



REQUEST FOR PROPOSAL

Hiring Consulting Firm/Consortium for Transaction Advisory Services for the Establishment of Drip Irrigation Manufacturing Plant(s) in Sindh under PPP Mode

June-2012

SINDH BOARD OF INVESTMENT

INDEX

S. No.	Contents	Page Nos.
01.	NOTICE FOR INVITING PROPOSALS FOR CONSULTANTS	3
02.	LETTER OF INVITATION	5
03	INSTRUCTIONS TO BIDDER	6
04.	DATA SHEET	16
05.	APPENDIX - I : FORMATS FOR TECHNICAL PROPOSAL	18
06.	APPENDIX - II : FORMATS FOR FINANCIAL PROPOSAL	28
08.	TERMS OF REFERENCE	30
09	DRAFT INTEGRITY PACT	32

SINDH BOARD OF INVESTMENT

NOTICE FOR INVITING PROPOSALS FOR CONSULTANTS

Transaction Advisory Services for Drip Irrigation Manufacturing Plant(s) under PPP mode

Sindh Board of Investment (SBI), Investment Department, Government of Sindh invites Consulting Services Proposals from reputable Consulting Firms/Consortiums for Transaction Advisory Services for the Establishment of Drip Irrigation Manufacturing Plant(s) in Sindh under Public Private Partnership (PPP) Mode.

The Assignment brief scope of work includes but not limited to:

- Need Assessment Study:
 - Business case assessment: Undertake a study of current state of use and challenges of maturity of drip irrigation in Sindh, the likely growth in the light of current policies and agricultural practices and the expected demand for drip farming and its impact on the growth, productivity and poverty reduction.
 - Carry out a survey of the existing supplier of drip irrigation equipment, identifying those engaged in manufacturing, import and implementation.
 - Based on the above, suggest business case for government intervention to promote greater use of drip farming in Sindh through encouraging indigenous manufacturing and suggest options available for such intervention, including but not limited to price subsidies and capital grants etc.
- Technical Feasibility Report:
 - Preparation of a technical feasibility for establishment of a Drip Irrigation Manufacturing Plant(s) of various categories and capacities, or
 - Preparation of technical feasibility for other interventions for promoting use of drip farming in Sindh.
- Preparation of a financial feasibility. The consultants are required to finalize the project structure and prepare the financial model for the proposed project. Indicate government support required and structure of possible PPP arrangements with private investors.
- Preparation of Transaction documents including bidding documents such as EOI (Expression of Interest), RFQ (Request for Qualification) and RFP (Request for Proposal) and, , marketing documents such as IM (Information Memorandum) for Investors and drawing up of concession documents.
- Prepare economic analysis of the project and assist in evaluating and finalizing a workable transaction arrangement that is offered to farmers and growers.

SINDH BOARD OF INVESTMENT

Eligibility Criteria for Firms:

1. Experience in providing consultancy services especially in developing feasibility studies in the agricultural and manufacturing sector, with special emphasis on Drip Irrigation and Plastic Pipe Technology.
 2. Experience of PPP project finance advisory.
 3. At least 10 years experience.
 4. Having financial and technical sound track record & sound reputation.
 5. Availability of qualified and capable human resources and understanding of PPP mode and public sector procurement procedures.
 6. Ability to meet deadlines and various components simultaneously.
 7. National/International exposure within same field.
1. Interested and eligible consultancy firms/ consortium are required to submit completed Statement of Qualifications (SOQ) prepared according to Request for Statement of Qualification (RSQ) available for downloading on SBI web site at www.sbi.gos.pk/tenders
 2. Completed SOQs (Hard Copies) must reach Sindh Board of Investment latest by 1600 hours on or before 15th June 2012 at the following address

Director Administration
Sindh Board of Investment
Block-B, First Floor,
FTC Building, Shahr-e-Faisal,
Karachi .
Tel: 021-99207512-14
Fax: 021-99207515

Comment [ERU1]: This is not allowed under SPPRA rules 2010 which requires short listing of firms.

SINDH BOARD OF INVESTMENT

2. LETTER OF INVITATION

To,

- | | |
|--|--|
| 1. M/s. Tri-Star Investment
Karachi, Pakistan | 2. M/s. IIFC
Dhaka, Bangladesh |
| 2. M/s. Earnst & Young
Islamabad, Pakistan | 4. M/s. Pelikan Industries.
Karachi, Pakistan |

Dear Mr./Ms.

