

**REQUEST FOR PROPOSALS**  
**PREPARATION OF SINDH GROSS DOMESTIC PRODUCT**



**BUREAU OF STATISTICS**  
**PLANNING & DEVELOPMENT DEPARTMENT**

# Foreword

This Standard Request for Proposals by Sindh Public Procurement Regulatory Authority (SPPRA) will be used to prepare and submit all the proposal of the Expansion of Union Council Based Poverty Reduction Program in Six Districts of Sindh, i.e. Khairpur, Sanghar, Thatta, Badin, Mirpurkhas and Umerkot.

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Section 1. Letter of Invitation

## Letter of Invitation

Invitation/File No.....;  
*Karachi and Date*]

Dear Mr./Ms.:

1. The Bureau of Statistics, Planning & Development Department (hereinafter called "Procuring Agency") now invite proposals to provide the following consulting services:

**"Preparation of Sindh Gross Domestic Product (GDP)"**

More details on the services are provided in the Terms of Reference.

2. This Request for Proposal (RFP) has been addressed to the interested consulting firms.
3. A Firm will be selected under Quality Based Selection Method and procedures described in this RFP, in accordance with the SPP Rules 2010 and up to date amendments.
4. The RFP includes the following documents:

Section 1 - Letter of Invitation  
Section 2 - Instructions to Consultants (including Data Sheet)  
Section 3 - Technical Proposal - Standard Forms  
Section 4 - Financial Proposal - Standard Forms  
Section 5 - Terms of Reference  
Section 6 - Standard Forms of Contract

5. Please inform us in writing at the following address:

Director General, Bureau of Statistics, Planning and Development Department, Govt. Of  
Sindh, St: 13, Block 8, Kehkashan Clifton, Karachi, Pakistan, upon receipt:

Yours sincerely,

Director General,  
Bureau of Statistics,  
Planning and Development Department  
Government of Sindh

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## Section 2. Instructions to Consultants

## Instructions to Consultants

### Definitions

- (a) "Procuring Agency (PA)" means the Department with which the selected Consultant signs the Contract for the Services.
- (b) "Consultant" means a professional who can study, design, organize, evaluate and manage projects or assess, evaluate and provide specialist advice or give technical assistance for making or drafting policies, institutional reforms and includes private entities, consulting firms, legal advisors, engineering firms, construction managers, management firms, procurement agents, inspection agents, auditors, international and multinational organizations, investment and merchant banks, universities, research institutions, government agencies, nongovernmental organizations, and individuals
- (c) "Contract" means an agreement enforceable by law and includes General and Special Conditions of the contract.
- (d) "Data Sheet" means such part of the Instructions to Consultants that is used to reflect specific assignment conditions.
- (e) "Day" means calendar day including holiday.
- (f) "Government" means the Government of Sindh.
- (g) "Instructions to Consultants" (Section 2 of the RFP) means the document which provides shortlisted Consultants with all information needed to prepare their Proposals.
- (h) "LOI" (Section 1 of the RFP) means the Letter of Invitation sent by the procuring agency to the Consultant.
- (i) "Proposal" means the Technical Proposal and the Financial Proposal.
- (j) "RFP" means the Request For Proposal prepared by the procuring Agency for the selection of Consultants.
- (k) "Sub-Consultant" means any person or entity to whom the Consultant subcontracts any part of the Services.
- (l) "Terms of Reference" (TOR) means the document included in the RFP as Section 5 which explains the objectives, scope of work, activities, tasks to be performed, respective responsibilities of the Procuring Agency and the Consultant, and expected results and deliverables of the assignment.



## 2. Introduction

- 2.1 The Procuring Agency named in the Data Sheet will select a consulting firm/organization (the Consultant) from those listed in the Letter of Invitation, in accordance with the method of specified selection in the Data Sheet.

- 2.2 The eligible Consultants (shortlisted if so) are invited to submit a Technical Proposal and a Financial Proposal, or a Technical Proposal only, as specified in the Data Sheet. The Proposal will be the basis for Contract negotiations and ultimately for a signed Contract with the selected Consultant.

