

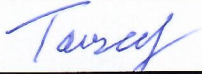
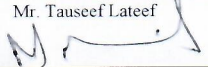
## Bid Evaluation Report

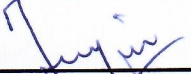
1. Name of Procuring Agency: **School Education & Literacy Department with assistance of Public Private Partnership Unit, Finance Department, Government of Sindh.**
2. Tender Reference No: **Sr No# 34559.**
3. Tender Description/ Name of work/ item: Teacher education plays a significant role in enhancing the quality of education. Only good quality teacher can impart the best education. Role of Teacher Training Institutions in this regard is always seen very important to train the teachers through offering pre-service courses or conducting in-service trainings. In Sindh, there are 31 teacher training institutions working for quality teacher education to meet the requirement of future teachers and upgrading the quality of existing teachers. Although these institutes are performing their role in an effective manner but need for improvement is always required to further strengthen these institutions. The Teachers Training Project will help overcome the obstacles in teacher education described above. The Teacher Training Project envisages the rehabilitation, refurbishment, maintenance, management and operations of the existing six (06) TTICs in Sukkur, Larkana, Mirpurkhas, Shaheed Benazirabad each & two (2) in Karachi.

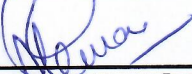
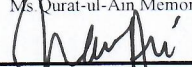
As such, pursuant to Rule 82 of Sindh Public Procurement Rules, 2010, the School Education & Literacy Department intends to hire transaction advisor to conduct feasibility study and transaction advisory for Teacher Training Project. The transaction advisor shall assist the Government in the PPP procurement, including preparation of the PPP Project, *inter alia* determination of the appropriate PPP modality, making suitable financial model for the Project, etc. The Transaction advisor shall furnish legal, technical and financial opinion respectively as and when required by the Procuring Agency on any matter / document / agreement with regards to the Project.

4. Method of Procurement: National Competitive Bidding, Single Stage Two Envelopes.
5. Tender Published: **28<sup>th</sup> September 2017** (Dawn, Jang, Kaawish)
6. Prequalification Applications: No Pre-Qualification done.
7. Total Bid Documents Issued: Three (03) issued. Bidding documents were not charged for.
8. Total Bids Received: Three (03) bids from three (03) Bidders.

S.No.	BIDDER/CONSORTIUM LEAD MEMBER NAME	STATUS
1	Management & Development Center (MDC)	Technically Qualified
2	Socio Engineering Consultants (SEC)	Technically Qualified
3	E&Y Ford Rhodes (E&Y)	Technically Qualified

  
\_\_\_\_\_  
Director PPP Node  
School Education & Literacy Department  
Mr. Tauseef Lateef  
  
\_\_\_\_\_  
Representative of P & D, Department  
Planning & Development Board, P&D  
Mr. Taufiue Ahmed Shaikh

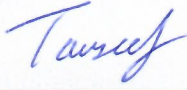
  
\_\_\_\_\_  
Head of Curriculum Wing  
School Education & Literacy Department  
Dr. Fauzia Khan

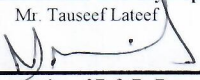
  
\_\_\_\_\_  
Representative of Finance Department  
Finance Department  
Ms. Qurat-ul-Ain Memon  
  
\_\_\_\_\_  
Chairman  
Additional Secretary, School Education &  
Literacy Department  
Mr. Zahid Khemtio





9. Technical Bid Opening date: 20<sup>th</sup> October 2017 (Annex-A) and the same were evaluated by the committee and approved on **30<sup>th</sup> November 2017** (*Minutes of the Technical Bid Evaluation are attached herewith as Annex-B*).
10. No. of Bid(s) Technically Qualified (if applicable): Three (03) bids from three (03) bidders.
11. Technical Bid(s) Rejected: None.
12. Financial Bid Opening date: 5<sup>th</sup> December, 2017 (*Minutes of the Financial Bid Opening are attached herewith as Annex-C*).
13. Bid Evaluation Report:

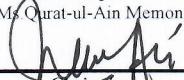
S. No	Name of Firm of Bidder	Cost offered by the Bidder	Ranking in terms of Cost	Comparison with Estimated cost	Reasons for acceptance/ rejection	Remarks
01	Management & Development Center (MDC)	Rs. 14,423,882/-	1 <sup>st</sup>	Open national competition, Quality Cost Base Selection (QCBS) method of procurement. 75% weightage to technical bids and 25% weightage for financial bid.	<i>Technical Evaluation Report &amp; Financial Evaluation Reports are attached herewith as Annex-B &amp; Annex-C respectively.</i>	Preferred / successful Consortium-bidder to perform Transaction Advisory Services in terms of the RFP.
02	E&Y Ford Rhodes (E&Y)	Rs. 32,152,640/-	2 <sup>nd</sup>	Open national competition, Quality Cost Base Selection (QCBS) method of procurement. 75% weightage to technical bids and 25% weightage for financial bid.	<i>Technical Evaluation Report &amp; Financial Evaluation Reports are attached herewith as Annex-A &amp; Annex-B respectively.</i>	Unsuccessful.

