

## Minutes of Pre-Bid Meeting

### Hiring Training Service Provider with Overseas Employment Promoter for International Placement of Graduates

#### Punjab Skills Development Fund

Date: April 9, 2025,

## Questions Raised & Discussed in the Meeting

1. Reference to **2.1.3 Eligible Bidders of Section-II: Instructions to Bidders (ITB)**, The Invitation to Bids is open to all Service Providers i.e. association of firms/companies/sole proprietor/JVs, registered with relevant Registration Authorities and Tax Departments/Authorities (Income Tax, Sales Tax & Punjab Sales Tax etc.) [as specified in Section-IV Bid Data Sheet (BDS)], except as provided hereinafter & on pg. 42 under Who Can Apply "Any registered Training Service Provider with his own licensed OEP having 5 years' international placement experience. & under D. Preparation and Submission of Bids pt. 2 "Training Service Provider must have a legal status of firm/company and OEP must have legal status of Firm/Company"

Could you kindly confirm who exactly qualifies as an "eligible bidder"? Because it shows discrepancies on different statements in the bidding document.

### PSDF Response.

"This is not a discrepancy; the content you're referring to pertains to the bidder's instructions based on PPRA guidelines. Procuring agencies have the discretion to adopt any or all options outlined in the bidding document instruction template. For this specific procurement, please refer to the Instructions Data Sheet provided in Section IV: Bid Data Sheet on page 43 of the bidding documents.

2. Reference to **2.3.4. Bid Currencies pt. ii)** and **2.3.9. Minimum Wage Rates/all taxes applicable** "The Bidders must adhere to the minimum wage rate (notified by Labour & Human Resource Department) and all applicable taxes (imposed by FBR/PRA/any other government organization) while preparing financial bid."

As this proposal involves international placements for graduates, could you please clarify how the minimum wage rate should be considered in this context? Specifically, should we account for local wage in the country of placement, or are we expected to follow the local rates for Pakistan?

### PSDF Response.

"The content you are referring to relates to the bidder's instructions outlined in the PPRA guidelines template. This particular procurement is for international placement; therefore, Pakistan's labor laws do not apply to this process.

3. Reference to **Pg. 41 pt. 3 under Responsibilities of Punjab Skills Development Fund are to:** "Provide funds for medical, visa protector, etc. (on PSDF discretion)"

Could you please clarify how this requirement will be managed, particularly in terms of the funding for medical, visa protector, and other related expenses? How should we communicate this commitment to the graduates, and what specific role will PSDF play in the funding process?

**PSDF Response.**

PSDF will only reimburse medical and visa protector costs directly to trainees who have obtained a visa for international placement. The reimbursement will be made to the trainees' accounts after the completion of due diligence."

4. Reference to Pg. 85 pt. 13 under APPENDIX A - SCOPE OF SERVICES, "Training duration can be tentatively from 1 week- 6 months" & as per given CTM is PKR 20,000

If we consider a 3-month training period, will PSDF be paying the cost on a per-month, per-trainee basis? If so, given this structure, it seems the total cost could potentially exceed the 40 million budgets specified. Could you please confirm if this is the intended payment approach, and how the total cost would be managed in this scenario?

**PSDF Response**

We have shared the aggregated training durations along with the corresponding employment sectors, aligned with the allocated budget."



On behalf of PSDF  
Procurement