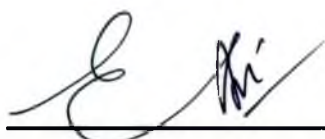


## SUMMARY OF TECHNICAL PROPOSAL EVALUATION

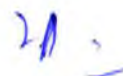
		Maximum Marks	Marks Obtained M/S KPMG Consortium	Marks Obtained M/S Deloitte Consortium
1.	Firm's Relevant Experience	40.00	40.00	40.00
2.	Key Professional Staff	50.00	48.50	43.00
3.	Financial Capability	04.00	04.00	04.00
4.	Appreciation of TOR	02.00	01.00	1.00
5.	Approach & Methodology	02.00	01.00	2.00
6.	Work Plan and Man-month schedule	02.00	01.00	1.00
	<b>Total</b>	<b>100</b>	<b>95.50</b>	<b>91.00</b>
	<b>Status</b>		<b>Pass</b>	<b>Pass</b>
	<i>Qualifying Marks = 80%</i>			



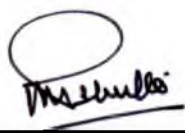
Mr. Azam Hamdani  
Project Manager HTMK  
Works & Services Department  
(Chairman)



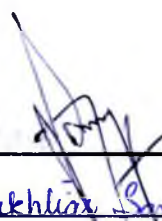
Mr. Fahad Ansari  
Director PPP Unit  
Finance Department  
(Member)



Mr. Anwer Ali Mughal  
Chief T&C, Planning &  
Development Department  
(Member)



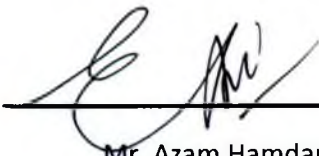
Mr. Yousuf Bhutto  
Deputy Director, PM&EC  
Works & Services Department  
(Member)



Mr. Mukhlis Samejo  
Deputy Director, PPP Node,  
Works & Services Department  
(Member / Secretary)

**EVALUATION OF TECHNICAL PROPOSALS FOR TRANSACTION ADVISORY, HYDERABAD TM KHAN ROAD PROJECT**

Details	KPMG	Deloitte
Total	Score	Score
<b>Firm's Relevant Experience</b>		
- <b>Transaction Advisory Experience for construction of Road and/or Bridge Projects in last 10 years</b> (1 Project = 4 points, 2 Projects = 8 points, 3 Projects = 12 points, Greater than or equal to 4 Projects = 16 points)	16.00	16.00
- <b>Feasibility study experience of construction of Road and/or Bridge projects</b> (1 Project = 2 points, 2 Projects = 4 points, 3 Projects = 6 points, 4 Projects = 8 points, 5 Projects = 10 points, Greater than or equal to 6 Projects = 12 points)	12.00	12.00
- <b>Designing experience of Road and/or Bridge Project</b> (1 Project = 1 points, 2 Projects = 2 points, 3 Projects = 3 points, 4 Projects = 4 points, 5 Projects = 5 points, Greater than or equal to 6 Projects = 6 points)	6.00	6.00
- <b>Construction Supervision experience of Road and/or Bridge Projects</b> (1 Project = 1 points, 2 Projects = 2 points, 3 Projects = 3 points, 4 Projects = 4 points, 5 Projects = 5 points, Greater than or equal to 6 Projects = 6 points)	6.00	6.00
<b>Sub-Total Firms Relevant Experience</b>	<b>40.00</b>	<b>40.00</b>
<b>Key Professional Staff</b>		
<b>Financial Team</b>	<b>10.00</b>	
Financial Team Leader	5.00	5.00
Financial Analyst	5.00	-
<b>Technical Team</b>	<b>30.00</b>	
Sr. Engineer	10.00	10.00
Bridge Engineer	10.00	9.00
Highway Engineer	10.00	9.50
<b>Legal Team</b>	<b>10.00</b>	
Legal Expert		9.50
<b>Sub-Total Key Professional Staff</b>	<b>50.00</b>	<b>48.50</b>
<b>Financial Capability</b>		
- <b>Annual Turnover</b> (PKR 200 million = 4 points, PKR 150 million = 3 points, PKR 100 million = 2 points, PKR 50 million = 1 point)	4.00	4
<b>Appreciation of TOR and understanding of the assignment</b>	2.00	1.00
<b>Approach and Methodology</b>	2.00	2.00
<b>Work Plan and Manning Schedule</b>	2.00	1.00
<b>Sub-Total</b>	<b>10.00</b>	<b>8.00</b>
<b>Total</b>	<b>100.00</b>	<b>91.00</b>



