



PAKISTAN INDUSTRIAL DEVELOPMENT
CORPORATION (PIDC)



REQUEST FOR PROPOSAL (RFP)

Procurement of Engineering Consultancy Services

for

Preparation of Feasibility Study, PC-I, Detailed Designing & Construction

Supervision of Karachi Industrial Park (KIP)

Special Economic Zone (SEZ)

A Project under CPEC Near Bin Qasim Industrial Park (BQIP)

National / International Competitive Bidding

(Procurement No. PL/PRO/1(537))

Manager Technical

(Industrial Infrastructure Division)

PAKISTAN INDUSTRIAL DEVELOPMENT CORPORATION (PIDC)

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January 2022

Part A

LETTER OF INVITATION (TECHNICAL & FINANCIAL PROPOSALS)

To: -----

Subject: **Request for Engineering Consultancy Services for Developing SEZ on 1500 Acres Land (approx.)**

Near Bin Qasim Industrial Park (BQIP), PSM, Karachi

Pakistan Industrial Development Corporation (PIDC), a government-owned company under the administrative control of Federal Ministry of Industries & Production, intends to procure services of Engineering Consultant(s) for detailed Feasibility Study, PC-I, Master Planning, Detailed Engineering Designing of Civil Infrastructure Works and Grid Station alongwith Transmission Lines, and Procurement of Contractor.

The Financial Proposal shall be on **Lump sum** basis. PEC 'Standard Consultancy Contract for Lump Sum Assignments' will be used.

This Request for Proposal (RFP) consists of the following Parts:

- Part A – Letter of Invitation
- Part B – Instructions to Consultant
- Part C – Terms of Reference / Scope of Work
- Part D – Evaluation Criteria
- Part E – Submission Forms
- Part F – Draft Contract Agreement

Location

The land is situated at Pakistan Steel Mills land, Bin Qasim Town, Karachi. Location map is attached as **Annex A**.

Only **Pre-Qualified** consultants (JV/ Consortium/ Partner/ Association) are invited to submit their proposals against the RFP document.

The interested firms are requested to submit their Technical and Financial proposals in Single Stage Two Envelope Procedure alongwith Bid security of an amount not less than Rs. 4,000,000 (four million) by **1st February, 2022** till 3 pm PKT at below mentioned address.

As per provision in para 33 of PPRA Rules-2004, PIDC reserves the right to accept or reject any / all Bid(s), & to annul the bidding process, at any time prior to award of Contract.

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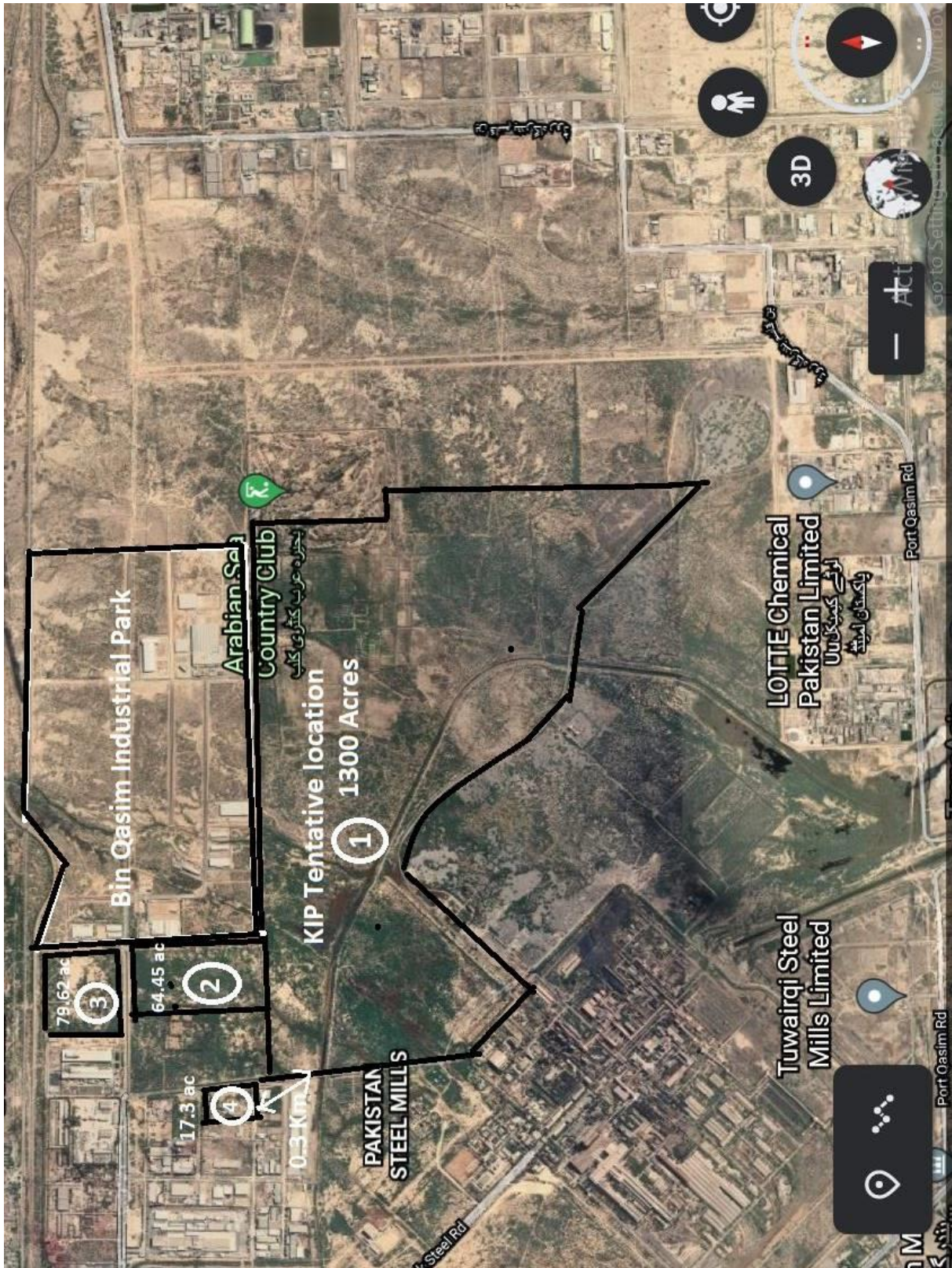
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Location Map for SEZ on 1500 Acres land (approx.):