- 2.3 Consultants should familiarize themselves with rules/conditions and take them into account while preparing their Proposals. Consultants are encouraged to attend a pre-proposal conference if one is specified in the Data Sheet. Attending the pre-proposal conference may liaise with procuring agency's representative named in the Data Sheet for gaining better insight into the assignment.

- 2.4 Consultants shall bear all costs associated with the preparation and submission of their Proposals and Contract negotiation. The Procuring Agency reserves the right to annul the selection process at any time prior to Contract award, without thereby incurring any liability to the Consultants.

- 2.5 Procuring Agency may provide facilities and inputs as specified in Data Sheet.

## 3. Conflict of Interest

- 3.1.1 Consultants are required to provide professional objective and impartial advice and holding the Procuring Agency interest of Paramount. They shall strictly avoid conflict with other Assignments or their own corporate of interest. Consultants have an obligation to disclose any situation of actual or potential conflict that impacts their capacity to serve the best interest of the Procuring Agency, or that may reasonably be perceived as having such effect. Failure to disclose said situations may lead to the disqualification of the Consultant or the termination of its Contract.

- 3.1.2 Without limitation on the generality of the foregoing, Consultants, and any of their affiliates, shall be considered to have a conflict of interest and shall not be recruited, under any of the circumstances set forth below:



- (i) A Consultant that has been engaged by the procuring agency to provide goods, works or services other than related consulting services for a project, any of its affiliates, shall to those goods, works or services. Conversely, a firm disqualified from providing consulting services be hired to provide consulting services for the preparation or implementation of a project, any of its affiliates, shall be disqualified from subsequently providing goods or works or services other than consulting services resulting from or directly related to the firm's consulting services for such preparation or implementation
- (ii) A Consultant (including its Personnel and Sub-Consultants) or any of its affiliates shall not be hired for any assignment that, by its nature, may be in conflict with another assignment of the Consultant to be executed for the same or for another Procuring Agency.
- (iii) A Consultant (including its Personnel and Sub-Consultants) that has a business or family relationship with a member of the Procuring Agency's staff who is directly or indirectly involved in any part of (i) the preparation of the Terms of Reference of the assignment, (ii) the selection process for such assignment, or (iii) supervision of the Contract, may not be awarded a Contract, unless the conflict stemming from this relationship has been resolved.

#### **Conflicting Relationships**

- 3.2 Government officials and civil servants may be hired as Consultants only if:
- (i) They are on leave of absence without pay.
  - (ii) They are not being hired by the agency, they were working for six months prior to going on leave
  - (iii) Their employment would not give rise to any conflict of interest.

#### **4. Fraud and Corruption**

It is Government's policy that Consultants under the contract(s), observe the highest standard of ethics during the procurement and execution of such contracts. In pursuit of this policy, the Procuring Agency follows the instructions contained in Sindh Public Procurement Rules 2010 which defines:

"Corrupt and fraudulent practices" includes the offering, giving, receiving, or soliciting, directly or indirectly of anything of value to influence the act of another party for wrongful gain or any act or omission, including misrepresentation, that knowingly or recklessly misleads or attempt mislead a party to obtain a financial or other benefit or to avoid an obligation;

Under Rule 35 of SPPR2010, "The PA can inter-alia blacklist bidders found to be indulging in corrupt or fraudulent practices. Such

- barring action shall be duly publicized and communicated to the SPPRA. Provided that any supplier or contractor, who is to be blacklisted shall be accorded adequate opportunity of being heard".
- Pursuant to Rule 89 of SPPRA 2010 Consultant undertakes to sign an Integrity pact in accordance with prescribed format attached here to for all the procurements estimated to exceed Rs. 2.5 million. (Annex- A)
- 6.1 listing process has been undertaken through EO1, as outlined under Rule 73 and 74 of SPPR2010 for the Contract(s) for which these RFP documents are being issued, those firms - in case of Joint Ventures with the same partner(s) and Joint Venture structure - that had been pre-qualified are eligible.
- 6.2 Short listed Consultants emerging from request of expression of interest are eligible.
7. Eligibility of Sub-Consultants
8. Only one Proposal
9. Proposal Validity
- 9.1 The Data Sheet indicates Proposals validity that shall not be more than 90 days in case of National Competitive Bidding (NCB) and 120 days in case of International competitive Bidding (ICB). During this period, Consultants shall maintain the availability of Professional staff nominated in the Proposal. The Procuring Agency will make its best effort to complete negotiations within this period. Should the need arise; however, the Procuring Agency may request Consultants to extend the validity period of their proposals. Consultants who agree to such extension shall confirm that they maintain the availability of the Professional staff nominated in the Proposal, or in their confirmation of extension of validity of the Proposal, Consultants may submit new staff in replacement, who would be considered in the final evaluation for contract award. Consultants who do not agree have the right to refuse to extend the validity of their Proposals.
- 9.2 Consultants shall submit required bid security along with Financial proposal defined in the Data Sheet (which shall not be less than one percent and shall not exceed five percent of bid amount).



