



Government of Sindh Local Government Department

Dated: July 3rd, 2018

Minutes of Consultant Selection Committee Meeting for 50 MW Power Project for K-IV Phase I

A meeting of Consultant Selection Committee (the "CSC") for the 50 MW Power Project for K-IV Phase I (the "Project") was held on Tuesday, 3rd July 2018 at 12:00 pm at the Local Government Department, Sindh Secretariat, Karachi. The meeting was convened under the chairmanship of the Special Secretary, Local Government Department. The agenda of the meeting was to finalize and approve the Technical Evaluation for the Proposals for "Consultancy & Transaction Advisory Services for Installation of 50MWs Power Plant for K-IV Project Phase-I", dated June 22nd, 2018.

2. During the meeting the Director PPP Unit informed the forum that five bids were received from consultancy consortiums as shown in the table below:

	1	2	3	4	5
Lead Member	KPMG TH & Co	Bridge Factor	Ernst and Young	ELAN	Jafri and Associates
Financial	KPMG TH & Co	Bridge Factor	Ernst and Young	Grant Thornton	IQ Capital
Technical	OMS Pvt Ltd	ME Consult	Lahmeyer	ELAN	Jafri and Associates
	EMC Pakistan	-	PES	-	MDC
	-	-	-	-	Logix
Legal	RIAA Barker Gillette	Axis Law Chambers	HaiderMotaBNR	Cornelius, Lane and Mufti / Advocates and Solicitors	Ahmed & Qazi

3. The Director PPP Unit further informed the forum that after careful evaluation of the proposals, as per the terms stipulated in the RFP, three out of five of the consortiums had passed the technical evaluation and would proceed further to second stage evaluation (i.e. Financial Evaluation). The consortium led by ELAN was duly disqualified due to its failure to meet the Basic Eligibility Criteria, as stated in section 2.18 of the RFP. The consortium led by Jafri & Associates had been disqualified due to failing to achieve the minimum technical score of '75' as stated in Section 6A of the RFP.

4. The Director PPP Unit stated that the three passing consortiums of KPMG TH & Co., Bridge Factor and EY consisted of firms of good repute and were able to meet the evaluation criteria satisfactorily. The final evaluation is as stated in the following table;

Consortium	Technical Points	Status
KPMG TH & Co	92.0	Qualified
Bridge Factor	79.6	Qualified
Ernst and Young	81.3	Qualified
ELAN	N/A	Disqualified
Jafri and Associates	67.95	Disqualified

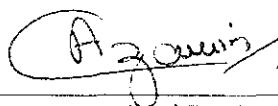
5. It was discussed that the next step of this selection process was to convene a meeting with members of the CSC and representatives from the respective consortiums where the technical points would be announced. The financial proposals (including bid security) of the disqualified members would be returned to them unopened and the financial proposals of the qualified bidders would be opened and evaluated as per the procedures stated in the RFP and SPPRA Act - 2010.

6. The CSC members duly approved the evaluation conducted and decided to proceed further with the selection process.

7. The meeting ended with a vote of thanks to the participants.



Niaz Soomro,
Special Secretary,
Local Government Department.



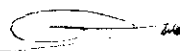
Asad Zamin,
Project Director, K – IV Project.
KW&SB



Mir Yahyah Ismail
Director PPP Unit,
Finance Department.



Bushra Dars
Assistant Chief
Planning and Development Board



Ali Gul Sanjrani
Deputy Secretary (General)
Local Government Department.



Government of Sindh Local Government Department

Dated July 4, 2018

A meeting of Consultant Selection Committee (the "CSC") for the 50 MW Power Project for K-IV Phase I (the "Project") was held on Tuesday, 4th July 2018 at 12:00 pm at the Local Government Department, Sindh Secretariat, Karachi. The meeting was convened under the chairmanship of the Special Secretary, Local Government Department. The agenda of the meeting was to open the financial bids of technically qualified bidders, evaluate financial proposals and announce successful bidder. The list of participants is attached as [Annexure-A].

