

## **Expression of Interest**

### **Request for Qualification**

### **Hiring of Consultancy Services for Conducting Feasibility Study**

Sindh Board of Investment, Government of Sindh invites Request of Qualification (RFQ) for pre-qualification purposes from reputed Consulting Firm/Consortium for conducting Feasibility study for the establishment of following project:

a) China Special Economic Zone Dhabeji at District Thatta

Interested consultant, registered with Sindh Revenue Board (SRB) may wish to submit their RFQ for the project. The brief scope of work includes but not limited to:

- Preparation of Feasibility study to assess the project viability on the basis of technical, environmental, legal, marketing, commercial and financial aspects.
- The feasibility study should also cover various technical aspects such as, safety, waste treatment, water treatment, utilities including power requirements for the facility, power sourcing options, preparation of conceptual design and Cost estimation

### **Eligibility Criteria for Firms:**

1. At least 10 years experience in providing consultancy and advisory services. Consultancy services for Industrial Estates will be given preference.
  2. Having experience of providing consultancy services to noteworthy clients.
  3. Qualified and capable human resources.
1. Interested and eligible consultancy firms/ consortium are required to submit complete RFQ document prepared according to RFQ documents available on [www.sbi.gos.pk/tenders](http://www.sbi.gos.pk/tenders) and from the office of under signed during office hours from 20th February, 2017 to 9<sup>th</sup> March, 2017.
  2. Completed RFQs (Hard Copies with clearly mentioning Project name at the top of envelope) must reach Sindh Board of Investment latest by 1400 hours on or before 10<sup>th</sup> March 2017 at the following address, the documents shall be opened on the same day at 1500 hrs in the presence of interested bidders, who may wish to attend:
  3. The short listed firms/consortium shall be issued with RFP documents.

Director (Projects)  
Sindh Board of Investment  
Block-B first Floor, FTC Building Shahra-e-Faisal Karachi  
Tel: 021-99207512-14, Fax: 021-99207515



FOR HIRING CONSULTING SERVICES FOR CONDUCTING FEASIBILITY  
STUDY FOR

**CHINA SPECIAL ECONOMIC ZONE DHABEJI**  
**@ DISTRICT THATTA**

**REQUEST FOR QUALIFICATIONS**

# REQUEST FOR STATEMENT OF QUALIFICATIONS

## FOR HIRING CONSULTING SERVICES FOR CONDUCTING FEASIBILITY STUDY AND TRANSACTION ADVISORY SERVICES.

### 1. GENERAL

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1.1 A ' (SEZ) is a geographical region that has economic and other laws that are more free-market-oriented than a country's typical or national laws. "Nationwide" laws may be suspended inside a special economic zone with a goal of a structure is to increase foreign direct investment by foreign investors, typically an international business or a multinational corporation (MNC).

The SBI is accordingly seeking services of a consulting firm/consortium for conducting Feasibility Study for the establishment of following

China Special Economic Zone Dhabeji, District Thatta

The Consultant may wish to submit their Request for Qualification for conducting Feasibility Study.

### 1.2 China Special Economic Zone Dhabeji, Thatta

The Government of Sindh has earmarked 1,000 acres of land for China Special Economic Zone on National Highway in Dhabeji area of Thatta District. The land is near Port Qasim industrial area, which is only 50 kms from Karachi Airport. It is an ideal destination for establishment of new as well as existing businesses relocating from developed countries with availability of affordable and skilled labour force, and state-of-the-art infrastructure.

Sindh Board of Investment (SBI) invites RFQ for appointment of a Consulting Firm/Consortium possessing the required technical know-how and experience. EOI should comprise detailed profile of the consulting firm, sector related and project related experience, list and detail of comparable projects completed and / or in process including consultancy cost; details of technical manpower who can undertaking various components relating to the feasibility.

- (a) Interested firms/consortia are required to submit a Request for Qualification ("RFQ") in the form and manner set out herein to the GOS by March , 10<sup>th</sup> 2017 (the "Due Date").
- (b) Information provided in the RFQs will be used by the GOS exclusively to evaluate the suitability of the Consulting firm. Only such firms as are pre-qualified by the GOS after such evaluation may be issued Request for Proposal ("RFP") (defined in Section 6 below) for the purposes of participating in the subsequent bidding for providing the Consulting Services.
- (c) Notwithstanding anything contained in this Request for Qualifications ("RFQ"), receipt of the RFQ from the firms is not and should not be considered as a commitment by the GOS to engage any consulting firm.

