

**Announcement of Evaluation Report**

Description	Details
Name of Procuring Agency:	Punjab Skills Development Fund
Title of Procurement:	Hiring of Firm for Leadership Coaching Program
Method of Procurement:	Quality and Cost Based Selection (QCBS)
Procedure of Procurement:	Single Stage two Envelope
Date & Time of Bid Closing:	12-May-2020 at 11:00 AM
Date & Time of Bid Opening	12-May-2020 at 11:30 AM
No of Bid Received:	Bids Received=6 Ineligible Bidders =04 Eligible for Technical Evaluation=02 Qualified for Financial Opening=01
Evaluation Report:	Cited Below

## Eligibility:

		Mentors Trainers & Consultants	Blanchard Pakistan	Accellon Consultancy	Foster Consultants	Training Impact	The Shahid Javed Burki Institute of Public Policy at Netsol (BIPP)
1	Should be a legal entity affiliated/Licensed from renowned Global Organization/Firm (copy of incorporation / registration certificate along with license/affiliation certificate)	No global affiliation	Yes	Individual, no legal entity	Yes	Documents for global affiliation not provided	Documents for global affiliation not provided
2	Provide copy of registration for National Tax Number (NTN) and General Sales Tax (GST)/ Provincial Sales Tax (PST) (if applicable) in the name of organization	With respect to an individual	Yes	With respect to an individual	Yes	Yes	Yes
3	Must be an Active Taxpayer as per "Active Taxpayer List" of FBR (Proof required) (Evidence of proof to be attached)	Yes	Yes	Yes	Yes	Yes	Yes
4	Affidavit on stamp paper declaring that firm is not blacklisted by any Government agency/ semi-government / authority / organization. (Original signed & stamped)	Yes	Yes	Yes	Yes	Yes	Yes
	<b>Result</b>	<b>In-eligible</b>	<b>Eligible</b>	<b>In-eligible</b>	<b>Eligible</b>	<b>In-eligible</b>	<b>In-eligible</b>

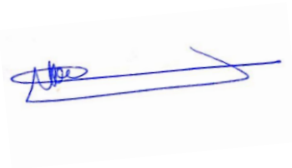
## Technical Evaluation:

Overall Capabilities of the Firm						
Sr. No.	Description	Category Points	Grand Total Points	Documents Required	Blanchard Pakistan	Foster Consultants
<b>Experience of Firm</b>						
<b>20</b>						
1	<b>Providing similar coaching solutions in organizations</b>		10	PO/SO or contract copy or client satisfactory certificate		
	• Minimum 1 but less than or equal to 3 organizations	5				5
	• More than 3 organizations	10			10	
2	<b>Affiliated with internationally recognized coaching partner for imparting coaching having local presence within Pakistan.</b>		10	Affiliation/ Association Certificate or agreement with global partner		
	• Minimum 1 year but less than or equal to 3 years	5			5	0
	• More than 3 years	10				
<b>Coach Profile</b>						
<b>50</b>						
					<b>15</b>	<b>5</b>
1	<b>Master Coach of Global Partner Organizations</b>		30	Two coaches, one international coach as master trainer and one local coach to be proposed. CV of coach is required as per Tech-5		
	• Master Coach is Global Partner	5			5	5
	• Master Coach is International Certified for Coaching	5			5	5
	• Foreign Qualified having more than 20 years of General experience with more than 10 years in leadership role	10			10	10
	• More than 10 years of International Coaching Experience in similar nature of program	10			10	0
2	<b>Local coach of Local Partner Organizations</b>		20			
	• Local coach is Local Partner	5			5	0
	• Local coach is International Certified for Coaching	5			5	5
	• Local Qualified having more than 15 years of General experience with more than 5 years in leadership role	5			5	5
	• More than 3 years of Coaching Experience in similar nature of program	5			5	0
<b>Coaching Methodology</b>						
<b>30</b>						
					<b>50</b>	<b>30</b>
1	<b>Provision of globally recognized learning material to the participant</b>		30	Provide Presentation /Detail of material along with name of global partner and supporting documents		
	• Original & Research-based international content & methodology	10			10	0
	• Internationally recognized reference material	10			10	0
	• Progress report <ul style="list-style-type: none"> <li>o Clearly defined Development Plan</li> <li>o Specific Structure</li> <li>o Coachee &amp; Coach Feedback</li> </ul>	10			5	5
					<b>25</b>	<b>5</b>
<b>Grand Total</b>			<b>100</b>		<b>90</b>	<b>40</b>

Financial Evaluation

Financial Result - Hiring of Firm for Leadership Coaching Program										
Bid Price in PKR offered by Qualified Bidder										
Total Cost										
Detail of Bid Price	Sr No.	Firm Name								Financial Cost Inclusive of all taxes (PKR)
	1	Blanchard Pakistan								1,967,000
QUALITY COST BASED SELECTION										
Sr. No.	Firm 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	
1	Blanchard Pakistan	90	72.00	72.00	1,967,000	100.00	20.00	20.00	92.00	1

The Contract shall be awarded to Blanchard Pakistan (Pvt) Limited



Hasaan Mehmood

Procurement Department PSDF