



REQUEST FOR PROPOSAL (RFP) DOCUMENT

FOR

SELECTION OF CONSULTANTS

FOR

IT INDUSTRY ACADEMIA BRIDGE PROGRAM

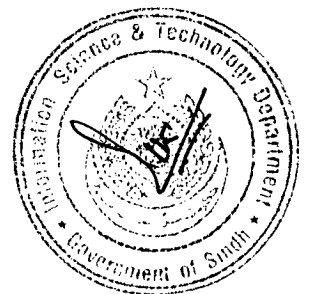
**A component of Skill Development Program
under "Initiative of Capacity Building"**

**Information, Science & Technology Department,
Government of Sindh
September, 2022**



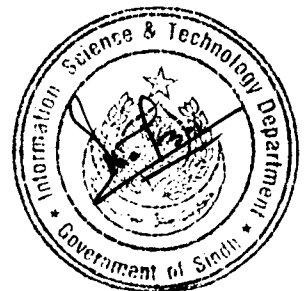
Foreword

This Standard Request for Proposals is applicable to consultant assignments by the procuring agencies of Sindh province whose legal agreement makes reference to the Sindh Public Procurement Rules, 2010



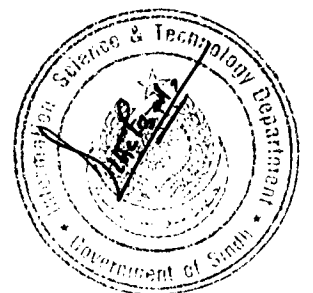
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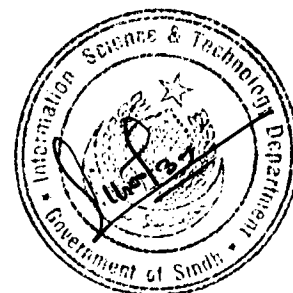


Preface

1. This document Standard Request for Proposals (SRFP) is to be used for various selection methods described in the SPPR 2010.
2. Before preparing an RFP, the procuring agency/ user must be familiar with the SPPR 2010, and Rule No 72
3. Rule No 72 (1) shall be adopted for assignments of standard or routine nature where well-established practices and standards exist.
3. In case Rule No 72 (1) is not to be used, as the assignment is not an standard or routine nature, and standards and practices are not well-established, and procuring agency choses other method of selection according to Rule No 72 (2), (3), (4), (5), and (6), the reason shall be recorded in writing by the competent authority, and also sent to SPPRA with RFP.
4. The SRFP includes a standard Letter of Invitation, standard Instructions to Consultants, Terms of Reference, and a standard Form of Contract. The standard Instruction to Consultants and the standard General Conditions of Contract may not be modified under any circumstances. However, the Data Sheet and the Special Conditions of Contract may be used to reflect particular assignment conditions.



Section 1. Letter of Invitation



Section 1- Letter of Invitation

Letter of Invitation

insert: Invitation/File No.....;

[insert: Location and Date]

[insert: Name and Address of Consultant]

Dear Mr./Ms.:

1. The Information, Science & Technology Department, Government of Sindh (hereinafter called "Procuring Agency ") now invites proposals to provide the following consulting services: *[insert: name of consulting services assignment]*. More details on the services are provided in the Terms of Reference.
3. This Request for Proposal (RFP) has been addressed to the following shortlisted/pre-qualified/interested Consultants:

[insert: List of Shortlisted Consultants]

It is not permissible to transfer this invitation to any other firm.

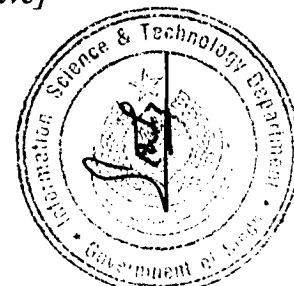
4. A firm will be selected under *[insert: Selection Method]* and procedures described in this RFP, in accordance with the SPPR 2010.
5. The RFP includes the following documents:
 - Section 1 - Letter of Invitation
 - Section 2 - Instructions to Consultants (including Data Sheet)
 - Section 3 - Technical Proposal - Standard Forms
 - Section 4 - Financial Proposal - Standard Forms
 - Section 5 - Terms of Reference
 - Section 6 - Standard Forms of Contract

6. Please inform us in writing at the following address *[insert address]*, upon receipt:

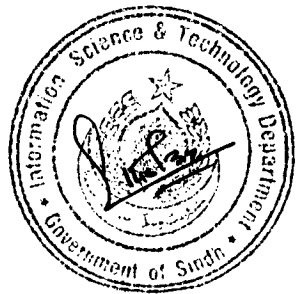
- (a) *that you received the Letter of Invitation; and*
- (b) *whether you will submit a proposal alone or in association.*

Yours sincerely,

[insert: Signature, name, and title of head of the department/ PA 's representative]



Section 2. Instructions to Consultants

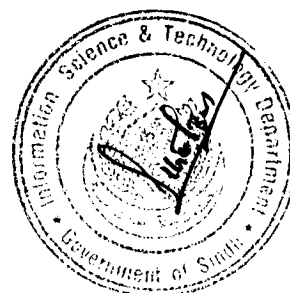


Instructions to Consultants

[Note to the Procuring Agency, this Section 2 - Instructions to Consultants shall not be modified. Any necessary changes, acceptable to the Procuring Agency, shall be introduced only through the Data Sheet (e.g., by adding new reference paragraphs)]

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/Interested 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

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 selection specified in the Data Sheet.

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 is, however optional. Consultants 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.

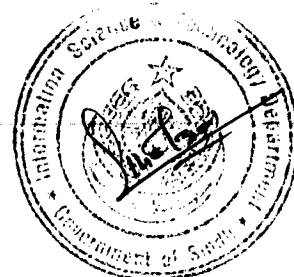
2.5 Procuring Agency may provide facilities and inputs as specified in Data Sheet.

3. Conflict of Interest

Consultants are required to provide professional, objective, and impartial advice and holding the Procuring Agency interest paramount. They shall strictly avoid conflict with other assignments or their own corporate 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.

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



consulting services for a project, any of its affiliates, shall be disqualified from providing consulting services related to those goods, works or services. Conversely, a firm 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

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; and
- (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”.

5. Integrity Pact

Pursuant to Rule 89 of SPPR 2010 Consultant undertakes to sign an Integrity pact in accordance with prescribed format attached hereto for all the procurements estimated to exceed Rs. 2.5 million. (Annex- A)

6. Eligible Consultants

If short listing process has been undertaken through REOI, 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.

Short listed consultants emerging from request of expression of interest are eligible.

7. Eligibility of Sub-Consultants

A shortlisted Consultant would not be allowed to associate with Consultants who have failed to qualify the short listing process.

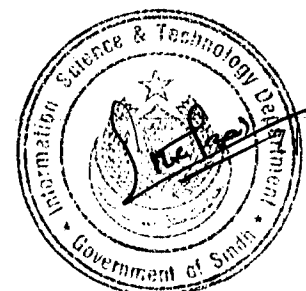
8. Only one Proposal

Shortlisted Consultants/Interested Consultants may only submit one proposal. If a Consultant submits or participates in more than one proposal, such proposals shall be disqualified. Participation of the same Sub- Consultant, including individual experts, to more than one proposal is not allowed.

9. Proposal Validity

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.

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).

10. Clarification and Amendment in RFP Documents

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.

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 binding 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.

11. Preparation of Proposals

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.

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.

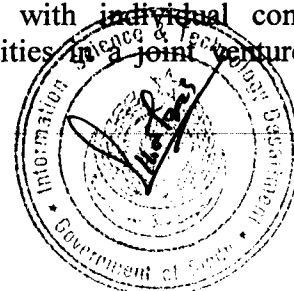
12. Language

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.

13. Technical Proposal Format and Content

While preparing the Technical Proposal, consultants must give particular attention to the following:

- (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-

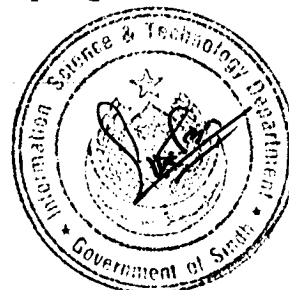


consultancy, as appropriate. The international consultants are encouraged to seek the participation of local consultants by entering into a joint venture with, or subcontracting part of the assignment to, national consultants.

- (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 have 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 be submitted for each position.

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 _____ (PA may give number of years as per their requirement) 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

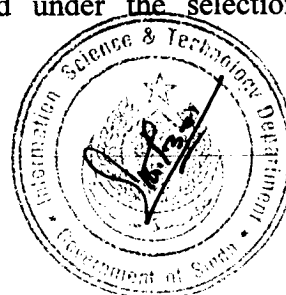
15.1 The Consultant will be subject to all admissible taxes including stamp duty and service charges at a rate prevailing on the date of contract agreement unless exempted by relevant tax authority.

16. Submission, Receipt, and Opening of Proposals

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

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.

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 despatch workings, Consultants should ensure that proposals to be sent through couriers should reach a day before the deadline for submission. .

17. Proposal Evaluation

- 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.

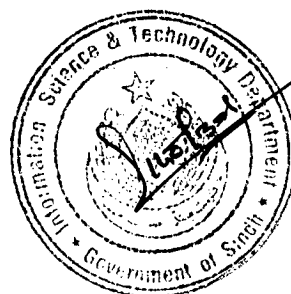
18. Evaluation of Technical Proposals

- 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. Consultants' 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

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.

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.

In case of **Least Cost Selection LCS Method**, the bid found to be the lowest evaluated bid shall be accepted.

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.

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. Negotiations

20.1 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. Technical negotiations

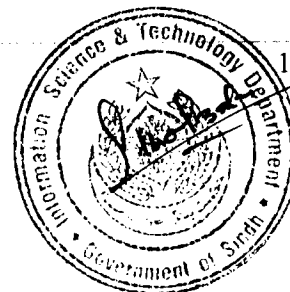
21.1 Technical Negotiations will include a discussion of the Technical Proposal, the proposed technical approach and methodology, work plan, organization and staffing, and any suggestions made by the Consultant to improve the Terms of Reference. The PA and the Consultants will finalize the Terms of Reference, 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. Financial negotiations

22.1 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 the 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. Availability of Professional staff/experts

23.1 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



the period of time specified in the letter of invitation to negotiate.

24. Award of Contract

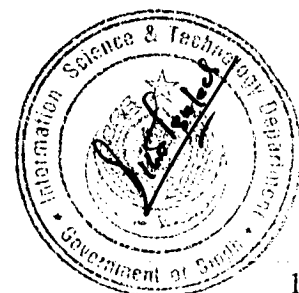
After completing negotiations, the Procuring Agency shall award the Contract to the selected Consultant and within seven of the award of contract, Procuring Agency shall publish on the website of the Authority and on its own website, if such a website exists, the result of the bidding process, identifying 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.

After publishing of award of contract consultant required to submit a performance security at the rate indicated in data sheet.

The Consultant is expected to commence the assignment on the date and at the location specified in the Data Sheet.

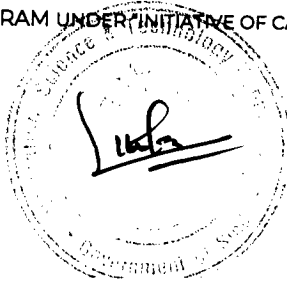
25. Confidentiality

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.

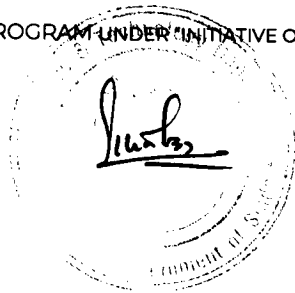


Data Sheet

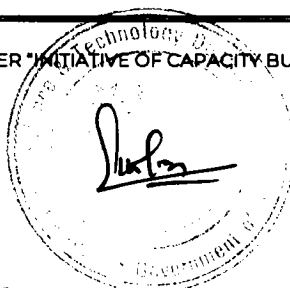
1.1	Name of the Assignment is: <u>IT Industry Academia Bridge Program (A component of Skill Development Program under "Initiative of Capacity Building")</u> The Name of the PA's official (s): <u>Athar Hussain Baloch, Dy. Director(T)</u> Address: <u>Information, Science & Technology Department, Government of Sindh, 1st Floor, Sindh Secretariat Building No. 6, Kamal Atta Turk Road, Karachi.</u> Telephone: <u>021-99213406</u> Facsimile: <u>021-99211414</u> E-mail: <u>atharbaloch69@gmail.com</u>
1.2	The method of selection is: <u>Least Cost Selection LCS Method as per Rule-72(1) of SPPRA Rules, 2010</u> The Edition of the Guidelines is: <u>Attached</u>
1.3	Financial Proposal to be submitted together with Technical Proposal: Yes ☒ No ☐
1.4	<u>PRE-BID MEETING</u> A pre-bid meeting will be held on <u>Wednesday 12th October, 2022</u> at <u>1.00 pm</u> to response the queries of Interested Consultants or in case of consortium / joint venture.
1.5	The Proposal submission address is: <u>Section Officer (General), Information, Science & Technology Department, Government of Sindh, 1st Floor, Sindh Secretariat Building No. 6, Kamal Atta Turk Road, Karachi.</u> Proposals must be submitted no later than the following date and time: .. <u>Wednesday 19th October, 2022 at 1:00 pm</u>
1.6	Expected date for commencement of consulting services (Trainings) <u>After Selection of Successful Bidder and completing all required formalities, the date and location of trainings will be fixed</u>
9.1	Proposals validity that shall not be more than <u>90 days</u> (National Competitive Bidding (NCB))
10.1	Clarifications to the RFP may be requested not later than <u>five</u> days before the submission date. The address for requesting clarifications is: <u>Section Officer (General), Information, Science & Technology Department, Government of Sindh, 1st Floor, Sindh Secretariat Building No. 6, Kamal Atta Turk Road, Karachi.</u> Facsimile: <u>021-99211414</u> E-mail: <u>atharbaloch69@gmail.com</u>