  
 Director PPP Node  
 School Education & Literacy Department  
 Mr. Tauseef Lateef

  
 Representative of P & D, Department  
 Planning & Development Board, P&D  
 Mr. Taufiq Ahmed Shaikh

  
 Head of Curriculum Wing  
 School Education & Literacy Department  
 Dr. Fauzia Khan

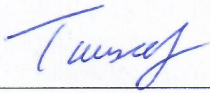
  
 Representative of Finance Department  
 Finance Department  
 Ms. Qurat-ul-Ain Memon

  
 Chairman  
 Additional Secretary, School Education &  
 Literacy Department  
 Mr. Zahid Khemtio

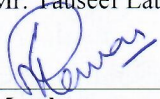
03	Socio Engineering Consultants (SEC)	Rs. 20,000,000	N/A	Open national competition, Quality Cost Base Selection (QCBS) method of procurement. 75% weightage to technical bids and 25% weightage for financial bid.	<i>Technical Evaluation Report &amp; Financial Evaluation Reports are attached herewith as Annex-B &amp; Annex-C respectively.</i>	<b>Disqualified</b> - for non-compliance of the SPP Rules (for not submitting the Bid Security).
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Technical proposal were submitted by the bidders based on the assumptions provided in the RFP and the same shall be updated on financial close based on actual values.

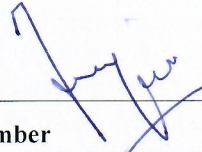
Signatures of the members of the Consultant Selection Committee (CSC)



**Member/Secretary (CSC)**  
**Director PPP Node**  
**School Education & Literacy Department**  
 Mr. Tauseef Lateef



**Member**  
**Representative of Finance Department**  
**Finance Department**  
 Ms. Qurat-ul-Ain Memon



**Member**  
**Head of Curriculum Wing**  
**School Education & Literacy Department**  
 Dr. Fauzia Khan



**Member**  
**Representative of P & D, Department**  
**Planning & Development Board, P&D**  
 Mr. Taufique Ahmed Shaikh



**Chairman**  
**Additional Secretary, School Education & Literacy Department**  
 Mr. Zahid Khemtio





NO: FD/PPP UNIT/PB20/2017  
GOVERNMENT OF SINDH  
FINANCE DEPARTMENT  
Karachi, dated the 12<sup>th</sup> April, 2017

7<sup>th</sup> Floor, Building No. 6, Sindh Secretariat, Kamal Attaturk Road,  
Karachi. Phone: (021) 99222192

To,

The Principal Secretary to Chief Minister, Sindh  
Chief Minister's Secretariat, Sindh  
Karachi

**SUBJECT: DRAFT MINUTES OF 20<sup>TH</sup> MEETING OF PUBLIC PRIVATE PARTNERSHIP (PPP) POLICY BOARD**

The 20<sup>th</sup> meeting of Public Private Partnership (PPP) Policy Board was held under the chairmanship of Honorable Chief Minister Sindh, being the Chairman of the PPP Policy Board, on 8<sup>th</sup> March, 2017 at Chief Minister's Secretariat, Karachi to review and approve the PPP projects.

2. The minutes of the 20<sup>th</sup> Public Private Partnership (PPP) Policy Board meeting are enclosed for kind perusal and approval of Honorable Chief Minister, Sindh. Furthermore, initials of Honorable Chief Minister are requested per page on minutes as indicated.

(ALI SIBTAIN)

DIRECTOR GENERAL  
PUBLIC PRIVATE PARTNERSHIP UNIT  
FINANCE DEPARTMENT  
GOVERNMENT OF SINDH

Copy for information to

1. P.S. to Chief Secretary, Government of Sindh
2. R.O. to Secretary Finance, Finance Department, Government of Sindh
3. Master File.

PS / Secy. to CM

Diary No 1109

Date 13.04.2017

Partnership Unit

475-

Dated 13.4.2017

PATOAS (STAFF) TO C.M.S

Diary No 262

Dated 13/4/17

15/4/17

12/4

AS(S)

For kind perusal pl

13/4

18/4/17

AS(S)

15/4

PSCM

13/4

D.G. (PPP)

18/4

DG PPP Unit





Partnership for Development

NO: FD(PPPUNIT)/PB/M20  
GOVERNMENT OF SINDH  
FINANCE DEPARTMENT  
Dated March 08<sup>th</sup>, 2017

7<sup>th</sup> Floor, AK Lodhi Complex, Sindh Secretariat # 6,  
Shahrah-e- Kemal Ata Turk, Karachi Ph: (021) 99222194  
[www.pppunitsindh.gov.pk](http://www.pppunitsindh.gov.pk)

## **MINUTES OF 20<sup>TH</sup> MEETING OF PUBLIC PRIVATE PARTNERSHIP (PPP) POLICY BOARD**

The 20<sup>th</sup> meeting of the Public Private Partnership (PPP) Policy Board (the **PPP Policy Board**) was held on WEDNESDAY, MARCH 8<sup>TH</sup>, 2017 at the Chief Minister House under the chairmanship of the HONORABLE CHIEF MINISTER, SINDH (the **Chairman**). The list of participants of the meeting is attached as **[ANNEXURE A]** and the working paper is attached as **[ANNEXURE B]**.