Sindh Board of Investment, Investment Department Government of Sindh (hereinafter called “procuring agency/client” invites proposals for: **Consultancy Services for the Establishment of Drip Irrigation Plant(s)/System across Sindh under Public Private Partnership mode. Scope of services** is provided in the terms of reference (TORs).

- It is not permissible to transfer this invitation to any other firm.
- A firm will be selected under Quality-Based Selection (QBS) method and procedures described in this RFP are in accordance with the SPPRA Rules, 2010.

The RFP includes the following documents:

- Section 1- Letter of invitation
- Section 2- Instructions to training institutions (including data sheet)
- Section 3- Technical Proposal – Standard Forms
- Section 4- Financial Proposal – Standard Forms
- Section 5- Terms of Reference
- Section 6- Evaluation Criteria
- Section 6- Draft Integrity Pact

Yours sincerely,

**Director Administration
SINDH BOARD OF INVESTMENT**

SINDH BOARD OF INVESTMENT

3. INSTRUCTIONS TO BIDDER

1. INTRODUCTION

1.1 Drip irrigation technology has been developed to maximize profits, optimize resource use such as water, fertilizer, pesticides, reduce risk and improve the livelihood of farmers. It has proved to be a thriving system and approach to convert unexploited and idle land into cultivation as well with great success around the globe. According to Pakistan's latest economic survey released in June 2011, Agriculture continues to be the single largest sector of economy providing source of revenue to 66 percent of country's 180 million populations. Agriculture accounts for 20.9 percent of the Gross Domestic Product (GDP) and employs 43.4 percent of the total work force in the Pakistan.

1.2 Drip irrigation is highly suitable for a variety of regions in Sindh, where crop yield is low and irrigation water wastage is far more than acceptable limits. The province of Sindh is blessed with fertile land; most of it does not get adequate water for crop growing. The Drip Irrigation System is the most appropriate and resourceful form of irrigation where the conventional irrigation water is not present for cultivation in regions such as Thar (Tharparkar & Umerkot), Nara (Sanghar, Khairpur, Ghotki and Sukkur), Katchho and Kohistan (Dadu and Thatta).

1.3 The total cultivated area in Sindh is 5.45 million hectares (13.45 million acres) and 57 percent of this land i.e. 3.10 million hectares (7.66 million acres) does not get the required water due to multiple reasons. The prosperity of Sindh province which is largely an agro economy is profoundly dependent on the supply of irrigation water from the river Indus or through other means such as tube-wells, drip irrigation etc. Presently the inopportune farmers can not afford the drip irrigation system due to its lofty commercial cost that is supplemented by huge profit margins.

1.4 In order to make the drip Irrigation system an affordable mean for a vast majority of farmers for conversion of their existing un-exploited and un-used land into cultivation and to tap the tremendous potential, SBI, GoS has taken a lead responsibility in the overall economic interest for overcoming the current water crisis and also to develop an in house capability for manufacturing, installation, after sales services of all components of Drip Irrigation System to alleviate the poverty and improve the living of people in the rural areas of the province.

1.5 To achieve the above mentioned objective, SBI invites the Technical and Financial Proposals from the interested competent and experienced Consulting Firms/ Consortium for providing transaction advisory services for "Establishment of Drip Irrigation Manufacturing System /Plant(s)" which includes but not limited to:

1.5.1 Need Assessment Study:

- 1.5.1.1 Business case assessment: Undertake a study of current state of maturity of drip irrigation in Sindh, the likely growth in light of current policies and agricultural practices and the expected demand for drip farming and impact of its use on growth, productivity and poverty reduction.

SINDH BOARD OF INVESTMENT

- 1.5.1.2 Carry out a survey of the existing supplier of drip irrigation equipment, identifying those engaged in manufacturing, import and implementation.
- 1.5.1.3 Based on the above, suggest business case for government intervention to promote greater use of drip farming in Sindh and suggest options available for such intervention, including but not limited to price subsidies and capital grants and funds for investment in equipment manufacturing and installation.
- 1.5.2 Technical Feasibility Report:
 - 1.5.2.1 Preparation of a technical feasibility for establishment of a Drip Irrigation Manufacturing Plant(s) of various categories and capacities.
- 1.5.3 Preparation of a Financial Feasibility:
 - 1.5.3.1 The consultants are required to finalize the project structure.
 - 1.5.3.2 Prepare the financial model for the proposed project.
 - 1.5.3.3 Indicate government support required structure of possible PPP arrangements with private investors.
- 1.5.4 Preparation of Transaction documents including bidding documents and draft concession and project marketing.
- 1.5.5 Assist SBI, GoS in economic analysis of the project and in evaluating and finalizing a workable transaction arrangement that is offered to farmers and growers.
- 1.5.6 Identify the training needs of the farmers and growers and suggest a mechanism for imparting training in order to develop the competencies regarding operations and maintenance of Drip Irrigation System at Farm level.