There are four locations have been identified which can be seen below:



Part B

Instructions to Consultants

This part of the RFP describes the terms and conditions for the submission of the proposal.

- B.1. Submission of Bids and all communication or enquiries about this RFP must be made in writing.
- B.2. The interested firms are requested to submit their Proposal on date and time mentioned herewith after having a detail site visit (preferably).
- B.3. The Proposal may comprise the documents and forms listed in Part E (preferable).
- B.4. **Single Stage Two Envelope** bidding process will be adopted. Selection of Consultant shall be based on **“Quality and Cost (QCBS)”**.
- B.5. The Technical Proposal shall not include any financial information. A Technical Proposal containing financial information shall be declared non-responsive.
- B.6. An authorized representative of the Consultant shall stamp and sign the original submission letters in the required format for both the Technical Proposal & Financial Proposal and shall initial and stamp all pages of both. The authorization should be in the form of a written power of attorney attached to the Technical Proposal.
- B.7. Provide documentary proof on legal stamp paper for the existence of JV/Consortia.
- B.8. Consultant(s) need to submit one original and one true copy of technical proposal. The signed Proposal shall be marked **“ORIGINAL”**, and its copy marked **“COPY”** as appropriate. All copies shall be made from the signed original. If there are discrepancies between the original and the copy, the original shall prevail.
- B.9. The original and copy of the Technical Proposal shall be placed inside a sealed envelope clearly marked **“TECHNICAL PROPOSAL”**, name of the assignment, name and address of the Consultant.
Similarly, the original Financial Proposal shall be placed inside a sealed envelope clearly marked **“FINANCIAL PROPOSAL”** followed by the name of the assignment, name and address of the Consultant, and with a warning **“DO NOT OPEN WITH THE TECHNICAL PROPOSAL.”**
- B.10. Bid validity period is 4 months (extendable as per PPRA rule 26).
- B.11. Financial proposals should accompany a bid security of an amount not less than Rs. 4,000,000 (four million) in the form of Pay Order from any scheduled Bank of Pakistan in favor of the Employer ‘Pakistan Industrial Development Corporation (PIDC)’. It should be sealed in another envelop with clearly marked **“Bid security”**. No bid may be withdrawn before expiration of the bid validity period. Withdrawal of a bid during this interval may result in the bidder's forfeiture of its bid security (earnest money).
- B.12. Any bid not accompanied by an acceptable Bid Security shall be rejected by the Employer as non-responsive.
- B.13. The bid securities of unsuccessful bidders will be returned upon award of contract to the successful bidder or on the expiry of Bid validity whichever is earlier.