## 2. PRE-QUALIFICATION

### 2.1 Eligibility Requirements

In order to be pre-qualified by the GOS, the firm/ consortium must fulfill the following eligibility requirements:

1. At least 10 years experience in providing consultancy and advisory services. Consultancy services for Industrial Estates will be given preference.
2. Having experience of providing consultancy services to noteworthy clients.
3. Qualified and capable human resources
4. Must be registered with Sindh Revenue Board.

2.1(a) Selection Criteria : Minimum Selection Criteria is 70%

\* SBI reserves the right to ask bidder to provide/produce any certificate/document related to information mentioned hereunder:

S. No.	Description	Maximum Points
1	<b>Feasibility Studies</b> [Feasibility Study for projects on real estate sector including residential, industrial, commercial, retail or mixed use projects undertaken during last 5 years by the consortium, minimum value of the project - Rs.50 million]	40
	i. 1 – 4 projects	05
	ii. 5 – 9 projects	15
	iii. 10 – 14 projects	25
	iv. 15 and more projects	40
3	<b>Qualified Personnel in permanent employment of the Firm</b> [in number]	20
	i. 1 – 5 personnel	10
	ii. 6 – 10 personnel	15
	iii. 11 and more personnel	20
4	<b>Permanency of above Personnel with the Firm</b> [in months]	15
	i. 12 – 23 months	05
	ii. 24 – 35 months	08
	iii. 36 – 47 months	10
	iv. 48 months and above	15
5	<b>Relevant experience of the Core Team of Permanent Employees Identified for the project</b>	10
	i. 1 – 2 years	03
	ii. 3 – 4 years	05

<b>S. No.</b>	<b>Description</b>	<b>Maximum Points</b>
	iii. 6 – 9 years	08
	iv. More than 10 years	10
<b>6</b>	<b>Financial Worth of the organization/consortium</b> [Average annual turn-over of the organization during last three years, duly certified]	<b>10</b>
	i. Annual turnover of less than PKR 40 million	03
	ii. Annual turnover between PKR 41 – 100 million	07
	iii. Annual turnover of PKR 100 million and above	10
<b>7</b>	<b>Experience of working with Federal or Provincial Government Department in Pakistan</b>	<b>05</b>
	i. 1 – 10 projects	03
	ii. 11 projects and above	05
<b>TOTAL</b>		<b>100</b>

## *2.2 Basis for Disqualification*

The following may be reasons for disqualification of a Consulting firm by the GOS at any time/stage:

- (a) If the firm fails to submit the required support documentation along with the RFQ by the Due Date.
- (b) Misrepresentation, withholding or concealment of information in the RFQ by the firm.
- (c) If the firm fails to disclose or provide any additional information as may be required by the GOS.
- (d) If the GOS determines that the firm is prohibited from doing business with the GOS on grounds which may include but not limited to past track record, public policy or national interest.
- (e) If the GOS determines during evaluation that the firm (in its sole discretion) will be unable to satisfactorily provide the Consulting Services (including as a consequence of any conflict of interest).

## *2.3 Discretion of the GOS*

Notwithstanding anything contained herein, the GOS may at its discretion reject any or all RFQs, temporarily halt the process or annul the same at any time/stage without assigning any reason or incurring any liability whatsoever.

## 3. MANDATORY CONTENTS OF RFQ

Each RFQ shall include the following sections:

- Methodology
- Capability and Experience
- Conflict of Interest

### *3.1 Methodology*

GoS will seek the methodology from the shortlisted firms at the time of submission of RFP. This document will lay the scope of services and participating firm/consortium is required to submit its capability information together with brief overview of how the assignment will be undertaken.

### *3.2 Capability and Experience*

This section of the RFQ shall include the following information of the firm/consortium:

- (a) Name of each employee working full time at the firm together with his/her academic qualification and years of experience.
- (b) Resume of at least three (3) persons who would be involved in provision of the Consulting Services together with their expertise and experience, demonstrating their capability to provide the Services (including relevant experience).
- (c) Profile of legal firm associated with the firm or Resume in case of legal advisor.
- (d) Identity of the partner who will be responsible for the Consulting Services (“Responsible Partner”).

