

## Bid Evaluation Report

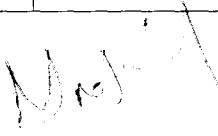
1. Name of Procuring Agency: Benazir Bhutto Shaheed Human Resource Research & Development Board
2. Tender Reference No: INF/KRY/2965/15
3. Tender Description/Name of work/item: To Conduct Study on Training Needs Assessment (TNA)
4. Method of Procurement: Quality and Cost Based Selection Method, Rule 72(3).
5. Tender Published: Dawn (24-08-15), Kawish (21-08-15) and Jang (21-08-15)  
SPPRA I.D# 25030
6. Total Bid documents Sold: 04 (Four)
7. Total Bids Received: 04 (Four)
8. Technical Bid Opening date: (if applicable) 03-09-15 *(Provide details in separate form)*
9. No. of Bid technically qualified (if applicable): 03 (Three)
10. Bid(s) Rejected: 01(One)
11. Financial Bid Opening date: 13-10-2015

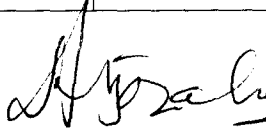
### 12. Bid Evaluation Report:

<i>S No</i>	<i>Name of Firm or Bidder</i>	<i>Cost offered by the Bidder</i>	<i>Ranking</i>	<i>Comparison with Estimated cost</i>	<i>Reasons for acceptance / rejection</i>	<i>Remarks</i>
1.	Management and Development Centre (MDC)	4,398,359	1st	Close to Estimated-cost(Rs.4Million)	Accepted: highest score	Recommended
2.	FINCON	3,357,570	2nd	Below Estimated-cost	Rejected: Low score	Not Recommended
3.	Socio Engineering Consultant (SEC)	31,150,350	3rd	Above Estimated-cost	Rejected: Highest bid & Low score	Not Recommended


  
Tariq Ali Shaikh  
Deputy Director(Proc)  
Member/Secretary

  
Shams Memon (DPC)  
Technical Expert  
Member

  
Toufique Ahmed Shaikh  
Representative (P&D)  
Member

  
Aijaz Ahmed Lighari  
Representative (Finance)  
Member

  
Muhammad Issa Memon  
Director (E&BD)  
Chairman

  
Madam Samrat Sultana  
Chief (Edu) P&D  
Member

  
Moazzam Ali Marri  
Deputy Secretary (Finance)  
Member


## Bid Evaluation Report

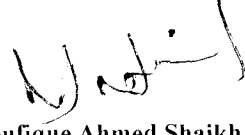
1. Name of Procuring Agency: Benazir Bhutto Shaheed Human Resource Research & Development Board
2. Tender Reference No: INF/KRY/2965/15
3. Tender Description/Name of work/item: IMPACT STUDY ON SATISFACTION AND EMPLOYABILITY OF GRADUATES UNDER BBSYDP.
4. Method of Procurement: Quality and Cost Based Selection Method, Rule 72(3).
5. Tender Published: Dawn (24-08-15), Kawish (21-08-15) and Jang (21-08-15)  
SPPRA I.D# 25030
6. Total Bid documents Sold; 05 (Five)
7. Total Bids Received: 05 (Five)
8. Technical Bid Opening date: (if applicable) 03-09-15 (*Provide details in separate form*)
9. No. of Bid technically qualified (if applicable): 04 (Four)
10. Bid(s) Rejected: 01(One)
11. Financial Bid Opening date: 13-10-2015

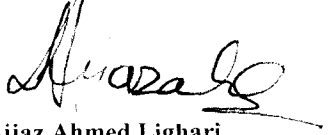
### 12. Bid Evaluation Report:

S No	Name of Firm or Bidder	Cost offered by the Bidder	Ranking	Comparison with Estimated cost	Reasons for acceptance/rejection	Remarks
1.	MDC	4,722,487	1st	Close to Estimated-cost (Rs.4.Million)	Accepted: being lowest bid & highest score	Recommended
2.	IBA Sukkur	7,960,700	2nd	Above	Rejected: Higher bid & Low score	Not Recommended
3.	MAZARS	9,120,000	3rd	Above	Rejected: Higher bid & Low score	Not Recommended
4.	Socio Eng& Con	38,449,950	4th	Above	Rejected: Higher bid & Low score	Not Recommended