The Bidding Process shall be based on Quality Based Selection (QBS) bidding procedure.

2. DOCUMENTS

- 2.1. To enable you to prepare a proposal, please find and use the attached documents listed in the Data Sheet.
- 2.2. Firms requiring a clarification of the documents must serve upon the client, a request in writing, 7 days before closing date. Any request for clarification must be made in writing and sent to Client's address indicated in the Data Sheet through courier or fax or email. The client will respond in writing through fax or courier or email. Copies of the responses will be sent to all consulting firms/Consortium that get the RFP document.
- 2.3. At any time before the submission of proposals, the client may, for any reason, whether at its own initiative or in response to a clarification requested by a consulting firm, modify the documents by amendment. The amendment will be notified in writing through fax or email to all consulting firms who got the RFP document and will be binding on them. The client may at its discretion extend the deadline for the

SINDH BOARD OF INVESTMENT

submission of proposals or change other specifications of the RFP which will be notified in writing through fax or email to all.

3. PREPARATION OF PROPOSAL

The Request for Proposal will be evaluated on the basis of Quality Based Selection (QBS) method as described under Sindh PPRA Rules 2010. Under this the participating Consulting Firms/ Consortium are required to submit Technical and Financial Proposals separately. Financial Proposal will be opened after the technical evaluation of the highest evaluated Firm/Consortium:

Cover 1: Technical Proposal

Cover 2: Financial Proposal

The information shall be furnished in the formats prescribed in Appendices I and II.

3.1 Technical Proposal

3.1.1 The envelope containing Technical Proposal shall contain all the information in the format prescribed in Appendix I.

3.1.2 While submitting the Technical Proposal, the firm shall ensure the following:

- a) The composition of the proposed team and Task Assignment to individual personnel shall be clearly stated. Consulting firm/Consortium shall make their own assessment of support personnel to undertake the assignment. Additional staff or personnel if required to complete the assignment in the prescribed time, must be provided, within the total estimated cost only. Client shall not be responsible for any wrong assessment by consulting firms/Consortium and shall not in any case bear any additional cost arising there from.
- b) No such key personnel shall be proposed for any position if the CV of the personnel does not meet the requirements of the TOR.
- c) The key personnel shall remain available for the period indicated in the TOR. An undertaking to this effect must also be submitted. It is further clarified that all the key personnel are required available for full assignment period of 18 months.
- d) No alternative proposal to any key personnel shall be made and only one CV for position shall be furnished.
- e) CV needs to have been recently signed with date in blue indelible ink by the key personnel and countersigned by the authorized official of the Firm. Photocopy or unsigned/countersigned CVs shall be rejected.
- f) CV shall contain the proof of qualification as well as an undertaking from the key personnel about his availability for the duration prescribed in the TORs. In order to check incorrect/ inflated bio-data of key personnel, the client has the right to verify details mentioned in CV by writing to the Employer/University/ Institute indicated in the CV. The consultancy firm shall be liable for any incorrect information.
- g) If a firm as a consortium is qualified on the strength of experience of a foreign company, requisite key personnel from that foreign company shall be fielded.

SINDH BOARD OF INVESTMENT

- h) In case a firm is proposing key personnel from educational/research institutions, a 'No Objection Certificate' from the concerned institution shall be enclosed with his CV.
- i) The telephone no. of key personnel in the CV at the time of submission of proposal shall be mentioned.

3.1.3 Failure to comply with the requirements spelt out in Para 3.1.2 shall make the proposal liable to be rejected and the evaluation of Financial Proposal shall not be undertaken. If, individual, key personnel makes an averment regarding his qualification, experience, and it turns out to be false, or his commitment regarding availability for the project is not fulfilled at any stage after signing of the agreement, he shall be debarred for any future assignment in/with/of the client. The firm shall also be liable for its authorized representative counter signing a CV, which is subsequently found to contain false and misleading statements or claims.

3.1.4 The Technical Proposal must not include any financial information.

3.2 Financial Proposal

3.2.1 The Financial Proposal of The highest technically evaluated Firm will be opened. The Financial Proposal will be as per format prescribed at Annex II..

