



No. PS/Secy. L&F/Bid. Eval./2015
GOVERNMENT OF SINDH
LIVESTOCK & FISHERIES DEPARTMENT
Karachi, dated 28th April, 2015

To,

The Director (CB)
Sindh Public Procurement Regulatory Authority (SPPRA)
Government of Sindh
Karachi

SUBJECT: UPLOAD OF BID EVALUATION REPORT FOR TRANSACTION ADVISORY SERVICES, LIVESTOCK FARMS PROJECT

Please find enclosed herewith original signed Bid Evaluation Report and copy of Consultant's Selection Committee notification for hoisting on SPPRA website under rule 45 for captioned subject at earliest.



(Signature)
28.4.15
NOOR MUHAMMAD LAGHARI
SECRETARY
LIVESTOCK & FISHERIES DEPARTMENT

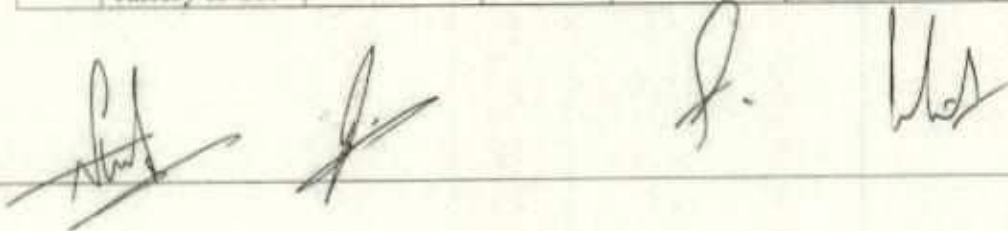
Copy forwarded for information to:

1. P.S to Secretary, Livestock & Fisheries Department, Government of Sindh
2. R.O to Secretary Finance, Finance Department, Government of Sindh, Karachi.
3. P.S to Director General, Public Private Partnership Unit, Finance Department

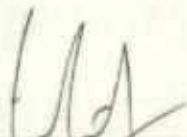
Bid Evaluation Report

1. Name of Procuring Agency: Livestock & Fisheries Department
2. Tender Reference No: INF/KRY/511/15
3. Tender Description/Name of work/item: Transaction Advisory Services, Livestock Farms Project
4. Method of Procurement: Quality and Cost Based Selection (QCBS) Method
5. Tender Published: Daily Dawn (13-2-2015), Kawish (13-2-2015) and Daily Jang (13-2-2015)
6. Total Bid documents Sold; N/A
7. Total Bids Received: Four Bid Proposals received (M/s Management & Development Center, M/s Integrated Equities, M/s Naveed Zafar Ashfaq Jaffery & Co., and M/s JBS Livestock)
8. Technical Bid Opening date: (if applicable) 5th March 2015
9. No. of Bid technically qualified (if applicable): Three – (M/s Management & Development Center, M/s Integrated Equities, and M/s Naveed Zafar Ashfaq Jaffery & Co.)
10. Bid(s) Rejected: One – (M/s JBS Livestock – technically disqualified)
11. Financial Bid Opening date: 3rd April 2015
12. Bid Evaluation Report:

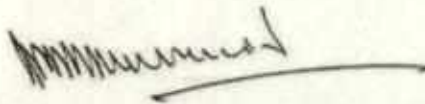
S. No	Name of Firm or Bidder	Cost offered by the Bidder	Ranking in terms of cost	Comparison with Estimated cost	Reasons for acceptance/rejection	Remarks
0	1	2	3	4	5	6
1.	M/s Management & Development Center	Rs. 24,099,000/-	First		Gained highest combined score in QCBS	
2.	M/s Integrated Equities	Rs. 49,900,000/-	Second		Second highest combined score in QCBS	
3.	M/s Naveed Zafar Ashfaq Jaffery & Co.	Rs. 62,500,000/-	Third		Third highest combined score in QCBS	



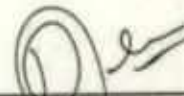
Signatures of the Members of the Committee.



Mr. Sohail Rajput
Secretary
Finance Department



Mr. Noor Muhammad Leghari
Secretary
Livestock & Fisheries
Department



Ms. Rehana Memon
Secretary (Dev.)
Planning & Development
Department



Mr. Abdullah Mewati
Livestock (Research &
Extension)
Livestock & Fisheries
Department



Mr. Ali Sibtain
Director General
Public Private Partnership Unit
Finance Department



Mr. Fahad Ansari
Director
Public Private Partnership Unit
Finance Department

Vacant

Project Manager
Livestock Farms Project
Livestock & Fisheries
Department



Minutes of Consultants Selection Committee Meeting on Livestock Farms Project

A meeting of Consultant Selection Committee (the "CSC") for the Transaction Advisory Services, Livestock Farms Project (the "Project") was held on Friday, 3rd April 2015 at 02:15 p.m. at the Committee Room of Finance Department, Government of Sindh under the chairmanship of Secretary, Finance Department. The meeting was convened to approve the technical proposals evaluation undertaken by the CSC Sub-Committee and open the Financial bids for the Project under Public Private Partnership ("PPP") mode. The list of participants is attached as [Annexure-A].