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	Shortlisted Consultants/ Interested Consultants may associate with other shortlisted Consultants/ Interested Consultants: Yes _____ No ☒
13.1	TECHNICAL EVALUATION CRITERIA (SEE ANNEXURE-I)
13.2(vii)	Training is a specific component of this assignment: Yes ☒ No _____ <i>[If yes, provide appropriate information]:</i> i. MERN Stack (ES6 + REACT) – Semester 6 and 7 – 80 hours of training in each semester. ii. Web Engineering Basic LAMP/WAMP stack (PHP Core, and Code Igniter) – Semester 6 and 7 – 80 hours of training in each semester. iii. Cloud Solution Architecture– Semester 6,7 and 8 – 80 hours of training in each semester. iv. SQA (Selenium, and Test Complete) – Semester 6, 7 and 8 – 80 hours of training in each semester. v. Mobile app development (Flutter) – Semester 6, and 7 – 80 hours of training in each semester. vi. MERN Stack (Express, Mongo and Node) – Semester 7, and 8 - 80 hours of training in each semester. vii. Web Engineering Advanced (Laravel, and Yii) – Semester 7, and 8 - 80 hours of training in each semester. viii. Mobile app Development (React Native) – Semester 7, and/or 8- 80 hours of training in each semester. For further details refer to Terms of reference.
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. The prices quoted without any tax remarks will be treated as inclusive of all applicable taxes. Any change in Government duties or taxes shall be borne by the successful consortium/Joint Venture.
16.2	Consultant must submit the original and <u>03</u> copies of the Technical Proposal , and the original of the Financial Proposal . The technical and financial bids shall be enclosed in an envelope marked with “ Proposal for IT Industry Academia Bridge Program for Region#(1-3) with Region Name as mentioned at Clause#3.4 of ToRs and clearly mentioned that “Do not open before Wednesday 19th October, 2022 at 1:45 pm” ”



	Technical proposal only will be opened on the same day (Wednesday 19th October, 2022 at 01:45 pm at above mentioned address in the presence of bidders or their authorized representatives who desire to attend the bid opening session. The financial bids will be opened only of those bidders who qualify in technical proposals evaluation. The opening of financial bids will be notified separately once technical evaluation has been completed. Please note that submission date and time will be strictly adhered, and it will be bidders' responsibility to ensure the submission of bid at given date and time.
19	<u>FINANCIAL EVALUATION CRITERIA (SEE ANNEXURE-III)</u> The financial bids of only technically qualified bidding consortiums against each Region as per clause#3.4 of ToRs will be opened. The pricing shall include all applicable taxes, rates, duties, tolls, fees etc. The evaluation of both (technical & financial) bids will be formulated as per Rule No. 72(1) of SPPRA Rules, 2010 (Updated 2022). i.e Least Cost Selection Method against each Region. Please use Annexure-III (Region#) to develop financial proposal against the Region of your interest.
20.1	Expected date and address for contract negotiations: <u>Information, Science & Technology Department, Government of Sindh, 1st Floor, Sindh Secretariat Building No. 6, Kamal Atta Turk Road, Karachi.</u>
24.2	Successful consultant is required to submit bid security (2.5%) of the total quoted cost and performance security (10%) of the total contract amount in form of pay order, demand draft or bank guarantee
5.1	Consultant undertake to sign Integrity Pact for the procurement estimated to exceed Pak Rs.2.5 million.



ANNEXURE –I

“TECHNICAL EVALUATION CRITERIA”

The evaluation of each region shall be carried out individually and independently. The evaluation shall be carried out keeping in view the Rule No. 72(1) of SPPRA Rules, 2010 (Updated 2022). i.e **Least Cost Selection LCS Method**

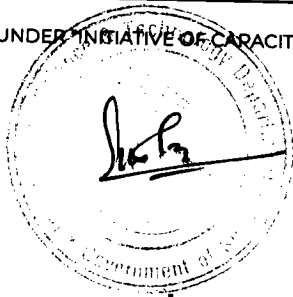
Technical Evaluation Criteria

The Bidding Consultants or in case of Consortiums/Joint Ventures compliance the **Mandatory criteria** will be eligible for the **Scoring criteria**.

The bidding Consultants or in case of Consortiums/Joint Ventures securing 70% or more scores will be considered as technically responsive and subsequently selected for financial bid opening.

Mandatory Criteria

Sr. No.	Requirements	Documentary Evidence / Proof
01	Consultant(s)/ in case of Consortiums/Joint Ventures each member have a valid Income Tax Registration.	The Consultant(s) in case of consortium / joint venture firms provide copy of valid and active NTN certificate.
02	Consultant(s)/ in case of Consortiums/Joint Ventures each member have a valid Sale Tax Registration.	The Consultant(s) / consortium / joint venture firms of each member company provide copy of valid and active Sales Tax certificate. The Lead Consultant(s) in case of consortium / joint venture firms shall have valid and active GST registration with FBR.
03.	Consultant(s)/ in case of Consortiums/Joint Ventures each member have a valid Registration with Sindh Revenue Board (SRB).	The Consultant(s) in case of consortium / joint venture firms provide copy of valid and active Registration with Sindh Revenue Board (SRB)
04.	A undertaking / Certificate that any Consultant(s) firms/ Company/ Organization / Association which is part of the Consortium / Joint Venture, is / are not blacklisted by any Government Department or public sector organization in Pakistan.	The lead bidder / Consultant or in case of Consortium / Joint venture shall provide undertaking on Rs. 100/- stamp paper.
05.	Consultant(s)/ in case of Consortiums/Joint Ventures firms (Training / Software) must be in operations of IT/ITeS business for the last three (03) years	The Consultant(s) in case of consortium / joint venture firms provide proof of date of its establishment. Copy of registration with concerned authorities either Provincial or Federal for doing Training / IT/ITeS Business.



Evaluation Criteria (Scoring System)

Sr. No.	Criteria	Sub-criteria	Marks						
01.	Experience	Specific experience of the Consultant or in case of Consortium / Joint venture relevant to the assignment (Projects/Programs) (IT Trainings/Software); 1 project (03 marks) 2 project (06 marks) 3 projects (09 marks) 4 projects (12 marks) 5 projects or more (15 marks) (Refer to Table 1)	15						
02.	Adequacy of the Proposed (IT Training) Methodology and workplan Execution Plan)	Technical Approach & Methodology (10 Marks) Work Plan (05 Marks) Organization (05 Marks) Staffing (05 Marks) (Refer Table 2)	25						
03.	Key Professional Staff qualification and competence for the assignment	Technical Professionals available for trainings in each region; Minimum 30 Technical Professionals. a) Qualifications (10 marks) b) Experience with relevant to assignment (Training Program) (10 marks) (Refer to Table 3)	20						
04.	Suitability of the transfer Knowledge (Training) Program	Relevance of Training Program (2.5 marks) Training approach & Methodology (2.5 marks) Qualification of experts and trainers (05 marks) (Refer to Table 4)	10						
05.	Participation by Nationals among proposed key staff	Consultant or in case of Consortium / Joint venture with registration and key staff operations for capacity building in Pakistan/ Sindh Province	05						
06.	Financial strength of the Consultant or in case of Consortium / Joint Venture of last two years	<table><tr><td>Annual accumulated revenue of the Consortium/Joint Venture PKR 01 billion or more</td><td>(15 marks)</td></tr><tr><td>Annual accumulated revenue of the Consortium/Joint Venture more than PKR.700 million and up to Rs. 999.99 million</td><td>(10 marks)</td></tr><tr><td>Annual accumulated revenue of the consortium/ Joint Venture more than PKR 450 million and up to 699.99 million</td><td>(05 marks)</td></tr></table> (Refer to Table 5)	Annual accumulated revenue of the Consortium/Joint Venture PKR 01 billion or more	(15 marks)	Annual accumulated revenue of the Consortium/Joint Venture more than PKR.700 million and up to Rs. 999.99 million	(10 marks)	Annual accumulated revenue of the consortium/ Joint Venture more than PKR 450 million and up to 699.99 million	(05 marks)	15
Annual accumulated revenue of the Consortium/Joint Venture PKR 01 billion or more	(15 marks)								
Annual accumulated revenue of the Consortium/Joint Venture more than PKR.700 million and up to Rs. 999.99 million	(10 marks)								
Annual accumulated revenue of the consortium/ Joint Venture more than PKR 450 million and up to 699.99 million	(05 marks)								
07.	Any value addition specific to this project/program in terms of certification through this course, micro degree or number of trainees linkages to the industry or post training employment offer / opportunity in the market.	The Consultant or in case of Consortium / Joint venture shall provide detail of value additions which can strengthen the trainees development may result into enhanced employment opportunities.	10						
Total Marks			100						
Total Qualifying marks 70% of the Total marks			70						

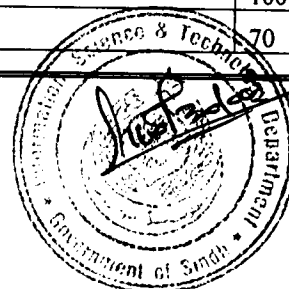


TABLE-1**Relevant awareness and capacity building Experience (Trainings/ Software etc projects)**

Marks for each relevant project: 03 Marks.

Maximum attainable: 15 Marks.

S #	Name of the Assignment (Project)	Name of the Client	Address of the Client	Duration of the Project			Total Cost of the assignment (Project)	Completion performance certificate (Y/N)
				From (date)	To (date)	Total months		
1								
2								
3								
4								
5								

TABLE-2**Demonstrate through Presentation and shall also cover in the proposal;****Technical Approach & Methodology (10 Marks)**

It shall cover program planning, execution, monitoring, training methodology, trainers' selection/retention/replacement processes, work breakdown structure (WBS), etc. to ensure the delivery of project's objective within given scope and timelines.

Work Plan (05 Marks)

It shall cover all aspects of work plan supported with comprehensive gantt chart and other charts.

Organization (05 Marks)

Organization must have General Capacity building (Training)/ awareness related experience of the Consultant or in case of Consortium / Joint Venture during the Last five (05) Years

Marks for each year: 1 Mark

Maximum attainable: 05 Marks

S #	Name of the Assignment (Project)	Name of the Client	Address of the Client	Duration of the Project			Total Cost of the assignment (Project)	Remarks
				From (date)	To (date)	Total months		
1								
2								
3								
4								
5								

Staffing (Minimum of 10 staff for last five years) (05 Marks)

Marks for each year: 1 Mark (0.5 for each staff)

Maximum attainable: 05 Marks

Consultant or in case of Consortium / Joint Venture must show the permanent technical professional staff relevant to the assignment of the organization with tangible evidence (Bank statement/ salary slips/ audit reports by any of top four audit firms or AG Sindh in case of public sector organization)

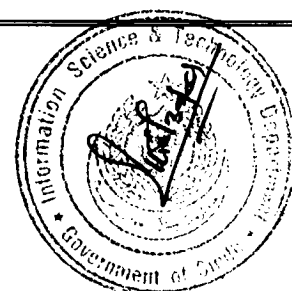


TABLE-3

Relevant Experience of the Consultant or in case of Consortium / Joint Venture Key Professional Staff

The qualification and experience criteria for the trainer shall be as follows:

Qualification (10 marks)

18 years of education with Master's degree from HEC recognized local university, or International University in IT/Computer Science/Software Engineering and relevant programs.

OR

16 years of education with Bachelor's degree from HEC recognized local University, or International University in IT/Computer Science/Software Engineering and relevant programs.

Experience minimum three years in following relevant fields (10 marks):

- | | |
|--|------------|
| ➤ Software Development & Database Design | (02 marks) |
| ➤ Software Quality Assurance | (02 marks) |
| ➤ Web Development | (02 marks) |
| ➤ Mobile development | (02 marks) |
| ➤ Cloud Solution Architecture | (02 marks) |

Note : CV's and other related documentary evidence shall be provided.

TABLE-4

Qualification and Experience of proposed Trainers for transfer of knowledge (Training Program) on ToT basis.

Relevance Training Program Experience for transfer of Knowledge (2.5 marks)

- | | |
|------------------------|--------------|
| Last two years or more | (2.5 marks) |
| Last one year | (1.25 marks) |

Training approach & Methodology for transfer of knowledge (2.5 marks)

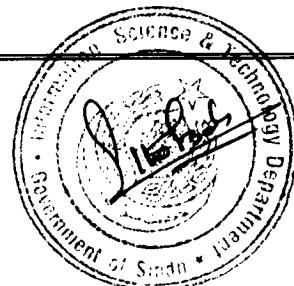
- | | |
|----------------|--------------|
| Last two years | (2.5 marks) |
| Last one year | (1.25 marks) |

Qualification of Trainers (05 marks)

- Master's degree in any IT related fields from HEC recognized University (05 marks)
Bachelor's degree in any IT related fields from HEC recognized University (03 marks)

TABLE-5

- Consultant or in case of Consortium / Joint venture is required to submit the following documents as evidence;
- Audited financial statements, in case of companies and/or
- Firm's accounts duly verified by CEO of the Firm accompanied by Income Tax return, in case of AoPs/ sole proprietors / firms of the each of the Consortium/Joint Venture member shall be part of the proposal.
- Accumulated audited financial position of the Consortium/Joint Venture of last 02 years will be considered.



