

INDUSTRIAL LINKAGES TECHNOLOGY PARK - TECHNOLOGY INCUBATION CENTER
Attendance Sheet for Suppliers
REQUEST FOR EXPRESSION
 2-Jun-11

S.No.	Bidders Identification	Name of Representative	Signature
1	Cambridge Advisers ^{Network}	Dr. Zahir	Syed Zahir Ali
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PURCHASE COMMITTEE


 PROF. DR. ABDUL MALIK
 Chairman


 DR. KHALID M. KHAN
 Member

DR. M. RAZA SHAH
 Member


 DR. S. ABID ALI
 Member

Bid Evaluation Report

1. Name of Procuring Agency: H.E.J Research Institute of Chemistry, International Center for Chemical and Biological Sciences, University of Karachi
2. Tender Reference No: Request for Expression
3. Tender Description/Name of work/item: Request for Proposal for Hiring of a Consulting Firm from the H.E.C. funded Development Project
4. Method of Procurement: Single Stage-One Envelope Procedure
5. Tender Published: SPPRA: S.No. Nil and Identification No .Nil Sunday, May 15th 2011 in Financial Post news paper
Print & Electronic Media (SPPRA ID No. & News papers names with dates)
6. Total Bid documents Sold; 3
7. Total Bids Received: 3
8. Technical Bid Opening date: (if applicable) 2nd June, 2011 (Provide details in separate form)
9. No. of Bid technically qualified (if applicable): 3
10. Bid(s) Rejected: None
11. Financial Bid Opening date: 2nd June, 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

Bid Evaluation Report Enclosed

PURCHASE COMMITTEE


PROF. DR. ABDUL MALIK
Chairman


DR. KHALID M. KHAN
Member

DR. M. RAZA SHAH


DR. S. ABID ALI

Signatures of the Members of the Committee.

Bid Evaluation Report

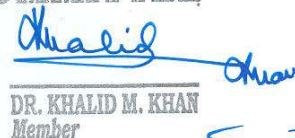
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0	1	2	3	4	5	6
1.	M/s Cambridge Advisor Network	Rs.60,000,000/year	1 st Lowest	-	As per tender specification/Lowest bidder	-

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 Member


 Member

INDUSTRIAL LINKAGES TECHNOLOGY PARK - TECHNOLOGY INCUBATION CENTER
Preliminary Examination
REQUEST FOR EXPRESSION
International Center for Chemical and Biological Sciences
University of Karachi

S.No. (a)	Bidders Identification (Name) (b)	Tender Doc. Purchased Yes (c)	Pay Order/ Bank Draft (d)	Received Amount in Rs. (e)	Read-out Bid Price(s)			Earnest Monty @ 2% (after bid opening)		Remarks (l)
					Currency (f)	Amount (g)	Coverision Rate PKR (h)	Amount in PKR (i)=(g*h)	Pay Order # (j)	
1	Cambridge Advice Network	Yes		300/-		600000/-		600000/-	120000/-	OK
2	Complete Proc. Ltd.	Yes		300/-		625000/-		625000/-	125000/-	OK
3	Echelon Consulting	Yes		300/-		640000/-		640000/-	128000/-	OK
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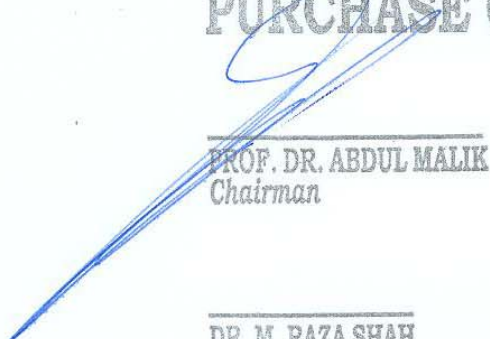
H.E.J. RESEARCH INSTITUTE OF CHEMISTRY
INTERNATIONAL CENTER FOR CHEMICAL AND BIOLOGICAL SCIENCES
PROJECT ENTITLED :INDUSTRIAL LINKAGES TECHNOLOGY PARK-TECHNOLOGY INCUBATION CENTER
TENDER -REQUEST FOR EXPRESSION

S #	Description	Cambridge Advisor Network	ECHELON Consulting	Complete (Pvt.)Ltd.	Total # Bids Rec.
1	Consultancy/Assistant for Industrial Linkages Technology Park -Incubation Center	Rs.6,000,000/year	Rs.6,400,000	Rs.6,250,000	3