  
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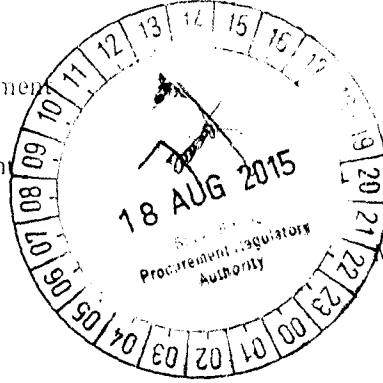
  
Moazzam Ali Marri  
Deputy Secretary (Finance)  
Member



**NOTIFICATION**

No. BBSHRDB/Admn (Proc-C)/ 1-1 /2015: In Supersession of this office notification of even number dated 15-4-2015 and in accordance with Rule-67 of Sindh Public Procurement Rules-2010; the **Consultant Selection Committee**, for the Benazir Bhutto Shaheed Human Resource, Research & Development Board (BBSHRDB) is hereby revised with following composition and Terms of Reference.

- |    |  |                  |
|----|--|------------------|
| 1. | Director - BBSHRDB   | Chairman         |
| 2. | Representative from Finance Department<br>(Not below the rank BS-18) | Member           |
| 3. | Representative from P&D Department<br>(Not below the rank BS-18)     | Member           |
| 4. | Deputy Director (Procurement).                                       | Member/Secretary |
| 5. | Technical Expert of Department.<br>(Not below the rank BS-18)        | Member           |



➤ Committee may co-opt up to two members if required to facilitate the process provided that co-opted members shall have no conflict of interest in the procurement process.

**Functions and Responsibilities of Consultant Selection Committee**

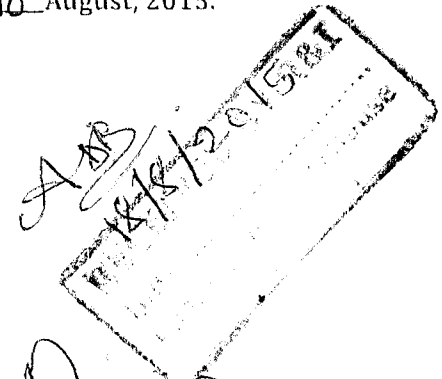
- 1) Approval of Request for Proposal before issuance;
- 2) Short listing of consultants, responding to the Request for Expression of Interest, where applicable, in accordance with the criteria mentioned in Request for Expression of Interest;
- 3) Evaluation of technical and financial proposals, according to the selection method and evaluation criteria, mentioned in the Request for Proposal
- 4) Finalization of recommendation based on evaluation as mentioned at sub-rule (3) of the SPPRA-2010.
- 5) The quorum shall be as provided in Rule-68 of SPPR-2010.

**KARIM BAKHSH SIDDIQUI-**  
**SECRETARY-BBSHRDB**

No. BBSHRDB/Admn (Proc-C)/ /2015 Karachi, dated the 10<sup>th</sup> August, 2015.

A copy is forwarded for information and necessary action to:

- 1) The Principal Secretary to the Chief Minister, Sindh, Karachi.
- 2) The Secretary Finance Department, Govt. of Sindh, Karachi.
- 3) The Secretary P & D Department, Govt. of Sindh, Karachi.
- 4) The Chairman, BBSHRDB, Karachi.
- 5) The Managing Director, SPPRA, Karachi.
- 6) The Managing Director, STEVTA, Karachi.
- 7) The Chairman / Members of the Committee
- 8) Master File