- B.14. The Bid Security of the successful bidder will be returned when the bidder will furnish the Performance Security.
- B.15. The successful bidder shall furnish to the Employer a Performance Security equivalent to **Five percent (5%)** of contract amount stated in letter of intent in the form of Performance Guarantee from any scheduled Bank of Pakistan or from insurance company having atleast AA rating from PACRA/ JCR in favor of the Employer 'Pakistan Industrial Development Corporation (PIDC) within a period of seven (07) days after the receipt of Letter of Acceptance. The Performance security will remain valid until the completion of project (all jobs / assignments).
- B.16. The formal Agreement between the Employer and the successful bidder shall be executed within seven (07) days of the receipt of Letter of Acceptance by the successful bidder from the Employer.
- B.17. Failure of the successful bidder to comply with above requirements may constitute sufficient grounds for the annulment of the award and forfeiture of the Bid Security.
- B.18. An interest-free Advance payment of **ten percent (10 %)** of contract amount shall be paid by the Employer to the Consultant upon submission by the Consultant of a Mobilization Advance Guarantee unconditional and irrevocable in the form of Bank Guarantee from any scheduled Bank of Pakistan in favor of the Employer 'Pakistan Industrial Development Corporation (PIDC).
- B.19. Advance amount paid to the consultant shall be recovered through invoices against submission of deliverables in pre-execution stage and through IPCs against work done in construction supervision stage. The recoveries to be planned by the Engineer In charge by deducting 15% from every invoice up till complete recovery of mobilization advance.
- B.20. The proposals prepared by the Bidder and all correspondence and documents relating to the proposals, exchanged by the Bidder shall be written in the English language, provided that any printed literature furnished by the Bidder may be written in another language so long as accompanied by an English translation of its pertinent passages in which case, for purposes of interpretation of the Bid, the English translation shall govern.
- B.21. The sealed envelopes containing Technical & Financial Proposals, & Bid Security; shall be placed into one outer envelope and sealed. This outer envelope shall bear the submission address, the name of the assignment, Consultant's name and the address.
- B.22. Technical Proposal will be opened on same day after the deadline for their submission in the presence of pre-qualified bidders who wish to attend. The envelope containing the Financial Proposal shall remain sealed and securely stored.
- B.23. The evaluation committee shall evaluate the Technical Proposals on the basis of their responsiveness to the RFP, applying the selection criteria and point system specified in Part D. Each responsive Proposal shall be given a technical score. A proposal shall be rejected at this stage if it does not respond to important aspects of the RFP or if it fails to achieve the minimum technical score indicated in Part D.
Financial bids of consultants who passed in Technical Evaluation would be opened only and will be evaluated as per "**Quality and Cost Based Selection**". Consultant will need to submit financial proposal as per form provided in Part E.
- B.24. If an RFP is determined to be unclear or deficient in some aspects but these deficiencies are capable of being clarified or remedied, the evaluation committee may prepare a list of queries and provide these to consultant with an opportunity to clarify or remedy its RFP. If the

clarifications and amendments by the Consultant do not overcome the deficiencies, the evaluation committee may, at its sole and absolute discretion, decide to reject the Proposal.

- B.25. At any time before the submission deadline, the Client may amend the RFP by issuing an amendment in writing. The amendment shall be sent to all Consultants and will be binding on them.
- B.26. The Consultant shall submit a signed and stamped complete Proposal comprising the documents and forms. The submission shall be done by hand or by courier only, no telegraphic or conditional bid will be accepted.
- B.27. Financial Proposal of the technically qualified firms would be opened in the presence of bidder's representative, for which time & date shall be intimated in due time.
- B.28. The interested firms are requested to submit their Technical and Financial proposals by **1st February, 2022 till 3 pm PKT**. Technical Bids would be opened on the same day at **3:30 pm**.
- B.29. PIDC reserves the right to accept or reject any or all Proposals as per PPRA rules.

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Part C

Terms of Reference

INTRODUCTION

Pakistan Industrial Development Corporation (PIDC) is a government-owned company under the administrative control of Federal Ministry of Industries & Production. PIDC intends to develop an international standard Special economic Zone on approximately 1500 acres land located at Bin Qasim Town, Karachi to be the gold-standard for economic zones in the country. Since one of the key aims of the project is to attract Foreign Direct Investment (FDI), the economic zone must be designed, developed, operated and maintained at a standard which becomes its key selling point to regional and global investors.

Consultancy services are solicited from suitable firms/consortiums (Consultant) for undertaking the detailed feasibility and design of the project. Suitable Consultant will at least have demonstrable experience of similar undertakings with satisfactory delivery. They should have adequately qualified and well-trained human resource required for this multi-mix project, as the project involves complex set of expertise including engineering/ marketing/ financial/managerial etc.

