


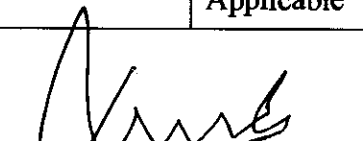
Bid Evaluation Report

1. Name of Procuring Agency: Project Management Unit, Thar Coal & Power Project, Coal and Energy Development Department
2. Tender Reference No: INF-KRY: No. 3198/09
3. Tender Description: Environment and Social Studies, Land Use Plan including Resettlement Frameworks for Thar Coal Fields.
4. Method of Procurement: Consulting Services – Quality and Cost Based System (QCBS)
5. Tender Published: Daily Jang, Kawish, Dawn and Internationally on UNDB website on September 3, 2009.
6. Total Bid documents Sold: After the evaluation of EOIs, RFP was sent to seven firms (F/A).
7. Total Bids Received: Out of Seven only 4 sent Proposals (Technical and Financial)
8. Technical Bid Opening date: February 21, 2011
9. No. of Bid technically qualified: Two
10. Bid(s) Rejected: Two bids didn't obtain 700 marks and didn't qualify.
11. Financial Bid Opening date: April 27, 2011


12. Bid Evaluation Report:


<i>S No</i>	<i>Name of Firm or Bidder</i>	<i>Cost offered by the Bidder</i>	<i>Ranking in terms of cost</i>	<i>Comparison with Estimated cost</i>	<i>Reasons for acceptance/rejection</i>	<i>Remarks</i>
0	1	2	3	4	5	6
1.	MM Pakistan	169,008,778	Second Ranked	Not Applicable	Financial proposal was opened because the firm was technically responsive.	First ranked firm after combining technical and financial score of firm. Details are given at F/B.
2.	Hagler Bailey	164,011,151	First Ranked	Not Applicable	Financial proposal was opened because the firm was technically responsive.	Second ranked firm after combining technical and financial score of firm. Details are given at F/B.
3.	NESPAK	-		Not Applicable	Technically non-responsive	Un- Opened Financial Proposal will be sent back to Firm.
4.	ICEPAK	-		Not Applicable	Technically non-responsive	Un- Opened Financial Proposal will be sent back to Firm.



 (Muhammad Aslam)
 S.O (Dev. IV)
 Finance Dept, GoS



 (Nawab Pirzada)
 Assistant Chief (Industries)
 P&D Dept. GoS

Absent
 Representative of
 Environmental Protection Agency,
 GoS


 (Naveed A. Channa)
 Procurement Specialist
 PMU, TCAP


 (Allah Nawaz Samo)
 Social Specialist
 PMU, TCAP


 Director
 PMU, TCAP


 (Abu Bakar Ahmed)
 Additional Secretary
 C&ED Dept. GoS

RFPs were sent to the following Seven Firms

- i. Hagler Bailey (Pakistan) in association with SRK Consulting (UK)
- ii. Scott Wilson (UK)
- iii. MM Pakistan (Pvt.) Ltd. (Pakistan) in association with Mott MacDonald (UK)
- iv. Wardell Armstrong (UK) partnered with Environmental Management Consultants (Pakistan) and Metro Consulting Group (Pakistan)
- v. National Engineering Services Pakistan (NESPAK) Pvt. Ltd. (Pakistan) in association with Management & Development Center (Pakistan)
- vi. APEX Consulting International (Canada)
- vii. International Consulting Engineers of Pakistan (Pakistan) in joint venture with ENVIROS (UK)