The agenda of the meeting was as follows:

Agenda # 1: Approval of the evaluation of Technical Proposals

- The meeting started with a presentation by Director PPP Unit, whereby he appraised the forum regarding the background of the project and findings of the CSC Sub-Committee for the evaluation of the technical bids received under the Request for Proposal. Minutes of the CSC Sub-Committee are attached as Annexure-B.
- The Director PPP Unit informed the forum that out of four bids, three bids technically qualified (by securing more than or equal to 80 marks) and one bid technically disqualified as given below:

Technically Qualified Bids

#	Bidder	Technical score
1	M/S Integrated Equities Consortium	89.35
2	M/S Management & Development Center Consortium	83.15
3	M/S Naveed Zafar Ashfaq Jaffery & Co. Consortium	81.10

Technically Disqualified Bids

#	Bidder	Technical score
1	M/S JBS Livestock	42.75

4. The Director PPP Unit further elaborated the evaluation criteria as per bidding documents, based on which the evaluation of technical proposals was undertaken by the CSC Sub-Committee. The Sub-Committee evaluation findings were briefed in detail to the forum regarding technical proposals. The Secretary (Dev) P&D Department, however, raised some reservations over criteria "Relevant Experience" component of evaluation criteria.

Decision: The Consultant Selection Committee endorsed the evaluation of technical proposals carried out by the CSC Sub-Committee and approved technical qualification of three (3) bids.

Agenda # 2: Opening of Financial Proposals

5. The Director PPP Unit read aloud the technical bid score of each bidder to the CSC members as well as representatives of the bidders. The un-opened and sealed financial proposal of technically disqualified bidder was returned back to the bidder. The financial proposals of three (3) technically qualified bidders were opened and the quoted financial bid price of each qualified bidder was read aloud by Director PPP Unit. Thereafter, the CSC members signed the financial proposals before the authorized representative of bidders. The financial bid price of technically qualified bidders is given below:

#	Bidder	Bid Price
1	M/S Management & Development Center Consortium	24.099 million
2	M/S Integrated Equities Consortium	49.90 million
3	M/S Naveed Zafar Ashfaq Jaffery & Co. Consortium	62.50 million


Agenda # 3: Announcement of Successful Bidder

6. Based on financial bid price, the financial score was computed pursuant to bidding documents by the CSC. The Secretary Finance being the chair of CSC announced the combined score (technical and financial) of the bidders and declared M/S Management & Development Center consortium successful bidder. The break-up of score is given below:

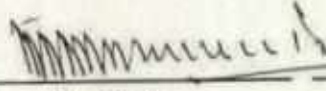
#	Bidder	Combined Score
1	M/S Management & Development Center Consortium	94.45
2	M/S Integrated Equities	89.66
3	M/S Naveed Zafar Ashfaq Jaffery & Co. Consortium	80.32

Decision: The CSC unanimously approved M/S Management & Development Center being the Successful bidder based on attaining highest combined score

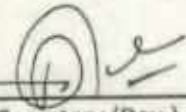
7. Meeting ended with a vote of thanks.



Secretary
Finance Department



Secretary
Livestock & Fisheries
Department



Secretary (Dev.)
Planning & Development
Department



Livestock (Research &
Extension)
Livestock & Fisheries
Department



Director General
Public Private Partnership Unit
Finance Department



Director
Public Private Partnership Unit
Finance Department

Vacant

Project Manager
Livestock Farms Project
Livestock & Fisheries
Department

Annexure-A

List of Participants

1. Mr. Muhammad Sohail Rajput, Secretary, Finance Department, Government of Sindh
2. Mr. Noor Muhammad Laghari, Secretary, Livestock & Fisheries Department, Government of Sindh
3. Ms. Rehana, Secretary (Dev), Planning & Development Department, Government of Sindh
4. Mr. Shahab-udin Memon, Senior Chief Livestock, Planning & Development Department, Government of Sindh
5. Director General (Research & Extension), Livestock & Fisheries Department, Government of Sindh
6. Mr. Ali Sibtain, Director General PPP Unit, Finance Department, Government of Sindh
7. Mr. Fahad Ansari, Director, PPP Unit, Finance Department, Government of Sindh