2. The Chairman welcomed the members and participants of the PPP Policy Board and requested Secretary Finance to recite a few verses of the Holy Quran. The Chairman thereafter requested the Secretary Finance to present the agenda before the honorable members of the PPP Policy Board and update the forum on various projects undertaken so far.

### **AGENDA NO. 1 – CONFIRMATION OF 19TH PPP POLICY BOARD MINUTES**

3. The Secretary Finance presented the minutes of the meeting for the 19<sup>th</sup> PPP Policy Board Meeting [attached as **ANNEXURE C**] for confirmation and approval by the members. There were no reservations of any of the members.

**Decision:** The PPP Policy Board accorded its approval to the minutes of the 19<sup>th</sup> PPP Policy Board meeting and confirmed the decisions made in the 19<sup>th</sup> meeting of the PPP Policy Board.

### **AGENDA NO.2 (A) – EDUCATION MANAGEMENT ORGANIZATIONS (EMOs) – RATIFICATION OF SUMMARY AND SIGNING OF CONCESSION AGREEMENTS**

4. The Secretary Education & Literacy Department (ELD) informed the forum that after successful launch of the first RFP for four schools on 11th May 2016, second RFP of the EMOs Project was launched, whereby five more schools were identified to be awarded over to the private partners i.e. EMOs. Fourteen technical bids were submitted by six EMOs. After the technical evaluation and subsequent financial evaluation, the successful EMOs were identified for each of the five schools by the TFEC. A Summary dated 1st Nov 2016 was approved by the Honorable Chief Minister, Sindh as Chairman PPP Policy Board for the award of five schools and the subsequent signing of Concession Agreements with their respective Education Management Organizations. Further, the Independent Expert and the Independent Auditor for the remaining schools will also be appointed.



5. The Chairman stated that he had already approved the summary for signing the Concession Agreement and invited members for any comments. No reservations were expressed by any member.

**Decision: The PPP Policy Board accorded approval for ratification of the Summary and subsequent signing of Concession Agreements with five schools under EMO project.**

**AGENDA NO. 2 (B) – TEACHER TRAINING INSTITUTE (TTI) & COLLEGES (TTC) PROJECT**

6. The Secretary School Education Department (SED) informed the forum that the School Education Department, Government of Sindh intends to improve the quality of public sector Teacher Training Institutes (TTI) & Colleges (TTC) under the public private partnership mode. SED wants to explore the possible PPP arrangements for Teacher Training Institutes (TTI) & Colleges (TTC), which may include outsourcing the management of TTIs to reputable educational / training organizations through competitive bidding.

7. The Secretary SED highlighted that the Minister Education had consultation with the relevant stakeholders involved in the field of teachers' training. The Minister stated that he had a meeting with the stakeholders and is of the view that at least one institute per district headquarters should be handed out through investor solicitation to private parties.

8. The Chief Secretary supported the initiative and made recommendations to expedite the process. The Secretary Health Department (former Secretary SED) also supported the process of outsourcing under the PPP mode, in particular for the newly constructed facility i.e. Professional Development Center (PDC) on the outskirts of Karachi by the SED.

9. The DG PPP Unit highlighted that the SED was already in receipt of an unsolicited proposal in this regard for a school in Hussainabad Karachi and requested SED to provide their comments on the same. The Minister Education stated that they had a meeting on the unsolicited proposal and were keen to pursue it and further added that he was keen to outsource more institutes as currently large budgets are being spent on these institutes which are at present only acting as certification institutes and not adding much value.

10. In light of the unsolicited proposal, the Secretary SED requested the PPP Policy board to initiate the process for private partner solicitation through competitive bidding, as per an identified PPP structure.

11. The Chairman added that SED should proceed towards investor solicitation for these institutes. He also suggested utilizing PDF funding for structuring the same, if required.

**Decision: The PPP Policy Board accorded approval to School Education Department (SED) to explore possible PPP options for Teacher Training Institute (TTI) & Colleges (TTC) by utilizing PDF funding. The PPP Policy Board further approved to initiate private partner solicitation for a teachers training institute per district including the Professional Development Center (PDC) as highlighted by Secretary, Health and the pilot project based on the unsolicited proposal through competitive bidding.**