SCOPE OF WORK & DELIVERABLES

The overall scope of work has been divided in four (04) assignments/ jobs as stated below. The consultant(s) shall deliver the standard workings and write-ups covering but not limited to the following:

1. FEASIBILITY STUDY & PC-I FOR SEZ ON 1500 ACRES LAND (APPROX.)

- 1.1. Need Assessment/ Demand Analysis and Feasibility Study for Karachi Industrial Park (KIP)
 - i. Carry out 'Needs & Options' Analysis for the Project including identifying and analyzing demand of the key industrial sectors, as well as socio-economic and commercial demand for the Project;
 - ii. Assess the impact of this project on existing and in-the-pipeline similar projects, and also on the competing port i.e., Gwadar and its free zone etc.
 - iii. Assess the suitability for the zone to be positioned as SEZ, EPZ, or a hybrid model.
 - iv. As part of the risk & sensitivity analysis, identify Key Success Factors (KSFs), Risk factors and related mitigants which may possibly adversely affect the implementation, operation and financial sustainability of the project. Financial projections should be accompanied with sensitivity analysis conducted on major risks which could adversely impact financial sustainability or operations of the project.
 - v. Estimate lifecycle cost of the project under various funding options and prepare estimated revenues, cashflows, P&L, IRR etc. for at least 15 years.
 - vi. Conduct detailed location analysis for setting up industrial park.
 - vii. Prepare a bankable plot leasing/renting model for the investors with minimum upfront payment while maintaining the NPV of proposed plot prices.
 - viii. Prepare marketing strategy/plan for the project.
 - ix. Provide a business plan for the operations & management of the project in a self-sustainable manner along with a suitable management structure for the park.
 - x. Propose various possible modes of project financing and execution including PPP, if viable.
 - xi. Propose type of industry that needs to be established in the park.
 - xii. Prepare an overall strategy for waste water & solid waste.

- xiii. Propose a sustainable management model for maintenance of infrastructure service in the industrial park.

1.2. Preparation of PC-I

Prepare project PC-I in accordance with the requirements of the Planning Commission of Pakistan within stipulated time.

2. DETAILED SITE SURVEY, ENGINEERING DESIGN, COSTING & CONSTRUCTION SUPERVISION FOR SEZ ON 1500 ACRES LAND (APPROX.)

2.1. Infrastructure Works

- i. Master Planning of Karachi industrial Park (KIP) including zoning and clustering.
- ii. Estimate Project Cost including cost estimates of all infrastructure heads to be included in development of such project.
- iii. Conduct detailed site survey including Topography and Soil Investigation, engineering design, BoQs and costing for:
 - a. Civil infrastructure including common facilities such as warehousing, display center etc., while keeping in view the regional and international best practices, success models, and also the needs of local and foreign investors who are expected to setup industries in the park.
 - b. Designing and Preparation of Drawings of Water Supply System, Sewerage System, Underground and Overhead Water Reservoir, Roads, Storm Water Drainage system, Street Lighting and Power Distribution Network, telecommunication, Fiber optic Cable, sub-station, fire station, Main Gate, Site Office including other necessary relevant allied works.
- iv. Conduct Environmental Impact Assessment of the whole project (covering the scope under 2.2) as per requirements of the Sindh EPA and obtaining “No Objection Certificate”.
- v. Prepare Project tender / bidding documents & drawings for procurement of contracting services alongwith bid evaluations & recommendations for award of works.

2.2. 132 / 220 kV Grid Station & Transmission Lines

- i. Detailed Designing of Electricity Grid including transmission lines, and also the Gas distribution network, based on long-term energy requirements of the park.
- ii. Detailed Designing includes but not limited to; load flow study, site survey, conceptual design of the project (Electrical Single line & site layout diagrams, Preparation of Bidding documents as per NTDC/concern Disco Specifications, Respond to Bid Clarifications, Contractor’s Bid evaluations, and support in contract finalization and award.
- iii. Prepare Project tender / bidding documents & drawings for procurement of contracting services alongwith bid evaluations & recommendations for award of works.

3. CONSTRUCTION SUPERVISION OF INFRASTRUCTURE DEVELOPMENT & GRID STATION ALONG WITH TRANSMISSION LINES

Services during Construction Phase shall include but not be limited to:

3.1. Project Management:

- a. Activity Schedule (Timeline) of all construction activities on Primavera or MS Project.
- b. Review and inspect Contractor’s work in compliance of Contract Documents on daily basis.