The agenda of meeting was as follows:

Agenda # 1 Opening of Financial Proposals

2. The chairman welcomed the CSC members and representatives of the bidders. The Director PPP Unit read aloud the technical bid score of each bidder to the forum as well as representatives of the bidders. The Director PPP Unit further informed the forum that three out of five bids were technically qualified (by securing more than or equal to 75 marks) as given below:

#	Bidder	Technical Score
1	M/S KPMG TH & Co	92.0
2	M/S Ernst and Young	81.3
3	M/S Bridge Factor	79.6

3. Unopened and sealed financial proposals (including bid security) of the disqualified members were made available to be collected back and the financial proposals of the qualified bidders were opened and evaluated as per the procedures stated in the RFP and SPPRA Act - 2010.

4. The CSC members duly approved the evaluation conducted and decided to proceed further with the selection process.

5. The financial proposals of three (03) technically qualified bidders were opened and the quoted financial bid price of each qualified bidder was read aloud by Director PPP Unit after checking for the availability of Bid Security by respective Technically qualified bidders. Thereafter, the CSC members signed the financial proposals before the authorized representative of bidders. The financial bid price of technically qualified bidders is given below:

#	Bidder	Bid Price
1	M/S KPMG TH & Co	Rs. 49,306,000/-
2	M/S Ernst and Young	Rs. 137,000,000/-
3	M/S Bridge Factor	Rs. 58,477,000/-

Agenda # 2: Announcement of Successful Bidder

6. Based on financial bid price, the financial score was computed pursuant to request for proposal (bidding documents) by the CSC. The detailed combined score calculation and basic eligibility criteria is attached as [Annexure-B]. The Special Secretary, Local Government Department being the chair of CSC announced the combined score (technical and financial) of the bidders. The break-up of score is given below:

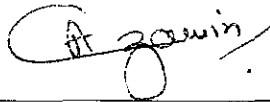
#	Bidder	Combined Score
1	M/S KPMG TH & Co	94.00
2	M/S Bridge Factor	80.80
3	M/S Ernst and Young	69.90

Decision: The CSC unanimously recommended M/S KPMG TH & Co Consortium being the Successful bidder based on attaining the highest combined score.

7. The meeting ended with a vote of thanks to the participants.



Niaz Soomro,
Special Secretary,
Local Government Department.



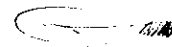
Asad Zamin,
Project Director, K – IV Project.
KW&SB



Mir Yahyah Ismail
Director PPP Unit,
Finance Department.



Bushra Dars
Assistant Chief
Planning and Development Board



Ali Gul Sanjrani
Deputy Secretary (General)
Local Government Department.


Bid Evaluation Report

1. Name of Procuring Agency: **Karachi Water and Sewerage Board (Local Government)**
2. Tender Reference No: **INF/KRY/2757/18 (main tender) & INF/KRY/2757/18 (corrigendum)**
3. Tender Description/Name of work/item: **Technical & Financial Feasibility and Transaction Advisory Services, 50 MW Power Plant for K-IV Project**
4. Method of Procurement: **Quality and Cost Based Selection (QCBS) Method**
5. Tender Published: **Daily Dawn (24-05-2018), Kawish (24-05-2018) and Daily Jang (24-05-2018) And Corrigendum published in Daily Dawn (30-12-2016), Kawish (30-12-2016) and Daily Jang (30-12-2016)**
6. Total Bid documents Sold; **N/A**
7. Total Bids Received: **Five Bids received (Bridge Factor consortium, Grant Thornton consortium, KPMG Taseer Hadi consortium, Jafri & Associates and Ernst and Young consortium)**
8. Technical Bid Opening date: (if applicable) **29th June 2018**
9. No. of Bid technically qualified (if applicable): **Three – (Bridge Factor consortium, Ernst and Young consortium and KPMG Taseer Hadi consortium)**
10. Bid(s) Rejected: **Two (Jafri & Associates consortium and Grant Thornton consortium)**
11. Financial Bid Opening date: **04th July 2018**
12. **Bid Evaluation Report:**


