

GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT

MINUTES OF THE TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION  
MANAGEMENT ORGANIZATIONS

Opening of the prequalification documents (EOI) received from prospective bidders for the  
EMO's

Date: Jun 10, 2015

Participants:

1. Dr. Fazlullah Pechuho – Secretary Education (Education & Literacy Department)
2. Mr. Rehan Iqbal Baloch - Additional Secretary (Education & Literacy Department)
3. Abdul Rahim Shaikh- CE, Finance Department, GoS
4. Ali Sibtain. DG PPP Unit. Finance Department. GoS
5. Tauseef Lateef - Director PPP (NODE) (Education & Literacy Department)

Minutes of Meeting

- On 10<sup>th</sup> June, 2015, Technical and Financial Evaluation Committee (TFEC) meeting was held at 3:00 pm under the chairmanship of Secretary Education & Literacy Department, Government of Sindh (GoS) (Notification of TFEC attached).
- The Expression of Interest (EOI) was published widely in daily newspapers on May 13, 2015 and the deadline for submission of applications was June 10, 2015 at 2:30pm i.e. today.
- The names of the Prospective Bidders who had submitted their Shortlisting Applications were read aloud by the Director PPP (NODE) and sealed envelopes were shown to the members of the committee along with the list of prospective bidders that submitted the applications. (List Attached).
- The Chair directed to share the names of the final Shortlisted Firms and RFP with SPPRA after completing the codal formalities.
- RFPs shall be provided to the shortlisted EMOs in accordance with the rules of the Sindh Public Procurement Rules, 2010.
- The meeting was adjourned by Secretary Education with a vote of thanks.

Tauseef

Rehan



GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT

MINUTES OF THE TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION  
MANAGEMENT ORGANIZATIONS

Opening of the prequalification documents (EOI) received from prospective bidders for  
the EMO's

Chairman

Secretary, Education & Literacy Department

Member

Secretary, Finance Department/  
✓CE, Finance Department

Member

Additional Secretary,  
Education & Literacy Department

Member

DG PPP Unit, Finance Department

Member/Secretary

Director PPP Node

Education & Literacy Department



**PUBLIC PRIVATE PARTNERSHIP (NODE)**

**Education & Literacy Department, Government of Sindh**

**SINDHI EDUCATION MANAGEMENT ORGANIZATIONS**

**SUBMISSION OF FOI till 10th June 2015 at 2pm.**

S. #	Name of Firm	Name of Representative	Contact #	Signature
1	MDF	- TCS	-	-
2	The Citizens Foundation	Adnan Hafeez	033-2754578	
3	Kinact De-p	- OCS	-	-
4	World Vision	- TCS	-	-
5	SDS	- TCS	-	-
6	NDS	- TCS	-	-
7	Froebel's	- TCS	-	-
8	NOWA	- TCS	-	-
9	VDO	- TCS	-	-
10	CFC/Choster for Compassion	Osama Hafeez	0331-2527095	
11	S ZAVIST	Munir	033-5357553	
12	Dev Con	M. Rafique Bachi	0345-8986837	
13	Indus Resource Centre	Mr. ANIL PARMAR	0332-3793701 021-35855239	
14	Sindh Madrasah Trust	MR. WASEEM	0300-2010210	
15	MDE	M. Zahid Zaman	0300-6057871	-
16	BFS	MR. TALMOOR	0333-3000351	
17	Root Work Foundation	M. Hashim	0333-3335767	
18	CLAME	M. Naveed Iqbal	0334-2900000	
19	SEWAN Trust	- OCS	-	-
20	Zindagi Trust	- TCS	0300-6541171	