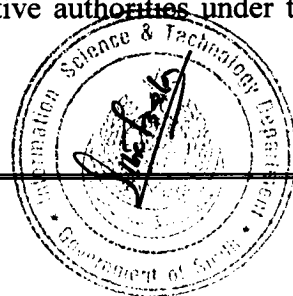
TERMS OF REFERENCE

1. INTRODUCTION TO INFORMATION, SCIENCE & TECHNOLOGY DEPARTMENT (IS&TD)

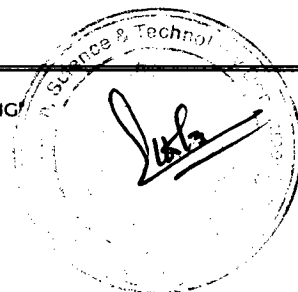
(IS&TD) act as strategic enabler and ICT facilitator for the Government Department and general public on behalf of Government of Sindh to ensuring sustainable growth, development of the industry and to provide ease in citizen centric services. One of the objectives of IS&TD is availability of skilled resource equipped with latest technologies for the IT Industry. In order to help increase the employability and to fill the supply gap for industry-ready skilled resource, IS&TD under the leading vision of cutting edge and emerging technologies is initiating a series of Human Capital Development program, one of the said programs is equipping of the IT professionals and ICT graduates with emerging technologies and soft skills by the ICT Industry Professionals which will help in enhancing the number and quality of HR workforce available to Pakistan IT & ITeS industry

2. OBJECTIVES AND SCOPE OF THE PROGRAM

- 2.1 The objective of the program is to equip the currently enrolled university students in their 6th, 7th and 8th semesters in IT, Computer Science, Software Engineering, Software Development, Web Development, or related bachelor's degree programs in selective (Public / Private) universities from HEC recognized universities in Karachi, Hyderabad, Sukkur, Larkana, Khairpur Mir's and Shaheed Benazirabad in the latest IT industry skills.
- 2.2 The program is designed to be launched from the upcoming any current semester in the year 2022 after awarding this program to the successful bidder (Consultant or in case of consortium/ Joint venture) across multiple universities in these mentioned cities and ideally be delivered as elective courses for students of 6th, 7th, and 8th semesters, during the length of these semesters.
- 2.3 Training the teachers, teaching assistants, and computer lab assistants of these selective universities in the same technologies and skill sets is also a required deliverable of this program.
- 2.4 Given the scale and scope of the project, **Interested Consultant(s)** must form consortiums/ joint venture which may be comprised of IT companies/IT industry firms/IT-related organizations/software houses/relevant industry associations with academia & institutions (duly registered with respective authorities under the laws of Pakistan) to participate in the tender.



-
- 2.5 The interested Consultant(s) or in case of consortium/ Joint venture** must possess the ability, capability, and capacity to depute relevant industry experienced professionals (ideally computer programmers, solution architects, system architects, system design experts, cloud platform architects, cloud solution designers, software quality assurance professionals, software business analysts, web engineering experts, etc.) and can successfully deliver the proposed courses/trainings/skills mentioned under deliverables within the agreed timeline are invited to submit their proposals in response to this tender.
- 2.6** The interested Consultant(s) or in case of consortium/ Joint venture shall develop the Management Information System (MIS)/ develop database for this training program which will consists besides others the following features;
- Complete bio-data of the student/candidate
 - Attendance System
 - Reporting System
 - Pre & Post results of the candidates / students
 - Graphic User Interface (GUI) will also be available ISTD staff for monitoring
 - Other features as necessary for the training program
- 2.7** The interested Consultant(s) or in case of consortium/ Joint venture shall be responsible to create awareness of the training courses as mentioned at Clause#3.1 of this RFP through social, digital and print media.



3. DELIVERABLES

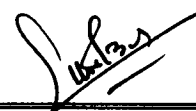
3.1 Trainers & Trainings

Under this program, approximately 3000 currently enrolled university students in their 6th, 7th and 8th semesters in IT related bachelor's degree programs will be trained on the latest IT industry-demanding technologies. The training venues shall be the universities (Public/Private) from the HEC recognized universities located preferably in cities i.e Karachi, Hyderabad, Sukkur, Larkana, Khairpur Mir's and Shaheed Benazirabad .

Trainings will be provided by highly qualified IT professionals to train the students enrolled in 6th, 7th and 8th semesters of IT related bachelor's degree program the following software development platforms, cloud platforms, software technologies & frameworks or other relevant skills:

SR. No.	TRAINING NAME	TRAINING FOR SEMESTER	DURATION OF TRAINING IN EACH SEMESTER
1.	MERN Stack (ES6 + REACT)	Semester 6 and 7	80 hours of training
2.	Web Engineering Basic LAMP/WAMP stack (PHP Core, and Code Igniter)	Semester 6 and 7	80 hours of training
3.	Cloud Solution Architecture	Semester 6,7 and 8	80 hours of training
4.	SQA (Selenium, and Test Complete)	Semester 6,7 and 8	80 hours of training
5.	Mobile app development (Flutter)	Semester 6, and 7	80 hours of training
6.	MERN Stack (Express, Mongo and Node)	Semester 7 and 8	80 hours of training
7.	Web Engineering Advanced (Laravel, and Yii)	Semester 7 and 8	80 hours of training
8.	Mobile app Development (React Native)	Semester 7 and 8	80 hours of training

- 3.1.1 The selection and quality of the trainers in line with minimum criteria led down under 13.1 of Bid Sheet titled "Technical Evaluation Criteria" (see **Annexure-I** Technical Evaluation Criteria) shall be the sole responsibility of the project awardees. The project awardees shall ensure the availability of selected trainers during the length of courses. In case of any unavoidable circumstance where the trainer is unable to attend the scheduled classes/labs, the project awardees shall ensure the replacement of that trainer within a week without affecting the training hours/schedule.
- 3.1.2 The successful Consultant(s) or in case of consortium/ Joint venture must also provide a training for soft skills as a part & parcel of the original course material including but not limited to following topics: Self-grooming, Maintaining Executive Presence, Etiquettes, Ethics, Communication, Business writing, Leadership, Team building/management, empathy, Managing Key Accounts, Problem Solving/Conflict Resolution, Client Negotiation, Commercial Skills & Marketing Skills.



a) **Students Training**

Train 75 batches of IT students studying in 6th, 7th and 8th semesters of HEC recognized universities located preferably in cities i.e Karachi, Hyderabad, Sukkur, Larkana, Khairpur Mir's and Shaheed Benazirabad. IS&T reserves the right to increase/decrease the required number of batches of students. The number of batches of students, number of students, and the universities will be finalized as per the agreement document between IS&T and the successful **Consultant(s) or in case of consortium/ Joint venture**.

The training classes of the courses given under clause #3.1 of ToRs will be distributed in the above mentioned six (06) cities. These trainings shall be executed at the university premises, using the classrooms and computer labs of the universities. Universities include HEC recognized universities offering relevant IT degree programs situated in the earlier mentioned six (06) cities of Sindh, as per HEC's latest rankings. This program is expected to deliver 80 hours of trainings throughout the semester to each of the student batches.

Based on the availability of the funds, demand from the industry, availability of the trainees, participation of the universities, and/or availability of the universities' premises/facilities, IS&T reserves the right to change the number of the trainees, batches of trainees, numbers of universities, training sessions, for any of the above listed courses and stations.

b) **Teacher and other staff Trainings:**

The programs also include the capability development of the university's permanent faculty teaching in the relevant degree programs. The interested Consultant(s) or in case of consortium/ Joint venture is also required to offer the **enhanced versions of trainings programs, in the same technologies/tools/platforms/frameworks, in train-the-trainer mode to ~200 university teachers, teaching assistants, and/or computer lab assistants in parallel sessions**. These trainings shall be offered in **batches of 10 teachers and/or lab assistants each**. These parallel classes for train-the-trainer program may be conducted during evening sessions or on weekends at participating universities.

IS&T reserves the right to increase/decrease the number of university permanent faculty staff to be trained under this program. The number of teaching staff will be finalized as per the agreement document between IS&T and the successful Consultant(s) or in case of consortium/ Joint venture

The total deliverable hours for these train-the-trainer classes are **40 hours of training to each batch over a period of 4 months**, or as finalized per contractual agreement.

Based on the availability of the funds, demand from the industry, availability of the trainees, participation of the universities, and/or availability of the universities' premises/facilities, IS&T reserves the right to change the number of the teachers, batches of teachers, numbers of universities, training sessions, for any of the above listed courses and stations.

3.2 Classrooms and Computer Labs

These trainings are to be executed at the well-equipped training facilities, using the classrooms and computer labs of respective venues provided by the selected universities preferably in Karachi, Hyderabad, Sukkur, Larkana, Khairpur Mir's and Shaheed Benazirabad.

These trainings must be executed in assisted teaching mode in attendance of the designated university teachers, teaching assistants and computer lab assistants conducting the course.

The classrooms and computer labs facilities, including computers, must be in conditions fit and suitable for the mentioned trainings.

IS&TD reserves the right to reject any of the classrooms or computer labs that it deems unfit for the purpose, in such a case the successful Consultant(s) or in case of consortium/ Joint venture must provide an acceptable alternate. The project awardees must take all steps to ensure safety and sanctity of female project staff and trainees.

3.3 Course Content

Develop and provide course contents of international standard for the course mentioned under clause#3.1 of ToRs by the successful Consultant(s) or in case of consortium/ Joint venture. The quality of the courseware will be evaluated and approved by IS&TD. The course content once procured under this program, will be considered IS&TD's property outright, without any limitations of licensing, intellectual property rights, number of reuses, medium of delivery, location, or period of ownership.

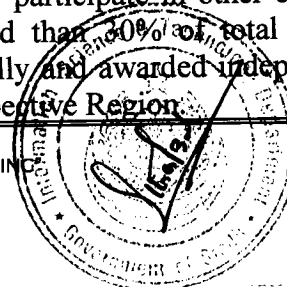
3.4 Distribution of Deliverables

The deliverables under this project are divided into following three regions:

Region#	Region Name	Cities	No. of Batches	Approx. No. of Students
1	Southern Region	Karachi, Hyderabad	40	1600
2	Central Region	Shaheed Benazirabad,	10	400
3	Northern Region	Sukkur, Larkana, Khairpur Mir's	25	1000

***Note: The quantity of students may be adjusted in case of surplus at one region and shortfall at the other.**

The interested Consultant(s) or in case of consortium/ Joint venture can participate in any one Region only. However, a member company may participate in other consortiums but number of such common members shall not exceed than 40% of total members of a consortium. Each Region will be evaluated individually and awarded independently to the **Most Advantageous Bidding Consortium against respective Region.**



Based on the availability of the funds, demand from the industry, availability of the trainees, participation of the universities, and/or availability of the universities' premises/facilities, IS&TD reserves the right to change the number of the trainees, batches of trainees, numbers of universities, training sessions, for any of the above listed courses, stations and regions.

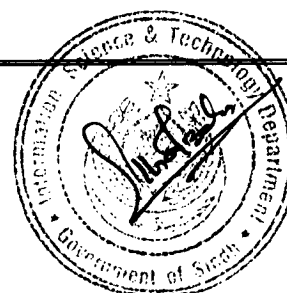
4. PROJECT DELIVERY& DURATION

- 4.1 This project aims to train the information technology students of 6th, 7th and 8th semesters studying in top tier universities located preferably in Karachi, Hyderabad, Sukkur, Larkana, Khairpur Mir's and Shaheed Benazirabad during the length of the semester which is approximated as a period of 04 –05 months.
- 4.2 Delivery period may be extended in case of events beyond the control of the Project Awardees and IS&TD. Project awardees shall inform in writing to IS&TD of any such event and may request for extension in delivery period at least three (3) weeks prior to the expiry of delivery period otherwise the request for extension will not be accepted.

Based on the availability of the funds, demand from the industry, availability of the trainees, participation of the universities, and/or availability of the universities' premises/facilities, IS&T reserves the right to change the number of the trainees, batches of trainees, numbers of universities, training sessions, for any of the above listed courses, stations and regions.

5. PAYMENTS

- 5.1 The project awardee consortium/ joint venture lead partner will submit invoice to claim the charges incurred against the completed delivered hours of each trainings as mentioned at Clause# 3.1 of ToRs and payments will be made on fulfilling all the required codal formalities as per terms and conditions led down in the agreement between IS&TD and the project awardees.
- 5.2 Performance security / guarantee as mentioned at **Bid sheet at Sr.No. 24.2** to be submitted by the Project Awardee at the time of award of contract. If project timelines are extended beyond one (01) year due to any reason, the project awardees will be bound to get the performance guarantee extended accordingly.
- 5.3 The performance guarantee will be released as governed by the agreement between IS&TD and the project awardees, upon submission of a request from the project awardees and IS&TD's satisfactory completion certification/sign-off document of the training program.
- 5.4 The payment shall be made as per registration count of those trainees who have successfully completed trainings. Each bidder will submit the registration cost of the trainee for the enrolled training.



- 5.5 The payment modalities will be finalized between IS&TD and the successful Consultant(s) or in case of consortium/ Joint venture under the contract.

6. DOCUMENTS REQUIRED

The bid/proposal must comprise the following documents duly numbered with proper annexures.

- a. Consortium/Joint Venture Agreement with nomination of lead partner.
- b. A concise profile of each of the consortium/Joint Venture member companies.
- c. Valid Certificate of incorporation of Company/Firm/Association under the relevant laws of Pakistan for each of the consortium/Joint Venture member companies.
- d. Valid and active Income Tax Registration of each of the consortium/Joint Venture member company.
- e. Valid and active sales tax registration of each of the consortium/Joint Venture member company from either provincial or federal revenue boards/authorities. The lead of consortium shall also have valid and active GST from FBR.
- f. Valid and active Sindh Revenue Board registration of each of the consortium/Joint Venture member company. The lead of consortium shall also have valid and active SRB registration.
- g. Submission of undertaking on legal valid and attested stamp paper of Rs. 100/- by the lead consortium/Joint Venture partner that no consortium/Joint Venture member firm is blacklisted by any of the provincial or federal government departments, agency, organization, or autonomous body anywhere in Pakistan.
- h. Audited financial statements, in case of companies and/or Accounts of the Firm duly verified by CEO of the Firm accompanied by income tax return, in case of AoPs/sole proprietors/firms, of each of the Consortium/Joint Venture member company/firm/organization.
- i. Any other document which the applicant deems appropriate to support its proposal for qualification.
- j. Technical/Training Staff details as per **Annex-II**.

7. CORRUPT OR FRAUDULENT PRACTICES BY BIDDER.

Any type of corrupt or fraudulent practices or provision of any false information by the bidder will lead to disqualification of the bid and confiscation of the bid security regardless of the price and quality of the product.