**PROGRAM OFFICER (Admin.)** 10/8/2015

C.M. Sectt. Sindh  
No. 12496  
Dated 17/8/2015

**FINANCE**  
16/8/15  
0/e  
12/8

# Technical Evaluation Summary Report of Training Needs Assessment (TNA)

Evaluation Criteria		Points	FIRMS																			
			FINCON					MDC					Socio Eng& Con					INDUS R&D				
			A	B	C	D	E	A	B	C	D	E	A	B	C	D	E	A	B	C	D	E
Adequacy of the proposed technical approach, methodology and work plan in responding to the Terms of Reference: Total points for criterion: [40]																						
Experience of the Consultant (as a firm) relevant to the Assignment [Documentary proof with proposals/ work orders/client certificates/ completion certificates to be submitted]		20																				
Above 5 years Experience		5																				
At least 5 work related references with Govt. Deptt. and coordinate with other firms		5																				
Financial Stability( Last five years audited accounts )		5																				
Existence in all 23 districts in Sindh		5																				
<b>Approach &amp; Methodology for the study</b>		20																				
Appropriateness to the study, correspond to the ToRs, understanding of the objectives, presentation is clear, sequence of activities and planning is logical and realistic		10																				
Strategy for executing work (logical, efficient timeliness of the work plan)		10																				
<b>Sub-Total</b>		40	24					21					24					31				
<b>Average</b>			26.2					36					36.2					4.4				
<b>Key professional staff qualifications and competence for the assignment: Total points for criterion: [60]</b>																						
Team Composition		Requir ed No.	FINCON																			
			MDC					Socio Eng& Con					INDUS R&D									
			A	B	C	D	E	A	B	C	D	E	A	B	C	D	E	A	B	C	D	E
Project Manager /Team Leader		4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5
Minimum Post graduate degree in Education, Economics, Business, public policy, social science or related subject is required from a reputed university(Specialization in labour economics will be an asset)		9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9	9
		1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5


**Key professional staff qualifications and competence for the assignment: Total points for criterion: [60]**

Position	Required No.	Total Points	FIRMS																								
			FINCON					MDC					Socio Eng & Con					INDUS R&D									
			A	B	C	D	E	A	B	C	D	E	A	B	C	D	E	A	B	C	D	E					
Training Specialist Minimum Post graduate degree in social sciences, development management, or related subject is required from a reputed university	1	Gen. Qualifications (30%)	3	3	3	2	2	3	3	3	2	2	3	3	3	1	1	3	3	3	1	1	0	0	0	0	
		3 years exp. & 3 assign (60%)	6	5	6	5	6	6	6	6	6	5	5	5	6	5	6	6	5	6	6	6	6	0	0	0	0
		Knowledge of Region & Language (10%)	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	0	0	0	0
Survey Specialist Minimum Post graduate degree in statistics, sociology, social sciences, economics, or related subject is required from a reputed university	1	Gen. Qualifications (30%)	1.5	0	0	0	1	1	1.5	1	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	0	0	0	0	
		3 years exp. & 3 assign (60%)	3	0	0	0	1	1	3	3	3	3	3	3	3	3	3	3	3	3	3	3	0	0	0	0	
		Knowledge of Region & Language (10%)	0.5	0	0	0	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0	0	0	0	
Social Researcher/Field worker Minimum Graduate degree in statistics, social science, economics, and/or other relevant field	10	Gen. Qualifications (20%)	6	6	5	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	4	4	0	0	0	
		3 years exp. & 3 assign (60%)	18	16	16	16	16	16	12	14	12	16	16	16	16	16	14	14	14	12	12	12	0	0	0	0	
		Knowledge of Region & Language (20%)	6	6	6	6	5	5	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	0	0	0	0
<b>Sub-Total</b>			60	52	52	52	53	53	54	56	54	56	56	56	56	55	56	55	56	55	50	50	11	11	9	9	
<b>Average</b>				52.4	52.4	52.4	53	53	54	56	54	56	56	56	55.1	56	55	56	55	53	53	50	50	10.2	10.2	9	9
<b>Grand Total</b>				78.6	78.6	78.6	78.6	78.6	78.6	78.6	78.6	78.6	78.6	78.6	91.1	89.2	89.2	89.2	89.2	89.2	89.2	89.2	14.6	14.6	14.6	14.6	