**LIST OF PARTICIPANTS FOR  
20<sup>TH</sup> PPP POLICY BOARD MEETING**

Held on 8<sup>th</sup> March, 2017 at 2.45 P.M. at Chief Minister House, Karachi

S#	NAME	DESIGNATION	DEPARTMENT
1.	Mr. Murad Ali Shah	Chief Minister/Chairman	Government of Sindh
2.	Syed Nasir Hussain Shah	Minister	Transport Department
3.	Imdad Ali Pitafi	Minister	Works & Services Department
4.	Jam Mehtab Hussain Dahar	Minister	Education Department
5.	Dr. Sikandar Ali Mandhro	Minister	Health Department
6.	Ghulam Qadir Chandio	MPA	Member of Provincial Assembly
7.	Syed Owais Shah	MPA	Member of Provincial Assembly
8.	Rizwan Memon	Chief Secretary	SGA&CD
9.	Naveed Kamran Baloch	Principal Secretary	CM House
10.	Muhammad Waseem	Chairman P&D Board	Planning & Development Board
11.	Syed Hassan Naqvi	Secretary	Finance Department
12.	Fazlullah Pechuho	Secretary	Health Department
13.	Agha Wasif	Secretary	Energy Department
14.	Tuaha Ahmad Farooqi	Secretary	Transport & Mass Transit Department
15.	Mumtaz Ali Shah	Secretary	Education & Literacy Department
16.	Ali Sibtain	Director General	PPP Unit, Finance Department
17.	Syed Shah Nawaz Nadir Shah	Chief Investment Specialist	Fund Management House, Finance Deptt.
18.	Fahad Ansari	Director	PPP Unit, Finance Department
19.	Muhammad Danish	Director	PPP Unit, Finance Department
20.	Zain Fawzi	Director	PPP Unit, Finance Department
21.	Yasir Mumtaz Khokhar	Director	PPP Unit, Finance Department
22.	Abrar Khatak	Director	PPP Unit, Finance Department
23.	Sajjad Hussain Gilal	Assistant Director	PPP Unit, Finance Department
24.	Tauseef Ahmed	Director-PPP Node	Education & Literacy Department
25.	Abdul Aziz	Director-PPP Node	Transport & Mass Transit Department
26.	Dr. Ahsan	Director-PPP Node	Health Department
27.	Muhammad Athar	Director	Sindh Mass Transit Cell
28.	Qassim Dada	Director - Finance	Sindh Mass Transit Cell





**CONSULTANT SELECTION COMMITTEE**

**MEETING FOR HIRING OF THE TRANSACTION ADVISORS.**

1. A meeting of the Consultant Selection Committee Meeting (CSC) for hiring of Transaction Advisors / Consultants for Projects under PPP mode was held on **5<sup>th</sup> December, 2017** at **2:00 PM** in the Committee Room of School Education & Literacy Department (SELD) at 1<sup>st</sup> floor of Tughlaq House (Sindh Secretariat) Karachi.

2. The following members participated in person in the meeting:

**Present:**

<b>Zahid Khemtio, Additional Secretary (SELD)</b>	<b>Chairman</b>
<b>Mr. Taufique Ahmed Shaikh (P&amp;D)</b>	<b>Member</b>
<b>Mr. Fauzia Khan, Head of Curriculum, (SELD)</b>	<b>Member</b>
<b>Ms. Qurat-ul-Ain, Deputy Secretary, Finance Dept.</b>	<b>Member</b>
<b>Mr. Tauseef Lateef, Director, PPP Node, (SELD)</b>	<b>Member</b>

3. **Agenda Item #1: Opening of Financial Bids for the technically qualified bidders.**
4. A Request for Proposal (RFP), for procurement of Transaction Advisory Services for Teacher Training Institutes and Colleges (TTI&C) of School Education & Literacy Department (SE&LD) in selected Districts of Sindh was published in three (03) National Daily Newspaper on **28<sup>th</sup> September, 2017**. The same was also hoisted on Sindh Public Procurement Regulatory Authority (SPPRA) website, as required by the Sindh Public Procurement Rules, 2010 (as amended from time to time) in the case of National Competitive Bidding.
5. Technical bids were opened in CSC meeting on **20<sup>th</sup> October 2017** and the technical bids were jointly evaluated by the PPP Node and the PPP Unit, Finance Department. The CSC meeting on **30<sup>th</sup> November 2017** approved the Technical Evaluation Report and directed to open the Financial Bids of all the technical qualified bidders on **5<sup>th</sup> December 2017**.





### CONSULTANT SELECTION COMMITTEE

6. In the presence of all the representatives of the CSC, the Financial Proposals were opened. All the three (03) bids received from the TTI&C project secured the minimum passing score as per the RFP document, as such the Financial Proposals of all three following organizations were opened:

#### Teacher Training Institutes and Colleges (TTI&C):

S.No.	NAME OF THE FIRM/ORGANIZATION	Technical Evaluation	Financial Evaluation
1	Management & Development Center (MDC)	Technically Qualified	Rs. 14,423,882/-
2	Socio Engineering Consultants (SEC)	Technically Qualified	Dis-qualified
3	E&Y Ford Rhodes (E&Y)	Technically Qualified	Rs. 32,152,640/-

7. The Financial Bids of all the technically qualified bidders was scrutinized as per the RFP guidelines. The Financial bid of MDC was dis-qualified for non-compliance of SPP Rules for not submitting the Bid Security. The procurement method as per the RFP was based on Quality and Cost Based Selection (QCBS) and therefore, **25% marks** were allocated for Financial Bids, whereas **75% marks** for the technical bids. A detailed Financial Evaluation Report is attached (Annex- A). Representative of SEC and E&Y were present to witness the CSC meeting and were informed of the results of the Financial Evaluation.
8. **Decision:** The CSC approved the Financial Evaluation Report (FER) for the TTI&C project and directed the Director PPP Node to prepare the Bid Evaluation Report (BER) and seeks its approval from all committee members through circulation. The same may be submitted to SPPRA. The CSC decided to give its recommendations for MDC to the TFEC as being the preferred bidders.

CSC was adjourned with a vote of thanks.