<i>S. No</i>	<i>Name of Firm or Bidder</i>	<i>Cost offered by the Bidder (PKR)</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.	KPMG consortium	Rs. 49,306,000/-	1		Gained highest combined score in QCBS	
2.	Bridge Factor consortium	Rs. 58,477,000/-	2		Second highest combined score in QCBS	
3.	Ernst and Young consortium	Rs. 137,000,000/-	3		Third highest combined score in QCBS	



4.	Jafri & Associates consortium	NA	NA		Technically disqualified	Failed to achieve minimum technical score
5.	Grant Thornton consortium	NA	NA		Disqualified	Did not meet the basic eligibility criteria



Mr. Niaz Soomro
Special Secretary
Local Government Department



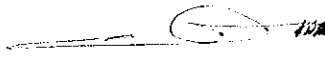
Asad Zamin
Project Director K IV
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Mir Yahyah
Director General,
Director PPP Unit
Finance Department



Bushra Dars
Assistant Chief Finance
Planning and Development
Board



Ali Gul Sanjrani
Deputy Secretary (General)
Local Government Department

Annexure B

EVALUATION OF CONSULTANCY AND TECHNICAL PROPOSALS FOR TRANSACTION ADVISORY

Details	Total	KPMG	Bridge Factor	Ernst & Young	Jaffr and Associates	Grant Thornton
		Score	Score	Score	Score	Score
Firm's Relevant Experience						
- Transaction Advisory Experience for more than 10 MW Power Generation projects (3 projects = 3, 5 projects = 5, 7 or more projects = 7.5)	7.50	7.50	7.50	7.50	7.50	7.50
- Transaction Procurement experience for PPP Projects or Power Sector projects (1 Project = 1 point, 2 Projects = 2 points, 3 Projects = 3 points, 4 Projects = 4 points, 5 or more projects = 5 points)	5.00	5.00	5.00	5.00	5.00	5.00
- Feasibility study experience of similar sized thermal power generation projects (1 Project = 2 points, 2 Projects = 4 points, 3 Projects = 6 points, 4 Projects = 8 points, 5 Projects = 10 points, 6 Projects = 12 points, 7 or more projects = 15 point)	15.00	15.00	15.00	15.00	15.00	8.00
- Consultancy/feasibility experience for developing renewable / hybrid (Solar and/or wind) power generation projects (1 Project = 3 points, 2 Projects = 6 points, 3 or more Projects = 10)	10.00	10.00	10.00	10.00	10.00	10.00
- Feasibility study or O&M solution or transaction advisory experience of power transmission/distribution projects (1 Project = 2 points, 3 Projects = 4 points, 5 or more Projects = 7.5)	7.50	7.50	2.00	7.50	7.50	7.50
Sub-Total Firms Relevant Experience	45.00	45.00	39.50	45.00	38.00	-
Key Professional Staff						
Financial Team	10.00					
Financial Team Leader	6.00	2.40	2.40	2.40	2.40	2.40
Project Finance Specialist	4.00	1.60	1.60	1.60	1.60	1.60
Technical Team	20.00					
Thermal Power Generation Expert	5.00	4.50	5.00	5.00	4.50	4.50
Power Distribution/Transmission Expert	5.00	5.00	4.50	5.00	3.25	3.25
Renewable Power Generation Expert (Solar and/or Wind)	4.00	4.00	3.60	4.00	1.60	1.60
Civil/Structural Engineer	4.00	4.00	4.00	4.00	1.60	1.60
Environmentalist	2.00	2.00	2.00	2.00	2.00	2.00
Legal Team	15.00					
Legal Team Leader	10.00	10.00	6.50	-	4.00	4.00
Legal Regulatory Expert	5.00	4.50	2.00	2.75	5.00	5.00
Sub-Total Key Professional Staff	45.00	38.00	31.60	26.75	25.95	-
Financial Capability						
- Annual Turnover (PKR 40 million = 1 point, PKR 50 million = 2 points, PKR 70 million = 3 points, PKR 100 million = 4 points)	4.00	4.00	4.00	4.00	-	-
Appreciation of TOR and understanding of the assignment	2.00	2.00	1.50	2.00	1.50	1.50
Approach and Methodology	2.00	1.50	1.50	2.00	1.00	1.00
Work Plan and Manning Schedule	2.00	1.50	1.50	1.50	1.50	1.50
Sub-Total	10.00	9.00	8.50	9.50	4.00	-
Total	100.00	92.00	79.60	81.25	67.95	-


