

Section 1. Introduction

1. Name of Assignment

Hiring of Consultancy Firms for Financial, Legal and Transaction Advisory Services for Zulfikarabad Development Authority

2 Procuring Agency

Zulfikarabad Development Authority (ZDA)

3 Consultant Selection Committee

Technical Committee was formed on 19.06.2012 through the Government of Sindh Notification NO:SO(C-IV)SGA&CD/4-64/09, with the following composition (**Annexure- 1**):

- | | | |
|----|--|--------------------|
| a. | Director (Planning), Zulfikarabad Development Authority
Government of Sindh | Chairman |
| b. | Director (Operations), Zulfikarabad Development Authority
Government of Sindh | Member |
| c. | Representative of Planning & Development Department
Government of Sindh (not below the rank of BS-18) | Member |
| d. | Representative of Finance Department
Government of Sindh (not below the rank of BS-18) | Member |
| e. | Deputy Director (Planning), Zulfikarabad Development Authority
Government of Sindh | Member / Secretary |

4 Method of Selection

In the CSC meeting held on July 13, 2012, prequalification of the consulting firms / consortia was finalized and accordingly CSC approved the issuance of Request for Proposal (RFP) document to the prequalified Consultants. Keeping in view, nature of the assignment Quality cum Cost Based Selection (QCBS) method was adopted as per SPPRA 2010. RFP was prepared accordingly and was discussed during the CSC meeting held on 27-07-2012 (**Annexure -2**).

The weights given to the Technical and Financial Proposals are:-

Technical: (80%)
Financial: (20%)

5 Evaluation Methodology

The method of evaluation is based on Quality cum Cost Based Selection (QCBS) with 80% weightage for Technical Proposal and 20% weightage for Financial Proposal. Technical Evaluation Criteria is attached (**Annexure - 3**). Technical Proposal passing marks are taken as 70; this was agreed in CSC meeting on 22-07-2012.

Each responsive Proposal has to score a technical score (St). St should be more than 70 and incase St is below 70, Proposal is to be rejected at the Technical Evaluation stage.

Section 2. Invitation, Submission and Opening of Proposals

6. Details of Invitation

The Prequalified Consultants by CSC were invited to submit Technical & Financial proposals vide ZDA letter No.ZDA/ DPlans /RFP/RSOQ/2012 dated 7th August, 2012,. The list of Firms/Consortia invited is attached (**Annexure - 4**).

7. Bidding Process

Technical & Financial Proposals submission date was fixed as 7th September, 2012 and Pre-Bid meeting held on 27th, August, 2012. Minutes of Pre-Bid Meeting and clarifications are attached (**Annexure-5**). On the request of Bidders/Firms the bid submission date was extended till 17th, September, 2012.

8 Bid Closing

Bids were closed on 17th September, 2012 at 1200 hours at ZDA office D-8, Kehkashan Clifton Block 2, Karachi.

9. Details of Bid Opening (Technical Proposal Opening)

The Technical Proposals (Bids) were opened infront of Representatives of the Firms and CSC members at ZDA Conference Room, D-8, Kehkashan Clifton Block 2, Karachi on 17th September, at 1230 hours. The Record of Bid Opening and the attendance sheet are attached as (**Annexure-6 & 7**) respectively.

10. Receipt of Bids

Out eight of (4) invited Firms/Consortia, Three (3) Firms/Consortia submitted their bids on 17th, 2010. The names of Firms/JVs who submitted bids are as follows.

- i. Pangea Growth (Pvt.) Limited in association with M/s Exponent Engineers
- ii. National Management Consultants (Pvt) Ltd.
- iii. JV of BMA Capital Management and M. Yousuf Adil & Co in association with Haidermota and Co, and Techno Consulting International

Section 3. Technical Evaluation

11. Determination of Responsiveness of Proposals

Proposals were examined to:

- ✓ confirm the submission of bid security with Technical Proposal;
- ✓ ensure responsiveness to all the requirements of the bidding documents; and
- ✓ confirm the eligibility of the bidder to bid.

All the Bidders/Firms submittals were found in conformance with the conditions outlined in RFP. Also while checking it was noted that Joint Venture of M/s. BMA Capital and M. Yousuf Adil Saleem and Co in association with Haidermota & Co. have associated another firm M/s. Techno Consulting International as Technical Advisor, which is permissible as per Clause 13 of the RFP. The results of this preliminary examination are given in attached (Annexure-8)

12. Bid Security

Pursuant to clause 15.2 of instruction to bidders, all bidders were required to submit bid security of 1% of bid price with a validity of 90 days. All bidders have complied with the requirements and submitted the bid security in the form of Pay Order / Demand Draft in favor of ZDA.