### *3.3 Conflict of Interest*

This Conflict of Interest section shall include information regarding any conflict of interest that a firm has in representing GOS.

## 4. SUBMISSIONS OF RFQ

### *4.1 Timing, Number of Copies and Filing Requirements*

A firm/consortium must submit an original three copies of its RFQ not later than 1400 hrs Pakistan Standard Time on or prior to the Due Date to the GOS at the following address:

Director Projects  
Sindh Board of Investment  
Block-B first Floor,  
FTC Building Shakra-e-Faisal  
Karachi Tel: 021-99207512-14

Each RFQ shall be in English. Faxed RCFQs will not be accepted. RFQ shall be opened at 1500hrs on 10<sup>th</sup> March, 2017 in the Committee Room of SBI.

#### *4.2 Sealing and Marking of RFQ*

In order to avoid the possibility of loss of the contents of an RFQ due to a rupture of the outer envelope containing an RFQ, RFQ should be enclosed in a sealed envelope which itself should be encased in another envelope. Both the inner and outer envelope(s) must be marked with the full address as shown above.

#### *4.3 Material Change*

Each firm must report any material change in the information provided by it in its RFQ up to the Due Date. Any such material change that may be grounds for disqualification under Section 2.2 could lead to a disqualification of the firm.

#### *4.4 Certification*

The Responsible Partner must sign the RFQ, on behalf of the firm/consortium, to indicate consent evidencing their agreement to provide the Consulting Services.

The Responsible Partner submitting the RFQ on behalf of the firm shall certify the RFQ in the following form:

“I, the undersigned certify on behalf of [name of the firm] that to the best of my knowledge and belief, and upon diligent inquiry, all the information submitted in this Statement of Qualifications is true and accurate. I further confirm and understand that amongst other reasons any misrepresentation or concealment of facts will render [name of firm] disqualified for pre-qualification.

In certification of the statements above, I hereby sign this document on the \_\_\_\_ day of \_\_\_\_ 2017.

[Type written name, signature and position of the Responsible Partner.]”

### 5. REVIEW AND EVALUATION OF RFQ

#### *5.1 Review and Evaluation*

The experience, expertise and other capabilities of the firm/consortium to provide the Consulting Services will be reviewed and evaluated by the GOS, which in view of the aforementioned criteria shall determine whether the firm has the expertise and the capability to provide the Consulting Services.

#### *5.2 Supplementary Information*

Where the GOS deems it convenient or necessary, it may request supplementary information or documentation from a firm for determining eligibility for pre-qualification of such firm.

#### *5.3 Intimation of Pre-qualification*

Intimation of pre-qualification will be given in writing and delivered to pre-qualified firm/consortia by facsimile, mail and/or courier at their specified address.

#### 5.4 *Return of RFQ*

The GOS shall be under no obligation to return any RFQ submitted by a firm/consortium or to reimburse a firm for the cost of preparing an RFQ or any other costs incidental thereto.

### 6. BIDDING

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All pre-qualified firms/ consortia will be asked to collect 'Request For Proposal' ("RFP") after providing payorder of Rs. 2000 in favor of DDO. If a pre-qualified firm bids for providing the Consulting Services, it shall be deemed to have no objection to the terms of the RFP.

### 7. SPECIAL PROVISIONS

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#### 7.1 *Discharge and Exemption*

Each firm/consortium that submits an RFQ exempts and discharges the GOS and its consultants, advisors and personnel completely and unconditionally from any responsibility or liability for the decisions that may be made with respect to its pre-qualification to participate in the bidding process for providing the Consulting Services.

#### 7.2 *Confidentiality During Pre-Qualification*

By submitting its RFQ, each firm/consortium agrees to maintain the confidentiality of all information supplied to it in connection with the pre-qualification process and agrees to keep its own application confidential, whether or not it is among those pre-qualified by the GOS.

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## ANNEXURE A – SCOPE OF WORK

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Broadly, the scope of scope is

Phase 1 – Pre-Feasibility:

- The primary focus of work to be performed under Feasibility phase shall be to assess the project viability on the basis of technical, environmental, legal, marketing commercial and financial aspects
- The feasibility study should also cover various technical aspects such as, safety, waste treatment, water treatment, utilities including power requirements for the facility, power sourcing options, preparation of Master Plan and Cost estimation