**PUBLIC PRIVATE PARTNERSHIP (PPP)**

**Education & Literacy Department, Government of Sindh**

**SINDHI EDUCATION MANAGEMENT ORGANIZATIONS**

**SUBMISSION OF EOI till 19th June 2015 at 2pm.**

S.#	Name of Firm	Name of Representative	Contact #	Signature
21	Institute of Business Management	Micheal Nadeem	0333-238679	[Signature]
22	HANDS	Arslanul Behar	0346-8305510	[Signature]
23	Socio Engineering Consultant	NAUMAN ADIL	0333-330200	[Signature]
24	Akhawat/Kiran	Sabina Khatun/201510	0333-300200	[Signature]
25	Quest consulting PVT LTD	Naseem	0337535669	[Signature]
26	Meltris consulting PVT LTD	Mujib	0333794161	[Signature]
27	IR M	Mehrooz	03397624816	[Signature]
28	EPCC Foundation The Education	Rashid Ali	0322-2260910	[Signature]
29	ROTARY KHELMAN TARA TRUST	TAKIR MAHMOOD	0333-3158665 0302-8270597	[Signature]
30	HELP	Mohammad Younis	03342479	[Signature]
31	A B C D	TCS	4571	[Signature]
32	NRSP	TCS	-	-
32	Parbat Women's Society	TCS	-	-
34	Primary Education	TCS	-	-
35	EPCC - Seaboard	TCS	-	-
36	Genetech Foundation	TCS	-	-

		Date of Document								
Document Name	Overall Comments	Shortlisting Application Form	Basic Information Form (Annex 3)	Power of Attorney (Annex 4)	Experience Form (Annex 5)	Financial Data Form (Annex 6)	Parent Company Letter of Comfort (Annex 7)	Affidavit (Annex 8)	STATUS	
Original Proposal									The bidder has been rejected based on the technical/financial criteria as per the short-listing document.	
									The bidder has been rejected based on the technical/financial criteria as per the short-listing document.	
CD									COMPLETE	
									The bidder has been rejected based on the technical/financial criteria as per the short-listing document.	
									COMPLETE	
Original Proposal									The bidder has been rejected based on the technical/financial criteria as per the short-listing document.	
Power of Attorney	No CD / Soft Copy received			No Affidavit	No Auditors Letter Provided		No Applicable		COMPLETE	
									COMPLETE	
Power of Attorney				No stamped and attested			No Applicable	No stamped	Verbal Vision has been disqualified based on not meeting the financial criteria.	
									We understand that this bidder has been rejected based on the technical/financial criteria.	
Original Proposal	Only photocopy of the documents received				No Auditors Letter provided				COMPLETE	
									The bidder has been rejected based on the technical/financial criteria as per the short-listing document.	
Original Proposal	Only photocopy of the documents received								Gowtham Foundation has been disqualified based on not meeting the financial criteria.	
				No Stamped and Attested	No Auditors Letter provided	Financial Data only provided for FY 2013-14			COMPLETE	
									COMPLETE	
									COMPLETE	
Original Proposal	Only photocopy of the documents received								The bidder has been rejected based on the technical/financial criteria as per the short-listing document.	







MINUTES OF THE TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION  
MANAGEMENT ORGANIZATIONS

**Approval for the Prequalified Firms as Prospective EMO's**

**Date: August 17, 2015**

**Minutes of Meeting**

- A meeting of the Technical and Financial Evaluation Committee (TFEC) meeting was held on **17<sup>th</sup> August, 2015 at 12 noon** under the chairmanship of Secretary Education & Literacy Department, Government of Sindh (GoS) at 1<sup>st</sup> Floor Tuglaq House, Sindh Secretariat Karachi. The list of participants is attached as **Annexure A** along with a copy of the attendance sheet.
- The Secretary Education was briefed by the Director PPP (NODE) about the various steps undertaken till date. Director PPP (NODE) highlighted that the Education Department GoS in collaboration with the PPP-Unit of the Finance Department have launched the EMOs through national competitive bidding process in accordance to the Sindh Public Procurement Rules 2010 under PPP mode.
- The TFEC was informed that the Expression of Interest (EOI) was published widely in daily newspapers on **May 13, 2015** and the deadline for submission of applications was **June 10, 2015 at 2:00pm**. In response to the EOI/Shortlisting document the **39** bids were received.
- In the previous TFEC meeting held on **10<sup>th</sup> June 2015**, the Chair constituted a sub-committee for the Evaluation of the proposals. The members of the sub-committee were as follows:
  - **Director PPP (NODE), GoS.**
  - **Director 1 & 2 (PPP-UNIT) FD, GoS.**
  - **Assistant Director (PPP-UNIT) FD, GoS.**
- The Director PPP (NODE) further informed the TFEC that in order to prequalify as an EMO each party must meet both the Technical and Financial criteria set out in the shortlisting document. The Technical and Financial criteria for the EMOs is mentioned below.