Passing score = 75%

50. MW POWER PROJECT FOR K-IV PHASE 1

BASIC ELIGIBILITY CRITERIA

S. No	Eligibility Criteria	KPMG	Bridge Factor	Ernst & Young	Jafri and Associates	ELAN
1	Registration with Sindh Revenue Board and/or any other relevant tax authority (In case of Consortium, every consortium member firm should provide).	KPMG = yes, OMS = yes, EMC = yes, RIAA = yes	BF = yes, ME = yes, AL = yes	EY = yes, LI = yes, PEC = yes, HM = yes	IQ = yes, JA = yes, MDC = yes, LPM = yes, AQ = yes	GT = yes, ELAN = no, CLM = no
2	Registration with Pakistan Engineering Council (PEC) (In case of Consortium, the PEC registration of civil engineering consulting firm/member of consortium).	OMS = yes, EMC = yes	ME = yes	LI = yes, PEC = yes	JA = yes, MDC = yes, LPM = yes	ELAN = yes
3	The Consultant is not black listed by any Procuring Agency / GoS. A fresh affidavit from Consultant shall be signed and submitted with Technical Proposal (In case of consortium, every Consortium member firm should provide)	KPMG = yes, OMS = yes, EMC = yes, RIAA = yes	BF = yes, ME = yes, AL = yes	EY = yes, LI = yes, PEC = yes, HM = yes	IQ = yes, JA = yes, MDC = yes, LPM = yes, AQ = yes	GT = yes, ELAN = yes, CLM = yes
4	For a Consortium to be eligible for bidding, every consortium member firm should place at least one (1) Key Professional Staff and at least two (2) Key Professional Staff of Lead member firm of Consortium	KPMG = yes, OMS = yes, EMC = yes, RIAA = yes	BF = yes, ME = yes, AL = yes	EY = yes, LI = yes, PEC = yes, HM = yes	IQ = yes, JA = yes, MDC = yes, LPM = yes, AQ = yes	GT = yes, ELAN = yes, CLM = yes
5	In case of Consortium, the Consortium Agreement shall be submitted pursuant to clause 2.27.	yes	yes	yes	yes	yes








Karachi, dated the 30th April 2018

NOTIFICATION

No.LG/DIR/PM&EC/AD-II/117(133-Misc)/2018: The Public Private Partnership (PPP) Policy Board in its 25th PPP Policy Board Meeting held under the chairmanship of Honorable Chief Minister Sindh at Chief Minister's House on 23rd April, 2018 approved Project Development Facility (PDF) funding for 50 MW Power Plant for K-IV Phase 1 ("**Project**") to be undertaken in PPP mode. In compliance with Rule 67 of Sindh Public Procurement Rules, 2010, the Consultant Selection Committee (CSC) is hereby notified for hiring Consultants / Transaction Advisor for 50 MW Power Project. The CSC shall have the following composition and terms of reference:

S.No.	DESIGNATION	STATUS
1)	Special Secretary (Tech) Local Government Department, GoS	Chairman
2)	Deputy Secretary (General) Local Government Department, GoS	Member
3)	Representative of P&D Department, GoS (not below BS-18)	Member
4)	Director PPP Unit, Finance Department, GoS	Member
5)	Project Manager, 50 MW Power Project for K-IV Phase 1, to be nominated by Secretary, Local Government, Karachi	Member & Secretary

Terms of Reference:

1. The Consultant Selection Committee (CSC) shall approve Request for Proposal (RFP and Draft Consultancy Agreement) before issuance for the selection of consultant;
2. Short listing of consultants, responding to the Request of Expression of Interest, where applicable, in accordance with the criteria mentioned in Request for Expression of Interest;
3. The committee shall evaluate technical and financial proposals, according to selection method and evaluation criteria, mentioned in the Request for Proposal (RFP);
4. Finalization of recommendation based on evaluation as mentioned in (3) above.