8. REJECTION OF BID

- a) Bids not sealed as per the instructions as mentioned in the Bid Sheet.
- b) Bid security has not been submitted as mentioned in the Bid Sheet.
- c) Incomplete, conditional, or optional bids will be rejected forthwith.
- d) Bids received after due date & time will not be accepted.
- e) Bids failing to meet the eligibility / evaluation criteria.
- f) Any noncompliance to the terms and conditions of bidding documents.
- g) Company shall be disqualified if financial figures are mentioned in the technical proposal.

8.1 Withdrawal of Bid.

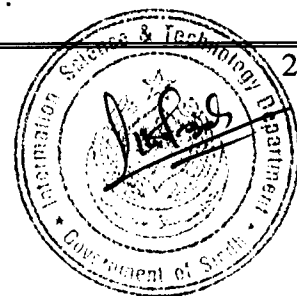
The bid security will be forfeited if a bidder withdraws the bid after the deadline of bid submission or during the period of bid validity or in the case of a successful bidder fails to sign/accept the Purchase Order/Contract.

8.2 Performance of Bidder

- a) IS&TD performance monitoring team will be continuously monitoring the delivery of the project.
- b) In case of poor performance of the individual trainer as evaluated by IS&TD performance monitoring team, the project awardees shall provide the replacement of the same within a week, failing to do so will be considered as an Unattended Complaint.
- c) In case of three (3) absences of the individual trainer from the scheduled training sessions, the project awardees shall provide the replacement of the same within five working days of the 3rd absence, failing to do so will be considered as an Unattended Complaint.
- d) IS&TD will issue a Poor Performance Certificate to project awardees in case of three Unattended Complaints. IS&T reserves the right to confiscate the performance bond of the project awardees in case of issuance of five (05) Poor Performance Certificates.

9. GENERAL TERMS AND CONDITIONS.

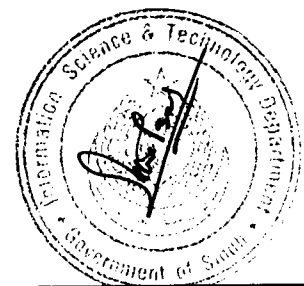
- a. In case the selected bidders do not accept the Purchase Order/Letter of Acceptance /Contract, their bid security will be confiscated, and a poor performance certificate will be issued to the vendor.
- b. If there is a difference between the unit price and total price for any items quoted in the bid, the unit price of that/those items shall prevail and the decision of IS&T in this regard shall be final.
- c. Total prices must conform to the individual prices of all the items quoted and delivered.
- d. The quoted prices will be considered inclusive of all overhead costs (seen or unforeseen), required for the successful delivery of the project.
- e. Participating bidders are requested to avoid from all overt & covert activities that shall create any doubt that leads towards ambiguity in the tendering process and tender opening session.
- f. The successful Consortiums/ Joint Ventures against respective Regions will sign Integrity Pact with IS&TD.
- g. IS&T reserves the right to accept or reject any bid and to annul the bidding process and reject all bids at any time prior to award of contract, without thereby incurring any liability to the effected bidder or bidders.
- h. IS&T may terminate the Contract at any time by giving written notice to the bidder if the bidder becomes bankrupt or otherwise insolvent. In this event, termination will be without compensation, provided such termination will not prejudice or affect any right of action or remedy, which has, accrued, or will accrue thereafter to IS&T.



-
- i. If the bidder is unable to fulfill its obligations as mentioned in the work plan and withdraws from the project, IS&TD shall terminate the contract by issuing a written notice and shall not be responsible to pay off any liability incurred towards the bidder and forfeit the security deposit (bid bond amount).

10. CHANGE OF SCOPE (AMENDMENT IN RFP DOCUMENT)

At any time before the submission of Proposals, the ISTD may amend the RFP by issuing an addendum/corrigendum in writing. The addendum shall be sent in writing by courier, cable, facsimile, or electronic mail to all Interested Consultants or in case of consortium / joint venture that have received the Tender Document and will be binding on them to all Consultants. Consultants shall acknowledge receipt of all amendments. To give Consultants reasonable time in which to take an amendment into account in their Proposals the ISTD may, if the amendment is substantial, extend the deadline for the submission of Proposals.



IT Industry Academia Bridge Program

Annexure- II: List of Trainers

1										
2										
3										
4										

Please add as many records as required. The links to the linked-in profiles are mandatory.



IT Industry Academia Bridge Program

Annexure-III (Region#01-03) - Format of Financial Bid

Cost offered below will be considered as inclusive of all type of charges and taxes. It shall also be inclusive of all type of supplies and services required as per ToRs /tender documents. **The cost of training shall be quoted on trainee basis and must include the cost of IT professionals/trainers/training materials, database development (MIS) as per ToRs for all ~~five~~ cities given under clause#3.4 as per following format:**

85x

Region #1-3 (Southern, Central & North Regions)

Region #1-3 (Southern, Central & North Regions)										
1.	Trainers for Student Training Program	40 batches of Students	Southern							
2.	Trainers for Student Training Program	10 batches of Students	Central							
3.	Trainers for Student Training Program	25 batches of Students	Northern							
GRAND TOTAL INCLUDING ALL APPLICABLE TAXES										

Note: Based on the availability of the funds, demand from the industry and/or availability of the trainees, IS&TD reserves the right to change the number of the trainees, and other listed items for any of the above listed courses and stations.

Authorized Signature/Stamp

Date _____

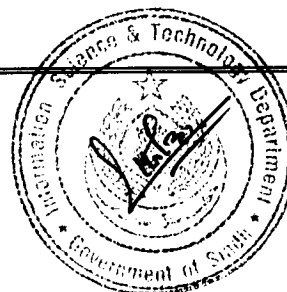


Section 3. Technical Proposal - Standard Forms

[Comments in brackets] provide guidance to the shortlisted Consultants for the preparation of their Technical Proposals; they should be deleted from the Technical Proposals to be submitted.]

Refer to Reference Paragraph 3.4 of the Data Sheet for format of Technical Proposal to be submitted, and paragraph 3.4 of Section 2 of the RFP for Standard Forms required and number of pages recommended.

Form TECH-1.	Technical Proposal Submission Form	21
Form TECH-2.	Consultant's Organization and Experience.....	22
A - Consultant's Organization		22
B - Consultant's Experience.....		23
Form TECH-3.	Comments and Suggestions on the Terms of Reference and on Counterpart Staff and Facilities to be Provided by the PA	24
A - On the Terms of Reference		24
B - On Counterpart Staff and Facilities.....		25
Form TECH-4.	Description of Approach, Methodology and Work Plan for Performing the Assignment.....	26
Form TECH-5.	Team Composition and Task Assignments	27
Form TECH-6.	Curriculum Vitae (CV) for Proposed Professional Staff	28
Form TECH-7.	Staffing Schedule ¹	30
Form TECH-8.	Work Schedule.....	31



FORM TECH-1. TECHNICAL PROPOSAL SUBMISSION FORM

[Location, Date]

To: [Name and address of PA]

Dear Sirs:

We, the undersigned, offer to provide the consulting services for [Insert title of assignment] in accordance with your Request for Proposal dated [Insert Date] and our Proposal. We are hereby submitting our Proposal, which includes this Technical Proposal, and a Financial Proposal sealed under a separate envelope¹.

We are submitting our Proposal in association with: [Insert a list with full name and address of each associated Consultant]²

We hereby declare that all the information and statements made in this Proposal are true and accept that any misinterpretation contained in it may lead to our disqualification.

If negotiations are held during the period of validity of the Proposal, i.e., before the date indicated in the Data Sheet, we undertake to negotiate on the basis of the proposed staff. Our Proposal is binding upon us and subject to the modifications resulting from Contract negotiations.

We undertake, if our Proposal is accepted, to initiate the consulting services related to the assignment not later than the date indicated in the Data Sheet.

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

We remain,

Yours sincerely,

Authorized Signature [In full and initials]: _____

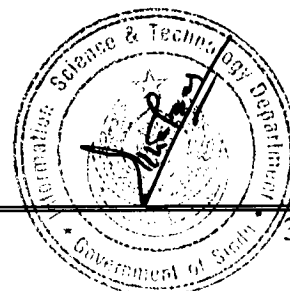
Name and Title of Signatory: _____

Name of Firm: _____

Address: _____

¹ [In case Paragraph Reference 1.2 of the Data Sheet requires to submit a Technical Proposal only, replace this sentence with: "We are hereby submitting our Proposal, which includes this Technical Proposal only."]

² [Delete in case no association is foreseen.]



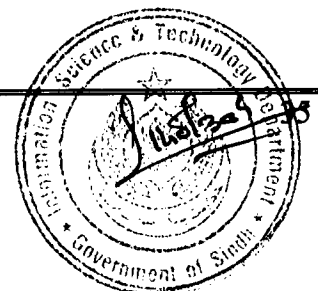
For FTP Only

FORM TECH-2. CONSULTANT'S ORGANIZATION AND EXPERIENCE

A - Consultant's Organization

[Provide here a brief (two pages) description of the background and organization of your firm/entity and each associate for this assignment.]

2/A

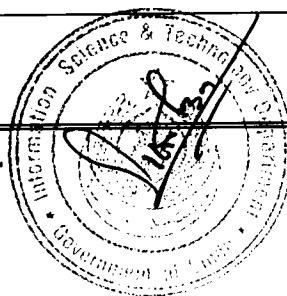


B - Consultant's Experience

[Using the format below, provide information on each assignment for which your firm, and each associate for this assignment, was legally contracted either individually or as a corporate entity or as one of the major companies within an association, for carrying out consulting services similar to the ones requested under this assignment. Use 20 pages.]

Assignment name:	Approx. value of the contract (in current US\$ or Euro):
Country: Location within country:	Duration of assignment (months):
Name of PA:	Total No of staff-months of the assignment:
Address:	Approx. value of the services provided by your firm under the contract (in current US\$ or Euro):
Start date (month/year): Completion date (month/year):	No of professional staff-months provided by associated Consultants:
Name of associated Consultants, if any:	Name of senior professional staff of your firm involved and functions performed (indicate most significant profiles such as Project Director/Coordinator, Team Leader):
Narrative description of Project:	
Description of actual services provided by your staff within the assignment:	

Firm's Name: _____



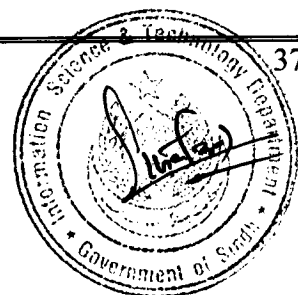
For FTP Only

FORM TECH-3. COMMENTS AND SUGGESTIONS ON THE TERMS OF REFERENCE AND ON COUNTERPART STAFF AND FACILITIES TO BE PROVIDED BY THE P/A

A - On the Terms of Reference

[Present and justify here any modifications or improvement to the Terms of Reference you are proposing to improve performance in carrying out the assignment (such as deleting some activity you consider unnecessary, or adding another, or proposing a different phasing of the activities). Such suggestions should be concise and to the point, and incorporated in your Proposal.]

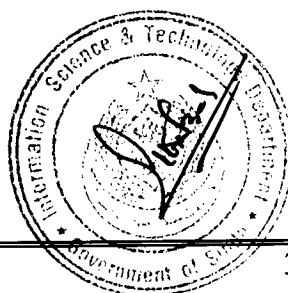
2*



B - On Counterpart Staff and Facilities

[Comment here on counterpart staff and facilities to be provided by the PA according to Paragraph Reference 1.4 of the Data Sheet including: administrative support, office space, local transportation, equipment, data, etc.]

2/2



FORM TECH-4. DESCRIPTION OF APPROACH, METHODOLOGY AND WORK PLAN FOR PERFORMING THE ASSIGNMENT

(For small or very simple assignments the PA should omit the following text in *Italic*)

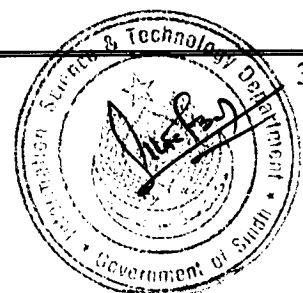
[Technical approach, methodology and work plan are key components of the Technical Proposal. You are suggested to present your Technical Proposal (50 pages, inclusive of charts and diagrams) divided into the following three chapters:

- a) Technical Approach and Methodology,*
- b) Work Plan, and*
- c) Organization and Staffing,*

a) Technical Approach and Methodology. In this chapter you should explain your understanding of the objectives of the assignment, approach to the services, methodology for carrying out the activities and obtaining the expected output, and the degree of detail of such output. You should highlight the problems being addressed and their importance, and explain the technical approach you would adopt to address them. You should also explain the methodologies you propose to adopt and highlight the compatibility of those methodologies with the proposed approach.

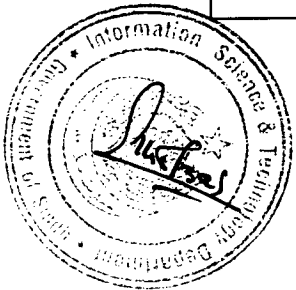
b) Work Plan. In this chapter you should propose the main activities of the assignment, their content and duration, phasing and interrelations, milestones (including interim approvals by the PA), and delivery dates of the reports. The proposed work plan should be consistent with the technical approach and methodology, showing understanding of the TOR and ability to translate them into a feasible working plan. A list of the final documents, including reports, drawings, and tables to be delivered as final output, should be included here. The work plan should be consistent with the Work Schedule of Form TECH-8.

c) Organization and Staffing. In this chapter you should propose the structure and composition of your team. You should list the main disciplines of the assignment, the key expert responsible, and proposed technical and support staff.]