- c. Comprehensive supervision of project implementation activities carried out by the Contractor to ensure complete compliance with the drawings, technical specifications and various stipulations contained in the Contract Documents
- d. Efficient construction supervision by personnel who are experienced in modern methods of construction supervision and contract management.
- e. Approve / suggest modifications in the Contractor's work program, material sources, etc;
- f. Monitor progress of the Works, identify causes, or potential causes, of any delay and advise the suitable corrective actions in a timely manner;
- g. Ensure that the construction methods as proposed by the Contractor for carrying out the works are satisfactory, with particular reference to the technical requirements of sound environmental standards, inspection of Contractor's construction equipment, safety of the works, property, personnel, and general public.
- h. Ensure that working drawings as issued to the Contractor are complete consistent and coherent across the entire project;
- i. Inspect at regular intervals the Contractor's plant and facilities, for both construction production work and workers accommodation, to ensure that they conform with both the conditions of contract and all government regulations;
- j. Recommend and monitor correct actions taken by the Contractor needed to fix a work which is not in compliance with the Contract Documents;
- k. Maintaining Field inspection diaries;
- l. Record Digital photos of work in progress;
- m. Field Inspection / Quality assurance / materials testing services / Review and approve test reports submitted by the contractor.
- n. Check sites / work places in compliance of safety and health standards and notify in case of non-compliance.
- o. Review and approval of Contractor's survey layouts and levels.
- p. Inspect installation of electro-mechanical equipment as per the manufacturer guidelines and tender documents.
- q. Testing, commissioning and energization of equipment and systems.
- r. Maintaining all records of inspections and testing.
- s. Schedule evaluation (actual vs. planned physical & financial progress)
- t. Cash Flow Details (Expected v/s original)
- u. Supervising works and ensuring highest quality of performance standards.
- v. Provide other specialist services relevant to the Project as may be agreed to during negotiations or ordered by the Client Project manager;
- w. Record management;
- x. Review and approve Contractor's proposed personnel for positions nominated in the Contract;
- y. Verification of Interim Payment Certificates submitted by Contractor;
- z. Construction supervision of Grid station and transmission lines as per concern Disco standards, but not limited to:
 - Follow up with NTDC/concern Disco to ensure that all the required construction drawings are approved / issued to the contractor as per requirement at site.
 - Check construction drawings for any alterations in the same accordingly to site requirements. Assist contractor in approval of revised drawings from NTDC/concern Disco.
 - Supervise sub-soil investigations to be carried out by contractor(s).
 - Check demarcation of Grid Station layout plan at site.
 - Supervise all civil work, for substation and associated transmission line.
 - Check and ensure quality of work at site in accordance with specifications/ drawings and stipulated standards provided by NTDC/concern Disco. Supervise testing of all construction materials.

- Supervision of Testing and Commissioning and energization of the Grid and associated transmission line.
- Review operation and maintenance manual and as built drawings prepared by the contractor.
- If, for any reason, there is a change in design/construction of the said Grid Station due to inevitable field conditions, the consultant must report/comment and give recommendations for the Project authority on Contractor's proposal.

3.2. Contract Administration

- a. The services to be provided by the Consultant shall include all duties according to the terms and conditions set in Contract Agreement.
- b. Conduct and lead Pre-construction conference / meetings to be held between Client and Contractor and preparation of minutes of meeting.
- c. Coordination in site meetings to be held between representatives of Client and Contractor and preparation of minutes of meeting.
- d. Review of Contractor's work progress in compliance of complete Contract Document plus work program submitted by Contractors.
- e. Review of Contractor's submittals in compliance of Contract Documents.
- f. Review and evaluation of submittals in support of claims and disputes (if any) and forwarding subsequent recommendation to Employer.
- g. Coordinate with Contractor and Client to conclude claims and disputes.
- h. Investigation and inspection of site conditions that differ from those described in the Contract Documents.
- i. Submission of any record or drawings made by consultant during construction.
- j. Resolve Disputes at all levels (if any).
- k. Prepare Variation order if necessitated due to site conditions and submit the same for approval.

3.3. Defect / Liability Period

The Consultant shall be responsible for providing services during construction closeout / Defect Liability Period. Services during construction closeout shall include, but not be limited to:

- a. Final inspection and validation of project to determine the completion of works in fulfillment of Contract Documents and rectification of any defect (s) therein;
- b. Preparation of punch list and inspection of remedial actions;
- c. Review of operation / maintenance manuals and spare parts lists.
- d. Review As-built drawings submitted by the Contractor.
- e. Recommendation to Client as to the release of payments, securities/ insurances and retention to Contractor.
- f. Review and recommendation / certification of Contractor's Final Bill.
- g. Finalize the handing over / taking over of site.
- h. Recommendation to issue Defect Liability Certificate to the contractor.

Note: The Consultant would demobilize the site staff if the work is suspended due to lack of funds or work has not been awarded to Contractor or as required by Employer. However, Re-mobilization of site would be made as per the Employer requirement.

4. ALLIED STUDIES

- i. Study the causes of slow colonization of existing industrial estates in the country and propose suitable interventions and corrective measures.
- ii. Undertake comparative study of regulatory and incentive regimes of competing regional Economic Zones and propose suitable amendments for the Pakistan's Special Zones.