JAVOID RIAZ
(PROJECT DIRECTOR)

PURCHASE COMMITTEE



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H.E.J. RESEARCH INSTITUTE OF CHEMISTRY
INTERNATIONAL CENTER FOR CHEMICAL AND BIOLOGICAL
SCIENCES
UNIVERSITY OF KARACHI

Summary of the Tender “Request For Expression”

S.No.	Company Name	Amount
		Pak.Rs.
1	M/s Cambridge Advisor Network	Rs.60,000,000 /year
	Total	Rs.60,000,000 /year

PURCHASE COMMITTEE



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H.E.J. RESEARCH INSTITUTE OF CHEMISTRY

PROJECT:

**INDUSTRIAL LINKAGES TECHNOLOGY PARK-
TECHNOLOGY INCUBATION CENTER**

**RECOMMENDATION OF TECHNICAL
COMMITTEE**

FOR

REQUEST FOR EXPRESSION

Memo

To: Prof. Dr. M. Iqbal Choudhary
Director (Acting),
H.E.J. Research Institute of Chemistry
International Center for Chemical and Biological Sciences
University of Karachi

From: Technical Committee, for the award of tender related to the
consultancy of Technology Park Project

Prof. Dr. Abdul Malik (Convener)

Prof. Dr. Khalid M. Khan

Dr. Musharraf

Mr. Javaid Riaz

Subject: Technical Report Tender # Request For Expression

Date: 20 June 2011

The Technical Committee for the award of consultancy tender related to the project entitled: Industrial Linkages Technology Park-Technology Incubation Center has gone through the documents of all bidders. We have carefully studied the bids along with supported documents related to the companies. In our recommendations, specifications that meet our requirement and the cost have been taken into consideration.

Thank you.

PURCHASE COMMITTEE


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CONSULTANCY

BACKGROUND:

The H.E.J. Research Institute of Chemistry, International Center for Chemical and Biological Sciences, University of Karachi is planning to establish a state- of-the-art Technology Park -Technology Incubation Center in the pursuit of application of Science and Technology in economic development. The objective of the project is to create and develop incubation process for high-tech start-ups. There is little or no coordination / co-operation or organized development work carried out between Universities and industry in Pakistan. The purpose of this project is to bridge the gap between industrial and academic sectors. It is hoped that this Technology Park will be a successful model for other Pakistani Universities.

REQUIRED QUALIFICATIONS:

- Name of the consulting firm and a profile that should indicate the names, qualifications and experience of the consultants, Board of Directors and Board of Advisors.
- Consulting firm Registration Number (copy of the registration certificate from SECP is to be provided with the bid)
- Consulting firm NTN (copy of the NTN certificate is to be provided with the bid)
- Work experience of at least 3 years in most elements that are needed for establishing and running of technology parks and technology incubation centers. Experience of consulting for Technology Incubation Centers

REQUIRED PERIOD:

Appropriate application having all required expertise and services will be considered for the period of twelve months (12) extendable keeping in view the future requirements.

INPUTS:

The consulting service will be carried out for a period of twelve months (extendable). The individual consultant will be recruited in accordance with the Government of Sindh normal procedure of the procurement of service by observing all codal formalities.

Only applications of reputed consultant firms having an experience of at least 3 years in establishing technology parks and technology incubation center will be considered. :

SCOPE:

The H.E.J. Research Institute of Chemistry, International Center for Chemical and Biological Sciences, University of Karachi is planning to establish a state- of-the-art Technology Park -Technology Incubation Center in the pursuit of application of

PURCHASE COMMITTEE

2

Prof. Dr. Abdul Malik
PROF. DR. ABDUL MALIK
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Dr. Khalid M. Khan
DR. KHALID M. KHAN
Member

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Science and Technology in economic development. In this regard the Higher Education Commission of Pakistan has approved the project of the ICCBS entitled: "Industrial Linkages Technology Park- Technology Incubation Center" with a total cost of Rs. 184.00 million in order to establish state-of-the-art University Based-Technology Park through which the University would be able to commercialize its and other Universities research and help in reduction of the academia and industries gap.