FORM TECH-5. TEAM COMPOSITION AND TASK ASSIGNMENTS

Professional Staff				
Name of Staff	Firm	Area of Expertise	Position Assigned	Task Assigned



**FORM TECH-6. CURRICULUM VITAE (CV) FOR PROPOSED
PROFESSIONAL STAFF**

1. **Proposed Position** *[only one candidate shall be nominated for each position]:* _____
2. **Name of Firm** *[Insert name of firm proposing the staff]:* _____

3. **Name of Staff** *[Insert full name]:* _____
4. **Date of Birth:** _____ **Nationality:** _____
5. **Education** *[Indicate college/university and other specialized education of staff member, giving names of institutions, degrees obtained, and dates of obtainment]:* _____

6. **Membership of Professional Associations:** _____

7. **Other Training** *[Indicate significant training since degrees under 5 - Education were obtained]:* _____

8. **Countries of Work Experience:** *[List countries where staff has worked in the last ten years]:* _____

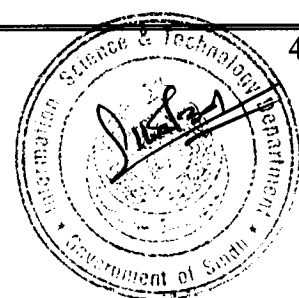
9. **Languages** *[For each language indicate proficiency: good, fair, or poor in speaking, reading, and writing]:* _____

10. **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): dates of employment, name of employing organization, positions held.]:*

From [Year]: _____ To [Year]: _____

Employer: _____

Positions held: _____



Section 3. Technical Proposal - Standard Forms

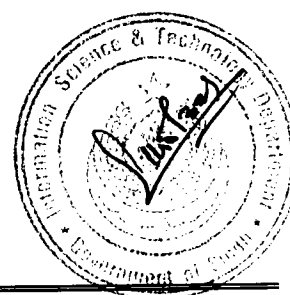
11. Detailed Tasks Assigned <i>[List all tasks to be performed under this assignment]</i>	12. Work Undertaken that Best Illustrates Capability to Handle the Tasks Assigned <i>[Among the assignments in which the staff has been involved, indicate the following information for those assignments that best illustrate staff capability to handle the tasks listed under point 11.]</i> Name of assignment or project: _____ Year: _____ Location: _____ PA: _____ Main project features: _____ Positions held: _____ Activities performed: _____
---	---

13. Certification:

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

[Signature of staff member or authorized representative of the staff] Date: _____
Day/Month/Year

Full name of authorized representative: _____



FORM TECH-7. STAFFING SCHEDULE¹

N°	Name of Staff	Staff input (in the form of a bar chart) ²												
		1	2	3	4	5	6	7	8	9	10	11	12	n
Foreign														
1		[Home]												
		[Field]												
2														
3														
n														
											Subtotal			
Local														
1		[Home]												
		[Field]												
2														
n														
											Subtotal			
											Total			

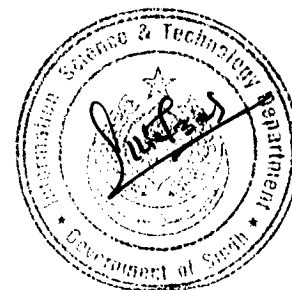
- 1 For Professional Staff the input should be indicated individually; for Support Staff it should be indicated by category (e.g.: draft
 2 Months are counted from the start of the assignment. For each staff indicate separately staff input for home and field work.
 3 Field work means work carried out at a place other than the Consultant's home office.



Full time input



Part time input

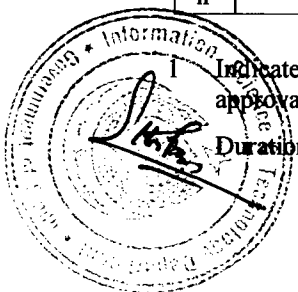


FORM TECH-8. WORK SCHEDULE

Nº	Activity ¹	Months ²												
		1	2	3	4	5	6	7	8	9	10	11	12	n
1														
2														
3														
4														
5														
n														

Indicate all main activities of the assignment, including delivery of reports (e.g.: inception, interim, and final reports), and other benchmarks such as PA approvals. For phased assignments indicate activities, delivery of reports, and benchmarks separately for each phase.

Duration of activities shall be indicated in the form of a bar chart.



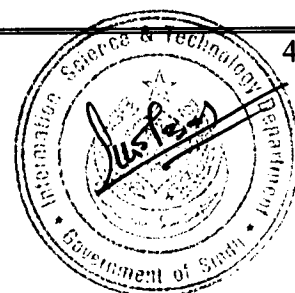
Section 4. Financial Proposal - Standard Forms

[Comments in brackets [] provide guidance to the shortlisted Consultants for the preparation of their Financial Proposals; they should be deleted from the Financial Proposals to be submitted.]

Financial Proposal Standard Forms shall be used for the preparation of the Financial Proposal according to the instructions provided under para. 3.6 of Section 2. Such Forms are to be used whichever is the selection method indicated in para. 4 of the Letter of Invitation.

[The Appendix "Financial Negotiations - Breakdown of Remuneration Rates" is to be only used for financial negotiations when Quality-Based Selection, Selection Based on Qualifications, or Single-Source Selection method is adopted, according to the indications provided under para. 6.3 of Section 2.]

Form FIN-1. Financial Proposal Submission Form	33
Form FIN-2. Summary of Costs.....	34
Form FIN-3. Breakdown of Costs by Activity ¹	35
Form FIN-4. Breakdown of Remuneration ¹	36
Form FIN-4. Breakdown of Remuneration ¹	38
Form FIN-5. Breakdown of Reimbursable Expenses ¹	39
Form FIN-5. Breakdown of Reimbursable Expenses	41
Appendix. Financial Negotiations - Breakdown of Remuneration Rates	42



FORM FIN-1. FINANCIAL PROPOSAL SUBMISSION FORM

[Location, Date]

To: [Name and address of PA]

Dear Sirs:

We, the undersigned, offer to provide the consulting services for [Insert title of assignment] in accordance with your Request for Proposal dated [Insert Date] and our Technical Proposal. Our attached Financial Proposal is for the sum of [Insert amount(s) in words and figures¹].

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. before the date indicated in Paragraph Reference 1.12 of the Data Sheet.

Commissions and gratuities paid or to be paid by us to agents relating to this Proposal and Contract execution, if we are awarded the Contract, are listed below²:

Name and Address of Agents	Amount and Currency	Purpose of Commission or Gratuity
_____	_____	_____
_____	_____	_____
_____	_____	_____

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

We remain,

Yours sincerely,

Authorized Signature [In full and initials]: _____

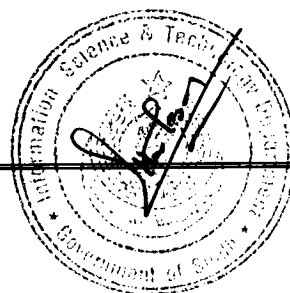
Name and Title of Signatory: _____

Name of Firm: _____

Address: _____

¹ Amounts must coincide with the ones indicated under Total Cost of Financial proposal in Form FIN-2.

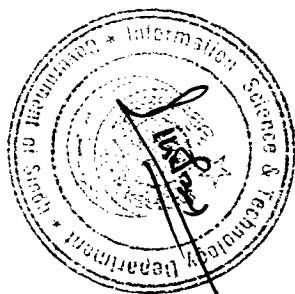
² If applicable, replace this paragraph with: "No commissions or gratuities have been or are to be paid by us to agents relating to this Proposal and Contract execution."



FORM FIN-2. SUMMARY OF COSTS

Item	Costs	
	<i>Indicate Foreign Currency</i>	<i>Indicate Local Currency</i>
Total Costs of Financial Proposal ²		

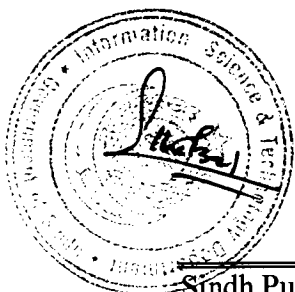
- 1 Indicate between brackets the name of the foreign currency. Maximum of three currencies; use as many columns as needed, and delete the others.
- 2 Indicate the total costs excluding local taxes to be paid by the PA in each currency. Such total costs must coincide with the sum of the relevant Subtotals indicated in all Forms FIN-3 provided with the Proposal.



FORM FIN-3. BREAKDOWN OF COSTS BY ACTIVITY¹

Group of Activities (Phase):² 	Description:³ 			
Cost component	Costs			
	<i>[Indicate Foreign Currency # 1]⁴</i>	<i>[Indicate Foreign Currency # 2]⁴</i>	<i>[Indicate Foreign Currency # 3]⁴</i>	<i>[Indicate Local Currency]</i>
Remuneration ⁵				
Reimbursable Expenses ⁵				
Subtotals				

- 1 Form FIN-3 shall be filled at least for the whole assignment. In case some of the activities require different modes of billing and payment (e.g.: the assignment is phased, and each phase has a different payment schedule), the Consultant shall fill a separate Form FIN-3 for each group of activities. For each currency, the sum of the relevant Subtotals of all Forms FIN-3 provided must coincide with the Total Costs of Financial Proposal indicated in Form FIN-2.
- 2 Names of activities (phase) should be the same as, or correspond to the ones indicated in the second column of Form TECH-8.
- 3 Short description of the activities whose cost breakdown is provided in this Form.
- 4 Indicate between brackets the name of the foreign currency. Use the same columns and currencies of Form FIN-2.
- 5 For each currency, Remuneration and Reimbursable Expenses must respectively coincide with relevant Total Costs indicated in Forms FIN-4, and FIN-5.

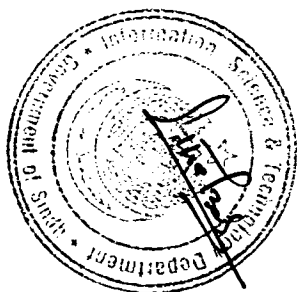


FORM FIN-4. BREAKDOWN OF REMUNERATION¹

(This Form FIN-4 shall only be used when it is indicated in Reference Paragraph 5.6 of the Data Sheet that remuneration shall be Time Based)

Group of Activities (Phase): _____							
Name ²	Position ³	Staff-month Rate ⁴	Input ⁵ (Staff-months)	[Indicate Foreign Currency # 1] ⁶	[Indicate Foreign Currency # 2] ⁶	[Indicate Foreign Currency # 3] ⁶	[Indicate Local Currency] ⁶
Foreign Staff							
21A		[Home]					
		[Field]					
Local Staff							
		[Home]					
		[Field]					
Total Costs							

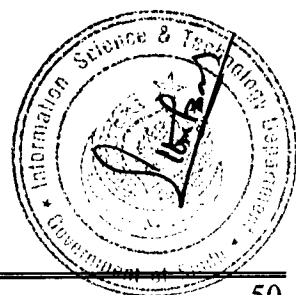
- 1 Form FIN-4 shall be filled for each of the Forms FIN-3 provided.
2 Professional Staff should be indicated individually; Support Staff should be indicated per category (e.g.: draftsmen, clerical staff).



Section 4 – Financial Proposal – Standard Forms

- 3 Positions of Professional Staff shall coincide with the ones indicated in Form TECH-5.
- 4 Indicate separately staff-month rate and currency for home and field work.
- 5 Indicate, separately for home and field work, the total expected input of staff for carrying out the group of activities or phase indicated in the Form.
- 6 Indicate between brackets the name of the foreign currency. Use the same columns and currencies of Form FIN-2. For each staff indicate the remuneration in the column of the relevant currency, separately for home and field work. Remuneration = Staff-month Rate x Input.

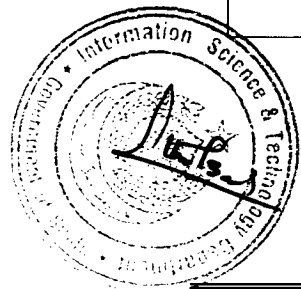
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FORM FIN-5. BREAKDOWN OF REIMBURSABLE EXPENSES¹

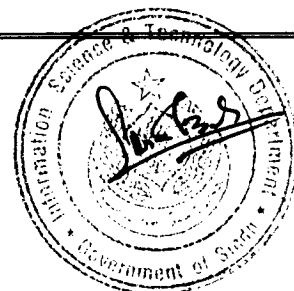
(This Form FIN-5 shall only be used when it is indicated in Reference Paragraph 5.6 of the Data Sheet that remuneration shall be Time Based)

Group of Activities (Phase): _____								
Nº	Description ²	Unit	Unit Cost ³	Quantity	[Indicate Foreign Currency # 1] ⁴	[Indicate Foreign Currency # 2] ⁴	[Indicate Foreign Currency # 3] ⁴	[Indicate Local Currency] ⁴
	Per diem allowances	Day						
	International flights ⁵	Trip						
	Miscellaneous travel expenses	Trip						
	Communication costs between [Insert place] and [Insert place]							
-	Drafting, reproduction of reports	-						-
	Equipment, instruments, materials, supplies, etc.							
	Shipment of personal effects	Trip						
	Use of computers, software							
	Laboratory tests.							
	Subcontracts							
	Local transportation costs							
	Office rent, clerical assistance							
	Training of the PA's personnel ⁶							
Total Costs								



- 1 Form FIN-5 should be filled for each of the Forms FIN-3 provided, if needed.
- 2 Delete items that are not applicable or add other items according to Paragraph Reference 3.6 of the Data Sheet.
- 3 Indicate unit cost and currency.
- 4 Indicate between brackets the name of the foreign currency. Use the same columns and currencies of Form FIN-2. Indicate the cost of each reimbursable item in the column of the relevant currency. $\text{Cost} = \text{Unit Cost} \times \text{Quantity}$.
- 5 Indicate route of each flight, and if the trip is one- or two-ways.
- 6 Only if the training is a major component of the assignment, defined as such in the TOR.

2/1



FORM FIN-5. BREAKDOWN OF REIMBURSABLE EXPENSES

(This Form FIN-5 shall only be used when it is indicated in Reference Paragraph 5.6 of the Data Sheet that remuneration shall be Lump Sum. Information to be provided in this Form shall only be used to establish payments to the Consultant for possible additional services requested by the PA)

Nº	Description ¹	Unit	Unit Cost ²
	Per diem allowances	Day	
	International flights ³	Trip	
	Miscellaneous travel expenses ¹	Trip	
	Communication costs between [Insert place] and [Insert place]		
	Drafting, reproduction of reports		
	Equipment, instruments, materials, supplies, etc.		
	Shipment of personal effects	Trip	
	Use of computers, software		
	Laboratory tests.		
	Subcontracts		
	Local transportation costs		
	Office rent, clerical assistance		
	Training of the PA's personnel ⁴		

- 1 Delete items that are not applicable or add other items according to Paragraph Reference 3.6 of the Data Sheet.
- 2 Indicate unit cost and currency.
- 3 Indicate route of each flight, and if the trip is one- or two-ways.
- 4 Only if the training is a major component of the assignment, defined as such in the TOR.