**Mohammad Issa Memon**  
Director (E&BD)  
Chairman

**Toufique Ahmed Shaikh**  
Representative (P&D)  
Member


**Shams Memon (DPC)**  
Technical Expert  
Member


**Aijaz Ahmed Lighari**  
Representative (Finance)  
Member


\* Total weight/points of criteria is 100. (Minimum Passing Points are 70 as per RFP)

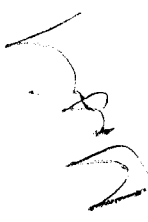
Combined Weighted Technical & Financial Score Sheet of Training Needs Assessment (TNA)

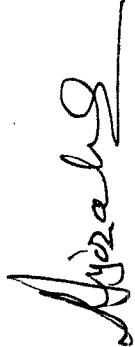
S#	Firms	Rates offered by firms PKR.	Technical Score obtained (out of 100 marks)	Technical Weightage/Score (0.7) ST	Financial Weightage/Score (0.3) SF	Combined Weightage/Score (100%) ST+SF	Rank	Remarks
1	MDC	4,398,359	91.1	0.638	0.229	0.867	1	M/S. MDC attaining the highest combined weighted technical & financial score. Recommended for award of the contract.
2	FINCON	3,357,570	78.6	0.550	0.300	0.850	2	
3	Socio Eng& Con	31,150,350	89.2	0.624	0.032	0.657	3	


  
 Mohammad Issa Memon  
 Director (E&BD)  
 Chairman


  
 Tariq Ali Shaikh  
 Deputy Director(Proc)  
 Member/Secretary

  
 Shams Memon (DPC)  
 Technical Expert  
 Member

  
 Toufique Ahmed Shaikh  
 Representative (P&D)  
 Member


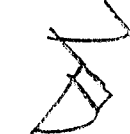




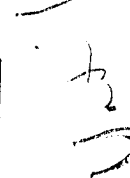
  
 Aijaz Ahmed Lighari  
 Representative (Finance)  
 Member

  
 Madam Saimat Sultan  
 Chief (Edu) P&D  
 Member

  
 Moazza Ali Warri  
 Deputy Secretary (Finance)  
 Member

## Technical Evaluation Summary Report of Impact Assessment Study on Satisfaction and Employability of Graduates under BBSYDP Training Program.

Evaluation Criteria		Adequacy of the proposed technical approach, methodology and work plan in responding to the Terms of Reference: Total points for criterion: [40]																			
		1 MAZARS			2 MDC			3 IBA Sukkur			4 INDUS R&D			5 Socio Eng & Con							
Points	Req No.	A	B	C	D	E	A	B	C	D	E	A	B	C	D	E	A	B	C	D	E
		20																			
5		5	5	5	3	3	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
5		5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5
5		0	0	0	3	3	5	5	5	5	5	3	2	3	3	3	0	0	0	0	0
5		3	4	3	3	3	4	5	4	5	5	2	2	2	3	3	0	0	0	0	0
20																					
10		5	5	5	8	8	8	7	8	8	8	6	5	6	7	7	2	2	2	2	2
10		8	8	8	8	8	8	7	8	8	8	6	6	6	7	7	4	3	4	2	2
40		26	27	26	30	30	35	34	35	36	36	27	25	27	30	30	6	5	6	6	6
		27.8			35.2			27.8			5.8			37.6							
<b>Key professional staff qualifications and competence for the assignment: Total points for criterion: [60]</b>																					
Team Composition	Total Points	1 MAZARS			2 MDC			3 IBA Sukkur			4 INDUS R&D			5 Socio Eng & Con							
		A	B	C	D	E	A	B	C	D	E	A	B	C	D	E	A	B	C	D	E
Project Manager / Team Leader  Minimum Post graduate degree in Education, Economics, Business, public policy, social science or related subject is required from a reputed university (Specialization in labour economics will be an asset)	4.5	4.5	4.5	3.5	3.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5	4.5
	9	8	8	8	8	9	9	9	9	9	7	8	7	9	9	4	4	4	4.5	4.5	9
	1.5	1.5	1.5	1	1	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5
















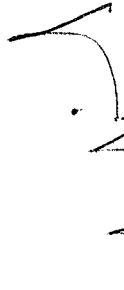
Combined Weighted Technical & Financial Score Sheet of Impact Assessment Study on Satisfaction and Employability of Graduates under BBSYDP Training Program.