- i. All the costs associated with the assignment shall be included in the proposal. These shall cover remuneration, research, accommodation, transportation, surveys, geo-technical investigations, preliminary facts/assessment regarding environmental & social impacts/investigations etc. The total amount indicated in the Financial Proposal shall be without any condition attached or subject to any assumption, and shall be final and binding. In case any assumption or condition is indicated in the Financial Proposal, it shall be considered non-responsive and liable to be rejected.
- ii. The Financial Proposal shall take into account all types of the tax liabilities and cost of insurance specified in the Data Sheet and the draft contract agreement.
- iii. Costs (including break down of costs) shall be expressed in Pak Rupees as per the requirement assessed by the Consulting firm/Consortium. The payments shall be made only in Pak Rupees.

SINDH BOARD OF INVESTMENT

4. SUBMISSION OF PROPOSALS

4.1 The Applicants shall submit all the details required in this RFP Document. All pages should be numbered serially and by giving an index of submissions.

4.2 You must submit the proposal as indicated in Data Sheet. Each proposal will be sealed in an outer envelope which will bear the address and information indicated in the Data Sheet. The envelope must be clearly marked: "Consultancy Services for Establishment of Drip Irrigation Plant(s)/System across Sindh under Public Private Partnership mode."

4.2.1. The envelope should be clearly marked 'Technical Proposal'

4.2.2. The Technical and Financial Proposal must be prepared in indelible ink and must be signed by the authorized representative of the firm. The letter of authorization must be confirmed by a written power of attorney accompanying the proposals. All pages of the original Technical and Financial Proposals must be numbered and initialed by the person or persons signing the proposal.

4.3. The proposal must contain no interlineations or overwriting except as necessary to correct errors made by the Consulting firm/Consortium themselves, in which cases such corrections must be initialed by the person or persons signing the proposal.

4.4. Your completed proposal must be delivered on or before the time and date stated in Data Sheet. SBI shall not be liable for any delay in submission of the proposal within the stipulated period on any account whatsoever.

4.5. No bidder shall be allowed to alter or modify his bid(s) after expiry of deadline for the receipt of bids; Provided that the procuring agency may ask the bidders for clarifications needed to evaluate bids but shall not permit any bidder to change the substance or price of the bid. However, negotiations may be made with the selected firm, if required so, in accordance with the provisions under Rule 72 (2) of the SPP, Rules 2010.

4.6. Your proposal must be valid for the number of days stated in the Data Sheet from the closing date of submission of proposal.

SINDH BOARD OF INVESTMENT

5. CANCELLATION OF BIDDING PROCESS

5.1. A procuring agency may cancel the bidding process at any time prior to the acceptance of a bid or proposal. The procuring agency shall incur no liability towards the bidders, solely by virtue of its invoking 5.1. Intimation of the cancellation of bidding process shall be given promptly to all bidders and bid security shall be returned along with such intimation. The procuring agency shall, upon request by any of the bidders, communicate to such bidder, grounds for the cancellation of bidding process, but is not required to justify such grounds.

6. PROPOSAL EVALUATION

6.1. A Single Stage two envelope procedure will be adopted in evaluating the proposal. In the first stage a technical evaluation of the technical proposals will be carried out under Quality Based Selection (QBS) method. Only the technical proposal, which attain the highest score according to the criteria mentioned in this bidding document, shall be selected without any consideration of cost and its financial proposal will be examined and it will be invited to negotiate the financial proposal and contract. The Evaluation criteria under QBS are at Appendix- III.

6.2. Evaluation of Technical Proposal

The Consulting Firm/Consortium Evaluation Committee (CEC) appointed by the client will carry out its evaluation applying the evaluation criteria and point system specified in the Data Sheet.

6.3. Submission of Financial Proposal

6.3.1 Total cost of Financial Proposal will be considered including all taxes. The CSC will determine whether the Financial Proposals are complete, qualified and unconditional. The cost indicated in the Financial Proposal shall be deemed as final and reflecting the total cost of services. Omissions, if any, in costing any item shall not entitle the consulting firm/consortium to be compensated and the liability to fulfill its obligations as per the terms of reference within the total quoted price shall be that of the consulting firm/consortium.