MINUTES OF THE TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION  
MANAGEMENT ORGANIZATIONS

Approval for the Prequalified Firms as Prospective EMO's

Qualification Criteria	Required Documents/Forms
<p><b>QC1: Technical Criterion 1</b></p> <p>The Prospective Bidder, or if the Prospective Bidder is a Consortium, at least one of the Consortium members, shall have experience in the management and operation of educational institutions of at least 5 years.</p>	<p><b>DQC1: Experience</b></p> <p>The Prospective Bidder, or if the Prospective Bidder is a Consortium, the relevant Consortium members, shall provide its list of relevant projects/sites in the form presented in ANNEXURE 5 (<i>EXPERIENCE FORM</i>), along with supporting documentation in the form of a confirmation letter from an independent auditor, to demonstrate that it satisfies this criterion.</p>
<p><b>QC2: Financial Criterion 1</b></p> <p>The Prospective Bidder, or if the Prospective Bidder is a Consortium, the Lead Member, shall have a Net Worth<sup>1</sup> of at least PKR 5,000,000 (Pak Rupees Five Million) or equivalent at the end of the last two (2) full financial years.</p>	<p><b>DQC2: Audited Financial Statements</b></p> <p>The Prospective Bidder, or if the Prospective Bidder is a Consortium, the relevant Consortium member, shall provide the required financial data in the forms presented in ANNEXURE 6 (<i>FINANCIAL DATA FORM</i>), along with (i) audited financial statements, duly certified by a certified chartered accountant, for the most recent two (2) full financial years for which such statements are available, including the consolidated balance sheet, income statement, statement of cash flows and the accompanying notes and (ii) a confirmation letter from an independent auditor, to demonstrate that it satisfies the relevant financial criteria.</p>

- After explaining the evaluation criteria, the recommendations of the sub-committee to prequalify the EMOs that met the Technical and the Financial criteria was presented to the members (the overall summary is attached as **Annexure B**). It was further highlighted that the prequalification applications were carefully scrutinized by the representatives of HaiderMotaBNR & Co and IRD as well as the members of the sub-committee. The recommendations were followed by a question and answer session by the TFEC for any reason for recommending not to prequalify certain bidders.
- Representatives from HaiderMotaBNR & Co volunteered to provide a risk matrix/analysis of the EMO system under the Public Private Partnership.
- The Chair gave instructions to the TFEC members which is reflected in the decisions below. The meeting was adjourned by Secretary Education with a vote of thanks.

Tareeq



GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT  
Karachi, Dated: 17-08-2015

MINUTES OF THE TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION  
MANAGEMENT ORGANIZATIONS

Approval for the Prequalified Firms as Prospective EMO's

**DECISIONS:**

The TFEC approved the prequalified bidders as identified in Annexure B and authorized the Director PPP (NODH) to issue the Acceptance/Rejection letters to the prospective bidders. (Sample of the letters are attached as Annexure C)

The Chair directed the consultants to finalize the RFP/Concession Agreement and revert to the TFEC for the approval the same. Moreover requested the DG PPP (Civil Finance Department) to elaborate more on the financial aspects of the RFP.

