

Bid Evaluation Report

1. Name of Procuring Agency: Sindh Enterprise Development Fund, Finance Department, GoS
2. Tender Reference No: **INF/KRY/4036/2017**
3. Tender Description/Name of work/item: **Hiring Consultancy Services for Conducting Feasibility Studies for the Development of Modern Agri-Warehouse to Promote Warehouse Receipt Base Financing Under Proposed Collateral Management Company (CMC)**
4. Method of Procurement: Least Cost Selection Method
5. Tender Published: SPPRA ID 34578, Daily Dawn 30th Sep, 2017, Daily Kawish 30th Sep, 2017, & Jang 1st Oct, 2017
6. Total Bid documents Sold: 2 (Two)
7. Total Bids Received: 1 (One)
8. Technical Bid Opening date: 26th October, 2017 at 1130 hrs
9. No. of Bid technically qualified: 1 (One)
10. Bid(s) Rejected: None
11. Financial Bid Opening date: 26th October, 2017 at 1230 hrs

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.	M/s EY Ford Rhodes	9,180,000/-	Lowest	Within estimate cost	Qualified as per Eligibility Criteria	Recommended for award of work


(Kapeel Kumar)

Company Secretary
Sindh Enterprise Dev. Fund
(Member/Secretary Committee)


(Shaikh Adnan Ali)


Section Officer
Sindh Board of Investment
(Member Committee)


(Ms. Bushra Aini Dars)

Assistant Chief (Ind)
P & D Department
(Member Committee)


(Rehmatullah Soomro)

Finance Manager
Sindh Enterprise Development Fund
(Chairman Committee)


(Syed Shahnawaz Nadir Shah)

Chief Investment Specialist
Finance Department
(Member Committee)

No. CS/SEDF/Feasibility/2017-18
Karachi, Tuesday, October 31, 2017

Subject: MINUTES OF THE SEDF CONSULTANT SELECTION COMMITTEE MEETING TO OPEN BIDDING DOCUMENTS FOR HIRING CONSULTANCY SERVICES FOR CONDUCTING FEASIBILITY STUDIES FOR THE DEVELOPMENT OF MODERN AGRI-WAREHOUSES TO PROMOTE WAREHOUSE RECEIPT BASE FINANCING UNDER PROPOSED COLLATERAL MANAGEMENT COMPANY (CMC)

A meeting of SEDF Consultant Selection Committee (CSC) held on 26th October, 2017 at 1130 hrs in the Committee Room of Sindh Board of Investment, 1st Floor, Block-B, Shahr-eh-Faisal, Karachi to open bidding documents (Technical & Financial Proposals) submitted by interested bidders/consultant to Conduct Feasibility Studies for the Development of Modern Agri-Warehouses to Promote Warehouse Receipt Base Financing Under Proposed Collateral Management Company (CMS).

2. The meeting was attended by all/following members of CSC and the representatives of consultant (Attendance sheet is enclosed):

- | | | |
|----|--|------------------|
| 1. | Mr. Rehmatullah Soomro
Finance Manager, SEDF | Chairman |
| 2. | Syed Shahnawaz Nadir Shah
Chief Investment Specialist
Finance Department, GoS | Member |
| 3. | Ms. Bushra Aini Dars
Assistant Chief (Ind)
Planning & Development Department, GoS | Member |
| 4. | Shaikh Adnan Ali
Section Officer(Admin)
Sindh Board of Investment | Member |
| 5. | Mr. Kapeel Kumar
Company Secretary, SEDF | Member/Secretary |

3. Following bidder/consultant had submitted their bidding documents as per the prescribed format laid down in Tender Document earlier floated by this office.

- M/s EY Ford Rhodes

4. The CSC evaluated the technical proposal submitted by above mentioned bidder/consultant. The minimum qualification score needed to qualify was 70 marks. The CSC has evaluated and assigned the following score:

S#	Name of bidder	Technical Score	Remarks
1.	M/s EY Ford Rhodes	85	Qualified




5. The financial proposal of technically qualified bidders was opened and the quoted financial bid price of qualified bidder was read aloud by the Chief Investment Specialist, Finance Department, the CSC members signed the financial proposal before the authorized representative of bidder. The financial bid price of technically qualified bidder is given below:

S#	Name of Bidder	Quoted Price	Amount of Bid Security	Pay Order No./Date
1.	M/s EY Ford Rhodes	Rs.9,180,000/-	Rs.183,600/-	P.O#2579224 dated 25-10-2017 MCB PIDC House Branch

6. The Consultant Selection Committee unanimously recommended the M/s EY Ford Rhodes being the successful bidder for award of contract.