Representatives of Bidders

1. Mr. Rehan Saeed, CEO JBS Livestock (Bidder)
2. Mr. Jam Naveed, Representative of MDC Consortium (Bidder)
3. Mr. Amjad Murtaza, Representative of MDC Consortium (Bidder)
4. Mr. Ehsan Elahi Vohra, Representative of Naveed Zafar Ashfaq Jaffery Consortium (Bidder)



**Minutes of CSC Sub-Committee Meeting for Evaluation
of Technical Proposals for Transaction Advisory Services,
Livestock Farms Project**

A meeting of the Sub-Committee of Consultant Selection Committee (the "CSC") for the Transaction Advisory Services, Livestock Farms Project (the "Project") was held on Thursday, 12th March 2015 at 10:00 a.m. at the Committee Room of Public Private Partnership ("PPP") Unit, Finance Department, Government of Sindh in order to evaluate the Technical proposals as per the criteria prescribed in Request for Proposal (RFP) issued.

2. A total of 04 (four) below firms/consortiums had submitted their bids for evaluation on the above subject:

- i. M/S Naveed Zafar Ashfaq Jaffery & Co / AWJ Services UK
- ii. M/S Management and Development Centre / PAN Livestock Services UK / Ahmed & Qazi / IQ Capital
- iii. M/S JBS Livestock
- iv. M/s Integrated Equities / Peritus Farm DMCC

3. The proposals submitted by the above firms were evaluated as per prescribed criteria laid down in RFP. The detailed evaluation report of the bidders duly signed by the Sub-Committee members is placed at Flag-A.

4. Out of the 04 (four) proposals received, 03 (three) have qualified, only bidder M/S JBS Livestock has not qualified. The findings of the Sub-Committee are submitted for the approval of Consultant Selection Committee.

5. Meeting ended with a vote of thanks.

Mr. Abdullah Mewati
DG, Livestock (Research &
Extension), Livestock & Fisheries
Department

Mr. Fahad Ansari
Director
PPP Unit, Finance Department

Mr. Shahab-udin Memon
Chief Livestock, P&D Planning &
Development Department

Score	# of firms
100 points	0
80-100 points	3
50-79 points	0
50 points	0
below 50 points	1
Total	4

EVALUATION OF TECHNICAL PROPOSALS FOR TRANSACTION ADVISORY OF LIVESTOCK FARMS PROJECT

Details	Naveed Zafar Ashfaq Jaffery & Co		IBS Livestock	MDC	Integrated Equity
	Total	Score	Score	Score	Score
Firm's Relevant Experience					
- Transaction Advisory for projects for local/international livestock/dairy farming in Gulf, Europe and listed/blue chip private sector company in Pakistan and also for projects undertaken in PPP mode during last 10 years (1 Project = 0 points, 1 Project = 1.5 points, 2 Projects = 3 points, 4 Projects = 4.5 points, Greater than or equal to 4 Projects = 6 points)	6.00	1.50	-	-	-
- Feasibility study experience for international livestock / dairy farming projects in Gulf and Europe with at least one listed / blue chip company in Pakistan (1 Project = 0 points, 1 Project = 4.5 points, 2 Projects = 9 points, 3 Projects = 13.5 points, Greater than or equal to 4 Projects = 18 points)	18.00	12.50	-	16.00	18.00
- Transaction Advisory experience for livestock / dairy farming and fodder farming sector in Pakistan and internationally (1 Project = 0 points, 1 Project = 3 points, 2 Projects = 3 points, 3 Projects = 4.5 points, Greater than or equal to 4 Projects = 6 points)	6.00	3.00	-	6.00	6.00
Sub-Total Firms Relevant Experience	30.00	18.00	-	24.00	24.00
Key Personnel					
Financial Team	15.00				
Team Leader	10.00	10.00	7.00	9.00	10.00
Financial Analyst	5.00	4.85	-	4.95	4.90
Technical Team	30.00				
Livestock Expert-I	15.00	14.25	12.75	11.00	14.10
Livestock Expert-II	15.00	14.25	13.50	11.00	13.35
Legal Team	5.00				
Legal Expert	5.00	4.75	4.50	4.30	5.00
Sub-Total Key Personnel	60.00	48.10	37.75	49.15	47.35
Appreciation of TOR	4.00				4.00
Approach and Methodology	8.00	5.00	5.00	5.00	7.00
Work Plan and Manning Schedule	8.00	6.00	-	5.00	7.00
Sub-Total	20.00	15.00	5.00	10.00	18.00
Total	100.00	81.10	42.75	83.15	89.35



Minutes of Consultants Selection Committee Meeting on Livestock Farms Project

A meeting of Consultant Selection Committee (the "CSC") for the Transaction Advisory Services, Livestock Farms Project (the "Project") was held on Thursday, 5th March 2015 at 02:45 p.m. at the Committee Room of Finance Department, Government of Sindh under the chairmanship of Secretary, Finance Department. The meeting was convened to open the Technical bids to hire consultant for the Project under Public Private Partnership ("PPP") mode. The list of participants and attendance sheet copy is attached as [Annexure-A].