- |   |  |
|---|--|
| <b>10. Clarification and Amendment in RFP Documents</b> | <p>10.1 Consultants may request for a clarification of contents of the bidding document in writing, and procuring agency shall respond to such queries in writing within three calendar days, provided they are received at least five calendar days prior to the date of opening of Proposal. The Procuring Agency shall communicate such response to all parties who have obtained RFP document without identifying the source of inquiry. Should the PA deem it necessary to amend the RFP as a result of a clarification, it shall do so.</p> <p>10.2 At any time before the submission of Proposals, the Procuring Agency may amend the RFP by issuing an addendum/ corrigendum in writing. The addendum shall be sent to all Consultants and will be bidding on them. Consultants shall acknowledge receipt of all amendments. To give Consultants reasonable time in which to take an amendment into account in their Proposals the Procuring Agency may, if the amendment is substantial, extend the deadline for the submission of Proposals.</p> |
| <b>11. Preparation of Proposals</b>                     | <p>11.1 In preparing their Proposal, Consultants are expected to examine in detail the documents comprising the RFP. Material deficiencies (deviation from scope, experience and qualification of personnel) in providing the information requested may result in rejection of a Proposal.</p> <p>11.2 The estimate number of professional staff months or the budget required for executing the assignment should be shown in the Data Sheet, but not both. However, proposal shall be based on the professional staff month or budget estimated by the Consultant.</p>   |
| <b>12. Language</b>                                     | <p>12.1 The Proposal as well as all related correspondence exchanged by t Consultants and the Procuring Agency shall be written in English. However it is desirable that the firm's Personnel have a working knowledge of the national and regional languages of Islamic Republic of Pakistan.</p>   |
| <b>13. Technical Proposal Format and Content</b>        | <p>13.1 While preparing the Technical Proposal, Consultants must give particular attention to the following:</p> <p>(i) If a Consultant considers that it does not have all the expertise for the assignment, it may obtain a full range of expertise by associating with individual Consultant(s) And/or other firms or entities in a joint venture or sub-</p>   |

consultancy, as appropriate. The International Consultants are encouraged to seek the participation of Local Consultants by entering into a Joint Venture with, or subcontracting part of the assignment to, National Consultants.

- (ii) For assignments on a staff-time basis, the estimated number of professional staff-months is given in the Data Sheet. The proposal shall, however, be based on the number of professional staff-months estimated by the firm. For fixed-budget-based assignments, the available budget is given in the Data Sheet, and the Financial Proposal shall not exceed this budget.
- (iii) It is desirable that the majority of the key professional staff proposed be permanent employees of the firm or has an extended and stable working relationship with it.
- (iv) Proposed professional staff must, at a minimum, have the experience indicated in the Data Sheet, preferably working under similar geographical condition.
- (v) Alternative professional staff shall not be proposed, and only one curriculum vitae (CV) shall submit for each position.

### 13.2

The Technical Proposal shall provide the following information using the attached Standard Forms (Section 3):

- (i) A brief description of the Consultant organization and an outline of recent experience on assignments (Section 3B) of a similar nature. For each assignment, the outline should indicate, *inter alia*, the profiles of the staff, duration of the assignment, contract amount, and firm's involvement.
- (ii) Any comments or suggestions on the Terms of Reference and on the data, a list of services, and facilities to be provided by the PA (Section 3C).
- (iii) The list of the proposed staff team by specialty, the tasks that would be assigned to each staff team member, and their timing (Section 3E).
- (iv) CVs recently signed by the proposed professional staff and the authorized representative submitting the proposal (Section 3F). Key information should include number of years working for the Consultant and degree of responsibility held in various assignments during the last five years.
- (v) Estimates of the total staff input (professional and support

staff; staff time) needed to carry out the assignment, supported by bar chart diagrams showing the time proposed for each professional staff team member (Sections 3E and 3G).

