

Ref: PROC/CGR/II/P/256

Dated: 26-03-2019

## Announcement of Evaluation Report

Description	Details
Name of Procuring Agency:	Punjab Skills Development Fund
Title of Procurement:	Hiring of Firm for PSDF Corporate Governance Review
Method of Procurement:	Quality and Cost Based Selection ( <b>QCBS</b> )
Procedure of Procurement:	RFP
Date & Time of Bid Closing:	08-Mar-19 at 11:00 AM
Date & Time of Bid Opening	08-Mar-19 at 11:30 AM
No of EOI Received:	RFP = 5 Received Eligible for Technical Evaluation=5 Qualified for Financial Opening=1
Evaluation Report:	Cited Below

### Eligibility:

#### PSDF Corporate Governance Review Eligibility Response

Sr. No	Eligibility Criteria	Horwath Hussain Chaudhury & Co.	Green Engineering Consultant	Naveed Zafar Ashfaq Jaffery & Co.	Sidat Hyder Morshed Associate (Pvt.) Ltd.	A.F.Ferguson & Co.
1	Should be a legal entity i.e. Firm / Company (copy of incorporation / registration certificate)	✓	✓	✓	✓	✓
2	Provide National Tax Number (NTN) and General Sales Tax (GST) / Provincial Sales Tax (PST) (if applicable) in the name of organization and provide a copy of registration.	✓	✓	✓	✓	✓
3	Active tax payer in FBR and registration in PRA (if applicable) in the name of the consulting firm.	✓	✓	✓	✓	✓
4	Affidavit on stamp paper declaring that company is not blacklisted by any Government agency/ semi-government / authority / organization. (Original required)	✓	✓	✓	✓	✓
5	Eligible/Ineligible Remarks:	Eligible	Eligible	Eligible	Eligible	Eligible

Page 1 of 2

#### PSDF Corporate Governance Review Eligibility Response

Name: Mr. Faisal Rafiq (Head Procurement)

Signature: \_\_\_\_\_

Name: Ms. Anika Masood (Head Audit, Risk & Compliance)

Signature: \_\_\_\_\_

Name: Mr. Muhammad Ahsan (Manager Finance)

Signature: \_\_\_\_\_

## Technical Evaluation:

### RFP - Technical Evaluation Hiring of Firm for PSDF Corporate Governance Review

#### Overall Capabilities of the Consulting Firm

Evaluation Criteria	Sub Criteria	Marks Breakup	PWC	Green Engineering Consultant	Sidat Hyder	Naveed Zafar Ashfaq Jaffery & Co.	Horwath Hussain Chaudry & Co.	Remarks
Overall capabilities of consulting firm	Assessing / recommending and implementing / drafting corporate governance framework, policies, provided orientation / trainings (if required) in multinational companies / large corporates. (other than review of CCG rules compliance statements as required by law) (5 marks per assignment per organization)	10	10	0	0	0	0	
	Corporate Governance assignments performed in accordance with international best practices. (5 marks per assignment per organization)	10	0	0	0	0	0	
	<b>Sub Totals</b>	<b>20</b>	<b>10</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
No of Professional Qualified accountants with Professional accounting body (Name & Registration is required)	More than 30 but less than 75	5		0	0	0	0	
	More than 75	10	10					
	<b>Sub Totals</b>	<b>10</b>	<b>10</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>Total Marks</b>		<b>30</b>	<b>20</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	

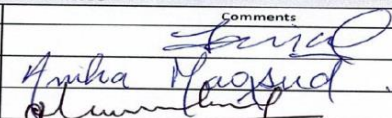
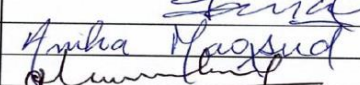

#### Professional Team

Evaluation Criteria	Sub Criteria	Marks Breakup	PWC	Green Engineering Consultant	Sidat Hyder	Naveed Zafar Ashfaq Jaffery & Co.	Horwath Hussain Chaudry & Co.	Remarks
Experience of any firm's professional /member on the Board of Director of a company.	Experience of any firm's professional /member on the Board of Director of a company.	10	10	0	0	10	0	
	<b>Sub Totals</b>	<b>10</b>	<b>10</b>	<b>0</b>	<b>0</b>	<b>10</b>	<b>0</b>	
Experience of team deputed for this project (minimum 3 members)	Graduate with minimum 5 years of experience	5						
	Master with minimum 5 years of experience	8		24	8			
	Member of Professional & accountant & secretarial practice bodies with minimum 5 years of experience	15	45	0	30	45	45	
	<b>Sub Totals</b>	<b>15</b>	<b>15.0</b>	<b>8.0</b>	<b>12.7</b>	<b>15.0</b>	<b>15.0</b>	
<b>Total Marks</b>		<b>25</b>	<b>25</b>	<b>8</b>	<b>12.6666667</b>	<b>25</b>	<b>15</b>	