Note: 1. *Provision of vehicles, its maintenance, Driver, Fuel, etc., will be responsibility of consultants.*
2. *Accommodation and travelling of consultant staff will be the responsibility of consultant.*
3. *Furnished site office will be provided by the client through construction contract during construction supervision.*

REPORTING

- i. Consultant(s) shall submit bi-monthly progress review report and presentation during feasibility stage, Master Planning and detailed designing.
- ii. Consultant(s) may prepare and issue the following reports in construction stage, the format and content for each report is to be acceptable to the client Project Manager;
 - a. Inception Report, to be submitted within 10 days of commencement of services.
 - b. Monthly progress report, to be submitted within 7 days of the end of each month. Monthly reports should include description of project activities illustrated by progress / completion photographs, status of any delays and contractual claims and details of all latest financial projections. The monthly progress report shall include:
 - Description of Background of project including work award details (including letter of award / Detail of securities and insurance).
 - A short overview of work completed during the previous month;
 - A short overview of work to be completed the following month;
 - An updated schedule (based on Contractor's schedule of progress) showing work progress and completion percentage;
 - A list of problems / difficulties; if any; and proposed corrective actions; and
 - A bar graph on MS Project and / or Primavera comparing the monthly invoiced amounts and cumulative billings with the total authorized construction budget.
 - Physical and Financial progress of the project for respective month.
 - Attach photographs for respective month.
 - c. Job/Assignment Completion Report.
 - d. Quality Assurance Manual, detailing all QA/QC procedures, to be submitted within 10 days of commencement of services.
- iii. Activity Schedule (Timeline) of all construction activities on Primavera or MS Project.
- iv. Video Animation/ Animated Presentation covering all Scope of Work.
- v. Physical Model of the Project/ Photo Realistic Images/ Rendered Images.
- vi. Virtual Presentation for Marketing Purpose

SUBMISSIONS

- i. Signed and Stamped 03 sets of copies of all reports, studies, documents, manuals, estimates, evaluations, tests, plans, drawings, etc., as stated in above scope of work in section 1 to 4 and under section 'Reporting'.
- ii. Submission of editable format of all reports, studies, documents, manuals, estimates, evaluations, tests, plans, drawings, etc., as stated above in section 1 to 4 and under section 'Reporting'.

TIME PERIOD

Time period of consultancy services for specific head of scope / major deliverable is given below:

S.No.	Description of Major Scope	Duration	Timeline (Tentative)
1	Feasibility Study and PC-I for SEZ on 1500 acres land (approx.)	2 months	March 2022 to April 2022
2	Detailed Site Survey, Engineering Design, Costing & procurement of contractor for SEZ on 1500 Acres Land (approx.)	6 months	March 2022 to August 2022
3	Construction Supervision for SEZ on 1500 acres land (approx.)	24 months	September 2022 to August 2024
4	Allied Studies	6 months	March 2022 to August 2022

PAYMENT

The payment will be made through cross-cheque to the consultant(s) on the completion and submission of deliverables after deducting applicable government taxes as per schedule given below.

1. For Feasibility & PC-I for 1500 acres land (approx.)

S. No.	Upon submission of Deliverables
1	Complete PC-I in consolidated form
2	Complete Feasibility Study Report in consolidated form

2. For Detailed Site Survey, Engineering Design and Costing on 1500 acres land (approx.)

The payment will be made on completion of below mentioned deliverables.

Note: Below breakup is just for reference, consultant may provide detailed break up in consideration of section 2.1 & 2.2 of scope of work / terms of reference. Consultant may use the same format for Grid station and Transmission lines.

S. No.	Upon submission of Deliverables
1	Survey Reports & Studies
2	EIA Studies and getting NoC from SEPA

3	Master Plan
4	Project Review Report
5	Design Report and Design Calculations
6	Engineering Estimates with Measurement Sheets and Rate Analysis of all items of BoQ
7	Tender Documents including Tender Notice, Specifications, drawings and BoQ, etc.
8	Bid Evaluation Report and Recommendation
9	Construction Drawings

3. For Construction Supervision

S. No.	Deliverables
1	Construction Supervision for SEZ on 1500 acres land (approx.)

The mode of payment for construction supervision shall be carried out as per following equation based on phase-wise quotation of financial bid:

$\frac{\text{Amount of IPC Construction Contract}}{\text{Total Amount of Construction Contract (s)}} \times \text{Consultant Bid Price for Construction Supervision}$

Note: Client will have the right to execute construction work in stages.

4. For Allied Studies

S. No.	Upon submission of Deliverables
1	Complete report in consolidated form

Part D

Evaluation Criteria

Technical and Financial Evaluation will be based on Quality and Cost Procedure with 80/20 Rule. All firms collectively as one unit should meet the criteria.

I. Technical Evaluation

To qualify technical criteria, applicant must score an aggregate 70 marks out of 100, whereas 50% marks is mandatory in each section.

Evaluation will be based on the Applicant's Relevant Experience Record and Personnel Capabilities.