13 Detailed Evaluation of Technical Proposals.

Consultant Selection Committee (CSC) evaluated the Technical Proposals received from the Consulting Firms/ Consortia on the basis of Evaluation Criteria provided to all the prequalified Firms/Consortia, (Annexure-09). Technical Proposal passing marks are taken as 70; this was agreed in CSC meeting on 22-07-2012.

On the basis of Technical Evaluation, the scoring and the status of the Consulting Firms/Consortia are as follows:

S.No.	Name of Firm /Consortia	Marks Obtained (St)	Technical Ranking	Status
i.	Pangea Growth (Pvt.) Limited in association with M/s Exponent Engineers	78	2	Qualified
ii.	National Management Consultants (Pvt) Ltd.	70	3	Qualified
iii.	JV of BMA Capital Management and M. Yousuf Adil & Co in association with Haidermota and Co, and Techno Consulting International	83	1	Qualified

14. Technical Evaluation Recommendations

According to RFP, minimum Technical Score required to qualify is 70 points. All three (3) Consulting Firms/Consortia who submitted bids scored the qualifying marks and thus stand technically qualified.

Therefore in the Consultant Selection Committee's Report regarding Evaluation of Technical Proposals duly approved by the Competent Authority, it was recommended that the Financial Proposals of the under mentioned technically qualified consulting firms may be opened in the presence of their representatives and CSC members:

- i. Pangea Growth (Pvt.) Limited in association with M/s Exponent Engineers
- ii. National Management Consultants (Pvt) Ltd.
- iii. JV of BMA Capital Management and M. Yousuf Adil & Co in association with Haidermota and Co, and Techno Consulting International

Section 4. Financial Evaluation

415. Details of Financial Bid Opening

During meeting held on 25th September, 2012 CSC recommended that the Financial Proposal of the firms who have obtained required qualifying score in Technical Evaluation be opened in presence of CSC committee and representatives of Firms/Consortia.

Accordingly the firms/Consortia were notified, (Annexure – 10). The Financial Proposals opening was held at ZDA Conference Room, D-8, Kehkashan Clifton Block 2, Karachi on 1st October, 2012 at 1230 hours. Financial envelopes were opened; and prices were read out. Copies of the Bid Opening Record are attached (Annexure- 11 & 12).

16. Examination of Financial Proposal

Consultant Selection Committee (CSC) at initial stage corrected computational errors, discrepancies between a partial amount and the total amount. The multiplication of man-month rates with number of man-months and the total amount quoted were also checked. Similarly quoted direct cost/ reimbursable costs calculations were checked with the Total Price. The quoted bid price and arithmetically corrected bid prices are tabulated hereunder.

S.No.	Name of Firm /Consortia	Announced/ Quoted Price (Rs.)	Arithmetically Corrected Price (Rs.)
i.	Pangea Growth (Pvt.) Limited in association with M/s Exponent Engineers	35,000,000	35,000,000
ii.	National Management Consultants (Pvt) Ltd.	17,390,000	17,390,000
iii.	JV of BMA Capital Management and M. Yousuf Adil & Co in association with Haidermota and Co, and Techno Consulting International	79,900,000	79,899,998

17. Detailed Scrutiny of Financial Proposals

Financial Bids were then examined thoroughly as per the responsiveness to the RFP. The Financial Proposal of each bidder, bid responsiveness as per RFP and deviations are explained below:

i. Ms. Pangea Growth (Pvt.) Limited in association with M/s Exponent Engineers

M/s. Pangea Growth (Pvt.) Limited in association with M/s Exponent Engineers AA Associates – ECIL submitted financial bid as per the format given in RFP but their financial bid does not include details of Remuneration and Direct / Reimbursable Costs. This was discussed by the CSC and it was agreed that the financial bid was partially incomplete but substantially responsive. As the inclusion of any details would not alter the final price by the Firm/Consortia.

ii. National Management Consultants (Pvt) Ltd.

Financial Proposal submitted by M/s. National Management Consultants (Pvt) Ltd is comprehensive in all respects.

iii. JV of BMA Capital Management and M. Yousuf Adil & Co in association with Haidermota and Co, and Techno Consulting International

Financial Proposal submitted by the JV of BMA Capital Management and M. Yousuf Adil & Co in association with Haidermota and Co, and Techno Consulting International is also comprehensive in all respects.