Scope will cover:

Assist in the establishment and running of the Technology Park and Incubation Center, identification and selection of companies to be incubated, developing policies and procedures, listing and organizing the services for the companies to be incubated, setting up of entrepreneurial ventures, assisting in inter university and industry-academia linkages, local and international networks, assist in technology transfer, commercialization and business plan and feasibility studies, organizing training, coaching/mentoring, seminar/ workshops, etc.

Special emphasis would be placed on bringing the ICCBS research outputs (products and projects) to the production sector, thereby boosting the existing relationships between ICCBS and Industrial firms both in Pakistan and abroad. Efforts will also be made to bring ICCBS research capacities to the world market of distributed research thereby creating long lasting relationships between Pakistani and foreign laboratories.

Efforts will also be made to use ICCBS research magnets for attracting national and international firms and institutions thereby increasing the already important number of stimulating relationships between local researchers and external counterparts both in Pakistan and abroad in the public and private laboratories

DUTIES AND RESPONSIBILITIES:

Following will be the duties and responsibilities of the consultant during the period of contract.

- o Developing viable model of Technology Park and Incubation Center
- o Supervision of inviting, evaluating and induction of potential companies to be incubated
- o Developing and organizing a set of services for the companies to be incubated including legal, financial and other services.
- o Developing policies and procedures for the Technology Park and Incubation Center
- o Supervision of Setting up entrepreneurial ventures
- o
- o Assisting in promoting interuniversity and, and Industry-academia linkages.
- o Assisting in Technology transfer and Commercialization.
- o Supervision of preparation of Business Plans/Feasibilities studies
- o Providing or organizing Mentoring and coaching for the incubated companies

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- To conduct or organize Workshops, Seminars and other Trainings related to Entrepreneurship and Innovation
- Establishing networks of local and international experts related to Entrepreneurship and Innovation
- Work towards establishing Angel and Venture Capital Funds

REPORTING:

The consultant firm shall provide monthly progress report to the Director to the Director, International Center for Chemical and Biological Sciences, University of Karachi

OUTPUTS:

- Model of Technology Park and Incubation Center
- Criteria for induction and graduation of companies to be incubated
- List of services for the companies to be incubated including legal, financial and other services.
- Policies and procedures for the Technology Park and Incubation Center
- SWOT analysis report in the light of existing structure of the International Center for Chemical and Biological Sciences, University of Karachi.
- Market research report in the light of existing products
- Establishment of entity(ies) for Technology Park and Incubation Center Management and Business Development
- Feasibility Reports of 3 to 5 ICCBS identified projects

S.No	Company	Prices per month (Rs)	Price for one year contract	Comments
1.	Cambridge Advisor Network	500,000/-	60,000,000/-	As per Tender Specifications
2.	ECHELON Consulting	533,333/-	64,000,000/-	As per Tender Specifications
3.	Complete (Pvt.)Ltd.	520,833/-	6,250,000/-	As per Tender Specifications

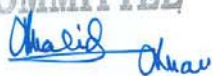
Recommendations of the technical Committee:


Three bidders participated for this tender, out of which all of them quoted the bid as per our tender requirements. The lowest bid was received from M/s. Cambridge Advisors Network. In the light of technical comparative statement and above mentioned points the member's technical committee reviews the bids and recommended to award this tender to the lowest bidder M/s. Cambridge Advisors Networks (CAN).

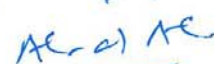
PURCHASE COMMITTEE

4


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**H.E.J. RESEARCH INSTITUTE OF CHEMISTRY
INTERNATIONAL CENTER FOR CHEMICAL AND BIOLOGICAL SCIENCES
PROJECT ENTITLED :INDUSTRIAL LINKAGES TECHNOLOGY PARK-TECHNOLOGY INCUBATION CENTER
TENDER -REQUEST FOR EXPRESSION
TECHNICAL COMPARATIVE STATEMENT**