Draft RFPs to be sent out to the prequalified firms in accordance with the terms of the Sindh Public Procurement Rules, 2010.



GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT  
Karachi, Dated 17-08-2015

MINUTES OF THE TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION  
MANAGEMENT ORGANIZATIONS

Approval for the Prequalified Firms as Prospective EMO's

  
Chairman

Secretary, Education & Literacy Department

*Absent*

Member

Secretary, Finance Department/  
CE, Finance Department

Member

Additional Secretary,  
Education & Literacy Department

  
Member

DG PPP Unit, Finance Department

*Tameez*

Member/Secretary

Director PPP Node  
Education & Literacy Department



**PUBLIC PRIVATE PARTNERSHIP (NODE)**

**Education & Literacy Department, Government of Sindh**

MEETING OF TFEC ON 17-08-2015 at 12 Noon

Attendance Sheet of Committee Members

S. #	Name	Designation	Department	Contact #	Signature
1	Dr. Fazlullah Pechyho	ES	E&LD	-	
2	Rehan Bglooh	AS(GA)	E&LD	-	
3	TAUSIF LATREEF	DIRECTOR PPP	E&LD	-	
4	ALI SIBTAIN	DC PPP Unit	Finance	-	
5	SABOOR FATMAHAT	P.P.U.	Finance	-	
6	ALI ASGHAR KHAN	PARTNER	HMCO	-	
7	ALI MOIZ ANSARI	S. ASSOCIATE	HMCO	-	
8	QASSIM DADA	A.D	PPUFD	-	



GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT  
Karachi, Dated 17-08-2015

MINUTES OF THE TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION  
MANAGEMENT ORGANIZATIONS

Approval for the Prequalified Firms as Prospective EMO's  
**Annexure B**

Sl. No.	EMO's	STATUS
1	TCF	Accepted
2	HELP	
3	Sewai Foundation	
4	Indus Resource Centre	Accepted
5	IBA Sukkur	Accepted
6	World Vision	
7	MDF	
8	IoBM	Accepted
9	Village Development Organization	
10	Gorakh Foundation	
11	DevCon	Accepted
12	Health & Nutrition Development Society	Accepted
13	Sindh Madarsatul Islam	Accepted
14	MDC	
15	Root Work Foundation	Accepted
16	SZABIST	Accepted
17	Charter for Compassion Pakistan	Accepted



GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT  
Karachi, Dated 17-08-2015

MINUTES OF THE TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION  
MANAGEMENT ORGANIZATIONS

Approval for the Prequalified Firms as Prospective EMO's

18	Naz Old Boys Welfare Association	
19	Socio Engineering Consultants	Accepted
20	Froebels Education Centre	Accepted
21	Sindh Development Society	
22	Association for Better Community Development	
23	IRM	Accepted
24	BPS (Private) Limited	Accepted
25	NGOs Development Society Sindh	
26	Poverty Eradication Initiative	Accepted
27	Kainaat Development Association	
28	Zindagi Trust	Accepted
29	Village Shadabad Organization	
30	Pirbhat Womens Development Society	
31	Mehtab Consulting & SHMEM	
32	Quest Consulting & SHMEM	
33	Akhuwat & KIRAN	Accepted
34	NRSP	Accepted
35	Flame	Accepted
36	Rotary Humanitarian Trust	Accepted
37	Serve Foundation Pakistan	
38	IHDF (Indus Human Dev. Fund)	
39	The Education Foundation (FPCCI)	



GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT  
Karachi, Dated 17-08-2015

MINUTES OF THE TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION  
MANAGEMENT ORGANIZATIONS

Approval for the Prequalified Firms as Prospective EMO's  
**Annexure C**



**PUBLIC PRIVATE PARTNERSHIP**  
EDUCATION & LITERACY DEPARTMENT  
GOVERNMENT OF SINDH  
3<sup>rd</sup> Floor, Old KDA Building, Sindh Secretariat No.3, Karachi-Pakistan