APPENDIX. FINANCIAL NEGOTIATIONS - BREAKDOWN OF REMUNERATION RATES

(Not to be used when cost is a factor in the evaluation of Proposals)

1. Review of Remuneration Rates

The remuneration rates for staff are made up of salary, social costs, overheads, fee that is profit, and any premium or allowance paid for assignments away from headquarters. To assist the firm in preparing financial negotiations, a Sample Form giving a breakdown of rates is attached (no financial information should be included in the Technical Proposal). Agreed breakdown sheets shall form part of the negotiated contract.

The PA is charged with the custody of funds from Government of Sindh and is expected to exercise prudence in the expenditure of these funds. The PA is, therefore, concerned with the reasonableness of the firm's Financial Proposal, and, during negotiations, it expects to be able to review audited financial statements backing up the firm's remuneration rates, certified by an independent auditor. The firm shall be prepared to disclose such audited financial statements for the last three years, to substantiate its rates, and accept that its proposed rates and other financial matters are subject to scrutiny. Rate details are discussed below.

(i) **Salary**

This is the gross regular cash salary paid to the individual in the firm's home office. It shall not contain any premium for work away from headquarters or bonus.

(ii) **Social Costs**

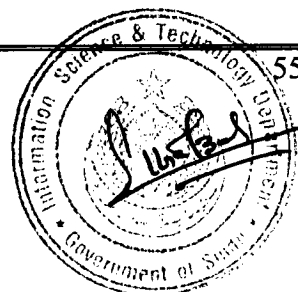
Social costs are the costs to the firm of staff's non-monetary benefits. These items include, *inter alia*, social security including pension, medical and life insurance costs, and the cost of a staff member being sick or on vacation. In this regard, the cost of leave for public holidays is not an acceptable social cost nor is the cost of leave taken during an assignment if no additional staff replacement has been provided. Additional leave taken at the end of an assignment in accordance with the firm's leave policy is acceptable as a social cost.

(iii) **Cost of Leave**

The principles of calculating the cost of total days leave per annum as a percentage of basic salary shall normally be as follows:

$$\text{Leave cost as percentage of salary}^1 = \frac{\text{total days leave} \times 100}{[365 - w - ph - v - s]}$$

¹ Where *w* = weekends, *ph* = public holidays, *v* = vacation, and *s* = sick leave.



It is important to note that leave can be considered a social cost only if the PA is not charged for the leave taken.

(iv) Overheads

Overhead expenses are the firm's business costs that are not directly related to the execution of the assignment and shall not be reimbursed as separate items under the contract. Typical items are home office costs (partner's time, nonbillable time, time of senior staff monitoring the project, rent, support staff, research, staff training, marketing, etc.), the cost of staff not currently employed on revenue-earning projects, taxes on business activities and business promotion costs. During negotiations, audited financial statements, certified as correct by an independent auditor and supporting the last three years' overheads, shall be available for discussion, together with detailed lists of items making up the overheads and the percentage by which each relates to basic salary. The PA does not accept an add-on margin for social charges, overhead expenses, etc., for staff who are not permanent employees of the firm. In such case, the firm shall be entitled only to administrative costs and fee on the monthly payments charged for subcontracted staff.

(v) Fee or Profit

The fee or profit shall be based on the sum of the salary, social costs, and overhead. If any bonuses paid on a regular basis are listed, a corresponding reduction in the profit element shall be expected. Fee or profit shall not be allowed on travel or other reimbursable expenses, unless in the latter case an unusually large amount of procurement of equipment is required. The firm shall note that payments shall be made against an agreed estimated payment schedule as described in the draft form of the contract.

(vi) Away from Headquarters Allowance or Premium

Some Consultants pay allowances to staff working away from headquarters. Such allowances are calculated as a percentage of salary and shall not draw overheads or profit.

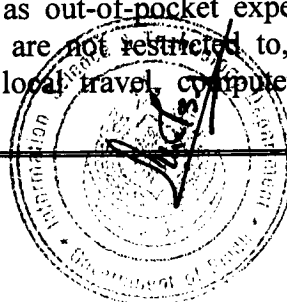
(vii) Subsistence Allowances

Subsistence allowances are not included in the rates, but are paid separately and in local currency. No additional subsistence is payable for dependents—the subsistence rate shall be the same for married and single team members.

Standard rates for the particular country may be used as reference to determine subsistence allowances.

2. Reimbursable expenses

The financial negotiations shall further focus on such items as out-of-pocket expenses and other reimbursable expenses. These costs may include, but are not restricted to, cost of surveys, equipment, office rent, supplies, international and local travel, computer

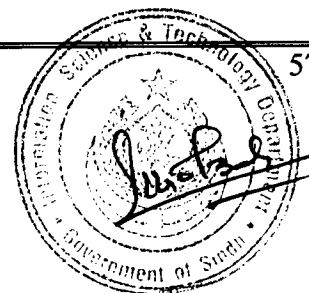


rental, mobilization and demobilization, insurance, and printing. These costs may be either unit rates or reimbursable on the presentation of invoices, in foreign or local currency.

3. PA Guarantee

Payments to the firm, including payment of any advance based on cash flow projections covered by a PA guarantee, shall be made according to an agreed estimated schedule ensuring the consultant regular payments in local and foreign currency, as long as the services proceed as planned.

2/X



Sample Form

Consulting Firm:
Assignment:

Country:
Date:

Consultant's Representations Regarding Costs and Charges

We hereby confirm that:

- (a) the basic salaries indicated in the attached table are taken from the firm's payroll records and reflect the current salaries of the staff members listed which have not been raised other than within the normal annual salary increase policy as applied to all the firm's staff;
- (b) attached are true copies of the latest salary slips of the staff members listed;
- (c) the away from headquarters allowances indicated below are those that the Consultants have agreed to pay for this assignment to the staff members listed;
- (d) the factors listed in the attached table for social charges and overhead are based on the firm's average cost experiences for the latest three years as represented by the firm's financial statements; and
- (e) said factors for overhead and social charges do not include any bonuses or other means of profit-sharing.

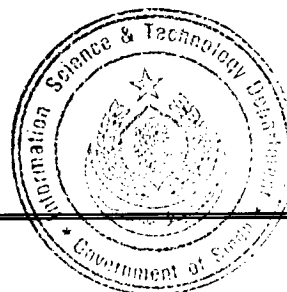
[Name of Consulting Firm]

Signature of Authorized Representative

Date

Name: _____

Title: _____

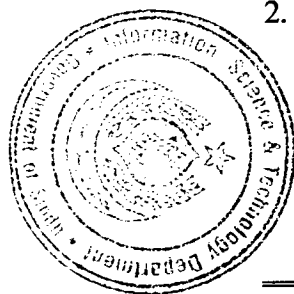


Consultant's Representations Regarding Costs and Charges

(Expressed in *[insert name of currency]*)

Personnel		1	2	3	4	5	6	7	8
Name	Position	Basic Salary per Working Month/Day/Year	Social Charges ¹	Overhead ¹	Subtotal	Fee ²	Away from Headquarters Allowance	Proposed Fixed Rate per Working Month/Day/Hour	Proposed Fixed Rate per Working Month/Day/Hour ¹
Home Office									
Field									

1. Expressed as percentage of 1
2. Expressed as percentage of 4



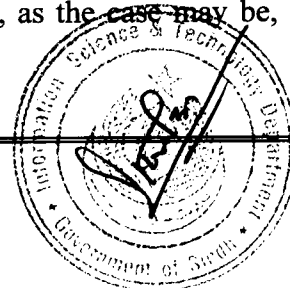
II. General Conditions of Contract

1. GENERAL PROVISIONS

1.1 Definitions

Unless the context otherwise requires, the following terms whenever used in this Contract have the following meanings:

- (a) “Applicable Law” means the Sindh Public Procurement Act, thereunder Rules 2010.
- (b) “Procuring Agency PA” means the implementing department which signs the contract
- (c) “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.
- (d) “Contract” means the Contract signed by the Parties and all the attached documents listed in its Clause 1, that is General Conditions (GC), the Special Conditions (SC), and the Appendices.
- (e) “Contract Price” means the price to be paid for the performance of the Services, in accordance with Clause 6;
- (f) “Effective Date” means the date on which this Contract comes into force and effect pursuant to Clause GC 2.1.
- (g) “Foreign Currency” means any currency other than the currency of the PA’s country.
- (h) “GC” means these General Conditions of Contract.
- (i) “Government” means the Government of Sindh.
- (j) “Local Currency” means Pak Rupees.
- (k) “Member” means any of the entities that make up the joint venture/consortium/association, and “Members” means all these entities.
- (l) “Party” means the PA or the Consultant, as the case may be, and “Parties” means both of them.



- (m) "Personnel" means persons hired by the Consultant or by any Sub-Consultants and assigned to the performance of the Services or any part thereof.
- (n) "SC" means the Special Conditions of Contract by which the GC may be amended or supplemented.
- (o) "Services" means the consulting services to be performed by the Consultant pursuant to this Contract, as described in the Terms of References.
- (p) "Sub-Consultants" means any person or entity to whom/which the Consultant subcontracts any part of the Services.
- (q) "In writing" means communicated in written form with proof of receipt.

1.2 Law Governing Contract This Contract, its meaning and interpretation, and the relation between the Parties shall be governed by the applicable law.

1.3 Language This Contract is executed in the language specified in the SC, which shall be the binding and controlling language for all matters relating to the meaning or interpretation of this Contract.

1.4 Notices

1.4.1 Any notice, request or consent required or permitted to be given or made pursuant to this Contract shall be in writing. Any such notice, request or consent shall be deemed to have been given or made when delivered in person to an authorized representative of the Party to whom the communication is addressed, or when sent to such Party at the address specified in the SC.

1.4.2 A Party may change its address for notice hereunder by giving the other Party notice in writing of such change to the address specified in the SC.

1.5 Location The Services shall be performed at such locations as are specified in special condition of contract and, where the location of a particular task is not so specified, at such locations, whether in the Government's country or elsewhere, as the PA may approve.

1.6 Authority of Member in Charge In case the Consultant consists of a joint venture/ consortium/ association of more than one individual firms, the Members hereby authorize the individual firms or specified in the SC to act on their behalf in exercising all the Consultant's rights and obligations towards the PA under this Contract, including without limitation the receiving of instructions and payments from the PA.

1.7 Authorized Representatives

Any action required or permitted to be taken, and any document required or permitted to be executed under this Contract by the PA or the Consultant may be taken or executed by the officials specified in the SC.

1.8 Taxes and Duties

The Consultant, Sub-Consultants, and their Personnel shall pay such direct or indirect taxes, duties, fees, and other impositions levied under the Applicable Law as specified in the SC, the amount of which is deemed to have been included in the Contract Price.

1.9 Fraud and Corruption

A. If the PA determines that the Consultant and/or its Personnel, sub-contractors, sub-consultants, services providers and suppliers has engaged in corrupt, fraudulent, collusive, coercive, or obstructive practices, in competing for or in executing the Contract, then the PA may, after giving 14 days notice to the Consultant, terminate the Consultant's employment under the Contract, and may resort to other remedies including blacklisting/disqualification as provided in SPPR 2010.

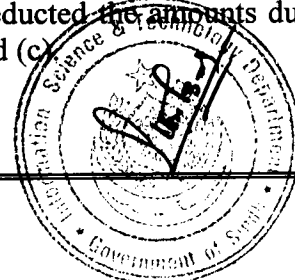
Any personnel of the Consultant who engages in corrupt, fraudulent, collusive, coercive, or obstructive practice during the execution of the Contract, shall be removed in accordance with Sub-Clause 4.2.

Integrity Pact

B. If the Consultant or any of his Sub-consultants, agents or servants is found to have violated or involved in violation of the Integrity Pact signed by the Consultant as Appendix-G to this Form of Contract, then the Client shall be entitled to:

- (a) recover from the Consultant an amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by the Consultant or any of his Sub-consultant, agents or servants;
- (b) terminate the Contract; and
- (c) recover from the Consultant any loss or damage to the Client as a result of such termination or of any other corrupt business practices of the Consultant or any of his Sub-consultant, agents or servants.

On termination of the Contract under Sub-Para (b) of this Sub-Clause, the Consultant shall proceed in accordance with Sub-Clause 1.9 A. Payment upon such termination shall be made under Sub-Clause 1.9 A after having deducted the amounts due to the Client under 19 B Sub-Para (a) and (c).



2. COMMENCEMENT, COMPLETION, MODIFICATION AND TERMINATION OF CONTRACT

- 2.1 Effectiveness of Contract** This Contract shall come into effect on the date the Contract is signed by both Parties or such other later date as may be stated in the SC. The date the Contract comes into effect is defined as the Effective Date.
- 2.2 Commencement of Services** The Consultant shall begin carrying out the Services not later than the number of days after the Effective Date specified in the SC.
- 2.3 Expiration of Contract** Unless terminated earlier pursuant to Clause GC 2.6 hereof, this Contract shall expire at the end of such time period after the Effective Date as specified in the SC.
- 2.4 Modifications or Variations** Any modification or variation of the terms and conditions of this Contract, including any modification or variation of the scope of the Services, may only be made by written agreement between the Parties. However, each Party shall give due consideration to any proposals for modification or variation made by the other Party.
- 2.5 Force Majeure** The failure on the part of the parties to perform their obligation under the contract will not be considered a default if such failure is the result of natural calamities, disasters and circumstances beyond the control of the parties.
- 2.5.2 No Breach of Contract** The failure of a Party to fulfill any of its obligations under the contract shall not be considered to be a breach of, or default under, this Contract insofar as such inability arises from an event of Force Majeure, provided that the Party affected by such an event (a) has taken all reasonable precautions, due care and reasonable alternative measures in order to carry out the terms and conditions of this Contract, and (b) has informed the other Party as soon as possible about the occurrence of such an event.
- 2.5.3 Extension of Time** Any period within which a Party shall, pursuant to this Contract, complete any action or task, shall be extended for a period equal to the time during which such Party was unable to perform such action as a result of Force Majeure.
- 2.5.4 Payments** During the period of their inability to perform the Services as a result of an event of Force Majeure, the Consultant shall be entitled to continue to be paid under the terms of this Contract, as well as to be reimbursed for additional costs reasonably and necessarily incurred by them during such period for the purposes of the Services and in reactivating the Service after the end of such period.