S #	Companies	Financial Proposal	Experiences	Qualifications	Technical Proposal	Clients	Remarks
1	Cambridge Advisor Network	Rs.6,000,000/ for 12 months	<p>* Working Experience of atleast 3 years in most elements that are maded to establishing and running of Technology Parks and Technology Incubation centers.</p> <p>* CAN members have over 50 man years of General Mangment and Planning Experience.</p> <p>* CAN Board have setup over 50 Companies, visitd and studied in USA and NUST Islamabad.</p> <p>*CAN Board have been involoved in Business Developmnet over 50 man years.</p> <p>*CAN have been working with entrepreneurs for the past four years through MITEF.</p> <p>*Senior consultants have been conducting seminars,training and workshops for enterepreneurs and students for over 4 years.</p> <p>*CAN have studied the policies and procedures being practiced at a number of USA and NUST incubation center.</p> <p>CNB have been assisting in Sustainable Halophyte Utilizationin K.U.</p> <p>*Through its work in IBA invent and NUST Discover Busienss Plan Competition CAN has been able to gety Industry and Academica to work together</p> <p>*CAN is providing consultancy services to NUST Technology Incubation Center for designing and conducting the NUST Discover Business Plan Competition.</p>	<p>Core consultants and champions of CAN consist of high profile experts of international and local repoute who have done a large number of consultancy projects interationally and locally,Tgese include.</p> <p>1)Dr. Zahir Ali syed <u>(CEO of CAN and Co-Chair MIT Enterprise Forum of Pakistan (MITEFP))</u> He is highly qualified and experienced professional with over 28 years of Industry and Academic experience.For the past four years he has been involved in the Design and Execution of Business Plan Competitions,Technology and Incubation Centers,R&D commercialization,Startup/Entrepreneurial Issue,Enterprise Building Issues,Technology Issue,Process Issue,Policy Issue,etc.Currently he is the CEO of Cambridge Advisors Network and also Co-Chairman of the MIT Enterprise Forum of Pakistan(MITEFP).He is also member of the Senate of NED University of Engineering and Technology.</p> <p>2)Mr. Azher Rizivi (MBA and M.Com) <u>Dir. CAN,CEO of TAN (Tech Angels Network & Vice Chair MITEFP)</u> He has been associated with the Information technology industry for almost two decades.During this period he has served at prestigious Multinational Organization including NCR,AT&T and Unisys in Pakistan.He is currently working as the CEO and Director of America Fund,the first Angel fund established in the US with the primary objective of investing in the Pakistani IT firms.He is also engaged in developing the entrepreneurial eco-system in Pakistan.Over the past four years.He is now working with IBA and NUST.</p> <p>3) Mr. Humayun Querishi(Private Consultant) He has a vast experience covering 39 years in which two areas were addressed:IT Consultancy and Teaching.He has conducted Diagnostic Studies at various local and multinational Companies,Govt.departments and academic institutions to evaluate their system and quantify the IT requirements.Education & Training experiences are in IBA,NU-FAST ICS,IU,GIKI,NBP,ILM Lahore,NUST,SZABIST,PAF KIET,MAJU,ICMAP,Usman Institute of Technology,IT Consultant-AKU-EB.</p> <p>4) Naeem Zafar(Founding partner of Concordia Ventures) He is currently on the faculty of Hass Business School at the Unuversity of California Barkeley.He has experience in working with sales and marketing.He has been with six startups and has experience in mentoring and coaching CEOs.His last assigment was the president and CEO of Pyxis Technology Inc. a company specializing in advance chip software for nanometer technology.</p> <p>5) Ken Morse (Founding MD MIT Entrepreneurship Center) Ken has been a high performance leader in global high tech sales and sales management for over 25 years.He was a co-founder of six high-tech companies.In the thirteen years that Ken served as founding Managing Director of the MIT Entre.Center(1996-2009)He was appointed to the recently-created National Advisory Council on Innovation.He is a member of the telefonica Disrutive Council.Citi SFS Advisory Board,Barcelona HiT and the New Zealand GNS Scinece External Expert Panel.</p>	<p>*CAN is proposing that its two senior consultants along with its camp office staff work with the member of the H.E.J. and Park-Incubation center management to implement this project as per the scope.</p> <p>*Assist in Planning *Assist in getting the facility ready *Assist in Park Co. Formation *Assist in Park Business Development *Assist in Feasibilities *Assist in General Management *Organizational Structure *Staff Hiring *General Policies and Procedure *Assist in Incubatee related matters *Incubation and Graduation *List of Services *Assist in Business Plan/Feasibilities *Assist in organizing Trainings/workshop *Organize Mentoring and Coaching *Assisting in Co. formation *Incubatee Policies and Procedure *Assist in Business Development *Assist in Technology Transfer & Commercialization *Assist in inter University collaboration *Assist in acaemic-industry collaboration *Assist in establishing networks *Work towards establisng Angel and Venture funds</p>	<p>1) Caltex 2) Pak Army 3) PAF 4) Pak Railways 5) Fauji Foundation 6) Sui Northern Zgas Co. 7) People Steel Mills 8) FOTCO 9) AKU-EB 10) ICAP 11) IBA 12) NUST</p>	<p>Lowest Bidder Technically Qualified</p>