S#	Firms	Rates offered by firms PKR.	Technical Score obtained (out of 100 marks)	Technical Weightage/ Score (0.7) ST	Financial Weightage/ Score (0.3) SF	Combined Weightage/ Score(100%) ST+SF	Rank	Remarks
1	MDC	4,722,487	91.2	0.638	0.300	0.938	1	M/S. MDC attaining the highest combined weighted technical & financial score. Recommended for award of the contract.
2	IBA Sukkur	7,960,700	77.8	0.545	0.178	0.723	2	
3	MAZARS	9,120,000	80	0.560	0.155	0.715	3	
4	Socio Eng& Con	38,449,950	83.2	0.582	0.037	0.619	4	


  
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 Director (E&BD)  
 Chairman


  
 Tariq Ali Shaikh  
 Deputy Director(Proc)  
 Member/Secretary

  
 Shams/Memon (DPC)  
 Technical Expert  
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 Toufique Ahmed Shaikh  
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 Aijaz Ahmed Lighari  
 Representative (Finance)  
 Member

  
 Madam Sarwal Sultana  
 Chief (Edu) P&D  
 Member

  
 Moazzam Ali Marri  
 Deputy Secretary (Finance)  
 Member



**Government of Sindh**  
**Chief Minister's Secretariat, Sindh**  
**Benazir Bhutto Shaheed Human Resource**  
**Research and Development Board**



**MINUTES OF THE MEETING OF THE CONSULTANT SELECTION COMMITTEE FOR TECHNICAL EVALUATION OF THE PROPOSALS SUBMITTED BY FIRMS TO CONDUCT STUDY ON TRAINING NEEDS ASSESSMENT (TNA) AND IMPACT STUDY ON SATISFACTION AND EMPLOYABILITY OF GRADUATES UNDER BBSYDP TRAINING PROGRAM OF BENAZIR BHUTTO SHAHEED HUMAN RESOURCE RESEARCH & DEVELOPMENT BOARD HELD ON 7<sup>TH</sup> OCTOBER, 2015 AT 03:00 P.M. IN THE COMMITTEE ROOM, 5TH FLOOR, BBSHRDB.**

(List of Members is attached at Annexure-1)

The meeting of consultant selection committee was held on Thursday October 01, 2015 at 02:00 pm at the venue as cited above. The Chairman of the Committee presided the meeting, welcomed the participants and asked Secretary to proceed as per agenda.

**Agenda: Technical Evaluation of Proposals Submitted by Firms to Conduct Study on TNA and Impact Study on Satisfaction and Employability.**

2. At the outset, the forum was briefed about the procedures and advised to review received proposals as per evaluation criteria given in issued RFP document, in accordance with SPPRA provisions (Criteria at Annexure-2). Minimum qualifying criteria for technical proposal was 70 points and the weighted average of the technically qualified proposal was 70%. It was briefed that if any firm will score below the required points, the financial proposal of said firm shall be returned unopened and shall be considered rejected.

3. Firstly, the proposals were reviewed for the mandatory eligibility criteria before carrying out technical evaluation. (Check list at Annexure-3).

4. Thereafter, the committee reviewed and evaluated proposals technically. Each committee member evaluated the firms according to the given two criteria in RFP; the individual evaluation was then averaged out for further procedures. (Evaluation Sheet at Annexure-4).

**Decision:**

5. As per technical evaluation criteria, following firms were declared technically compliant and mutually recommended by the committee members for further opening their financial proposal. M/S Indus R&D was disqualified.