2. The Chair initiated the discussion by welcoming the participants and informed that the technical bids will be opened first and financial proposals shall be kept un-opened. The financial bids shall be opened later only of those bidders who qualify technically and return sealed financial proposals to technically disqualified bidders. The following four bidders submitted bids:

- i. M/S Naveed Zafar Ashfaq Jaffery & Co
- ii. M/S Management and Development Centre
- iii. M/S JBS Livestock
- iv. M/s Integrated Equities

3. The technical bids were opened and signed by the committee members before the authorized representative of bidders. The financial bids were kept un-opened.

Decision: *The CSC unanimously nominated Sub-committee to evaluate technical proposals. The composition of Sub-committee is as follows:*

- i. *Mr. Abdullah Mewati, DG Livestock Extension, Livestock & Fisheries Department*
- ii. *Mr. Shahabuddin Memon, Senior Chief Livestock, P&D Department*
- iii. *Mr. Fahad Ansari, Director PPP Unit, Finance Department*


4.

Meeting ended with a vote of thanks.


Secretary
Finance Department


Secretary
Livestock & Fisheries
Department


Secretary (Dev.)
Planning & Development
Department


Livestock (Research &
Extension)
Livestock & Fisheries
Department


Director General
Public Private Partnership Unit
Finance Department


Director
Public Private Partnership Unit
Finance Department

Vacant
Project Manager
Livestock Farms Project
Livestock & Fisheries
Department

Annexure-A

List of Participants











1. Mr. Sohail Rajput, Secretary, Finance Department, Government of Sindh
2. Mr. Noor Muhammad Laghari, Secretary, Livestock & Fisheries Department, Government of Sindh
3. Ms. Rehana, Secretary (Dev), Planning & Development Department, Government of Sindh
4. Mr. Shahab-udin Memon, Senior Chief Livestock, Planning & Development Department, Government of Sindh
5. Director General (Research & Extension), Livestock & Fisheries Department, Government of Sindh
6. Mr. Fahad Ansari, Director, PPP Unit, Finance Department, Government of Sindh
7. Mr. Aqib Ali Shah, Assistant Director Technical, PPP Unit, Finance Department, Government of Sindh
8. Mr. Rehan Saeed, CEO JBS Livestock (Bidder)
9. Mr. Avais Inayat Memon, Representative of MDC Consortium (Bidder)
10. Mr. Amjad Murtaza, Representative of MDC Consortium (Bidder)
11. Mr. Ehsan Elahi Vohra, Representative of Naveed Zafar Ashfaq Jaffery Consortium (Bidder)

ATTENDANCE SHEET

Meeting on Consultant Selection Committee of Live Stock Farms Project

Committee Room of Finance Department, 1st Floor, Sindh Secretariat No. 6, Kamal Attaturk Road, Karachi

05th March, 2015 (Thursday) at 02:45PM

S. NO.	NAME	DESIGNATION	DEPARTMENT	CONTACT NO.	SIGNATURE
1.	FAHAD ANSARI	DIRECTOR, PPP Unit	Finance Dept	99222193	
2.	S. AOBIS AUS SHAN	AD, PPP Unit	Finance Dept.	98222148	
3.	Dr. Abdul Wahid Nawaz	Dir (LPS) Res 1	Livestock	0345-3705787	
4.	M. Reham Saeed	CEO	JBS Livestock	0322-2345555	
5.	Shahabuddin Afemon	Senior Chief (LSPF)	P & D	021-99213833	
6.	Araiz Inay of Memon	Manager Programs	MDC	0301-3896904	
7.	Anjish Malik	Manager - Finance	IO Capital Plan	0345-3610344	
8.	AhSan Elahi Vohra	Partner	Naved Zafar Akhbari Jeffrey & Co Chartered Accountants Finance	0300-8254011	
9.	Sohail Rajput	Secretary			
10.	Noor Mohd Nigrovi	Secy. ISO 9001	Live Stock & Fisheries	0335- ---	
11.					
12.					