Sub-consultants experience and resources shall not be taken into account in determining the Applicant's compliance with the qualifying criteria. However, Joint Venture/ Consortium/ Association experience & resources shall be considered. The weightage / Marks for different categories will be followed as per table given below:

S. No.	Category	Weightage / Marks
A	Relevant Experience	70
B	Personnel Capabilities	30

The further detailed criteria for each category are described below:

S. No.	Description	Max. Marks
A	Relevant Experience Assignments of similar nature and complexity completed during last 15 years i.e., Technical and Financial Feasibility, Master Planning, Detail Designing, Preparation of PC-I, Designing & Construction of 132 / 220 kV Grid station along with Transmission line, and Construction Supervision of Industrial Estate/ Industrial Park/ Industrial zone. It is further categorized below: (Provide documentary proof of completion of each assignment)	70
1	Successful completion of feasibility study of 1 international project for atleast 1000 acres land of Industrial Estate/ Industrial Park/ Industrial zone.	5
2	Successful completion of feasibility study of 1 national / international project for atleast 1000 acres land of Industrial Estate/ Industrial Park/ Industrial zone.	5
3	Successful Preparation of PC-I document of 1 project of Industrial Estate/ Industrial Park/ Industrial zone or mega housing scheme (provide documentary proof of approval of PC-I).	5
4	Successful completion of Master Planning of 1 international project for atleast 1000 acres land of Industrial Estate/ Industrial Park/ Industrial zone.	10

5	Successful completion of Master Planning of 1 national / international project for atleast 1000 acres land of Industrial Estate/ Industrial Park/ Industrial zone.	5
6	Successful completion of Detailed Designing of 1 international project for atleast 1000 acres land of Industrial Estate/ Industrial Park/ Industrial zone.	10
7	Successful completion of Detailed Designing of 1 national / international project for atleast 1000 acres land of Industrial Estate/ Industrial Park/ Industrial zone.	5
8	Successful completion of Construction Supervision of 1 international project for atleast 1000 acres land of Industrial Estate/ Industrial Park/ Industrial zone.	10
9	Successful completion of Construction Supervision of 1 national / international project for atleast 1000 acres land of Industrial Estate/ Industrial Park/ Industrial zone.	5
10	Successful completion of 220kV Grid station and Transmission line with NTDC/concern Disco.	5
11	Successful completion of 132kV Grid station (or above) and Transmission line with NTDC/concern Disco.	5
B	Personnel Capabilities The consultant shall submit the CV's and copies of educational certificates / documents of proposed staff, along with their valid registration with national or international registration body with a covering list of detail of proposed staff. Local staff should have completed their Bachelors or Master's degree from HEC recognized Universities Local Engineers and Architect should be registered with PEC / PCATP respectively	30
1	Team Leader / Project Manager Min. Bachelors in Civil Engineering with 15 years' experience - (3 Marks) <ul style="list-style-type: none"> • 2 additional marks for Master's in Project Management or any certified Project Management Certification 	5
2	Economic & Financial Expert with 15 years' experience in the Financial JV Firm – (02 Qualified Staff with 2.5 marks for each) <ul style="list-style-type: none"> • FCA/FCMA/Fellow Member of any Professional Body 	5
3	Architect & Town Planner with minimum 12 years' experience - (02 Qualified Staff with 2.5 marks for each) <ul style="list-style-type: none"> • Architect with minimum bachelors in Architecture • Town Planner with minimum bachelors in relevant field 	5
4	Environment Expert with minimum 12 years' experience – 2.5 marks for each <ul style="list-style-type: none"> • Environment Engineer with minimum Bachelors in relevant field • HSE Officer (Engineer or Certified/ Registered with a recognized Health & Safety Institution/ Authority) 	5

5	Civil Engineers with minimum 12 Years' Experience in Infrastructure development – 2.5 marks for each <ul style="list-style-type: none"> • Structural Engineer • Resident Engineer 	5
6	Electrical Engineer with minimum 12 Years' Experience in Grid station, transmission line & Electrical network - 2.5 marks for each <ul style="list-style-type: none"> • Design Engineer • Resident Engineer 	5
Total		100

II. Financial Evaluation

The financial proposal of all technically qualifying firms as per specified minimum threshold would be opened simultaneously in the presence of their representatives who care to attend. The formula for determining the financial score is the following:

$$S_f = 100 F_m / F$$

Where:

S_f = Financial score
 F_m = is the lowest price
 F = The price of the proposal under consideration.

The weights given to the Technical and Financial proposals as per PEC guidelines are as under:

Technical Proposal	(T)	=	80%
Financial Proposal	(P)	=	20%

Quality cum cost-based selection (QCBS) will be followed according to their combined technical (S_t) and financial (S_f) scores using the weights (T- the weight given to the technical proposal, P = the weight given to the financial proposal; and $T+P = 1$).

$$S = S_t \times T \% + S_f \times P \%$$

III. Ranking of Proposals:

- i. Ranking of proposals will be done by applying a weight of 0.80 (or 80 percent) and 0.20 (20 percent) respectively to the technical and financial score of each evaluated qualifying technical and financial proposal and then computing the relevant combined total score for each Consultant.
- ii. The applicant, whose proposal is ranked first, will be invited to negotiate (if require) the terms of the contract to conclude a binding contract agreement. If negotiations prove unsatisfactory, the next ranked applicant will be invited for negotiations, and, so on, to pursue finalization of the contract award.
- iii. The representative(s) conducting negotiations on behalf of the applicants must have written authority to negotiate and finalize the terms of the contract.