**CONSULTANT SELECTION COMMITTEE**

Member/Secretary (CSC)  
Director PPP Node  
School Education & Literacy Department

Member  
Head of Curriculum Wing  
School Education & Literacy Department

Member  
Representative of Finance Department  
Finance Department

Member  
Representative of P & D, Department  
Planning & Development Board, P&D

Co-Opted Member  
Sr. Director PPP Node  
School Education & Literacy Department

Chairman  
Additional Secretary, School Education & Literacy Department





GOVERNMENT OF SINDH  
SCHOOL EDUCATION & LITERACY DEPARTMENT

FINNANCIAL BID OPENING FOR TRANSACTION ADVISORY SERVICES ON 5<sup>TH</sup> DEC 2017 at 3:00PM.

Attendance Sheet of Committee Members

S. #	Name	Designation	Department	Signature
1	Zahid Khemtio	Additional Secretary (GA)	School Education & Literacy Department	
2	Wahab Soomro	Sr. Director PPP node	School Education & Literacy Department	
3	Qurat-ul-Ain Memon	Representative of Finance Member	Finance Department	
4	Toufique Ahmed Shaikh	Representatives of Planning Department	Planning Department	
5	Dr. Fauzia Khan	HoD Curriculum	School Education & Literacy Department	
6	Tauseef Lateef	Director PPP Node Member/Secretary	School Education & Literacy Department	





GOVERNMENT OF SINDH  
SCHOOL EDUCATION & LITERACY DEPARTMENT

FINANCIAL BID OPENING FOR TRANSACTION ADVISORY SERVICES ON 5<sup>TH</sup> DEC 2017 at 3:00PM.

Attendance Sheet of Bidders

S. #	Name of the Representative	Designation	Organization	Contact #	Signature
1	SHAHMEEN AHMED	Executive Analyst	EY Food Modes	0321-2505983	
2	Avaiz Munir	Manager Programs	MDC	0301-3896904	
3					



# TRANSACTION ADVISORY SERVICES TEACHER TRAINING PROJECT

## COMBINED SCORE CALCULATION

		EY	MDC	SEC
	Raw Technical Score (RTS)	88.25	77.25	78.75
(A)	Weighted Technical Score (TSw)	66.19	57.94	59.06
	Raw Financial Score (RFS)	32,152,640	14,423,882	N/A
	Financial Score (FS)	44.86	100.00	N/A
(B)	Weighted Financial Score (FSw)	11.22	25.00	N/A
(A) + (B)	Combined Score (CS)	77.40	82.94	N/A

Note:

*Calculation of Technical Score*

$$TSw = RTS \times 75\%$$

*Calculation of Financial Score*

$$FS = 100 \times (RFS_{min}/RFS)$$

$$FSw = FS \times 25\%$$

*Calculation of Combined Score*

$$CS = TSw + FSw$$

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Bid Price	32,152,640.00	14,423,882.00	N/A
1%			
Bid Security	321,526	144,239	#VALUE!
Phase-1: Feasibility			
5%	1,607,632	721,194	#VALUE!
25%	8,038,160	3,605,971	#VALUE!
10%	3,215,264	1,442,388	#VALUE!
10%	3,215,264	1,442,388	#VALUE!
Phase-2: Transaction Advisory			
10%	3,215,264	1,442,388	#VALUE!
5%	1,607,632	721,194	#VALUE!
5%	1,607,632	721,194	#VALUE!
5%	1,607,632	721,194	#VALUE!
Phase-3: Transaction negotiation & financial close			
15%	4,822,896	2,163,582	#VALUE!
10%	3,215,264	1,442,388	#VALUE!
	32,152,640	14,423,882	#VALUE!

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*Taney*

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**CONSULTANT SELECTION COMMITTEE**

**MEETING FOR HIRING OF THE TRANSACTION ADVISOR**

1. A meeting of the Consultant Selection Committee Meeting (CSC) for hiring of Transaction Advisors / Consultants for Projects under PPP mode was held on **30<sup>th</sup> November, 2017** at **11:00 AM** in the Committee Room of School Education & Literacy Department (SELD) at 1<sup>st</sup> floor of Tughlaq House (Sindh Secretariat) Karachi.

2. The following members participated in person in the meeting:

**Present:**

Mr. <del>Zawid Khem</del> Additional Secretary (SELD)	Chairman
Mr. Taufique Ahmed Shaikh (P&D)	Member
Mr. Fauzia Khan, Head of Curriculum, (SELD)	Member
Ms. Qurat-ul-Ain, Deputy Secretary, Finance Department	Member
Mr. Tauseef Lateef, Director, PPP Node, (SELD)	Member

3. **Agenda Item #1: Approval for the Technical Evaluation Report (TER) in respect of bids submitted by Prospective Bidders for the RFP advertised on 28<sup>th</sup> September, 2017.**

4. A Request for Proposal (RFP), for procurement of Transaction Advisory Services for:
- Teacher Training Institutes and Colleges (TTI&C) of School Education & Literacy Department (SE&LD) in selected Districts of Sindh, and
  - Comprehensive High Schools (CHS) & English Medium Schools in Cambridge System (EMS)

was published in three (03) National Daily Newspaper on **28<sup>th</sup> September, 2017**. The same was also hoisted on Sindh Public Procurement Regulatory Authority (SPPRA) website, as required by the Sindh Public Procurement Rules, 2010 (as amended from time to time) in the case of National Competitive Bidding and on its website as well.