7. The process of signing of agreement and issuance of award of work to M/s EY Ford Rhodes shall be completed in due course of time.

8. The meeting ended with vote of thanks to and from Chair.



(Kapeel Kumar)
Company Secretary
Sindh Enterprise Dev. Fund
(Member/Secretary Committee)



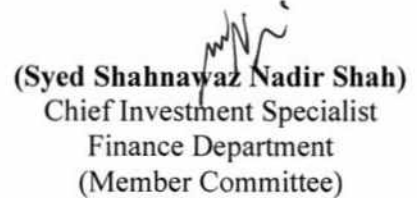
(Shaikh Adnan Ali)
Section Officer
Sindh Board of Investment
(Member Committee)



(Ms. Bushra Aini Dars)
Assistant Chief (Ind)
P& D Department
(Member Committee)



(Rehmatullah Soomro)
Finance Manager
Sindh Enterprise Development Fund
(Chairman Committee)



(Syed Shahnawaz Nadir Shah)
Chief Investment Specialist
Finance Department
(Member Committee)

SPRRA ID: 34578

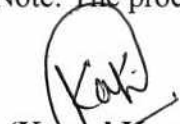
Method of Procurement: **Least Cost Selection Method**

Description of Work: **HIRING CONSULTANCY SERVICES FOR CONDUCTING FEASIBILITY STUDIES FOR THE DEVELOPMENT OF MODERN AGRI-WAREHOUSES TO PROMOTE WAHREHOUSE RECEIPT BASE FINANCING UNDER PROPOSED COLLATERAL MANAGEMENT COMPANY (CMC)**

Bidder's Qualification Report

S#	Eligibility/Qualification Criteria	M/s EY Ford Rhodes
1.	NTN	Yes
2.	Sales Tax Registration	Yes
3.	Registration with Sindh Revenue Board (SRB)	Yes
4.	Minimum three years experience of relevant field	Yes
5.	Turnover of at least Last three years	Yes
6.	Required Bid Security is attached	Yes
7.	Bid is signed, named and stamped by the authorized person of the firm along with Authorization letter	Yes
Qualified/Disqualified		Qualified

Note: The procuring agency may modify the criteria as per their requirements.



(Kapeel Kumar)
Company Secretary
Sindh Enterprise Dev. Fund
(Member/Secretary Committee)



(Shaikh Adnan Ali)
Section Officer
Sindh Board of Investment
(Member Committee)



(Ms. Bushra Aini Dars)
Assistant Chief (Ind)
P& D Department
(Member Committee)



(Rehmatullah Soomro)
Finance Manager
Sindh Enterprise Development Fund
(Chairman Committee)



(Syed Shahnawaz Nadir Shah)
Chief Investment Specialist
Finance Department
(Member Committee)


Evaluation Sheet

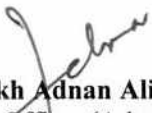
HIRING CONSULTANCY SERVICES FOR CONDUCTING FEASIBILITY STUDIES FOR THE DEVELOPMENT OF MODERN AGRI-WAREHOUSES TO PROMOTE WAREHOUSE RECEIPT BASE FINANCING UNDER PROPOSED COLLATERAL MANAGEMENT COMPANY (CMC) Bid Documents Opening on 26th October, 2017 at 1130 hrs in the Committee Room of SBI