**THAR COAL AND POWER PROJECT
EVALUATION SHEET FOR TECHNICAL PROPOSALS**

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EVALUATION CRITERIA	Max. Weight	Hagler Bailey		ICEPAK		MM Pakistan		NESPAC	
		Rating	Score	Rating	Score	Rating	Score	Rating	Score
I. Qualification	100		80		50		80		70
a. Experience in similar projects	50	80	40	50	25	80	40	70	35
b. Experience in similar geographic areas	50	80	40	50	25	80	40	70	35
II. Approach and Methodology	200		151		124		160		102
a. Understanding of Objectives	40	80	32	70	28	80	32	50	20
b. Quality of Methodology	40	70	28	50	20	80	32	50	20
c. Innovativeness/Comments on TOR	20	80	16	50	10	80	16	50	10
d. Work Program	40	70	28	70	28	80	32	50	20
e. Personnel Schedule	30	80	24	70	21	80	24	50	15
f. Counterpart Personnel & Facilities	20	80	16	50	10	80	16	50	10
g. Proposal Presentation	10	70	7	70	7	80	8	70	7
III. Personnel (Areas of Expertise)	700		520		501		549		507
International Consultants	320		235		234		248		240
a. Team Leadership *	80	73	58	73	58	82	65	73	58
b. Project Manager (Environmental or Engineering Mngt. Spec.)	80	73	58	73	58	82	65	73	58
c. Industrial Engineer (e.g. mining, power processing, wastewater, emissions)	80	73	60	73	58	80	64	73	58
d. Environmental Specialist	80	73	58	73	58	68	54	82	65
National Consultants	380		285		267		300		266
a. Industrial Engineer (e.g. mining, power processing, wastewater, emissions)	50	69	34	72	36	80	40	21	11
b. Land-Use Specialist	50	80	40	72	36	80	40	80	40
c. Civil Engineer (e.g. air quality, water resources, hydrology, hydro-geologist)	50	69	34	72	36	80	40	80	40
d. Environmental Spec. (e.g. ecology, wetlands, arid zone, zoology, geology)	50	82	41	73	37	80	40	83	42
e. Social Specialists (e.g. community specialist, sociologist, resettlement)	50	73	37	59	30	80	40	72	36
f. Legal Specialist (e.g. environmental regulations)	40	76	30	73	29	76	30	72	29
g. Institutional spec. incl. review of local government organizations and plans	50	80	40	72	36	82	41	83	42
h. Information and Outreach specialist	40	73	29	73	29	73	29	72	29
TOTAL	1000		751		675		789		679

Rating: Excellent - 100% Very Good - 90% Above Average - 80% Average - 70% Below Average - 50% Non-complying - 0%

Score: Maximum Weight x Rating / 100

* The Team Leader must be International Expert b.

Note: Interband ratings are not allowed in application of the above rating scale. For example, only a score of 90 or 80 can be given, not 85, 87, etc.

However, for III. Personnel, figures in the rating column may result to interband ratings derived from the "Total Score" column of the Personnel Evaluation Sheet.

**THAR COAL AND POWER PROJECT
PERSONNEL EVALUATION SHEET**

CONFIDENTIAL

Name of Firm: Hagler Bailey

POSITION/AREA OF EXPERTISE	NAME	A		B		C		TOTAL SCORE (A+B+C)
		General Qualifications		Project-Related Experience		Overseas/Country Experience		
		15%		70%		15%		
		Rating	Score	Rating	Score	Rating	Score	
International Consultants								
a. Team Leadership *	Erich Heymann	80	12	70	49	80	12	73
b. Project Manager (Environmental or Engineering Mngt. Spec.)	Erich Heymann	80	12	70	49	80	12	73
c. Industrial Engineer (e.g. mining, power processing, wastewater, emissions)	Michael Cassin Clarke	90	13.5	70	49	80	12	74.5
d. Environmental Specialist	Warrick Stewart	80	12	70	49	80	12	73
National Consultants								
	NAME	A		B		C		TOTAL SCORE (A+B+C)
		General Qualifications		Project-Related Experience		Experience w/ Intl. Org.		
		15%		70%		15%		
		Rating	Score	Rating	Score	Rating	Score	
a. Industrial Engineer (e.g. mining, power processing, wastewater, emissions)	Abdul Aziz Chaudhry	80	12	70	49	50	7.5	68.5
b. Land-Use Specialist	Mohammad Iqbal Akhtar Niezi	80	12	80	56	80	12	80
c. Civil Engineer (e.g. air quality, water resources, hydrology, hydro-geologist)	Shaikh Muhammad Hussain	80	12	70	49	50	7.5	68.5
d. Environmental Spec. (e.g. ecology, wetlands, arid zone, zoology, geology)	Dr. Mohammad Rafique	100	15	80	56	70	10.5	81.5
e. Social Specialists (e.g. community specialist, sociologist, resettlement)	Mushtaq Mirani	80	12	70	49	80	12	73
f. Legal Specialist (e.g. environmental regulations)	Zahid F. Ebrahim	100	15	70	49	80	12	76
g. Institutional spec. incl. review of local government organizations and plans	Vaqar Zakaria	80	12	80	56	80	12	80
h. Information and Outreach specialists	Imran Ghaznavi	80	12	70	49	80	12	73

Page 1

Rating: Excellent - 100% Very Good - 90% Above Average - 80% Average - 70% Below Average - 50% Non-complying - 0%

Score: Rating x percentage assigned to criterion * The Team Leader must be International Expert b.