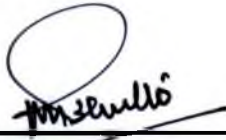
Mr. Azam Hamdani  
Project Manager HTMK  
Works & Services Department  
(Chairman)



Mr. Fahad Ansari  
Director PPP Unit  
Finance Department  
(Member)



Mr. Anwer Ali Mughal  
A. Chief T&C, Planning &  
Development Department  
(Member)



Mr. Yousuf Bhutto  
Deputy Director, PM&EC  
Works & Services Department  
(Member)



Mr. Mukhtiar Samejo  
Deputy Director, PPP Node,  
Works & Services Department  
(Member / Secretary)

# M/S KPMG CONSORTIUM

1. KPMG - Lead Member (Financial Consulting Firm)

2. NESPAK - Technical Member Firm

3. Ahmed & Qazi - Legal Member

Firm's Relevant Experience	Maximum Points	No. of Projects	Points obtained
Transaction Advisory experience for construction of road/brid	16	4	16.00
Feasibility study of construction of road/bridge	12	17	12.00
Designing experience of road / bridge projects	6	15	6.00
Construction supervision experience of road / bridge projects	6	19	6.00
<b>Key Professional Staff</b>			
<b>Qualification, Employment with the firm &amp; Relevant Experience</b>			
Financial Team			
Financial Team Leader	5	KPMG	5.00
Financial Analyst	5	KPMG	5.00
Technical Team			
Sr. Engineer	10	NESPAK	9.50
Bridge Engineer	10	NESPAK	9.50
Highway Engineer	10	NESPAK	9.50
Legal Team			
Legal Expert	10	A&Q	10.00
Financial Capability			
Annual Turnover	4		4.00
Appreciation of TOR and Understanding of assignment	2		1.00
Proposed Methodology	2		1.00
Work Plan and Manning Schedule	2		1.00
<b>TOTAL SCORE</b>	<b>100</b>	<b>TOTAL POINTS OBTAINED</b>	<b>95.50</b>

## BREAK-UP

Consortium Members: 11 projects KPMG, 3 NPK, 0 AQ;  
 Consortium Members: 10 projects KPMG, 17 NPA, 0 AQ;  
 Consortium Members: 10 projects KPMG, 15 NPA, 0 AQ;  
 Consortium Members: 10 projects KPMG, 19 NPA, 0 AQ;

Financial					
	Name	Qualification	years with firm	Years experience	Points
1	Ahmed Rizvi	CA (25 points)	21 (5 points)	21 (70 points)	100
2	Ali Raza	CA (25 points)	16 (5 points)	16 (70 points)	100
Technical					
	Name	Qualification	years with firm	Years experience	Points
1	Syed Munawwar Abbas	MS (20 points)	27 (5 points)	27 (70 points)	95
2	Sohail Aslam	MS (20 points)	31 (5 points)	33 (70 points)	95
3	Danish Raza	MS (20 points)	26 (5 points)	26 (70 points)	95
Legal					
1	Naseem Ahmed	LLM (25 points)	16 (5 points)	16 (70 points)	100

Mr. Azam Hamdani

Project Manager HTMK  
 Works & Services Department  
 (Chairman)

Mr. Fahad Ansari

Director PPP Unit  
 Finance Department  
 (Member)

Mr. Anwer Ali Mughal  
 Chief T&C, Planning &  
 Development Department  
 (Member)