- (vi) A detailed description of the proposed methodology, work plan for performing the assignment, staffing, and monitoring of training, if the Data Sheet specifies training as a major component of the assignment (Section 3D).
- (vii) Any additional information requested in the Data Sheet.

13.3 The Technical Proposal shall not include any financial information.

#### **14. Financial Proposals**

14.1 The Financial Proposal shall be prepared using the attached Standard Forms (Section 4). It shall list all costs associated with the assignment, including (a) remuneration for staff (in the field and at the Consultants' office), and (b) reimbursable expenses indicated in the Data Sheet (if applicable). Alternatively Consultant may provide their own list of cost. If appropriate, these costs should be broken down by activity. All activities and items described in the Technical Proposal must be priced separately; activities and items described in the Technical Proposal but not priced, shall be assumed to be included in the prices of other activities or items.

#### **15. Taxes**

15.1 The Consultant will be subject to all admissible taxes including stamp duty and service charges at a rate prevailing on the date of contract agreement unless exempted by relevant tax authority.

#### **16. Submission, Receipt, and Opening of Proposals**

16.1 Proposal shall contain no interlineations or overwriting. Submission letters for both Technical and Financial Proposals should respectively be in the format of TECH-1 of Section 3, and FIN-1 of Section 4. All pages of the original Technical and Financial Proposals will be initialed by an authorized representative of the Consultants (Individual Consultant). The authorization shall be in the form of a written power of attorney accompanying the Proposal

16.2 All required copies of the Technical Proposal are to be made from the original. If there are discrepancies between the original and the copies of the Technical Proposal, the original governs.

16.3 The original and all copies of the Technical Proposal shall be placed in a sealed envelope clearly marked "TECHNICAL PROPOSAL" Similarly, the original Financial Proposal (if required under the selection method indicated in the Data Sheet)



shall be placed in a sealed envelope clearly marked "FINANCIAL PROPOSAL," followed by name of the assignment, and with a warning "DO NOT OPEN WITH THE TECHNICAL PROPOSAL." If the Financial Proposal is not submitted in a separate sealed envelope duly marked as indicated above, this will constitute grounds for declaring the Proposal non-responsive.

16.4 The Proposals must be sent to the address indicated in the Data Sheet and received by the PA no later than the time and the date indicated in the Data Sheet, or any extension to this date. Any proposal received by the PA after the deadline for submission shall be returned unopened. In order to avoid any delay arising from the postal or PA's internal dispatch workings, Consultants should ensure that proposals to be sent through couriers should reach a day before the deadline for submission.

17.1 From the time, the Proposals are opened to the time the Contract is awarded, the Consultants should not contact the PA on any matter related to its Technical and/or Financial Proposal. Any effort by Consultants to influence the PA in the examination, evaluation, ranking of proposals, and recommendation for award of Contract may result in the rejection of the Consultants' Proposal.

Evaluators of Technical Proposals shall have no access to the Financial Proposals until the technical evaluation is concluded.

18.1 The evaluation committee shall evaluate the Technical Proposals on the basis of their responsiveness to the Terms of Reference, applying the evaluation criteria, sub-criteria, and point system specified in the Data Sheet. Each responsive Proposal will be given a technical score (St). A Proposal shall be rejected at this stage if it fails to achieve the minimum technical score indicated in the Data Sheet.

In the case of Quality-Based Selection, Selection Based on Consultant's Qualifications, and Single-Source Selection, the highest ranked Consultant or firm selected on a single-source basis is invited to negotiate its Proposal and the contract on the basis of the Technical Proposal and the Financial Proposal submitted.

Public Opening and Evaluation of Financial Proposals:  
(LCS, QCBS, and Fixed Budget Selection Methods Only)

18.2 After the technical evaluation is completed, the PA shall notify

in writing Consultants that have secured

the minimum qualifying marks, the date, time and location, allowing a reasonable time, for opening the Financial Proposals. Consultant's attendance at the opening of Financial Proposals is optional.