**A. Training Needs Assessment (TNA) Study**

1. Fincon
2. Management and Development Centre (MDC)
3. Socio Engineering Consultant (SEC)

**B. Impact Study on Satisfaction and Employability of Graduates under BBSYDP Training Program**

1. MAZARS
2. Management and Development Centre (MDC)
3. IBA Sukkur
4. Socio Engineering Consultant (SEC)

6. The meeting ended with a vote of thanks to and from the Chair.



**Government of Sindh  
Chief Minister's Secretariat, Sindh  
Benazir Bhutto Shaheed Human Resource  
Research and Development Board**



**MINUTES OF THE MEETING OF THE CONSULTANT SELECTION COMMITTEE FOR OPENING OF THE FINANCIAL PROPOSALS SUBMITTED BY FIRMS TO CONDUCT STUDY ON TRAINING NEEDS ASSESSMENT (TNA) AND IMPACT STUDY ON SATISFACTION AND EMPLOYABILITY OF GRADUATES UNDER BBSYDP TRAINING PROGRAM OF BBSHRRDB HELD ON 13TH OCTOBER, 2015 AT 3:30 P.M IN THE COMMITTEE ROOM, 5TH FLOOR, BBSHRRDB.**

(List of Participants is attached at Annexure-1)

The meeting of consultant selection committee of this department was held on Tuesday October 13, 2015 at 3:30 pm at the venue as cited above. Chairman of the Committee presided over the meeting. The chair welcomed the participants and asked Secretary of the committee to proceed as per agenda.

**Agenda:** Opening of Financial Proposals submitted by the Firms to conduct study on Training Needs Assessment (TNA) and Impact Study on Satisfaction and Employability of Graduates under BBSYDP.

2. The forum was briefed about the procedures about opening of the received financial proposals as per criteria given in RFP document, in accordance with SPPRA provisions i.e. quality and Cost Based Selection Method, Rule 72(3). Since three firms were qualified technically (except Indus R&D-disqualified) therefore financial proposal of qualified firms were opened.

3. The Bids were opened at 03:30pm in presence of the above mentioned participants and the rates quoted by bidders were read out aloud and encircled by Chairman of the consultant selection committee. All the members of committee signed on each and every page of financial proposals/bids. Subsequently combined weighted score as per Q&CBS method and criteria/ weightage given in the RFP was calculated and recommended as under:

**Combined Weighted Technical & Financial Score Sheet of Impact Assessment Study on Satisfaction and Employability of Graduates under BBSYDP Training Program.**

Sr	Firms	Rates offered by firms BKR	Technical Score obtained (out of 100 marks)	Technical Weightage (0.7) Sr	Financial Weightage (0.3) Sr	Combined Weightage (0.938) Sr	Rank	Decision/Remarks
1	MDC	4,722,487	91.2	0.638	0.300	0.938	1	M/S. MDC attaining the highest combined weighted technical & financial score, recommended for award of the contract.
2	IBA Sukkur	7,960,700	77.8	0.545	0.178	0.723	2	
3	MAZARS	9,120,000	80	0.560	0.155	0.715	3	
4	Socio Eng & Con	38,449,950	83.2	0.582	0.037	0.619	4	

**Combined Weighted Technical & Financial Score Sheet of Training Needs Assessment (TNA)**

Sr	Firms	Rates offered by firms BKR	Technical Score obtained (out of 100 marks)	Technical Weightage (0.7) Sr	Financial Weightage (0.3) Sr	Combined Weightage (0.867) Sr	Rank	Decision/Remarks
1	MDC	4,398,359	91.1	0.638	0.229	0.867	1	M/S. MDC attaining the highest combined weighted technical & financial score, recommended for award of the contract.
2	FINCON	3,357,570	78.6	0.550	0.300	0.850	2	
3	Socio Eng & Con	31,150,350	89.2	0.624	0.032	0.657	3	

4. The meeting ended with a vote of thanks to and from the Chair.