NO. EDU/E&A/DIR/PPP(NODE)/15-16/EMO/EOI/Accepted-01  
GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT  
Karachi, Dated 17/08/2015

[DATE]

[Name of Prospective Bidder]

[Address of Prospective Bidder]

RE: SHORTLISTING OF PROSPECTIVE BIDDERS FOR THE EDUCATION MANAGEMENT  
ORGANIZATIONS PROJECT

Dear Prospective Bidder,

Thank you for showing interest and submitting your Shortlisting Application in respect of the Education Management Organizations (EMOs) program being launched by the Government of Sindh in collaboration with the USAID (Project).

We would like to inform you that based on the requirements stated in the Shortlisting Application, including the relevant technical and financial criteria, you have successfully been pre-qualified for the bidding stage of the Project. We would contact you in due course once the bidding stage of the Project is initiated.

We look forward to your participation in the Project.

Very truly yours,

Regards

TAUSEEF LATEEF  
DIRECTOR (PPP-NODE)



GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT  
Karachi, Dated: 17/08/2015

MINUTES OF THE TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION  
MANAGEMENT ORGANIZATIONS

NO. EDU E&A DIR PPP(NODE) 15-16 EMO-EOI-Rejected-01  
GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT  
Karachi, Dated: 17/08/2015

[DATE]

[Name of Prospective Bidder]  
[Address of Prospective Bidder]

RE: SHORTLISTING OF PROSPECTIVE BIDDERS FOR THE EDUCATION MANAGEMENT  
ORGANIZATIONS PROJECT

Dear Prospective Bidder,

Thank you for showing interest and submitting your Shortlisting Application in respect of the Education Management Organizations (EMO) program being launched by the Government of Sindh in collaboration with the USAID (Project).

Unfortunately, we would like to inform you that based on the requirements stated in the Shortlisting Application, including the relevant technical and financial criteria, you have not been pre-qualified for the bidding stage of the Project. We thank you for showing interest in the Project and would look forward to your participation in other future projects.

Very truly yours,

Regards

TAUSEEQ LATIF  
DIRECTOR (PPP NODE)





GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT  
Karachi, Dated 27-10-2015

TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION MANAGEMENT  
ORGANIZATIONS

APPROVAL FOR ISSUANCE OF RFP AND CONCESSION AGREEMENT

Date: October 27, 2015

Minutes of Meeting


- A meeting of the Technical and Financial Evaluation Committee (TFEC) meeting was held on **27<sup>th</sup> October, 2015** at **3:30pm** under the chairmanship of Secretary Education & Literacy Department, Government of Sindh (GoS) at 1<sup>st</sup> Floor Tuglaq House, Sindh Secretariat Karachi. The list of participants is attached as **Annexure A** along with a copy of the attendance sheet.
- The Secretary Education was briefed by the Director PPP (NODE) about the current status of the EMO undertaken to date. Director PPP (NODE) informed the members of the TFEC that the Expression of Interest (EOI) was published widely in daily newspapers on **May 13, 2015** and the deadline for submission of applications was **June 10, 2015 at 2:00pm**. In response to the EOI/Shortlisting document the **39** bids were received and **20** have been shortlisted after scrutiny.
- In the previous TFEC meeting held on **17<sup>th</sup> August, 2015**, the Chair instructed the Director PPP (NODE)/CMP and HaiderMotaBNR & Co to prepare the RFP.
- The Final RFP and Concession Agreement was shared with the members of the TFEC, HMCO explained the salient features of the RFP to the Chair. The meeting was adjourned by Secretary Education with a vote of thanks.

**DECISIONS:**

The TFEC approves the RFP and Concession Agreement and authorizes the Director PPP (NODE) to issue the RFP to the prequalified bidders as identified in **Annexure B** in accordance with the rules of the Sindh Public Procurement Rules, 2010.