Rating System:

The Technical Proposal will be evaluated on the basis of firm's experience and the experience of the personnel. The criteria to be used for evaluation and working system to be followed shall be as under:

S. No.	Description	Maximum points
1.	Qualification and relevant experience of the proposed key personnel	45
2.	Adequacy of the proposed work plan and methodology in responding to the TORs	30
3.	Firm's relevant experience of similar projects/assignments	25
	Total	100

SINDH BOARD OF INVESTMENT

2. Qualifications and Competence of the Key Staff for Adequacy of the Assignment			
S. No	Key Personal	Marks	
	Technical Team	15	
1	Farm Water /Irrigation Expert with the extensive knowledge of Drip Irrigation	8	
2	Civil / Mechanical/Agricultural Engineer	7	
	Financial Team	15	
3	PPP and Transaction Structuring Expert (Team leader)	10	
4	Financial Modeling Expert	5	
	Legal Team	15	
5	Team Leader (Legal)	7	
6	Expert on Documentation	8	
	Total	45	
2. Explanation Explanation of Criteria for Qualifications and Competence:			
S. No	KEY PERSONNEL		Total Points
a)	Technical Team		15
	<u>1) Drip Irrigation Expert</u> Masters/Bachelors in Engineering/Hydrology Hands on Experience of Drip Irrigation Systems Plants (8 Marks) Technical knowledge and working experience about Plastic Pipes Manufacturing Units and not having Hands on experience of Drip Irrigation Systems (4 Marks) Technical knowledge about Plastic Pipes manufacturing and not having any working experience (2 Marks)	8	
	<u>2) Civil / Mechanical/Irrigation Engineer</u> 7 plus experience in use of Irrigation systems(7 marks) 5-7 years experience in use of irrigation system (5 Marks) 2-3 years experience in use of irrigation system (2 Marks)	7	

SINDH BOARD OF INVESTMENT

b)	Financial Team		15
	1) Transaction Structuring Expert (Team Leader) CFA/ MBA having Transaction Advisory and Structuring experience For 3 or more projects (10 Marks) For 1-2 projects (5 Marks)	10	
	2) Financial Modeling Expert ACCA/ MBA(Finance) more than 4 years of Experience (5 Marks) 2-3 years of experience (3 Marks)	5	
c)	Legal Team		15
	1) Team Leader (Legal) LLM/ LLB having Corporate legal Experience More the 8 years (8 Marks) 4-7 years (6 Marks) 2-4 years (3 Marks)	8	
	2) Bidding and Contract Documentation Expert Experience of having drafted legal contractual documents including bidding, concession documents of more than 3 projects (7 Marks) more than 1-2 projects (5 Marks) 1 project (2 Marks)	7	
	Total		45
4. Adequacy of proposed work plan and methodology in responding to the TOR			
A.	Understanding of TORs and Comments		6
B.	Quality of approach and methodology		20
C.	Work program and manning schedule		4
	Total		30
5. Firm's relevant experience in Irrigation, Manufacturing and PPP Transactions			Points
A.	Consulting firms/Consortium's experience relating to Technical feasibilities of manufacturing plants 5 or more projects (10 Marks) 3-4 projects (8 Marks) 1-3 projects (6 Marks)		10
B.	Firm/Consortium's Experience of undertaking Technical Feasibilities and Transactions for PPP projects 5 or more projects (15 Marks) 4 projects (12 Marks) 3 projects (9 Marks)		15
	Total		25

SINDH BOARD OF INVESTMENT

7. BID SECURITY

The consulting firm/consortium shall deposit a bid security equivalent to 1% (one per cent) of the bid price, which shall remain valid for a period of 28 days beyond the validity period for bids, in order to provide the procuring agency reasonable time to act, if the security is to be called; Bid security shall be released to the unsuccessful bidders once the contract has been signed with the successful bidder or the validity period has expired. The bidder has the option to provide the bid security either as a Demand Draft, Pay Order or in the form of a Bank Guarantee, acceptable to the Procuring Agency. The bid shall be summarily rejected if it is not accompanied by the Bid Security.

8. DISQUALIFICATION OF CONSULTING FIRM/CONSORTIUM

8.1. The procuring agency shall disqualify consulting firm/consortium, whether already pre-qualified or not, if it finds at any time, that the information submitted by him concerning his qualification and professional, technical, financial, legal or managerial competence as, consulting firm/consortium, was false and materially inaccurate or incomplete; or

8.2. At any stage has indulged in corrupt and fraudulent practices, as defined in Section 2 (q) of Part I-General Provisions of SPPRA rules 2010;

8.3. A consulting firm/consortium being aggrieved by the decision of the procuring agency regarding disqualification may seek relief through the mechanism of grievance redressal, as provided under Rule 31 of SPPRA 2010.

9. BAR ON HIRING IN CASE OF CONFLICT OF INTEREST

The Consulting firm/Consortium shall not be hired if there is a conflict of interest. Any Consulting firm(s)/Consortium found to have a Conflict of Interest shall be disqualified.