5. In the presence of all the representatives of the CSC, the Technical Proposals were opened and signed. The technical proposals as directed by the CSC in its last meeting, was jointly evaluated by the representatives of Education Department and the PPP Unit, Finance

*[Signature]*

*Tauseef*

*[Signature]*

*[Signature]*





### CONSULTANT SELECTION COMMITTEE

Department. All the three (03) bids received from the TTI&C project secured the minimum passing score as per the RFP document. The detailed TER is attached as **Annexure A**.

#### Teacher Training Institutes and Colleges (TTI&C):

S.No.	NAME OF THE FIRM/ORGANIZATION	STATUS
1	Management & Development Center (MDC)	Technically Qualified
2	Socio Engineering Consultants	Technically Qualified
3	E&Y Ford Rhodes	Technically Qualified

**Decision:** The CSC approved the TER for the TTI&C project and directed the Director PPP Node to convene the Financial Bid opening of the technically qualified bidders on 3<sup>rd</sup> **December, 2017** and to communicate the same to the technically qualified bidders.

6. Agenda Item # 2: Transaction Advisors for CHS & EMS project and the decisions taken by the PPP Policy Board.
7. Director PPP Node informed the committee members regarding the decision taken by the Honorable Chief Minister Sindh in the Policy Board meeting held on 7<sup>th</sup> Nov. (**Annexure B**). He informed that the PPP Policy Board has taken the decision to not conduct the Transaction Advisory for the **CHS & EMS project**, as it is based on the EMO model already being implemented by the School Education Department in collaboration with the USAID. Therefore, as per the decision of the Policy Board, hiring of Transaction Advisors for this project may be cancelled.
8. **Decision:** CSC in light of the decision of the PPP Policy Board, has decided to cancel the procurement of Transaction Advisors for the CHS & EMS project. Director PPP Node to communicate the same to all the bidders and SPPRA as per the Sindh Public Procurement Rules.

CSC was adjourned with a vote of thanks.





**CONSULTANT SELECTION COMMITTEE**

Member/Secretary (CSC)  
Director PPP Node  
School Education & Literacy Department

Member  
Head of Curriculum Wing  
School Education & Literacy Department

Member  
Representative of Finance Department  
Finance Department

Member  
Representative of P & D, Department  
Planning & Development Board, P&D

Co-Opted Member  
Sr. Director PPP Node  
School Education & Literacy Department

Chairman  
Additional Secretary, School Education & Literacy Department





GOVERNMENT OF SINDH  
SCHOOL EDUCATION & LITERACY DEPARTMENT

TER APPROVAL FOR TRANSACTION ADVISORY SERVICES ON 30<sup>TH</sup> NOV 2017 at 11:00AM.

Attendance Sheet of Committee Members

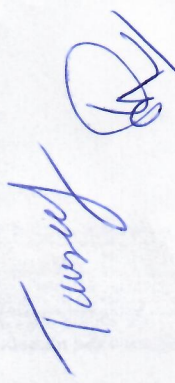
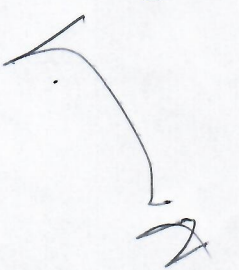
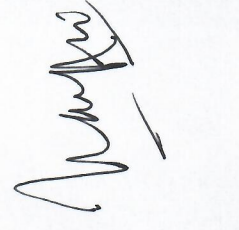
S. #	Name	Designation	Department	Signature
1	2441D KHAWTIO.	Additional Secretary (GA)	School Education & Literacy Department	
2	Qurat-ul-Ain Memon	Representative of Finance Member	Finance Department	
3	Toufique Ahmed Shaikh	Representatives of Planning Department	Planning Department	
4	Dr. Fauzia Khan	HoD Curriculum	School Education & Literacy Department	
5	Tauseef Lateef	Director PPP (NODE) Member/Secretary	School Education & Literacy Department	



## BASIC ELIGIBILITY CRITERIA

S. No	Eligibility Criteria	EY	MDC	SEC
1	2.18.1 Registration with Sindh Revenue Board and/or relevant tax authority (In case of Consortium, every consortium member firm should provide).	EY = Yes, TRC = Yes, HMCO = Yes	MDC = Yes, IQ = Yes, AQ = Yes	SEC = Yes, SAC = Yes, JSA = Yes
2	2.18.3 The Bidder is not black listed by any Procuring Agency / GoS. An affidavit from consultant shall be signed and submitted with technical proposal (In case of consortium, every consortium member firm should provide affidavit) (section 8).	EY = Yes, TRC = Yes, HMCO = Yes	MDC = Yes, IQ = Yes, AQ = Yes	SEC = Yes, SAC = , JSA =
3	2.18.4 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	EY = Yes, TRC = , HMCO =	MDC = 4, IQ = 2, AQ = 2	SEC = 4, SAC = 2, JSA = 2
5	2.18.5 In case of Consortium, the Consortium Agreement shall be submitted pursuant to clause 2.27.	Yes	Yes	Yes
6	2.18.6 For a consortium to be eligible for bidding, the relevant experience of lead partner and other partners is mandatory. Along with Supporting Documents	Yes	Yes	Yes