Mr. Yousuf Bhutto

Deputy Director, PM&EC  
 Works & Services Department  
 (Member)

Mr. Mukhtiar Samejo

Deputy Director, PPP Node,  
 Works & Services Department  
 (Member / Secretary)



# M/S DELOITTE YOUSUF ADIL CONSORTIUM

1. Deloitte Yousuf Adil - Lead Member (Financial Consulting Firm)
2. RIAA Barker Gillette - Legal Consulting Firm
3. ECIL - Technical Consulting Firm
4. AA Associates - Technical Consulting Firm
5. Exponent Engineering - Technical Consulting Firm

Firm's Relevant Experience	Maximum Points	No. of Projects	Points obtained
- Transaction Advisory experience for construction of road/brid	16	6	16.00
- Feasibility study of construction of road/bridge	12	27	12.00
- Designing experience of road / bridge projects	6	28	6.00
- Construction supervision experience of road / bridge projects	6	27	6.00
<b>Key Professional Staff</b>			
<b>Financial Team</b>			
Financial Team Leader	5	Deloitte	5.00
Financial Analyst	5	Deloitte	0.00
<b>Technical Team</b>			
Sr. Engineer	10	Exponent	10.00
Bridge Engineer	10	AA Assoc	9.00
Highway Engineer	10	ECIL	9.50
<b>Legal Team</b>			
Legal Expert	10	AQ	9.50
<b>Financial Capability</b>			
1- Annual Turnover	4		4.00
Appreciation of TOR and Understanding of assignment	2		1.00
Proposed Methodology	2		2.00
Work Plan and Manning Schedule	2		1.00
<b>TOTAL SCORE</b>	<b>100</b>	<b>TOTAL POINTS OBTAINED</b>	<b>91.00</b>

## BREAK-UP

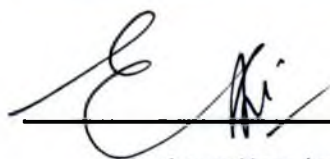
Consortium Members 14 projects Del, 0 RIAA, 2 ECIL, 0 AA, 0 EN)  
 Consortium Members 10 projects Del, 0 RIAA, 6 ECIL, 12 AA, 9 EN)  
 Consortium Members 10 projects Del, 0 RIAA, 7 ECIL, 13 AA, 8 EN)  
 Consortium Members 10 projects Del, 0 RIAA, 7 ECIL, 15 AA, 5 EN)

Qualification,  
 Employment with the  
 firm & Relevant  
 Experience

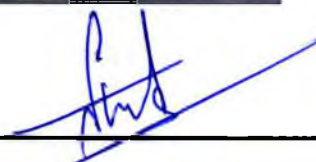
Financial					
	Name	Qualification	years with firm	Years experience	Points
1	Abdul Rab	CA (25 points)	14 (5 points)	14 (70 points)	100
2	Fazal Karim khatri	10 points)	0 (0 points)	0 (0 points)	0

Technical					
	Name	Qualification	years with firm	Years experience	Points
1	Dr. S. M. Shahid Alam	PhD (25 points)	15 (5 points)	32 (70 points)	100
2	Abdul Aleem Khan	BE (15 points)	40 (5 points)	55 (70 points)	90
3	Syed Azhar Ali Zaidi	MS (20 points)	10 (5 points)	18 (70 points)	95

Legal					
1	Bilal Seaukat	LLB (20 points)	8 (5 points)	13 (70 points)	95



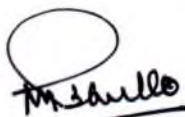
Mr. Azam Hamdani  
 Project Manager HTMK  
 Works & Services Department  
 (Chairman)



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 Finance Department  
 (Member)



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 Chief T&C, Planning &  
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 (Member)



Mr. Yousuf Bhutto  
 Deputy Director, PM&EC  
 Works & Services Department  
 (Member)



Mr. Mukhtyar Samejo  
 Deputy Director, PPP Node,  
 Works & Services Department  
 (Member / Secretary)