Section 5. Combined Technical and Financial Score

18. Combined Technical and Financial Score

A total score for each bid was obtained by adding the technical and financial scores after multiplying by the weightings stated in the RFP. The technical weight was 80 % and the financial weight was 20 %. The bids were ranked according to total score, with the highest total score being ranked number 1.

As per methodology of Quality and Cost Based Selection the lowest evaluated Financial Proposal (Fm) has been given the maximum financial score (Sf) of 100 points. The financial scores (Sf) of the other Financial Proposals have been computed as indicated in the Data Sheet. Proposals are ranked according to their combined technical (St) and financial (Sf) scores using the weights (T = the weight given to the Technical Proposal; P = the weight given to the Financial Proposal; T + P = 1) indicated in the Data Sheet: $S = St \times T\% + Sf \times P\%$. Detailed Financial Evaluation is attached (Annexure – 12).

S.N o	Name of Firm	Technical Score	Evaluated Financial Bid	Financial Score $Sf = 100 \times fm / F$	Weightage %		Final Score (Combined)	Ranking
		St	F	Sf	T 80% Tech	P 20% Fin		
i.	National Management Consultants (Pvt) Ltd.	70	17,390,000	100.00	56.00	20.00	76.00	1
ii	Pangea Growth (Pvt.) Limited in association with M/s Exponent Engineers	78	35,000,000	49.69	62.40	9.94	72.34	2
iii.	JV of BMA Capital Management and M. Yousuf Adil & Co in association with Haidermota and Co, and Techno Consulting International	83	79,899,998	21.76	66.40	4.35	70.75	3

F Evaluated Financial Bid

Fm Lowest Evaluated Financial Bid

St Technical Score

Sf Financial Score

T Weightage given to Technical Proposal

P Weightage given to Financial Proposal

Section 6. Recommendation

20. Recommendation

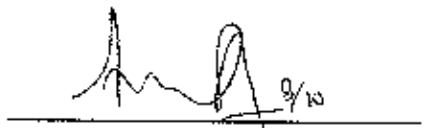
Based on the evaluation of technical and financial proposals as per criteria given in the RFP; M/s. National Management Consultants (Pvt.) Ltd stands No.01 followed by M/s. Pangea Growth (Pvt.) Limited in association with M/s Exponent Engineers (No.02) and JV of BMA Capital Management and M. Yousuf Adil & Co in association with Haidermota and Co, and Techno Consulting International (No. 03).

It is therefore recommended that M/s. National Management Consultants (Pvt.) Ltd be awarded the Consultancy Services at the sum of Rs. 17,390,000/- (Pak Ruppes Seventeen Million Three Hundred and Ninety Thousands Only).




8/10

Director Planning, ZDA

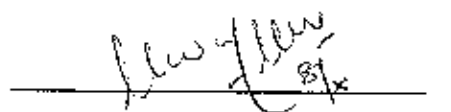


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Director (Operations) (A), ZDA



Representative of Finance Dept



8/10

Representative of (P&D) Department



8/10/12

Deputy Director (Plans.), ZDA

Att: Mr. JAMSHED HAN VIEMUN
MANAGER (Assessment), SPPRA



ZULFIKARABAD DEVELOPMENT AUTHORITY



Bungalow # D - 8, Block 2, Kehkashan Clifton, Karachi
Tel# 0092-21-99210, Fax # 0092-21-99210582

No: ZDA/D. Planning/SPPRA/RSOQ/2012/ (288)
Karachi Dated: 26th April, 2012

To,

The Manager (Assessment),
SPPRA, Government of Sindh,
Karachi.


Subject: RSOQ REF NO: 1669/12 DATED 17TH APRIL 2012 ADVISORY
SERVICES FOR FINANCIAL, LEGAL AND TRANSACTION.

Reference your letter No. Dir (A&F) M0474SPPRA/28-1/11-12/6448
Dated 19th April 2012.

It is to inform you that we have prepared a RSOQ document for the subject assignment. The RSOQ has been prepared following the guidelines of Rule 73 and 74 of SPPRA rules 2010. In term of philosophy & contents it is the same as a REOI and will be used for pre-qualification of interested bidders.

2. After pre-qualification the RFP will be issued to the shortlisted firms which will be prepared as per rule 75 of SPPRA rules 2010.

3. We are enclosing herewith a soft copy of RSOQ for uploading on SPPRA website, with the request for issuance of an Identification number.


MUMTAZ ALI
DIRECTOR (PLANNING), ZDA

Copy to:

- * Managing Director, ZDA (through PSO)
- * Master File