2.6 Termination

2.6.1 By the PA

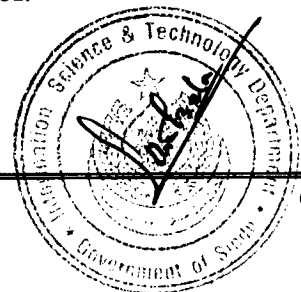
The PA may terminate this Contract in case of the occurrence of any of the events specified in paragraphs (a) through (f) of this Clause GC 2.6.1. In such an occurrence the PA shall give a not less than thirty (30) days' written notice of termination to the Consultant, and sixty (60) days' in the case of the event referred to in (e).

- (a) If the Consultant does not remedy the failure in the performance of their obligations under the Contract, within thirty (30) days after being notified or within any further period as the PA may have subsequently approved in writing.
- (b) If the Consultant becomes insolvent or bankrupt.
- (c) If the Consultant, in the judgment of the PA has engaged in corrupt or fraudulent practices in competing for or in executing the Contract.
- (d) If, as the result of Force Majeure, the Consultant(s) are unable to perform a material portion of the Services for a period of not less than sixty (60) days.
- (e) If the PA, in its sole discretion and for any reason whatsoever, decides to terminate this Contract.
- (f) If the Consultant fails to comply with any final decision reached as a result of arbitration proceedings pursuant to Clause GC 8 hereof.

2.6.2 By the Consultant

The Consultants may terminate this Contract, by not less than thirty (30) days' written notice to the PA, such notice to be given after the occurrence of any of the events specified in paragraphs (a) through (c) of this Clause GC 2.6.2:

- (a) If the PA fails to pay any money due to the Consultant pursuant to this Contract without consultants fault.
- (b) Pursuant to Clause GC 7 hereof within forty-five (45) days after receiving written notice from the Consultant that such payment is overdue.
- (c) If, as the result of Force Majeure, the Consultant is unable to perform a material portion of the Services for a period of not less than sixty (60) days.
- (d) If the PA fails to comply with any final decision reached as a result of arbitration pursuant to Clause GC 8 hereof.



**2.6.3 Payment
upon
Termination**

Upon termination of this Contract pursuant to Clauses GC 2.6.1 or GC 2.6.2, the PA shall make the following payments to the Consultant:

- (a) payment pursuant to Clause GC 6 for Services satisfactorily performed prior to the effective date of termination;
- (b) except in the case of termination pursuant to paragraphs (a) through (c), and (f) of Clause GC 2.6.1, reimbursement of any reasonable cost incident to the prompt and orderly termination of the Contract, including the cost of the return travel of the Personnel and their eligible dependents.

3. OBLIGATIONS OF THE CONSULTANT

3.1 General

**3.1.1 Standard of
Performance**

The Consultant shall perform the Services and carry out their obligations hereunder with all due diligence, efficiency and economy, in accordance with generally accepted professional standards and practices, and shall observe sound management practices, and employ appropriate technology and safe and effective equipment, machinery, materials and methods. The Consultant shall always act, in respect of any matter relating to this Contract or to the Services, as faithful advisers to the PA, and shall at all times support and safeguard the PA's legitimate interests in any dealings with Sub-Consultants or third Parties.

**3.2 Conflict of
Interests**

The Consultant shall hold the PA's interests paramount, without any consideration for future work, and strictly avoid conflict with other assignments or their own corporate interests.

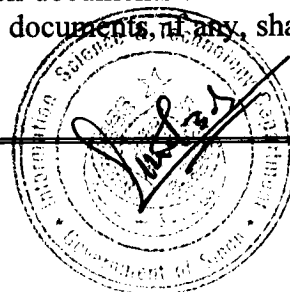
**3.2.1 Consultants not to
Benefit from
Commissions,
Discounts, etc.**

The payment of the Consultant pursuant to Clause GC 6 shall constitute the Consultant's only payment in connection with this Contract or the Services, and the Consultant shall not accept for their own benefit any trade commission, discount, or similar payment in connection with activities pursuant to this Contract or to the Services or in the discharge of their obligations under the Contract, and the Consultant shall use their best efforts to ensure that the Personnel, any Sub-Consultants, and agents of either of them similarly shall not receive any such additional payment.

**3.2.2 Consultant and
Affiliates not to be
Otherwise
Interested in
Project**

The Consultant agrees that, during the term of this Contract and after its termination, the Consultant and any entity affiliated with the Consultant, as well as any Sub-Consultants and any entity affiliated with such Sub-Consultants, shall be disqualified from providing goods, works or services (other than consulting services) resulting from or directly related to the Consultant's Services for the preparation or implementation of the project.

- 3.2.3 Prohibition of Conflicting Activities** The Consultant shall not engage, and shall cause their Personnel as well as their Sub-Consultants and their Personnel not to engage, either directly or indirectly, in any business or professional activities which would conflict with the activities assigned to them under this Contract.
- 3.3 Confidentiality** Except with the prior written consent of the PA, the Consultant and the Personnel shall not at any time communicate to any person or entity any confidential information acquired in the course of the Services, nor shall the Consultant and the Personnel make public the recommendations formulated in the course of, or as a result of, the Services.
- 3.4 Insurance to be Taken Out by the Consultant** The Consultant (a) shall take out and maintain, and shall cause any Sub-Consultants to take out and maintain, at their (or the Sub-Consultants', as the case may be) own cost but on terms and conditions approved by the PA, insurance against the risks, and for the coverage, as shall be specified in the SC; and (b) at the PA's request, shall provide evidence to the PA showing that such insurance has been taken out and maintained and that the current premiums have been paid.
- 3.5 Consultant's Actions Requiring PA's Prior Approval** The Consultant shall obtain the PA's prior approval in writing before taking any of the following actions:
- (a) entering into a subcontract for the performance of any part of the Services,
 - (b) appointing such members of the Personnel not listed by name in Appendix C, and
 - (c) any other action that may be specified in the SC.
- 3.6 Reporting Obligations**
- (a) The Consultant shall submit to the PA the reports and documents specified in (PA may insert appendix) hereto, in the form, in the numbers and within the time periods set forth in the said Appendix.
 - (b) Final reports shall be delivered in CD ROM in addition to the hard copies specified in said Appendix.
- 3.7 Documents Prepared by the Consultant to be the Property of the PA**
- (a) All plans, drawings, specifications, designs, reports, other documents and software submitted by the Consultant under this Contract shall become and remain the property of the PA, and the Consultant shall, not later than upon termination or expiration of this Contract, deliver all such documents to the PA, together with a detailed inventory thereof.
 - (b) The Consultant may retain a copy of such documents and software. Restrictions about the future use of these documents, if any, shall be



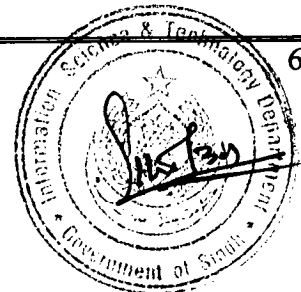
specified in the SC.

- 3.8 Accounting, Inspection and Auditing** The Consultant shall keep, and shall cause its Sub-consultants to keep, accurate and systematic accounts and records in respect of the Contract, in accordance with internationally accepted accounting principles and in such form and detail as will clearly identify relevant time changes and costs.

The Consultant shall permit, and shall cause its Sub-consultants to permit, the PA and/or persons appointed by the PA to inspect its accounts and records relating to the performance of the Contract and the submission of the Proposal to provide the Services, and to have such accounts and records audited by auditors appointed by the PA if requested by the PA. The Consultant's attention is drawn to Clause 1.9.1 which provides, inter alia, that acts intended to materially impede the exercise of the PA's inspection and audit rights provided for under Clause 3.8 constitute a prohibited practice subject to contract termination (as well as to a determination of ineligibility pursuant to the PA's prevailing sanctions procedures.).

4. CONSULTANT'S PERSONNEL

- 4.1 Description of Personnel** The Consultant shall employ and provide such qualified and experienced Personnel and Sub-Consultants as are required to carry out the Services. The titles, agreed job descriptions, minimum qualifications, and estimated periods of engagement in the carrying out of the Services of the Consultant's Key Personnel are described in Appendix C. The Key Personnel and Sub-Consultants listed by title as well as by name in Appendix C are hereby approved by the PA.
- 4.2 Removal and/or Replacement of Personnel**
- (a) Except as the PA may otherwise agree, no changes shall be made in the Key Personnel. If, for any reason beyond the reasonable control of the Consultant, such as retirement, death, medical incapacity, among others, it becomes necessary to replace any of the Key Personnel, the Consultant shall provide as a replacement a person of equivalent or better qualifications.
 - (b) If the PA finds that any of the Personnel have (i) committed serious misconduct or have been charged with having committed a criminal action, or (ii) have reasonable cause to be dissatisfied with the performance of any of the Personnel, then the Consultant shall, at the PA's written request specifying the grounds thereof, provide as a replacement a person with qualifications and



experience acceptable to the PA.

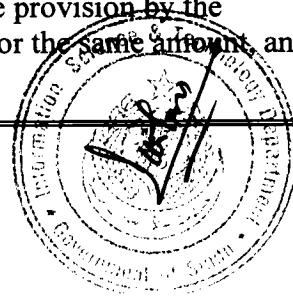
- (c) The Consultant shall have no claim for additional costs arising out of or incidental to any removal and/or replacement of Personnel.

5. OBLIGATIONS OF THE PA

- 5.1 Assistance and Exemptions** The PA shall use its best efforts to ensure that the Government shall provide the Consultant such assistance and exemptions as specified in the SC.
- 5.2 Change in the Applicable Law Related to Taxes and Duties** If, after the date of this Contract, there is any change in the Applicable Law with respect to taxes and duties which increases or decreases the cost incurred by the Consultant in performing the Services, then the remuneration and reimbursable expenses otherwise payable to the Consultant under this Contract shall be increased or decreased accordingly by agreement between the Parties, and corresponding adjustments shall be made to the amounts referred to in Clauses GC 6.2 (a) or (b), as the case may be.
- 5.3 Services and Facilities** The PA shall make available free of charge to the Consultant the Services and Facilities listed under Appendix F.

6. PAYMENTS TO THE CONSULTANT

- Security** The consultant has to submit bid security and the performance security at the rate mention in SC.
- Lump-Sum Payment** The total payment due to the Consultant shall not exceed the Contract Price which is an all inclusive fixed lump-sum covering all costs required to carry out the Services described in Appendix A. Except as provided in Clause 5.2, the Contract Price may only be increased above the amounts stated in Clause 6.2 if the Parties have agreed to additional payments in accordance with Clause 2.4.
- 6.3 Contract Price** The price payable in Pak Rupees/foreign currency/ is set forth in the SC.
- 6.4 Payment for Additional Services** For the purpose of determining the remuneration due for additional services as may be agreed under Clause 2.4, a breakdown of the lump-sum price is provided in Appendices D and E.
- 6.5 Terms and Conditions of Payment** Payments will be made to the account of the Consultant and according to the payment schedule stated in the SC. Unless otherwise stated in the SC, the first payment shall be made against the provision by the Consultant of an advance payment guarantee for the same amount, and



shall be valid for the period stated in the SC. Such guarantee shall be in the form set forth in Appendix G hereto, or in such other form, as the PA shall have approved in writing. Any other payment shall be made after the conditions listed in the SC for such payment have been met, and the Consultant has submitted an invoice to the PA specifying the amount due.

7. GOOD FAITH

7.1 Good Faith

The Parties undertake to act in good faith with respect to each other's rights under this Contract and to adopt all reasonable measures to ensure the realization of the objectives of this Contract.

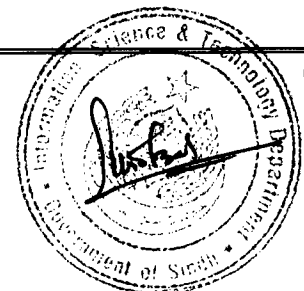
8. SETTLEMENT OF DISPUTES

8.1 Amicable Settlement

The Parties agree that the avoidance or early resolution of disputes is crucial for a smooth execution of the Contract and the success of the assignment. The Parties shall use their best efforts to settle amicably all disputes arising out of or in connection with this Contract or its interpretation.

8.2 Dispute Resolution

Any dispute between the Parties as to matters arising pursuant to this Contract that cannot be settled amicably within thirty (30) days after receipt by one Party of the other Party's request for such amicable settlement may be submitted by either Party for settlement in accordance with the provisions specified in the SC.



Special Condition of Contract

III. Special Conditions of Contract

(Clauses in brackets { } are optional; all notes should be deleted in final text)

**Number of
GC Clause**

**Amendments of, and Supplements to, Clauses in the
General Conditions of Contract**

{1.1} Sindh Public Procurement Act and Sindh Public Procurement Rules 2010.

1.3 The language is English.

1.4 The addresses are:

Procuring Agency: _____

Attention: _____

Facsimile: _____

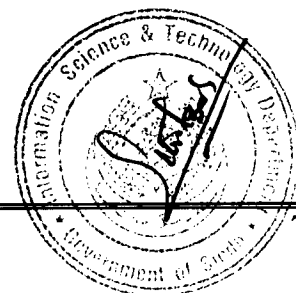
E-mail: _____

Consultant: _____

Attention: _____

Facsimile: _____

E-mail: _____



Special Condition of Contract

{1.6} {The Member in Charge is [insert name of member]}

Note: If the Consultant consists of a joint venture/ consortium/ association of more than one entity, the name of the entity whose address is specified in Clause SC 1.6 should be inserted here. If the Consultant consists only of one entity, this Clause SC 1.8 should be deleted from the SC.