S.No.	Criteria	Max Marks	M/s EY Ford Rhodes
1	CONSULTANT'S RELEVANT EXPERIENCE (COMPANY PROFILE)	30	
1.1	Years of establishment: a. 10 Years or more = 05 Marks b. 5 Years or more = 03 Marks c. Less than 5 years = 00 Marks (Attach Certificate of Incorporation/Registration)	5	5
1.2	Experience of Providing Business Consultancies: a. 10 Years or more = 10 Marks b. 5 Years or more = 05 Marks c. Less than 5 years = 00 Marks (Attach NTN/STN Registration Certificates)	10	10
1.3	Experience of Developing Feasibility Studies for Agribusiness Sector, Public Sector/Banks/Financial Institution/ Reputed Private Sector Entities, having project cost worth Rs. 50 million or more in each project: a. More than 5 Projects = 15 Marks b. 2-5 Projects = 05 Marks c. Less than 2 Project = 00 Marks (Attach work Orders / Completion Certificates)	15	0
2	AFFILIATIONS WITH ACCREDITATION INSTITUTIONS	20	
2.1	Practicing Chartered Accountant Firm having Satisfactory Quality Control Rating (QCR) by the Institute of Chartered Accountants of Pakistan (ICAP): Yes = 10 Marks No = 00 Marks	10	10
2.2	Category-A listed Chartered Accountant/ Auditing Firm on Panel of Auditors maintained by State Bank of Pakistan under Section 35 of Banking Companies Ordinance, 1962: Category A = 10 Marks Category B = 5 Marks Category C = 00 Marks	10	10
3	QUALIFICATIONS AND COMPETENCE OF THE KEY STAFF FOR ADEQUACY OF THE ASSIGNMENT	40	
3.1	Availability of Adequate Human Resource: The firm must have at least 10 Employees/Staff on Company's/Firms permanent payroll providing consultancy services for last One Year: a. 10 or more employees/staff = 05 Marks b. 3-5 employee/staff = 03 Marks c. Less than 3 employees/staff = 00 Marks (Attach authenticated Company's Payroll)	5	5
3.2	Availability of Agribusiness Technical Expert: Master/Bachelor Degree in Agriculture and Horticulture or equivalent with experience in setting up Agro-based Projects having project cost worth Rs. 50 million or more: a. More than 5 projects = 10 Marks b. 2-5 projects = 05 Marks c. Less than 2 projects = 00 Marks	10	10


3.3	Availability of Civil Engineers: Accredited by the PEC and possessing experience in warehousing projects for agricultural products a. More than 5 projects = 10 Marks b. 2-5 projects = 05 Marks c. Less than 2 projects = 00 Marks (Attach C.V and Degrees of the Expert)	10	10
3.4	Availability of Qualified Financial Expert: ACA/CFA/ACCA qualified staff having experience of Financial Advisory Services and developing financial models for infrastructure and agri-sector projects: a. More than 10 qualified experts = 05 Marks b. 5-10 qualified experts = 03 Marks c. Less than 5 qualified experts = 00 Marks (Attach C.V and Degrees of the Expert)	5	5
3.5	Availability of Qualified project Finance Expert: ACA/CFA/ACCA qualified staff having experience of securing project finance and debt arrangement for projects: a. More than PKR 20 billion = 10 Marks b. Between PKR 10 billion and PKR 20 billion = 05 Marks c. Less than PKR 10 billion = 00 Marks (Attach C.V and Degrees of the Expert)	10	10
4	CONSULTANT'S FINANCIAL CAPABILITIES	10	
4.1	Average Annual Turnover for the last three (3) Years: a. More than 1000 million = 10 Marks b. 250-1000 million = 05 Marks c. Less than 250 million = 00 Marks (Attach audited Financial Statements for the last three years)	10	10
Total		100	85
Remarks		70	Pass


(Minimum Score to Qualify is 70)


(Kapeel Kumar)
Company Secretary
Sindh Enterprise Dev. Fund
(Member/Secretary Committee)


(Shaikh Adnan Ali)
Section Officer (Admin)
Sindh Board of Investment
(Member Committee)


(Ms. Bushra Aini Dars)
Assistant Chief (Ind)
P& D Department
(Member Committee)


(Syed Shah Nawaz Nadir Shah)
Chief Investment Specialist
Finance Department
(Member Committee)

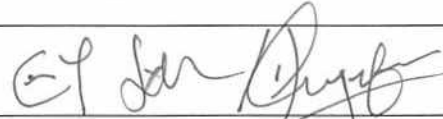

(Rehmatullah Soomro)
Finance Manager
Sindh Enterprise Development Fund
(Chairman Committee)


COMPARATIVE STATEMENT

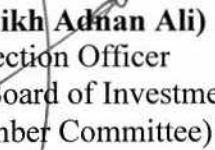
Description of Work: Hiring Consultancy Services for Conducting Feasibility Studies for the Development of Modern Agri-Warehouse to Promote Warehouse Receipt Base Financing Under Proposed Collateral Management Company (CMC)


Tender Reference: SPPRA ID 34578, Daily Dawn 30th Sep, 2017, Daily Kawish 30th Sep, 2017, & Jang 1st Oct, 2017