Financial proposals of those Consultants who failed to secure minimum qualifying marks shall be returned unopened.

## 19. Evaluation of Financial Proposals

- 19.1 Financial Proposals shall be opened publicly in the presence of the Consultants' representatives who choose to attend. The name of the Consultants and the technical scores of the Consultants shall be read aloud. The Financial Proposal of the Consultants who met the minimum qualifying mark will then be inspected to confirm that they have remained sealed and unopened. These Financial Proposals shall be then opened, and the total prices read aloud and recorded. Copy of the record shall be sent to all Consultants.
- 19.2 The Evaluation Committee will correct any computational errors. When correcting computational errors, in case of discrepancy between a partial amount and the total amount, or between word and figures the formers will prevail. In addition to the above corrections, activities and items described in the Technical Proposal but not priced, shall be assumed to be included in the prices of other activities or items.
- 19.3 In case of **Least Cost Selection LCS Method**, the bid found to be the lowest evaluated bid shall be accepted.
- 19.4 **In case of Quality and Cost Based Selection QCBS Method** the lowest evaluated Financial Proposal (Fm) will be given the maximum financial score (Sf) of 100 points. The financial scores (Sf) of the other Financial Proposals will be computed as indicated in the Data Sheet. Proposals will be ranked according to their combined technical (St) and financial (Sf) scores using the weights (T = the weight given to the Technical Proposal; P = the weight given to the Financial Proposal; T + P = 1) indicated in the Data Sheet:  $S = St \times T\% + Sf \times P\%$ . The firm achieving the highest combined technical and financial score will be invited for negotiations.
- 19.5 In the case of Fixed-Budget and Quality Based Selection, the Procuring Agency will select the firm that submitted the highest ranked Technical Proposal.



20.1	20. Negotiations	Negotiations will be held at the date and address indicated in the Data Sheet. The invited Consultant will, as a pre-requisite for attendance at the negotiations, confirm availability of all Professional staff. Failure in satisfying such requirements may result in the PA proceeding to negotiate with the next-ranked Consultant. Representatives conducting negotiations on behalf of the Consultant must have written authority to negotiate and Conclude a Contract.
21.1	21. Technical negotiations	Technical Negotiations will include a discussion of the Technical Proposal, the proposed technical approach and methodology, work plan, organization and staffing, and any suggestions made by the Consultant to improve the Terms of Reference. The PA and the Consultants will finalize the Terms of Reference, staffing schedule, work schedule, logistics, and Reporting. These documents will then be incorporated in the Contract as "Description of Services". Minutes of negotiations, which will be signed by the PA and the Consultant, will become part of Contract Agreement.
22.1	22. Financial negotiations	If applicable, it is the responsibility of the Consultant, before starting financial negotiations, to contact the local tax authorities to determine the tax amount to be paid by the Consultant under the Contract. The financial negotiations will include a clarification (if any) of the firm's tax liability, and the manner in which it will be reflected in the Contract, and will reflect the agreed technical modifications in the cost of services. Consultants will provide the PA with the information on remuneration rates described in the Appendix attached to Section 4 (i.e. Financial Proposal - Standard Forms of this RFP.
23.1	23. Availability of Professional staff/experts	Having selected the Consultant on the basis of, among other things, an evaluation of proposed Professional staff, the PA expects to negotiate a Contract on the basis of the Professional staff named in the Proposal. Before contract negotiations, the PA will require assurances that the Professional staff will be actually available. The PA will not consider substitutions during contract negotiations unless both parties agree that undue delay in the selection process makes such substitution unavoidable or for reasons such as death or medical incapacity. If this is not the case and if it is established that Professional staff were offered in the proposal without confirming their availability, the Consultant may be disqualified. Any proposed substitute shall have equivalent or better qualifications and experience than the original candidate and be submitted by the Consultant within

**24. Award of Contract**

The period of time specified in the letter of invitation to Negotiate.