The Chair directed the consultants to finalize the bidding process in light of the timelines mentioned in the RFP and revert to the TFEC for the approval the same.

Next TFEC is scheduled for **30<sup>th</sup> November, 2015** for the opening of the Technical bids for EMOs.


  
27/10/15



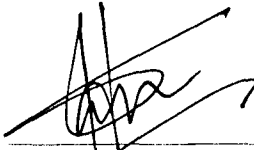
GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT  
Karachi, Dated 27-10-2015

TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION MANAGEMENT  
ORGANIZATIONS

APPROVAL FOR ISSUANCE OF RFP AND CONCESSION AGREEMENT

  
Chairman / 27/10/15 -

Secretary, Education & Literacy Department



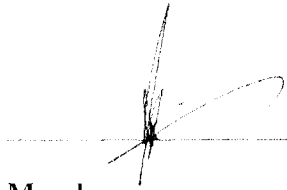
Member

Secretary, Finance Department/  
Additional Secretary, Finance Department



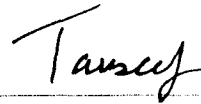
Member

Additional Secretary,  
Education & Literacy Department



Member

DG PPP Unit, Finance Department



Member/Secretary

Director PPP Node

Education & Literacy Department



GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT  
Karachi, Dated 27-10-2015

TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION MANAGEMENT ORGANIZATIONS

APPROVAL FOR ISSUANCE OF RFP AND CONCESSION AGREEMENT

*PUBLIC PRIVATE PARTNERSHIP (NODE)*  
Education & Literacy Department, Government of Sindh  
MEETING OF TFEC ON 27-10-2015 at 3:30pm

Attendance Sheet of TFEC Committee Members

S. #	Name	Designation	Department	Signature
1	Dr. Fazlullah Pechuho	Secretary Education Chairman	E&LD	
2	Hasan Naqvi	Secretary Finance/Special Secretary Member	Finance Dept	
3	Rehan Balouch	Additional Secretary (GA) Member	E&LD	
4	Ali Sibtain	DG PPP Unit Member	Finance Dept	
5	Tauseef Lateef	Director PPP (NODE) Member/Secretary	E&LD	



GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT  
Karachi, Dated 27-10-2015

TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION MANAGEMENT  
ORGANIZATIONS

APPROVAL FOR ISSUANCE OF RFP AND CONCESSION AGREEMENT

1	TCF	Accepted
2	HELP	Rejected
3	Sewai Foundation	Rejected
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5	IBA Sukkur	Accepted
6	World Vision	Rejected
7	MDF	Rejected
8	IoBM	Accepted
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11	DevCon	Accepted
12	Health & Nutrition Development Society	Accepted
13	Sindh Madarsatul Islam	Accepted
14	MDC	Rejected
15	Root Work Foundation	Accepted
16	SZABIST	Accepted
17	Charter for Compassion Pakistan	Accepted

*Tausif*      *Neha*      *[Signature]*      *[Signature]*



GOVERNMENT OF SINDH  
EDUCATION & LITERACY DEPARTMENT  
Karachi, Dated 27-10-2015

TECHNICAL & FINANCIAL EVALUATION COMMITTEE FOR SINDH EDUCATION MANAGEMENT  
ORGANIZATIONS

APPROVAL FOR ISSUANCE OF RFP AND CONCESSION AGREEMENT

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28	Zindagi Trust	Accepted
29	Village Shadabad Organization	Rejected
30	Pirbhat Womens Development Society	Rejected
31	Mehtab Consulting & SHMEM	Rejected
32	Quest Consulting & SHMEM	Rejected
33	Akhuwat & KIRAN	Accepted
34	NRSP	Accepted
35	Flame	Accepted
36	Rotary Humanitarian Trust	Accepted
37	Serve Foundation Pakistan	Rejected
38	IHDF (Indus Human Dev. Fund)	Rejected
39	The Education Foundation (FPCCI)	Rejected

Tausiq

Rehan

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