MUHAMMAD RAMZAN AWAN
SECRETARY LOCAL GOVERNMENT

No. LG/DIR/PM&EC/AD-II/117(133-Misc)/2018/3226 Karachi dated 30th April 2018

A copy is forwarded for information to:

1. Chairman and Members (all) of the Committee.
2. PS to Chairman, P&D Board, Govt. of Sindh, Karachi. Chairman, P&D Board is requested to nominate a member in the CSC (Consultant Selection Committee) as representative of P&D under rule-67
3. PS to Secretary Finance Department, Govt. of Sindh.
4. P.S to Secretary, Local Govt. of Sindh, Karachi.
5. 5. Office Order.

(LATIF KHAN)
ASSISTANT DIRECTOR-II (PM&EC)

Annexure - A

ATTENDANCE SHEET

50 MW Power Plant for K-IV Project Phase 1 Consultant Selection Committee Meeting for Financial Bid Opening

Committee Room Local Government, Sindh Secretariat, Kamal
Attaturk Road, Karachi Sindh.

04th July, 2018 (Wednesday) at 12:00 AM

S. NO.	NAME	ORGANIZATION / DESIGNATION	E-MAIL ADDRESS	CONTACT NO.	SIGNATURE
1.	AVIA MEHRA	MDC-Jalji	avis.mehra@pafed.com	0301-389604	[Signature]
2.	SIBTE JAFRI	Jalji Associates	sibte_jafri@yahoo.com	0300-2227803	[Signature]
3.	Aamina Awan	Bridge Fach	Aamina@bridgefach.com	0500-851811	[Signature]
4.	Khawaja Huzoufa	Bridge Fach Practitioner	khawajahuzoufa@bridgefach.com	0336-255814	[Signature]
5.	Assad Zamin	PD (K-IV), KWSB			[Signature]
6.	Niaz Soomro	Sp. Secy Local Govt.	niaz soomro 57@gmail.com	0301 8139278	[Signature]
7.	Bushra Aini Dars	Assistant Chief P.S.D Deptt.	Bushraaini@pafed.com	0333-22650510	[Signature]
8.	MIR MALWA	Director, PPF Unit			[Signature]
9.	SAMIR ALI	EY	Samir.ali@P.K.ej.com	0333-3233500	[Signature]
10.	Shehbaz Sharif	KPMG Tassan-Shahi	ssharif@kpmg.com	0300-2267529	[Signature]
11.	Abu Adil	CHS/Sr GM	abu.adil@consultant.net	0302-2293150	[Signature]

ATTENDANCE SHEET
50 MW Power Plant for K-IV Project Phase 1
Consultant Selection Committee Meeting for Financial Bid Opening

Committee Room Local Government, Sindh Secretariat, Kamal
 Attaturk Road, Karachi Sindh.







04th July, 2018 (Wednesday) at 12:00 AM

S. NO.	NAME	ORGANIZATION / DESIGNATION	E-MAIL ADDRESS	CONTACT NO.	SIGNATURE
1.	Abdullah Khan	Grand Thornton		0321-230224	<i>[Signature]</i>
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
11.					

ATTENDANCE SHEET

50 MW Power Plant for K-IV Project Phase 1

Committee Room Local Government, Sindh Secretariat, Kamal Attaturk Road, Karachi Sindh. 03rd July, 2018 (Tuesday) at 12:00

S. NO.	NAME	ORGANIZATION / DESIGNATION	E-MAIL ADDRESS	CONTACT NO.	SIGNATURE
1.	Niaz Ahmad Soomro	Local Govt. Special Secretary	niazsoomro59@gmail.com	0302-8239278	
2.	Ali Gul Sajidani	Local Govt Deputy		03102720189	
3.	Bushra Niaz Soomro	Assistant Chief Planning Officer	Bushra.niazsoomro@gmail.com	03322 650 510	
4.	Asad Zamin	PD (K-IV) KW&SB			
5.	Zafar Ahmed	S.E (K-IV) (EEM) KW&SB	zafrahmed65@gmail.com	0322-8624153	
6.	MIR Yalga	PPP Unit		0323-2339462	
7.					
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9.					
10.					
11.					