- 24.1 After completing negotiations, the Procuring Agency shall award the Contract to the selected Consultant and within seven of the award of contract, Procuring Agency shall publish on the website of the Authority and on its own website, if such a website exists, the result of the bidding process, identifying the bid through procuring identifying number, if any and the following information, evaluation report, form of contract and letter of award, bill of quantity or schedule of requirement, as the case may be.
- 24.2 After publishing of award of contract consultant required submitting a performance security at the rate indicated in Data Sheet.
- 24.3 The Consultant is expected to commence the assignment on the date and at the location specified in the Data Sheet.

**25. Confidentiality**

Information relating to evaluation of Proposals and Recommendations concerning awards shall not be disclosed to the Consultants who submitted the Proposals or to other persons not officially concerned with the process, until the publication of the award of Contract. The undue use by any Consultant of confidential information related to the process may result in the rejection of its Proposal.

# Data Sheet

Clause Reference	
1.1	<p>Name of the Assignment is: <b>Preparation of Sindh Gross Domestic Product (GDP)</b></p> <p>The Name of the PA's official (s):</p> <p><b>Director General, Bureau of Statistics, Sindh, Planning &amp; Development Department, Government of Sindh.</b></p> <p><b>Address:</b>  <b>St 13, Block 8 Kehkashan Clifton, Karachi.</b>            Telephone: 021-99206672            Facsimile: 021-99251254            E-mail: <a href="mailto:Sindh.statistics@gmail.com">Sindh.statistics@gmail.com</a></p>
1.2	<p>The method of selection is: <b>Quality Based Selection Method</b></p> <p>The Edition of the Guidelines is: <b>The Sindh Public Procurement Rules, 2010, amended 2017.</b></p>
1.3	<p>Financial Proposal to be submitted together with Technical Proposal:</p> <p><b>No</b></p>
1.4	<p>The PA will provide the following inputs and facilities:            Dedicated staff to work on this assignment with consultants.</p>
1.5	<p>The Proposal submission address is:  <b>Office of the Director General, Sindh Bureau of Statistics, Planning &amp; Development Department, Government of Sindh.</b>  <b>St 13, Block 8 Kehkashan Clifton, Karachi.</b></p>
1.6	<p>Expected date for commencement of consulting services:  <b>February, 2018 at Karachi</b></p>
9.1	<p>Proposals validity shall not be more than 90 days in case of National Competitive Bidding (NCB) and 120 days in case of International competitive Bidding (ICB).</p>



9.2	The consultants shall submit bid security of 4% of the bid price along with financial proposal, in form of pay order /bank draft, and in favor of the "Director General, Bureau of Statistics".
10.1	<p>Clarifications may be requested not later than <b>Seven</b> days before the submission date.</p> <p>The address for requesting clarifications is:  <u>Office of the Director General,</u>  <u>Bureau of Statistics, Sindh, Planning &amp; Development Department, Government of Sindh.</u>  <u>St:13, Block 8, Kehkashan, Clifton, Karachi.</u></p> <p>Facsimile: <u>021-9925124</u>  E-mail: <u>sindh.statistics@gmail.com</u></p>
12	The Proposal as well as all related correspondence exchanged by the Consultants and the Procuring Agency shall be written in English. However it is desirable that the firm's Personnel have a working knowledge of the national and regional languages of Islamic Republic of Pakistan.
6.1	Not Applicable.
11.2	The estimated number of professional staff-months required for the assignment is: <b><u>4 persons excluding supporting staff.</u></b>
13.1	The format of the Technical Proposal to be submitted is: <u>Full Technical Proposal</u>
13.2 (vii)	<p>Training is specific component of this assignment</p> <p><u>Yes.</u></p>
14.1	<p><i>List the applicable Reimbursable expenses in local currency.</i></p> <p>(1) A per diem allowance in respect of Personnel of the Consultant for every day in which the Personnel shall be absent from the home office and ,as applicable, outside the beneficiary country for purposes of the Services;</p> <p>(2) cost of necessary travel, including transportation of the Personnel by the most appropriate means of transport and the most direct practicable route</p> <p>(3) cost of applicable international or local communications such as the use of telephone and facsimile required for the purpose of Consulting Services;</p>