10. MISCELLANEOUS

The Bidding Process shall be governed by this RFP, and construed in accordance with, the laws of Pakistan and the Courts at Karachi shall have exclusive jurisdiction over all disputes arising under, pursuant to and/ or in connection with the Bidding Process.

11. INDEMNITY

The Consulting firms/Consortium will indemnify the Client for any direct loss or damage that is caused due to deficiency in services.

12. AWARD OF CONTRACT

The Contract shall be awarded to the best evaluated Consulting firm/consortium.

13. TAX LIABILITY

Government of Sindh will only deduct Income Tax on Services. Consulting firm/consortium has to assess all other taxes and cost of insurance while quoting the price in the financial proposal.

14. THE ENVELOPES MUST BE CLEARLY MARKED:

“ORIGINAL PROPOSAL”-Technical Proposal

15. COMMENCEMENT OF ASSIGNMENT:

The Consulting firm/consortium shall commence the services from the date of effectiveness of the contract at the project site within 7-days.

SINDH BOARD OF INVESTMENT

DATA SHEET		
1.	Name of the client	Sindh Board of Investment, Investment Department Government of Sindh
2.	Name of Project	Consultancy Services for Establishment of Drip Irrigation Systems Plant(s) in Sindh under Public Private Partnership mode.”
3.	Method of selection	Quality Based Selection as envisaged in the Sindh PP Rules, 2010
4.	Technical & Financial proposals are required	Single Stage Two Envelope
5.	Date of Receiving Clarification regarding RFP	29 th June, 2012
6.	Last Date for submission of proposals	2 nd July, 2012
8.	Proposal Evaluation criteria	The evaluation of the technical and financial bids shall be held under Quality Based Selection (QBS) Sindh PPRA rules 2010
9.	The Attached Documents:	I) Terms of Reference (TOR) II) Letter of invitation (LOI) III) Appendices Appendix-I: Formats for Technical Proposal Appendix-II: Formats for Financial Proposal Appendix-III: Evaluation Criteria
10.	Objectives:	As mentioned in the Scope of work
11.	Clause on fraud and corruption:	As per the Sindh PPRA Rules, 2010
12.	Type of Contract/Mode of Payment:	10% Mobilization Advance 15% First Inception Report 20 % Technical and Financial Feasibility 20 % PPP transaction Documents 15% Investor Solicitation 20% on finalization of Concession and attaining post Concession milestones.
13.	Bid Security	1 % (to be submitted with Financial Proposal)
14.	Performance Security	10 % (Bid security will be converted in to performance security and additional amount will be deducted from the running bill at rate of 9 %)
15.	Agreement Stamping	Duly stamped @ 0.03 % of bid price by successful bidder at his own cost
16.	The Name of the Client is:	Sindh Board of Investment, Investment Department, Government of Sindh
17.	Proposal Validity period	90 days
18.	Proposal Submission address:	Para 2.2, 4.2)
20.	Consultancy required for.	Consultancy Services for Establishment of Drip Irrigation Systems Manufacturing Plant(s) in Sindh in Public Private Partnership mode.”

SINDH BOARD OF INVESTMENT

21.	Total Cost of the Consultancy	Financial Proposal to be Negotiated with Technically most competent Bidding Firm
22.	Currency	The common currency is “Pak Rupee”
23.	Duration of the Project.	
24.	Telephone:	021-99207512-14
25.	Fax Number:	021-99207515
26.	Email:	drip.irrigation@sbi.gos.pk

SINDH BOARD OF INVESTMENT

APPENDIX - I (FORMATS FOR TECHNICAL PROPOSAL)

(Form-I) TECHNICAL PROPOSAL

FROM: TO:

Sir:

Subject: Providing Consultancy Service for _____

Regarding: Technical Proposal

I/We Consultant/ Consultancy firm herewith enclose
Technical Proposal for selection of my/our firm/organization as consultant
for _____

Yours faithfully,

Signature _____

Full Name _____

Designation _____

Address _____

(Authorized Representative)

SINDH BOARD OF INVESTMENT

(Form-II)

NAME OF PROJECT FOR WHICH TECHNICAL AND FINANCIAL
PROPOSALS HAVE BEEN SUBMITTED

SINDH BOARD OF INVESTMENT

Form-III)

FIRM'S REFERENCES

Relevant Services Carried out in the last five years which best illustrate qualifications.