Annex - A



Summary	# of firms
100 points	0
80 - 100 points	1
50 - 79 points	2
50 points	0
below 50 points	0
<b>Total</b>	<b>3</b>

# EVALUATION OF TECHNICAL PROPOSALS FOR TRANSACTION ADVISORY, TEACHER TRAINING PROJECT

Details	EY	MDC	SEC
Total	Score	Score	Score
<b>Firm's Relevant Experience</b>			
- <b>Project Advisory Experience for PPP projects</b> (1 Project = 2.5 points, 2 Projects = 5 points, 3 Projects = 7.5 points, Greater than or equal to 4 Projects = 10 points)	10.00	10.00	7.50
- <b>Academic education related assignments undertaken in the last 20 years</b> (1.5 marks for each assignment)	15.00	15	9
- <b>Education related assignments undertaken</b> (1 mark for each assignment)	5.00	5	5
<b>Sub-Total Firms Relevant Experience</b>	<b>30.00</b>	<b>30.00</b>	<b>21.50</b>
<b>Key Professional Staff</b>			
<b>Financial Team</b>	<b>15.00</b>		
Financial Team Leader	10.00	10.00	10.00
Financial Analyst	5.00	5.00	5.00
<b>Technical Team</b>	<b>20.00</b>		
Teacher Education Expert	5.00	5.00	3.25
Curriculum Expert	5.00	2.00	5.00
Sociologist / Community Engagement Specialist	5.00	1.25	5.00
Infrastructure & Building Expert	5.00	5.00	2.00
<b>Legal Team</b>	<b>15.00</b>		
Legal Team Leader	10.00	10.00	10.00
Legal Expert	5.00	5.00	5.00
<b>Sub-Total Key Professional Staff</b>	<b>50.00</b>	<b>43.25</b>	<b>45.75</b>
<b>Financial Capability</b>			
- <b>Annual Turnover</b> (PKR 100 to 199.99 million = 1 point, PKR 200 to 299.99 million = 3 points, PKR 300 million or above = 5 points)	5.00	5	-
<b>Appreciation of TOR and understanding of the assignment</b>	1.00	1.00	1.00
<b>Approach and Methodology</b>	12.00	8.00	8.00
<b>Work Plan and Manning Schedule</b>	2.00	1.00	1.00
<b>Sub-Total</b>	<b>20.00</b>	<b>15.00</b>	<b>10.00</b>
<b>Total</b>	<b>100.00</b>	<b>88.25</b>	<b>77.25</b>

Passing score = 75%

Taseef

2/

N

Fujia

Amir



# M/SEY CONSORTIUM

1. EY Ford Rhodes - Lead Consultant (Financial and Technical Consultant)
2. HaidermotaBNR & Co. - Legal Consultant
3. Teacher Resource Centre

## Firm's Relevant Experience

	Maximum Points	No. of Projects	Points obtained
- Project Advisory Experience for PPP projects	10	10	10.00
- Academic education related assignments undertaken in the last 20 years	15	10	15.00
- Education related assignments undertaken	5	9	5.00
<b>Sub-Total</b>	<b>30</b>		<b>30</b>

## Key Professional Staff

	Qualification, Employment with the firm & Relevant Experience	No. of Projects	Points obtained
- Financial Team			
Financial Team Leader	EY	10	10.00
Financial Analyst	EY		5.00
- Technical Team			
Teacher Education Expert	TRC		5.00
Curriculum Expert	TRC		2.00
Sociologist / Community Engagement Specialist	TRC		1.25
Infrastructure & Building Expert	EY		5.00
- Legal Team			
Legal Team Leader	HMCO		10.00
Legal Expert	HMCO		5.00
<b>Sub-Total</b>			<b>43.25</b>

## Financial Capability

- Average Annual Turnover of last 3 years	5	5.00
Appreciation of TOR and Understanding of assignment	1	1.00
Proposed Methodology	12	8.00
Work Plan and Manning Schedule	2	1.00
<b>TOTAL SCORE</b>	<b>180</b>	<b>88.25</b>

## BREAK-UP

Consortium Members (8 projects EY, 2 HMCO, 0 TRC)  
 Consortium Members (0 projects EY, 0 HMCO, 10 TRC)  
 Consortium Members (0 projects EY, 0 HMCO, 9 TRC)

Financial	Name	Qualification	Years experience	Points
1	Zaeshan Hussain	CA (25 points)	27 (75 points)	100
2	Huzefa Mazahir Ali	MBA (25 points)	11 (75 points)	100
Technical	Name	Qualification	Years experience	Points
1	Saira Shahab	MA (25 points)	13 (75 points)	100
2	Noshin Khan	MA (25 points)	2 (15 points)	40
3	Farzana Kausar	MS Edu (25 points)	0 (points)	25
4	Muhammad Monis Suri	MS Civil (25 points)	17 (75 points)	100
Legal	Name	Qualification	Years experience	Points
1	Khawen Haidermota	LLM (25 points)	28 (75 points)	100
2	Ali Asghar Khan	Bar (25 points)	12 (75 points)	100