#### Understanding of assignment and proposed methodology

Evaluation Criteria	Sub Criteria	Marks Breakup	PWC	Green Engineering Consultant	Sidat Hyder	Naveed Zafar Ashfaq Jaffery & Co.	Horwath Hussain Chaudry & Co.	Remarks
Understanding and work plan	Internal framework / repository of the firm on best practices to benchmark Corporate Governance practices.	15	15	0	5	0	0	
	Overall methodology adopted and approach to conduct Corporate Governance Review including strategy for identification of gap, roadmap, findings, work plan and deliverables.	25	20	5	10	10	5	
	<b>Sub Totals</b>	<b>40</b>	<b>35</b>	<b>5</b>	<b>15</b>	<b>10</b>	<b>5</b>	
<b>Total Marks</b>		<b>40</b>	<b>35.0</b>	<b>5.0</b>	<b>15.0</b>	<b>10.0</b>	<b>5.0</b>	
<b>Grand Total</b>		<b>95</b>	<b>80.0</b>	<b>13.0</b>	<b>27.7</b>	<b>35.0</b>	<b>20.0</b>	
<b>Grand Total (out of 100)</b>		<b>100</b>	<b>84.2</b>	<b>13.7</b>	<b>29.1</b>	<b>36.8</b>	<b>21.1</b>	
<b>Result</b>			<b>Qualified</b>	<b>Disqualified</b>	<b>Disqualified</b>	<b>Disqualified</b>	<b>Disqualified</b>	

#### Consultant Selection Committee

Name	Comments
Mr. Faisal Rafiq (Head Procurement)	
Ms. Anika Masood (Head Audit, Risk & Compliance)	
MR. Muhammad Ahsan (Manager Finance)	

## Financial Evaluation:

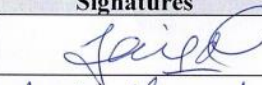
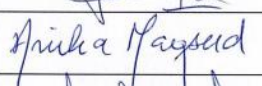
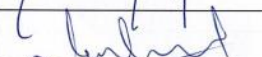
### Financial Result-PSDF Corporate Governance Review

Detail of Bid Price	Bid Price in PKR offered by Qualified Bidders	
		A.F. Ferguson & Co.
Bid Price (PKR) inclusive of taxes	5,634,280	

#### QUALITY COST BASED SELECTION

Sr. No.	Bidder Name	Technical Score	Technical weighting	Weighted Technical Score (WTS)	Financial Bid in PKR (Inclusive of all taxes)	Financial Score	Financial Weighting	Weighted Financial Score (WFS)	Total Score	Rank
		Max. 100				Max. 100			WTS+WFS	
			As of 80%			As of 20%		Max. 100		
2	A.F. Ferguson & Co.	84.2	67.36	67.36	5,634,280	100	20.0	20.0	87.4	1

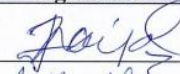
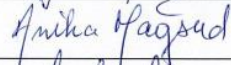
#### Consultant Selection Committee

Sr	Name of member	Comments	Signatures
1	Mr. Faisal Rafiq, Head Procurement	Please negotiate	
2	Ms. Anika Masood, Head Audit, Risk & Compliance	Please negotiate	
3	Mr. Muhammad Ahsan, Manager Finance - Budgeting, Forecasting and Reporting		

Financial Evaluation after Negotiation:

Revised Financial Proposal-PSDF Corporate Governance Review	
Detail of Bid Price	Bid Price in PKR offered by Qualified Bidders
	A.F. Ferguson & Co.
Bid Price (PKR) inclusive of taxes	2,867,321

QUALITY COST BASED SELECTION										
Sr. No.	Bidder Name	Technical Score	Technical weighting	Weighted Technical Score (WTS)	Financial Bid in PKR (Inclusive of all taxes)	Financial Score	Financial Weighting	Weighted Financial Score (WFS)	Total Score	Rank
		Max. 100	As of 80%			Max. 100	As of 20%	Max. 100	WTS+WFS	
2	A.F. Ferguson & Co.	84.2	67.36	67.36	2,867,321	100	20.0	20.0	87.4	1

Consultant Selection Committee			
Sr	Name of member	Comments	Signatures
1	Mr. Faisal Rafiq, Head Procurement	Recommended to award the business	
2	Ms. Anika Maqsood, Head Audit, Risk & Compliance	Recommended to award the contract.	
3	Mr. Muhammad Ahsan, Manager Finance - Budgeting, Forecasting and Reporting	Recommended to proceed	