Date of Opening of Financial Envelope: 26-10-2017 (12:30PM)


S#	Name of Bidders	Amount of Bid	Remarks	Signature of Bidder
1.	M/s EY Ford Rhodes	Rs.9,180,000/- (Inc. Tax)	Acknowledged	


(Kapeel Kumar)
Company Secretary
Sindh Enterprise Dev. Fund
(Member/Secretary Committee)


(Shaikh Adnan Ali)
Section Officer
Sindh Board of Investment
(Member Committee)


(Ms. Bushra Aini Dars)
Assistant Chief (Ind)
P& D Department
(Member Committee)


(Syed Shahnawaz Nadir Shah)
Chief Investment Specialist
Finance Department
(Member Committee)


(Rehmatullah Soomro)
Finance Manager
Sindh Enterprise Development Fund
(Chairman Committee)

No: CS/SEDF/Feasibility/2017-18
Karachi, Tuesday 31st October, 2017

TO WHOME IT MAY CONCERN

Reference to SEDF Tender hoisted vide SPPRA Sr#34578 for Hiring Consultancy Services for Conducting Feasibility Studies for the Development of Modern Agri-Warehouses to Promote Warehouse Receipt Base Financing Under Proposed Collateral Management Company (CMC). The tender was opened on 26th October, 2017 at 1130 hrs and only one bid received from M/s EY Ford Rhodes.

2. The prices are comparable to the market rate as verified by the Consultant Selection Committee, so as per Rule 48 of SPP Rules 2010, bid is accepted.




(Rehmatullah Soomro)
Chairman
Consultant Selection Committee

SPPRA SR.34578

HIRING CONSULTANCY SERVICES FOR CONDUCTING FEASIBILITY STUDIES FOR THE
DEVELOPMENT OF MODERN AGRI-WAREHOUSES TO PROMOTE WAHREHOUSE RECEIPT
BASE FINANCING UNDER PROPOSED COLLATERAL MANAGEMENT COMPANY (CMC)

OPENING OF BID ON 26TH OCTOBER, 2017 AT 1130 HRS IN THE COMMITTEE ROOM OF SBI

ATTENDANCE SHEET

S#	Bidder Name	Representative Name & Designation	Cell/Contact No	Email	Signature
1.	EY Ford Rhodes	Shahnawaz Ali Manager, Transaction Advisory Services	03222205756	shahnawaz.ali@pkoy.com	
2.	/	/	/	/	/

Signature of Consultant Selection Committee:



(Kapeel Kumar)
Company Secretary
Sindh Enterprise Dev. Fund
(Member/Secretary Committee)



(Shaikh Aman Ali)
Section Officer
Sindh Board of Investment
(Member Committee)



(Ms. Bushra Aini Dars)
Assistant Chief (Inv)
P&D Department
(Member Committee)



(Eyed Shahnawaz Nadir Shah)
Chief Investment Specialist
Finance Department
(Member Committee)



(Rehmatalah Soomro)
Manager Finance
Sindh Enterprise Development Fund
(Chairman Committee)




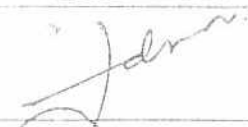


SPPRA SR.34578

HIRING CONSULTANCY SERVICES FOR CONDUCTING FEASIBILITY STUDIES FOR THE
DEVELOPMENT OF MODERN AGRI-WAREHOUSES TO PROMOTE WAHREHOUSE RECEIPT
BASE FINANCING UNDER PROPOSED COLLATERAL MANAGEMENT COMPANY (CMC)

OPENING OF BID ON 26TH OCTOBER, 2017 AT 1130 HRS IN THE COMMITTEE ROOM OF SBI

ATTENDANCE SHEET
SEDF CONSULTANT SELECTION COMMITTEE

S#	Member Name	Designation	Signature
1.	Mr. Rehmatullah Soomro Finance Manager, SEDF	Chairman	
2.	Syed Shahnawaz Nadir Shah Chief Investment Specialist Finance Department, GoS	Member	
3.	Ms. Bushra Aini Dars Assistant Chief (Ind) Planning & Development Department, GoS	Member	
4.	Shaikh Adnan Ali Section Officer(Admin) Sindh Board of Investment	Member	
5.	Mr. Kapeel Kumar Company Secretary, SEDF	Member/Secretary	