	15.1	Amounts payable by the PA to the Consultant under the contract to be subject to local taxation, stamp duty and service charges, if applicable <u>Yes</u>	16.2	Consultant must submit the original and <u>05</u> copies of the Technical Proposal.	13.1	Criteria, sub-criteria, and point system for the evaluation of Full Technical Proposals are:	<table><tr><td>S#</td><td>Description</td><td>Points</td></tr><tr><td>1</td><td>Specific Experience of the Consultants relevant to the assignment</td><td>10</td></tr><tr><td>2</td><td>Adequacy of the proposed methodology and work plan in responding to the Terms of Reference:</td><td></td></tr><tr><td>2.1</td><td>Technical Approach towards the assignment and Methodology</td><td>30</td></tr><tr><td>2.2</td><td>Work Plan for Assignment</td><td>10</td></tr><tr><td>2.3</td><td>Organization &amp; Staffing</td><td>5</td></tr><tr><td>3</td><td>Key Professional Qualification &amp; Competence the assignment</td><td></td></tr><tr><td>3.1</td><td>Team Leader: Master Degree or Higher Academic Qualification &amp; at least 15 year experience in National / Regional Accounts.</td><td>15</td></tr><tr><td>3.2</td><td>Economist (Agriculture Sector): Master Degree or Higher Academic Qualification and have at least 7 years' of experience in quantitative analysis of Agriculture Sector in Pakistan / Sindh</td><td>10</td></tr><tr><td>3.3</td><td>Economist (Manufacturing Sector): Master Degree or Higher Academic Qualification and have at least 7 years' of experience in quantitative analysis of Manufacturing Sector in Pakistan / Sindh</td><td>10</td></tr><tr><td>3.4</td><td>Economist (Services Sector): Master Degree or Higher Academic Qualification and have at least 7 years' of experience in quantitative analysis of Services Sector in Pakistan / Sindh.</td><td>10</td></tr><tr><td colspan="2">Total</td><td>100</td></tr></table>	S#	Description	Points	1	Specific Experience of the Consultants relevant to the assignment	10	2	Adequacy of the proposed methodology and work plan in responding to the Terms of Reference:		2.1	Technical Approach towards the assignment and Methodology	30	2.2	Work Plan for Assignment	10	2.3	Organization & Staffing	5	3	Key Professional Qualification & Competence the assignment		3.1	Team Leader: Master Degree or Higher Academic Qualification & at least 15 year experience in National / Regional Accounts.	15	3.2	Economist (Agriculture Sector): Master Degree or Higher Academic Qualification and have at least 7 years' of experience in quantitative analysis of Agriculture Sector in Pakistan / Sindh	10	3.3	Economist (Manufacturing Sector): Master Degree or Higher Academic Qualification and have at least 7 years' of experience in quantitative analysis of Manufacturing Sector in Pakistan / Sindh	10	3.4	Economist (Services Sector): Master Degree or Higher Academic Qualification and have at least 7 years' of experience in quantitative analysis of Services Sector in Pakistan / Sindh.	10	Total		100
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Total		100																																									
<p>(4) cost of printing and dispatching of the reports to be produced for Consulting Services;</p> <p>(5) organization of consultative workshops with stakeholders for the four clusters</p>																																											
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2.1	Technical Approach towards the assignment and Methodology	30
2.2	Work Plan for Assignment	10
2.3	Organization & Staffing	5
3	Key Professional Qualification & Competence the assignment	
3.1	Team Leader: Master Degree or Higher Academic Qualification & at least 15 year experience in National / Regional Accounts.	15
3.2	Economist (Agriculture Sector): Master Degree or Higher Academic Qualification and have at least 7 years' of experience in quantitative analysis of Agriculture Sector in Pakistan / Sindh	10
3.3	Economist (Manufacturing Sector): Master Degree or Higher Academic Qualification and have at least 7 years' of experience in quantitative analysis of Manufacturing Sector in Pakistan / Sindh	10
3.4	Economist (Services Sector): Master Degree or Higher Academic Qualification and have at least 7 years' of experience in quantitative analysis of Services Sector in Pakistan / Sindh.	10
Total		100

The minimum technical score required to pass is: 70 Points.

There are no marks specified marks for Comments on TORs though, it is encouraging to provide comments on TORs,