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			<p>6) Farrokh Captain (Chairman CAN) He worked as a Management Consultant with Arthur D.Little.He Chair man of The i-Care Foundation.</p> <p>7) Bill Aulet (Acting MD of MIT Entre.Center) He is a Senior Lecturer at MIT Sloan School of Management.Prior to joining MIT he worked at Viisage as Chief Financial officer.Before Viisage he had 20 years of operating experience.He most recently served as President of SensAble Tech,a 3D Force Feedback System Co.</p> <p>8) Imran Sayeed (VP Financial Services and Insurance) He leads the Financial Services & Insurance.He has over 15 years of experience in software and services.He serves on the Advisory Board of several software and private equity companies.</p> <p>9) Imran Qidwai(Founder & President Zaviah) In 1990 he co-founded and was VP of Engineering at Message Machine,Inc.,a Boston-based startup focused on mobile & wireless messaging and data market.He was VP of Engineering at SoftLinx,Inc.focused on enterprise Internet-based fax messaging product.Prior to this Imran has worked at Lotus,Digital Equipment Corp.and Philips.</p>			
2	ECHELON Consulting	Rs.6,400,000/ for 12 months	<p>Specialize Areas</p> <ol style="list-style-type: none"> 1) ERP System and Services 2) BI/ DW/ CRM-Business Analysis and Data Mapping 3) Customer Engagement and Management 4) CC and IVR-Design,Development and Deployment 5) Branchless and/ or Mobile Banking 6) Payment System (Bills,Credit/Debit/Pre-Paid Cards and Mobile) <p>Experience</p> <ol style="list-style-type: none"> 1) Enterprise Resource Planning 2) CRM Solution 3) Contact Center and IVR Solution 4) BI Solution 5)Branchless and/ or Mobile Banking 6) Payment System (Bills,Credit/Debit/Pre-Paid Cards and Mobile) 7)Website and Social Media Marketing 	<p>1) M.Akbar Moghal (Director) He is an IT and business management professional with over 15 years of extensive hands-on design and deployment experience within the e-banking,business intelligence,data warehousing,information system,project management and business consulting domains,including more than 4 years of product development/management and marketing expertise.He worked as the head of eBanking and Enterprise Customer Relationship Management at Atlas Bank.Habib Bank and project manager in NCR.He worked as a Senior System Analyst and Software Engineer.Akber possesses hands-on experience of formulating,designing,and implementing complex business-technology solution for Business Intelligence,and>Data Warehousing,Operational and Analytical CRMs,Debit Cards,Contact Centers,IVRs,Bill Payments,Funds Transfers,Internet and Mobile/Branchless Banking at financial and travel organizations in Pakistan and the EMEA region.</p> <p>2)Azimullah Khan(Director) He is a technology professional with over 17 years of extensive hands-on experience within the area of banking technologies,with wide -range systems implementation experience of various banking product and services solution within Retail and Consumer Banking,Trade Finance,Enterprise Resource Management and Human Resources.His last assignment was as the Group Head-Information Technology at Atlas Bank Ltd.He is well versed in designing IT strategies for Startup and mature organizations.He is an expert in integration various system together and has done the integration of Core Banking,ATM Controller,Mobile Banking System,Credit Card Systems,Collection System,Loan origination System,IVR System,Internet Banking Systems,Bills payment Systems,Merchant Acquiring System,country level Payment Switches and Customer Relationship Management System.</p>	<p>*Developing viable model of Technology Park and Incubation Center</p> <p>*Supervision of inviting,evaluating and induction of potential companies to be incubated</p> <p>*Developing and organizing a set of services for the companies to be incubated including legal, financial and other services.</p> <p>*Developing policies and procedures for the Technology Park and Incubation Center</p> <p>*Supervision of Setting up entrepreneurial Ventures</p> <p>*Assisting in promoting interuniversity and Industry-academia linkages</p> <p>*Assisting in Technology transfer and Commercialization</p> <p>*Supervision of preparation of Business Plan/Feasibilities studies.</p> <p>*Providing or organizing Mentoring and coaching for the incubated companies</p> <p>*To conduct or organize Workshops,Seminars and other Training related to Entre.and Innovation</p> <p>*Establishing network of local and international experts related to Entre.and Innovation</p> <p>*Work towards establishing Angel and Venture Capital Funds</p> <p>*Work towards establishing Angel and Venture Capital Funds</p> <p>*The consultant firm shall provide monthly progress report to the Director of ICCBS.</p>	<ol style="list-style-type: none"> 1) Atlas Bank Ltd. 2) Habib Bank Ltd. 3)NCR/Teradata Corporation 4) Innovative Computers Pvt. Ltd. 5) Union Bank