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**THAR COAL AND POWER PROJECT
PERSONNEL EVALUATION SHEET**

CONFIDENTIAL

Name of Firm: ICEPAK

POSITION/AREA OF EXPERTISE	NAME	A		B		C		TOTAL SCORE (A+B+C)
		General Qualifications		Project-Related Experience		Overseas/Country Experience		
		15%		70%		15%		
		Rating	Score	Rating	Score	Rating	Score	
International Consultants								
a. Team Leadership *	Adrian J. Brett	80	12	70	49	80	12	73
b. Project Manager (Environmental or Engineering Mngt. Spec.)	Adrian J. Brett	80	12	70	49	80	12	73
c. Industrial Engineer (e.g. mining, power processing, wastewater, emissions)	Derek Rance	80	12	70	49	80	12	73
d. Environmental Specialist	William Napier	80	12	70	49	80	12	73
National Consultants								
	NAME	A		B		C		TOTAL SCORE (A+B+C)
		General Qualifications		Project-Related Experience		Experience w/ Intl. Org.		
		15%		70%		15%		
		Rating	Score	Rating	Score	Rating	Score	
a. Industrial Engineer (e.g. mining, power processing, wastewater, emissions)	M. Qamar-uz-Zaman	80	12	70	49	70	10.5	71.5
b. Land-Use Specialist	Roshan Ali Shaikh	80	12	70	49	70	10.5	71.5
c. Civil Engineer (e.g. air quality, water resources, hydrology, hydro-geologist)	Sardar Babar Khan	80	12	70	49	70	10.5	73
d. Environmental Spec. (e.g. ecology, wetlands, arid zone, zoology, geology)	Dr. Umar Khan	90	13.5	70	49	70	10.5	59
e. Social Specialists (e.g. community specialist, sociologist, resettlement)	Sheherbano Burki	90	13.5	50	35	70	10.5	73
f. Legal Specialist (e.g. environmental regulations)	Jawad Hassan	90	13.5	70	49	70	10.5	71.5
g. Institutional spec. incl. review of local government organizations and plans	Nazar Abbas Naqvi	80	12	70	49	70	10.5	73
h. Information and Outreach specialist	Maha Ramzan	90	13.5	70	49	70	10.5	

Page 1

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Score: Rating x percentage assigned to criterion * The Team Leader must be International Expert b.

Note: Interband ratings are not allowed in application of the above rating scale. For example, only a score of 90 or 80 can be given, not 85, 87, etc.

**THAR COAL AND POWER PROJECT
PERSONNEL EVALUATION SHEET**

CONFIDENTIAL

Name of Firm: MM Pakistan

POSITION/AREA OF EXPERTISE	NAME	A		B		C		TOTAL SCORE (A+B+C)
		General Qualifications		Project-Related Experience		Overseas/Country Experience		
		15%		70%		15%		
		Rating	Score	Rating	Score	Rating	Score	
International Consultants								
a. Team Leadership *	John G. Taylor	90	13.5	80	56	80	12	81.5
b. Project Manager (Environmental or Engineering Mngt. Spec.)	John G. Taylor	90	13.5	80	56	80	12	81.5
c. Industrial Engineer (e.g. mining, power processing, wastewater, emissions)	John Dickie	80	12	80	56	80	12	80
d. Environmental Specialist	William James Hope Ramsay	80	12	60	42	90	13.5	67.5
National Consultants								
		A		B		C		TOTAL SCORE (A+B+C)
		General Qualifications		Project-Related Experience		Experience w/ Intl. Org.		
		15%		70%		15%		
		Rating	Score	Rating	Score	Rating	Score	
a. Industrial Engineer (e.g. mining, power processing, wastewater, emissions)	Kishan Ch. Mukawana	80	12	80	56	80	12	80
b. Land-Use Specialist	Abdul Hafeez	80	12	80	56	80	12	80
c. Civil Engineer (e.g. air quality, water resources, hydrology, hydro-geologist)	Nazir Ahmed Lashari	80	12	80	56	80	12	80
d. Environmental Spec. (e.g. ecology, wetlands, arid zone, zoology, geology)	Shahid Ali Lutfi	80	12	80	56	80	12	80
e. Social Specialists (e.g. community specialist, sociologist, resettlement)	Rana M. Saleem	80	12	80	56	80	12	80
f. Legal Specialist (e.g. environmental regulations)	Dr. Ghous Mohammad	100	15	70	49	80	12	76
g. Institutional spec. incl. review of local government organizations and plans	Ch. Muhammad Iqbal	80	12	80	56	90	13.5	81.5
h. Information and Outreach specialist	Tanveer Ishrat	80	12	70	49	80	12	73

Page 1

Rating: Excellent - 100% Very Good - 90% Above Average - 80% Average - 70% Below Average - 50% Non-complying - 0%

* The Team Leader must be International Expert b.