The following information should be provided in the format below for each reference assignment for which your firm, either individually as a corporate entity or as one of the major companies within a consortium, was legally contracted by the client stated below:

Assignment Name:		Country:
Location within Country :		Professional Staff Provided by your firm:
Name of Client :		No. of Staff :
Address :		No. of Staff Months :
Start Date (Month/ Year)	Completion Date (Month / Year)	Approx. Value of Services : (in current PKR) :
Name of Association Firm(s) if any :		No. of Months of Professional Staff provided by Associated Firm(s)
Name of Senior Staff (Project Director / Coordinator, Team Leader) involved and functions performed:		
Narrative Description of Project :		
Description of Actual Services Provided by your Staff :		

Signature of Authorized Representative

(Certificate from Employer regarding experience should be furnished)

SINDH BOARD OF INVESTMENT

(FORM-IV)
CONSULTANT NAME:

APPROACH AND METHODOLOGY PROPOSED FOR PERFORMING THE ASSIGNMENT

The approach and methodology will be detailed precisely under the following topics:

- 1) Composition of the team with reference to the ToR.
- 2) Methodology for services, surveying, data collection, analysis, design and supervision in responding to the ToR.
- 3) Approach for consultancy assignment with reference to the ToR.

SINDH BOARD OF INVESTMENT

(Form-V)

COMMENTS/ SUGGESTIONS OF CONSULTANT
On the Terms of Reference (TORs):

SINDH BOARD OF INVESTMENT

(Form-VI)

Composition of the team personnel and the task
which would be assigned to each team member

I. Key Staff

S. No.	Name	Position	Task Assignment
1.			
2.			
3.			
4.			
5.			
6.			
7.			

II. Support Staff

S. No.	Name	Position	Task Assignment
1.			
2.			
3.			
4.			
5.			

SINDH BOARD OF INVESTMENT

(Form-VII)

Format of Curriculum Vitae (CV) for proposed key staff

1. Proposed Position: _____
2. Name of Staff: _____
3. Date of Birth : _____
4. Nationality: _____
5. Educational Qualification: _____
(Summarize college/university and other specialized education of staff member, giving names of schools, dates attended and degrees obtained).
(Please furnish proof of qualification)
6. Membership of Professional Societies:
7. Publications:
(List of details of major technical reports/papers published in recognized national and international journals)
8. Employment Record:

(Starting with present position, list in reversed order and every employment held. List all positions held by staff member since graduation, giving dates, names of employing organization, title of positions held and location of assignments. For experience period of specific assignment must be clearly mentioned, also give client references, where appropriate).
9. Summary of the CV

(Furnish a summary of the above CV. The information in the summary shall be precise and accurate. The information in the summary will have bearing on the evaluation of the CV).

A) Education:
Field of Graduation and year
Field of post graduation and year
Any other specific qualification

B) Experience
Total experience: _____ Yrs.
Responsibilities held
i) Yrs.
ii) Yrs.
iii) Yrs.
Relevant Experience: _____ Yrs.

SINDH BOARD OF INVESTMENT

C) Permanent employment with the firm (Yes/No):

If yes, how many years:

If no, what is the employment?

What Arrangement with the firm?

10. Details of the current assignment and the time duration for which services are required for the current assignment.

Signature of the Candidate

Place: _____

Date: _____

Signature of the Authorized Representative of the firm

Place: _____

Date: _____

Note:

- 1 Each page of the CV shall be signed in ink by both the staff member and the Authorized Representative of the firm. Photocopies will not be considered for evaluation.
2. In order to check incorrect inflated bio-data of pay personnel, the client shall verify the details mentioned in CV by writing to the Employer indicated in the CV. The Consultancy firm shall be liable for any incorrect information

SINDH BOARD OF INVESTMENT

(Form-VIII)

**WORK PROGRAM AND TIME SCHEDULE FOR KEY PERSONNEL
MONTHS (in the Form of Bar Chart)**

Sl. No.	Name	Position	Report Due/ Activities	Months												Number of Months				
1																				Sub Total (1)
2																				Sub Total (2)
3																				Sub Total (3)
4																				Sub Total (4)
...																				
....																				