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3	Complete (Pvt.)Ltd.	Rs. 6,250,000/- for 12 months	<p>It has over a decade of experience in providing</p> <ul style="list-style-type: none"> *Bespoke software development services for customer worldwide. *It has expertise and experience to works on complex and long-term software projects as well as parts of the clients projects requiring an innovative approach and solid technology support *Mobile Application -Symbian,Windows Mobile and Windows CE *Customer Care-CRM, Voice Marketing,IVR platforms *Call Center & Telephony- Dialogic,Asterisk,Avaya,Genesys,Alcatel,Cisco *Third Party Product Integarted and Solution-SharePoint,MS Office Plugins,Sielbel Web Sphere *Business Intelligence. 	<p>Irfan Siddiqui(CEO) He is founder at Cuboid,Director Operations at Kontakt Remote Services (Pvt.)Ltd.,He is Co-founder,Director,CTO and later COO at 2B Technologies</p> <p>Qamber Ali Haidry(CTO) He is as a visiting faculty at FAST,Director of Development at Zoomio A/S,a Danish Co.He is working as a marketing Automation Solution.He headed 2B Technologies,a product-focused software Co.for 3 years and Softwaer development at 2B Technologies for 4 years.He is pioneer in VoIP technologies,developed proof of concept applications and written papers.He developed highly research-oriented projects for companies like Intel Ireland,an Unilever, Egypt.</p> <p>Syed Faisal Abbas(Vice President Solution Development) High-performing information-technology professional with 11 years of experience in poject lifecycle management from conception to post completion,including management,analysis,architecture,design,development,Implementation and training and conducted a number of industrial training related to software development and IT.</p> <p>Imran Salahuddin(Director Projects) He implemented comprehensive open source ERP solution in big government organization.</p>	<p>*Dev-losing viable model of Technology Park and Incubation Center.</p> <p>*Supervision of inviting,evaluating and indction of potential companies to be incubated.</p> <p>*Developing and organizing a set of services for the companies to be incubated including legal, financial and other services.</p> <p>*Developing policies and procedures for the Technology Park and Incubation Center.</p> <p>*Supervision of Setting up entreneural Ventures</p> <p>*Assisting in promoting interuniversity and Industry-academia linkages</p> <p>*Asisting in Technology transfer and Commercialization.</p> <p>*Supervision of preparation of Business Plan/Feasibilities studies.</p> <p>*Providing or organizing Mentoring and coaching for the incubated companies.</p> <p>*To conduct or organize Workshops,Seminars and other Training related to Entre. and Innovation</p> <p>*Establishing network of local and international experts related to Entre. and Innovation</p> <p>*Work towards establishing Angel and Venture Capital Funds</p> <p>*Work towards establishing Angel and Venture Capital Funds</p> <p>*The consultant firm shall provide monthly progress report to the Director of ICCBS.</p>	<ol style="list-style-type: none"> 1) KICT 2) ECI-Catering & Events 3)Elahee Buksh Group 4) Saudi Pak 5) Protection One 6) C-3 (Private)Ltd. 7) Roche 8) Kontakt 9) ara/are 10) OutSource Rus,Inc. 11)AKD Securities Ltd. 12) Kisan 13) Converge technologies 14)NOVALENNIUM 15) SNM Maple Inc. 16)World Call 17)Meezan Bank 18)KESC 19)CAA-Civil Association Authority 20) AVAYA-Microsoft 21) Dialogic 22) 2B Technologies 23)IBM 24)Applied Plus
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Javid Riaz
(Project Director)

PURCHASE COMMITTEE


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