1,832,970,503

*[Signature]*

*[Signature]*

*Tuesday*

*[Signature]*



# M/S MDC CONSORTIUM

1. Management & Development Center - Lead Consultant (Technical Consultant)

2. Ahmed & Qazi - Legal Consultant

3. IQ Capital Plus - Financial Consulting Firm

## Firm's Relevant Experience

	Maximum Points	No. of Projects	Points obtained
- Project Advisory Experience for PPP projects	10	3	7.50
- Academic education related assignments undertaken in the last 20 years	15	6	9.00
- Education related assignments undertaken	5	5	5
<b>Sub-Total</b>	<b>30</b>		<b>21.5</b>

## Key Professional Staff

- Financial Team  
Financial Team Leader  
Financial Analyst

- Technical Team  
Teacher Education Expert  
Curriculum Expert

Sociologist / Community Engagement Specialist  
Infrastructure & Building Expert

- Legal Team  
Legal Team Leader  
Legal Expert

**Sub-Total**

Qualification, Employment  
with the firm & Relevant  
Experience

10	IQ Capital	10.00
5	IQ Capital	5.00
5	MDC	5.00
5	MDC	2.00
5	MDC	4.25
5	MDC	5.00
10	AQ	10.00
5	AQ	4.50
<b>50</b>		<b>45.75</b>

## Financial Capability

1- Average Annual Turnover of last 3 years

Appreciation of TOR and Understanding of assignment

Proposed Methodology

Work Plan and Manning Schedule

**TOTAL SCORE**

**TOTAL POINTS OBTAINED**

**77.25**

## BREAK-UP

Consortium Members (1 projects MDC, 1 AQ, 1 IQ)

Consortium Members (4 projects MDC, 0 AQ, 0 IQ)

Consortium Members (5 projects MDC, 0 AQ, 0 IQ)

Financial	Name	Qualification	Years experience	Points
1	Shahnawaz Rizvi	CA (25 points)	23 (75 points)	100
2	Asif Hader Mirza	CA (25 points)	20 (75 points)	100

Technical	Name	Qualification	Years experience	Points
1	Zain ul Abidin Laghari	MA Edu (25 points)	20 (75 points)	100
2	Peer Muhammad	MA Edu (25 points)	5 (15 points)	40
3	Muhammad Sajjad Abro	MA (25 points)	10 (60 points)	85
4	Abdul Ghani Samoon	BE Civil (25 Points)	12 (75 points)	100

Legal	Name	Qualification	Years experience	Points
1	Nadeem Ahmed	LLM (25 points)	17 (75 points)	100
2	Naveed Zafar	LLB (15 points)	11 (75 points)	90

Avg Annual Turnover

28,116,667

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*[Signature]*

*Tawseef*

*[Signature]*



# M/S SOCIO ENGINEERING CONSULTANTS CONSORTIUM

1. Socio Engineering Consultants - Lead Consultant (Technical Consultant)
2. Saqlain Arshad & Co. - Legal Consultant
3. Junaidy Shoaib Asad Chartered Accountants - Financial Consulting Firm

## Firm's Relevant Experience

	Maximum Points	No. of Projects	Points obtained
- Project Advisory Experience for PPP projects	10	3	7.50
- Academic education related assignments undertaken in the last 20 years	15	10	15.00
- Education related assignments undertaken	5	5	5.00
<b>Sub-Total</b>	<b>30</b>		<b>27.5</b>

## BREAK-UP

Consortium Members (0 projects SEC, 1 SA, 2 JSA)

Consortium Members (10 projects SEC, 0 SA, 0 JSA)

Consortium Members (5 projects SEC, 0 SA, 0 JSA)

## Key Professional Staff

Key Professional Staff	Qualification, Employment with the firm & Relevant Experience	Points
- Financial Team		
Financial Team Leader	JSA	10.00
Financial Analyst	JSA	5.00

- Technical Team		
Teacher Education Expert	SEC	3.25
Curriculum Expert	SEC	5.00
Sociologist / Community Engagement Specialist	SEC	5.00
Infrastructure & Building Expert	SEC	2.00

- Legal Team		
Legal Team Leader	SA	10.00
Legal Expert	SA	5.00
<b>Sub-Total</b>		<b>45.25</b>

## Financial Capability

\* - Average Annual Turnover of last 3 years

Appreciation of TOR and Understanding of assignment	5	0.00
Proposed Methodology	1	0.00
Work Plan and Manning Schedule	12	5.00
	2	1.00
<b>TOTAL SCORE</b>	<b>180</b>	<b>78.75</b>

Financial	Name	Qualification	Years experience	Points
1	Muntaz Hussain Baloch	CA (25 points)	13 (75 points)	100
2	Asad Feroze	CA (25 points)	10 (75 points)	100

Technical	Name	Qualification	Years experience	Points
1	Farhat Riaz	MA Edu (25 points)	6 (40 points)	65
2	Muhammad Jamshed Khan	MA Edu (25 points)	26 (75 points)	100
3	Tara Mahmood Baig	MA Eco (25 points)	12 (75 points)	100
4	Dr Bilal Ahmed	MS Civil (25 Points)	4 (15 points)	40

Legal	Name	Qualification	Years experience	Points
1	Muhammad Saqlain Arshad	LLM (25 points)	14 (75 points)	100
2	Muhammad Najeem Jamali	LLM (25 points)	10 (75 points)	100

*Junaidy Shoaib Asad*

*Tawees*

*Saqlain Arshad & Co.*