction of urea molasses blocks;”~~

1.5 The Section 2.3.2 the following shall stand deleted and replaced as under:

~~“2.3.2 The scope of work has been broadly categorized into three phases. However, the Government reserves the right to end the Transaction Advisory Services for this assignment at the end of any of the Phases if it is satisfied that proceeding further will not help achieve the Government Objectives. However, the Government will approve each Phase to enter into next Phase”~~

1.6 The Section 2.4.1.2 (a) (iii) of the RFP, the following sentence shall stand deleted:

~~“(iii) Action plan for raising local livestock breeds, artificial insemination, utilization of vast landholding and existing GoS human resources employed at GoS Livestock Farms in order to implement diversified facilities related to livestock sector including feed mills, seed production unit, urea molasses block, milk pasteurizing units, cultivation of green fodder, water pumps and other facilities recommended by the consultant;”~~

1.7 The following sentence shall stand inserted in Section 2.4.1.2 (a) (v) of the RFP:

“(v) Methodology for development for mechanized farm for research and production for forages (like alfalfa and Rhodes grass etc) and enhancing the productivity of livestock through modernized technologies under a collaborative arrangement”

1.8 The Appendix-I (1) of the RFP shall stand amended and replaced as under:

	<b>Criteria</b>	<b>Marks</b>
<b>1. Firm's relevant Experience</b>	Transaction advisory experience for projects for <u>local/international livestock/dairy farming in Gulf, Europe and listed/blue chip private sector company in Pakistan</u>	6



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	<p><u>and also for projects</u> undertaken in PPP mode during last 10 years</p> <p>4 or more projects      6 marks 3 projects                4.5 marks 2 projects                3 marks 1 project                 1.5 marks</p>	
	<p>Feasibility study experience for <del>Projects in Livestock sector</del> <u>international livestock/dairy farming projects in Gulf and Europe with at least one listed / blue chip company in Pakistan</u></p> <p>4 or more projects <del>6</del> <u>18</u> marks 3 projects <del>4.5</del> <u>13.5</u> marks 2 projects <del>3</del> <u>9</u> marks 1 project <del>1.5</del> <u>4.5</u> marks</p>	<del>6</del> <u>18</u>
	<p>Transaction advisory experience in <del>Livestock sector</del> <u>for Livestock / dairy farming and fodder farming sector in Pakistan and internationally</u></p> <p>4 or more projects 6 marks 3 projects 4.5 marks 2 projects 3 marks 1 project 1.5 marks</p>	6
	<b>TOTAL</b>	<del>20</del> <u>30</u>
<b>2. Key Personnel</b>	<p>Financial Team</p> <p>Team Leader                      10 marks Financial Analyst 5 marks</p>	15
	<p>Technical Team</p> <p>Livestock Expert-I      <del>12.5</del> <u>15</u> marks Livestock Expert-II    <del>12.5</del> <u>15</u> marks</p>	<del>25</del> <u>30</u>



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	Legal Team	<del>10</del> 5
	LegalExpert <span style="color: red;">10</span> 5 marks	
	<b>TOTAL</b>	<b>50</b>
<b>3. Understanding of the Assignment and Proposed Methodology</b>	Appreciation of TOR	<del>10</del> 4
	Approach and Methodology	<del>10</del> 8
	Work Plan and Manning Schedule	<del>10</del> 8
	<b>TOTAL</b>	<del>30</del> 20
<b>Total</b>		<b>100</b>

The weightage points given to evaluationsub-criteria for qualifications and competence of key staff are:

**Weight-age points for Key Professionals**

Description			Weight (%)
<b>1. General Qualifications</b>			25
TechnicalSpecialist	Financial Team	Legal Team	
<del>Masters</del> or PHD (25 marks)	<del>CA/CFA/MBA (Finance)</del> FCA (25 marks)	LLM or JD (25 marks)	
<u>Masters (20 marks)</u>	<u>CFA (20 marks)</u>	LLB (20 marks)	
Bachelor (15 marks)	<del>Bachelor</del> MBA Finance (15 marks)		
<b>2. Employmentwith the firm</b>			5
5 or more years	5 marks		
4 years	4 marks		
2-3 years	3 marks		
Lessthan 2 years	2 marks		
<b>3. Relevant Experience and adequacy for the Project</b>			70
10 or more years	70 marks		
7-9 years	56 marks		
5-6 years	42 marks		



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3-4 years	280 marks	
Lessthan 3 years	14 marks	
Total		100

- 1.9 The Section 3.1 of Appendix-IV (Draft Transaction Advisory Services Agreement) of the RFP, shall stand amended and replaced as under:

“3.1 In consideration of the Advisory Consortium providing the services to GoS in terms of this Agreement, GoS shall pay an “Advisory Fee” of PKR \_\_\_\_\_ (Pak Rupees \_\_\_\_\_ Only) to the Advisory Consortium. The Advisory Fee due and payable to the Advisory Consortium shall be made within a period of ~~thirty (30)~~ fifteen (15) days from the date of completion of the milestone and approval of the same by the Client, specified in Schedule C attached hereto.”

- 1.10 The Section 3.2 of Appendix-IV (Draft Transaction Advisory Services Agreement) of the RFP, shall also include below sentence at the end as under:

“3.2 Any amendment to the Scope of Work shall only become effective once the Parties have agreed to amendments/changes (if any) to the Advisory Fee which may occur as a result of such amendment in the Scope of Work. For avoidance of doubt it is clarified that the agreement between the Parties in relation to the adjustment in the Advisory Fee as a result of any amendment in the Scope of Work is a condition precedent to the effectiveness of such amended Scope of Work. Any other services shall be billed at additional cost inclusive of taxes / duties as may be applicable.”

- 1.11 The Section 8.1.1.2 (iii) of Appendix-IV (Draft Transaction Advisory Services Agreement) of the RFP, the following sentence shall stand deleted:

“(iii) Action plan for raising local livestock breeds, artificial insemination, utilization of vast landholding and existing GoS human resources employed at GoS Livestock Farms in order to implement diversified facilities related to livestock sector ~~including feed mills, seed production unit, urea molasses block, milk pasteurizing units~~, cultivation of green fodder, ~~water pumps and other facilities recommended by the consultant;~~”

- 1.12 The Section 17, Schedule E of Appendix-IV (Draft Transaction Advisory Services Agreement) of the RFP, shall also include below sentence at the end as under:



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“17 Subject to the provisions of Schedule “D” in relation to Fee and expenses you shall pay our professional fees and specific expenses in connection with the Services as detailed in the Statement of Work. Our fees is inclusive of taxes or similar charges, as well as customs, duties or tariffs imposed in respect of the Services. Any services other than the scope of work shall be billed at additional cost inclusive of taxes/duties as may be applicable”

1.13 The Section 21, Schedule-E of Appendix-IV (Draft Transaction Advisory Services Agreement) of the RFP, shall stand amended as under:

“21 You shall pay us for all work-in-progress, Services already performed, and expenses incurred by us up to and including the effective date of the termination of this Agreement. Payment is due within ~~30~~15days following approval of the Client. In case the approval is not granted within 15 days then the assignment automatically enters into the next phase”

1.14 Except as set out herein, all other provisions of the RFP shall remain unchanged.

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**THE END**

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