Part E

Submission Forms

This part of the RFP contains the following submission forms;

Form – 1: Information Form

Form – 2: Experience of Consultant

Form – 3: Format of Curriculum Vitae of Proposed Key Staff

Form – 4: Financial Proposal Submission Form

Form – 5: Summary of Cost

Form – 6: Draft Contract

Developing SEZ on 1500 Acres Land (approx.)

INFORMATION FORM

1. Name of Consultant [Lead partner if association or JV]:

· Address:

· Telephone No(s): _____

· E-mail Address: _____

· Registration No. with PEC along with Registered Office Address:

2. Description of consulting firm (ownership/organization):

4. Experience (Number of Years): _____

· Local/national: _____

· International: _____

· Regional (within the country-details):

5. Name(s) and Address (es) of Associates, if a JV; their short description and description of their role in the JV/Association (proof of association or JV is to be attached at stamp paper):

6. Experience of the Consultants (on appended forms) during the past 15 years: (Form-2)
Specific (Projects related to industrial infrastructure development works):

7. Attach Organization chart showing consultant's structure:

8. Attach Capital of consultant (Financial Statements for the last three years).

- Subsidiaries and associates.
- Annual turnover for the last three years.
- Financial reference [name/address of bank(s)]

9. Attach Professional staff available for the assignment on the appended (Form-3) format for positions mentioned hereinabove.

10. Additional information:

Yours truly,

Name of Authorized Representative:

Position :

Date :

EXPERIENCE OF CONSULTANT

Relevant services carried out in the Last 15 years which best illustrate qualification.

[NAME OF THE FIRM/ CONSULTANT]

1. Name of Assignment :
2. Country :
3. Name of Client :
4. Address :
5. Start Date : Month / Year
6. Completion Date : Month / Year
7. Professional Staff Provided :
8. No. of Staff :
9. No. of Staff Months :
10. Approx.: Value of Services :
11. Name of Other JV Firms (If any) :
12. No. of Staff / Staff Months
Provided by the JV partner(s) :
13. Name/Position of Key Staff :
14. Description of Project :
15. Description of Services
Provided by the Firm :

**FORMAT OF CURRICULUM VITAE
OF PROPOSED KEY STAFF**

1. Name of Personnel: _____
2. Current Position in the Firm: _____
3. Date of Birth: _____
4. Nationality: _____
5. CNIC No (if Pakistani) or Passport No: _____
6. Education:

Degree	Major/Minor	Institution	Date (MM/YYYY)

7. Membership of Professional Associations:
8. Other Training [*Indicate significant training since degrees under 6 - Education were obtained*]:
9. Employment Record [*Starting with present position, list in reverse order every employment held by staff member since graduation, giving for each employment (see format here below)*]:

Employer	Position	From (MM/YYYY)	To (MM/YYYY)

10. Detail of Work Undertaken

Name of assignment or project:

Cost of Project:

Location:

Date of Start:

Date of Completion:

Client:

Main project features:

Positions held: _____ Activities performed:

Actual time spent on the project: _____ in months.

11. Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience. I understand that any willful misstatement described herein may lead to my disqualification or dismissal, if engaged.

Date: __

[Signature of the proposed staff] Day/Month/Year

Date: __

[Counter Signature of authorized signatory] Day/Month/Year

FINANCIAL PROPOSAL SUBMISSION FORM

[Location, Date]

Name

We, the undersigned, offer to provide the consulting services for in accordance with your request for Proposal dated _____, and our Proposal (Technical and Financial Proposals). Our attached financial proposal is for the sum [Amount in words and figures].

Our Financial Proposal shall be binding upon us subject to the modifications resulting from contract negotiations, up to expiration of the validity period of the proposal, i.e., 4 months.

We understand you are not bound to accept any Proposal you receive.

We remain,

Yours sincerely,

Authorized Signature:

Name and Title of Signatory:

Name of Firm:

Address:

SUMMARY OF COSTS

S.No.	Description	Cost (PKR)
1	Feasibility Study and PC-I for SEZ on 1500 acres land (approx.)	
2	Detailed Site Survey, Engineering Design, Costing & procurement of contractor for SEZ on 1500 Acres Land (approx.)	
3	Construction Supervision for SEZ on 1500 acres land (approx.)	
4	Allied Studies	
	Total	

Note:

The detailed breakup (if any) of all above items shall be provided by the Consultants on separate sheets.