Field Full: _____ Part Time: _____
 Reports Due: _____
 Activities: _____
 Duration: _____

SINDH BOARD OF INVESTMENT

(Form-IX)
FIELD INVESTIGATION

(1st, 2nd etc. are months from the date of assignment)

S. No.	Item of Work / Activities	Months									
1.											
2.											
3.											
4.											
5.											

COMPLETION AND SUBMISSION OF REPORTS

S. No.	Reports	Program
1		
2		
3		
4		
5		

SINDH BOARD OF INVESTMENT

Appendix-II
(Formats for Financial Proposal)

(Form-I)
FINANCIAL PROPOSALS

From: _____ To: _____

_____ Sir: _____

Subject: Providing Consultancy Services for _____

Regarding: Price Proposal

I/We Consultant/ Consultancy firm herewith enclose
Financial Proposal for selection of my/our firm/organization as consultant
for _____

Yours faithfully,

Signature _____

Full Name _____

Designation _____

Address _____

(Authorized Representative)

*The Financial Proposal is to be filled strictly as per the format given in RFP

SINDH BOARD OF INVESTMENT

(Form-II)
Format of Financial Proposal
Summary of Cost (in Local Currency PKR)

No.	Description	Amount (in Rs)
1		
	Subtotal	
	Total cost net of service tax**	
	Service Tax	
	TOTAL COSTS (Including Service Tax)	

** Total Cost Net of Service Tax shall be considered for financial evaluation

Note: No escalation shall be payable during the services

Cost of Insurances shall not be allowed separately. These will be incidental to main items.

Rates for all items shall be quoted in figures as well as in words.

SINDH BOARD OF INVESTMENT

Terms of References (TORs)

The Consultancy Firm/Consortium will

Assist the Government of Sindh in establishment of Drip Irrigation System Manufacturing Plant(s) under PPP mode. The task primarily includes:

1. Prepare a technical feasibility for establishment of a Drip Irrigation Manufacturing Plant(s) of various categories and capacities including the technical components relating to plant specification; costs; steps involved in implementation; technology and manpower requirements. This includes a research on various rationales including current supply scenario, anticipated demand, and future expectations of adoption of Drip Irrigation by farmers/growers across Sindh
2. The Technical feasibility includes a demand analysis of market in Sindh and across Pakistan and the commercial viability based on the pricing scenarios. The feasibility study must cover but not limited to:
 - a. To meet and survey farmers interested in affordable drip irrigation systems for their farms;
 - b. To find and instruct "testers" willing to test one of the affordable drip irrigation systems and to report on their experiences;
 - c. To visit irrigation farmers and to discuss their experiences, problems, and the advantages of the current system;
 - d. To assess the social, economic, ecological and environmental factors that affect affordable drip irrigation;
 - e. To identify with experts the possible economic benefits of affordable drip irrigation.
3. The consultants are required to finalize the project structure and prepare the financial model including assessment of all the capital costs along with operational and maintenance expenditures, investment and other related calculations. The Project Structure requires a stakeholder communication to determine the affordability, economic impact of this intervention
4. It requires preparation of a model that provides availability of this equipment at affordable prices for the larger productivity gains, mass scale poverty reduction and an all round boost to agricultural and economic growth. The level and manner of Government support for making the intervention viable is required to be suggested.
5. The Assignment involves preparation of Transaction documents including bidding documents, Information Memorandum, draft concession and other transaction documentation. The Advisors are required to carry along the entire Transaction process including the marketing and required environment and social studies.

SINDH BOARD OF INVESTMENT

6. Suggestions for improving its viability for successful marketing of the project. The role of government and other interested investors in design, construction, Finance, disposal, maintenance and transfer should be clearly identified.
7. Investor solicitation involving feedback on project prior to launch of official solicitation
8. Propose and facilitate implementation of strategy for developing the skills of local farmers and growers for Drip Irrigation
9. Assist GoS in stakeholder communication in order to create awareness regarding the project and seeking feedback on matters that would have impact on the project

SINDH BOARD OF INVESTMENT

1. DRAFT INTEGRITY PACT

(to be filled and submitted with Bid documents by Bidding consulting firm)

DECLARATION OF FEES, COMMISSION AND BROKERAGE ETC PAYABLE BY THE CONSULTANTS

Contract Number: _____ Dated: _____
Contract Value: _____ Contract Title: _____

[Name of Supplier/Contractor/Consultant] 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 it (GoS) through any corrupt business practice.

Without limiting the generality of the foregoing, [Name of Supplier/Contractor/Consultant] 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 Procuring Agency (PA), except that which has been expressly declared pursuant hereto.

[Name of Supplier/Contractor/Consultant] 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 PA and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

[Name of Supplier/Contractor/Consultant] 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 right and remedies available to PA under any law, contract or other instrument, be voidable at the option of PA.

Notwithstanding any rights and remedies exercised by PA in this regard, [Name of Supplier/Contractor/Consultant] agrees to indemnify PA for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to PA in an amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by [Name of Supplier/Contractor/Consultant] 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 PA.

[Procuring Agency]

[Consultant]