Score: Rating x percentage assigned to criterion

Note: Interband ratings are not allowed in application of the above rating scale. For example, only a score of 90 or 80 can be given, not 85, 87, etc.

**THAR COAL AND POWER PROJECT
PERSONNEL EVALUATION SHEET**

CONFIDENTIAL

Name of Firm: **NESPAK**

POSITION/AREA OF EXPERTISE	NAME	A		B		C		TOTAL SCORE (A+B+C)
		General Qualifications		Project-Related Experience		Overseas/Country Experience		
		15%		70%		15%		
		Rating	Score	Rating	Score	Rating	Score	
International Consultants								
a. Team Leadership *	Dr. Werner Unland	80	12	70	49	80	12	73
b. Project Manager (Environmental or Engineering Mngt. Spec.)	Dr. Werner Unland	80	12	70	49	80	12	73
c. Industrial Engineer (e.g. mining, power processing, wastewater, emissions)	Muller Michel	80	12	70	49	80	12	73
d. Environmental Specialist	Prof. Nikola Lilić	90	13.5	80	56	80	12	81.5
National Consultants								
		A		B		C		TOTAL SCORE (A+B+C)
		General Qualifications		Project-Related Experience		Experience w/ Intl. Org.		
		15%		70%		15%		
		Rating	Score	Rating	Score	Rating	Score	
a. Industrial Engineer (e.g. mining, power processing, wastewater, emissions)	Syed Iftikhar Hasan	70	10.5	0	0	70	10.5	21
b. Land-Use Specialist	M. Aslam Malik	80	12	80	56	80	12	80
c. Civil Engineer (e.g. air quality, water resources, hydrology, hydro-geologist)	Muhammad Sharif Ahmed	80	12	80	56	80	12	80
d. Environmental Spec. (e.g. ecology, wetlands, arid zone, zoology, geology)	Dr. Sultan Mahmood	100	15	80	56	80	12	83
e. Social Specialists (e.g. community specialist, sociologist, resettlement)	Abdul Hamid	80	12	70	49	70	10.5	71.5
f. Legal Specialist (e.g. environmental regulations)	Mohammad Akmal Wasim	80	12	70	49	70	10.5	71.5
g. Institutional spec. incl. review of local government organizations and plans	Dr. Pervaiz Amir	90	13.5	80	56	90	13.5	83
h. Information and Outreach specialist	Shaukat Ali Shahid	80	12	70	49	70	10.5	71.5

Page 1

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Score: Rating x percentage assigned to criterion

* The Team Leader must be International Expert b.

Note: Interband ratings are not allowed in application of the above rating scale. For example, only a score of 90 or 80 can be given, not 85, 87, etc.

Combined Evaluation (Technical and Financial)

Since the Technical score counts for 70% of the total score the technical score of both firms is calculated as below:

Name of Firm	Technical Score	Technical Weight	Technical Points
	1	2	3=1x2
M/s MM Pakistan	789	70%	552.3
M/s Hagler Bailly	751	70%	525.7

The lowest evaluated Financial Proposal will receive the maximum score of 1,000 marks. The score for each other Financial Proposal is inversely proportional to its Evaluated Total Price (ETP) and is computed as follows:

Sf = 1,000 x Fm / F where:

Sf is the financial score of the Financial Proposal being evaluated,

Fm is the ETP of the lowest priced Financial Proposal,

F is the ETP of the Financial Proposal under consideration.

Since both firms have included an amount of Rs. 8 million as contingency, which is a non-competitive component, it will be excluded from the total amount to calculate the ETP. The total prices of firms, excluding contingency are as below:

Name of Firm	Total Amount	Excluding Contingency	Evaluated Total Price
	1	2	3=1-2
M/s MM Pakistan	169,008,778	8,000,000	161,008,778
M/s Hagler Bailly	164,011,151	8,000,000	156,011,151

Since M/s Hagler Bailly's ETP the firm has received the maximum score of 1,000. Using the above mentioned formula the score of M/s MM Pakistan is calculated below:

$$Sf = 1,000 \times 156,011,151 / 161,008,778 = 968.96$$

Since the Financial score counts for 30% of the total score the financial score of both firms is calculated as below:

Name of Firm	Financial Score	Financial Weight	Financial Points
	1	2	3=1x2
M/s MM Pakistan	968.96	30%	290.68
M/s Hagler Bailly	1000	30%	300

The combined score i.e. technical and financial is as below:

Name of Firm	Technical Points	Financial Points	Total Points	Ranking
	1	2	3=1+2	
M/s MM Pakistan	552.3	290.68	843	First
M/s Hagler Bailly	525.7	300	826	Second