1.7 The Authorized Representatives are:

For the PA: _____

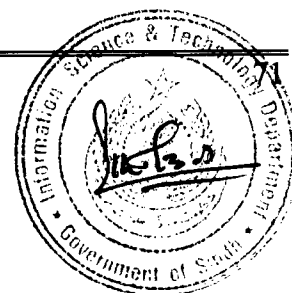
For the Consultant: _____

1.8 *PA shall specify all relevant taxes including stamp duty and service charges to be borne by the consultant. In case there is exemption from any rates, taxes, the same shall be mentioned here.*

The Consultant must be informed in Clause Reference 3.7 of the Data Sheet about which alternative the PA wishes to apply.

The PA warrants that the Consultant, the Sub-Consultants and the Personnel shall be exempt from (or that the PA shall pay on behalf of the Consultant, the Sub-Consultants and the Personnel, or shall reimburse the Consultant, the Sub-Consultants and the Personnel for) any indirect taxes, duties, fees, levies and other impositions imposed, under the Applicable Law, on the Consultant, the Sub-Consultants and the Personnel in respect of:

- (a) any payments whatsoever made to the Consultant, Sub-Consultants and the Personnel (other than nationals or permanent residents of Pakistan), in connection with the carrying out of the Services;
- (b) any equipment, materials and supplies brought into the Government's country by the Consultant or Sub-Consultants for the purpose of carrying out the Services and which, after having been brought into such territories, will be subsequently withdrawn there from by them;
- (c) any equipment imported for the purpose of carrying out the Services and paid for out of funds provided by the PA and which is treated as property of the PA;
- (d) any property brought into the province by the international Consultant, any Sub-Consultants or the Personnel or the eligible dependents of such Personnel for their personal use and which will subsequently be withdrawn there from by them upon their respective departure from the Government's country, provided that:



Special Condition of Contract

- (1) the Consultant, Sub-Consultants and Personnel, and their eligible dependents, shall follow the usual customs procedures of the Government's country in importing property into the Government's country; and
- (2) if the Consultant, Sub-Consultants or Personnel, or their eligible dependents, do not withdraw but dispose of any property in the Pakistan for which customs duties and taxes have been exempted, the Consultant, Sub-Consultants or Personnel, as the case may be, (i) shall bear such customs duties and taxes in conformity with the regulations of the Government's country, or (ii) shall reimburse them to the PA if they were paid by the PA at the time the property in question was brought into the Government's country.

2.2 The date for the commencement of Services is *[insert date]*.

2.3 The time period shall be *[insert time period, e.g.: twelve months, eighteen months]*.

3.4 The risks and the coverage shall be as follows:

- (a) Third Party motor vehicle liability insurance in respect of motor vehicles operated by the Consultant or its Personnel or any Sub-Consultants or their Personnel, with a minimum coverage of *[insert amount and currency]*;
- (b) Third Party liability insurance, with a minimum coverage of *[insert amount and currency]*;
- (c) professional liability insurance, with a minimum coverage of *[insert amount and currency]*;
- (d) employer's liability and workers' compensation insurance in respect of the Personnel of the Consultant and of any Sub-Consultants, in accordance with the relevant provisions of the Applicable Law, as well as, with respect to such Personnel, any such life, health, accident, travel or other insurance as may be appropriate; and
- (e) insurance against loss of or damage to (i) equipment purchased in whole or in part with funds provided under this Contract, (ii) the Consultant's property used in the performance of the Services, and (iii) any documents prepared by the Consultant in the performance of the Services.



Special Condition of Contract

Note: Delete what is not applicable

{3.5 (c)} {The other actions are: *[insert actions]*.}

Note: If there are no other actions, delete this Clause SC 3.5 (c).

{3.7 (b)} *Note: If there is to be no restriction on the future use of these documents by either Party, this Clause SC 3.7 should be deleted. If the Parties wish to restrict such use, any of the following options, or any other option agreed to by the Parties, may be used:*

{The Consultant shall not use these documents and software for purposes unrelated to this Contract without the prior written approval of the PA.}

{The PA shall not use these documents and software for purposes unrelated to this Contract without the prior written approval of the Consultant.}

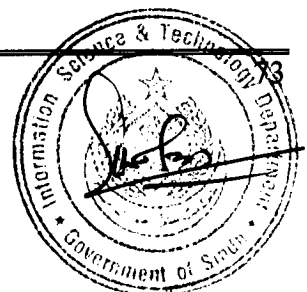
{Neither Party shall use these documents and software for purposes unrelated to this Contract without the prior written approval of the other Party.}

{5.1} *Note: List here any assistance or exemptions that the PA may provide under Clause 5.1. If there is no such assistance or exemptions, state "not applicable."*

6.1 Procuring Agency shall indicate bid security not less than 1% and above 5%
Performance security shall not exceed 10% of contract amount

6.3 The amount in Pak Rupees or in foreign Currency *[insert amount]*.

Sindh Public Procurement Regulatory Authority (SPPRA)



Special Condition of Contract

6.5

The accounts are:

for foreign currency or currencies: *[insert account]*

for local currency: *[insert account]*

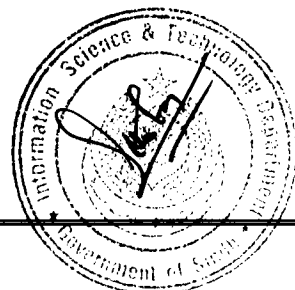
Payments shall be made according to the following schedule:

- (a) Twenty (10) percent of the Contract Price shall be paid on the commencement date against the submission of a demand guarantee for the same.
- (b) Ten (20) percent of the lump-sum amount shall be paid upon submission of the inception report.
- (c) Twenty-five (25) percent of the lump-sum amount shall be paid upon submission of the interim report.
- (d) Twenty-five (25) percent of the lump-sum amount shall be paid upon submission of the draft final report.
- (e) Twenty (20) percent of the lump-sum amount shall be paid upon approval of the final report.
- (f) The demand guarantee shall be released when the total payments reach fifty (50) percent of the lump-sum amount.

Note: This sample clause should be specifically drafted for each contract.

8.2

Disputes shall be settled by complaint redressal committee define in SPPR 2010 or through arbitration Act of 1940.in accordance with the following provisions:



Appendix A

(INTEGRITY PACT)

**DECLARATION OF FEES, COMMISSION AND BROKERAGE ETC.
PAYABLE BY THE SUPPLIERS OF GOODS, SERVICES & WORKS IN
CONTRACTS WORTH RS. 10.00 MILLION OR MORE**

Contract No. _____ Dated _____

Contract Value: _____

Contract Title: _____

..... [name of Supplier] hereby declares that it has not obtained or induced the procurement of any contract, right, interest, privilege or other obligation or benefit from Government of Sindh (GoS) or any administrative subdivision or agency thereof or any other entity owned or controlled by GoS through any corrupt business practice.

Without limiting the generality of the foregoing, [name of Supplier] represents and warrants that it has fully declared the brokerage, commission, fees etc. paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside Pakistan either directly or indirectly through any natural or juridical person, including its affiliate, agent, associate, broker, consultant, director, promoter, shareholder, sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback, whether described as consultation fee or otherwise, with the object of obtaining or inducing the procurement of a contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoS, except that which has been expressly declared pursuant hereto.

[name of Supplier] certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with GoS and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

[name of Supplier] accepts full responsibility and strict liability for making any false declaration, not making full disclosure, misrepresenting facts or taking any action likely to defeat the purpose of this declaration, representation and warranty. It agrees that any contract, right, interest, privilege or other obligation or benefit obtained or procured as aforesaid shall, without prejudice to any other rights and remedies available to GoS under any law, contract or other instrument, be voidable at the option of GoS.

Notwithstanding any rights and remedies exercised by GoS in this regard, [name of Supplier] agrees to indemnify GoS for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to GoS in an amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by [name of Supplier] as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoS.

Name of Buyer:

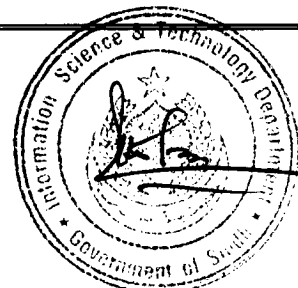
Signature:

[Seal]

Name of Seller/Supplier:

Signature:

[Seal]



Contract

CONTRACT

THIS CONTRACT ("Contract") is entered into this *[insert starting date of assignment]*, by and between *[insert PA's name]* ("the PA") having its principal place of business at *[insert PA's address]*, and *[insert Consultant's name]* ("the Consultant") having its principal office located at *[insert Consultant's address]*.

WHEREAS, the PA wishes to have the Consultant performing the services hereinafter referred to, and

WHEREAS, the Consultant is willing to perform these services,

NOW THEREFORE THE PARTIES hereby agree as follows:

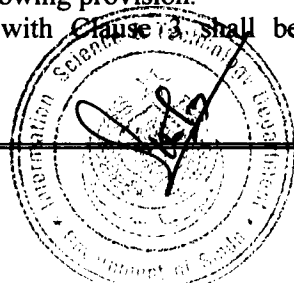
1. **Services**
 - (i) The Consultant shall perform the services specified in Annex A, "Terms of Reference and Scope of Services," which is made an integral part of this Contract ("the Services").
 - (ii) The Consultant shall provide the reports listed in Annex B, "Consultant's Reporting Obligations," within the time periods listed in such Annex, and the personnel listed in Annex C, "Cost Estimate of Services, List of Personnel and Schedule of Rates" to perform the Services.
2. **Term**

The Consultant shall perform the Services during the period commencing *[insert start date]* and continuing through *[insert completion date]* or any other period as may be subsequently agreed by the parties in writing.
3. **Payment**
 - A. Ceiling

For Services rendered pursuant to Annex A, the PA shall pay the Consultant an amount not to exceed *[insert amount]*. This amount has been established based on the understanding that it includes all of the Consultant's costs and profits as well as any tax obligation that may be imposed on the Consultant.
 - C. Payment Conditions

Payment shall be made in *[specify currency]*, no later than 30 days following submission by the Consultant of invoices in duplicate to the Coordinator designated in paragraph 4.
4. **Economic Price Adjustment**

In order to adjust the remuneration for inflation, a price adjustment provision has been included if the contract has duration of more than 18 months or if the inflation is expected to exceed % per annum. The adjustment will be made every 12 months after the date of the contract for remuneration. Remuneration will be adjusted by using the relevant index as per following provision:
"Payments for remuneration made in accordance with Clause 3 shall be adjusted as follows:



Remuneration pursuant to the rates set forth in Annex C shall be adjusted every 12 months (and, for the first time, with effect for the remuneration earned in the [13] *th* calendar month after the date of the Contract) by applying the following formula:

$$R_l = R_{l_0} \times \frac{I_l}{I_{l_0}}$$

where R_l is the adjusted remuneration, R_{l_0} is the remuneration payable on the basis of the rates set forth in Annex C for payable remuneration, I_l is the official rate of inflation for the first month for which the adjustment is to have effect and, I_{l_0} is the official rate of inflation for the month of the date of the Contract.”]

**5. Project
Administration**

A. Coordinator

The PA designates Mr./Ms. [insert name] as PA’s Coordinator; the Coordinator shall be responsible for the coordination of activities under the Contract, for receiving and approving invoices for payment, and for acceptance of the deliverables by the PA.

B. Timesheets

During the course of their work under this Contract the Consultant’s employees providing services under this Contract may be required to complete timesheets or any other document used to identify time spent, as instructed by the Coordinator.

C. Records and Accounts

The Consultant shall keep accurate and systematic records and accounts in respect of the Services, which will clearly identify all charges and expenses. The PA reserves the right to audit, or to nominate a reputable accounting firm to audit, the Consultant’s records relating to amounts claimed under this Contract during its term and any extension, and for a period of three months thereafter.

**6. Performance
Standard**

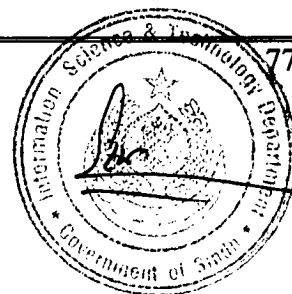
The Consultant undertakes to perform the Services with the highest standards of professional and ethical competence and integrity. The Consultant shall promptly replace any employees assigned under this Contract that the PA considers unsatisfactory.

7. Confidentiality

The Consultants shall not, during the term of this Contract and within two years after its expiration, disclose any proprietary or confidential information relating to the Services, this Contract or the PA’s business or operations without the prior written consent of the PA.

**8. Ownership of
Material**

Any studies, reports or other material, graphic, software or otherwise, prepared by the Consultant for the PA under the Contract shall belong to and remain the property of the PA. The Consultant may retain a copy of such documents and



Contract

software.

- 9. Consultant Not to be Engaged in Certain Activities** The Consultant agrees that, during the term of this Contract and after its termination, the Consultants and any entity affiliated with the Consultant, shall be disqualified from providing goods, works or services (other than the Services or any continuation thereof) for any project resulting from or closely related to the Services.
- 10. Insurance** The Consultant will be responsible for taking out any appropriate insurance coverage for their personnel and equipments.
- 11. Assignment** The Consultant shall not assign this Contract or Subcontract any portion thereof it without the PA's prior written consent.
- 12. Law Governing Contract and Language** The Contract shall be governed by the laws of Islamic Republic of Pakistan or the Provincial Government and the language of the Contract shall be English.
- 13. Dispute Resolution** Any dispute arising out of this Contract, which cannot be amicably settled between the parties, shall be referred to adjudication/arbitration in accordance with the Arbitration Act of 1940

FOR THE PA

FOR THE CONSULTANT

Signed by _____

Signed by _____

Title: _____

Title: _____

