

NO. SOPP No:12-2015/Privatization/P-1  
**GOVERNMENT OF SINDH**  
**ENERGY DEPARTMENT**

**TECHNICAL BID EVALUATION REPORT**

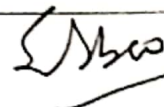
1.	Name of Procuring Agency:	Energy Department, Government of Sindh
2.	Tender Reference No.:	No. INF-KRY.No.591-2023
3.	Tender Description/Name of Work item:	Hiring the services of transaction advisor / consulting firm for Provincialization of HESCO & SEPCO
4.	Method of Procurement:	Single Stage Two Envelope Procedure
5.	Tender Published:	Daily Dawn, Jang, Dawn and Kawish dated 18-02-2023 vide No. INF-KRY.No.591-2023
6.	Total RFPs issued:	Four (4 Nos.)
7.	Total RFPs Received:	Two (2 Nos.) i.e. (1). M/S RIAA BARKAR GILLETTE, EY Ford Rhodes, MRC Cons. & TA, OMS Pvt. Ltd., Euroconsult Pakistan Pvt. Ltd. and (2). M/S ABS & Co, Warm Water Advisory Int., I Consulting Associates & Barqaab Consulting Services
8.	Bids Opening Date:	19-04-2023.

**Basic Eligibility Criteria (Preliminary Screening) - Checklist:**

S#	Item	M/S RIAA BAKAR GILLETTE and Others (Yes/No)	M/S ABS & Co and Others (Yes/No)
1.	Top tier energy law firms/Consulting firm Consortium (in the form of a joint venture and/or a sub-consultancy having legal, technical and financial expertise in power sector. In case of joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected)	YES	YES
2.	Provable experience in Pakistan's power sector For a consortium to be eligible, the relevant experience of lead member and other consortium members is mandatory. The experience of every Consortium member firm shall be provided as given in Form-TECH 2 (B) along with supporting documentation in the form acceptable to the Consultant Selection Committee, for each listed experience on Form Tech-2 (B). The Procuring Agency reserves the right to verify any experience under Form Tech-2 (B) and in case of non-production of any document for verification purposes acceptable to Consultant Selection Committee shall result in non-scoring of that particular credential.	YES	YES
3.	Valid Registration with Security & Exchange Commission of Pakistan (SECP) or any other similar registration body. Bidder (in case of Consortium, Lead Member) must have been incorporated or setup in Pakistan as evidenced by its registration documents (Memorandum & Articles of Association or equivalent documents of constitution or association as applicable under the law)	YES	YES
4.	Each member of consortium shall provide copy of Valid Registration with FBR /SRB or relevant tax authorities (where applicable)	YES	YES
5.	Each member of consortium shall provide Valid copy of Registration with Pakistan Engineering Council as Consulting	YES	YES









	Engineers/Bar Council for legal firm /ICAP-A Class/ QCR report by Audit firm (which ever is applicable)		
	Bidder (In case of Consortium, each member) must submit a power of attorney, as required by the RFP Document, for authorized person nominated to sign the documents. In addition, Bidder (in case of Consortium only) must submit the Consortium Agreement along with Bid or Proposal submitted to the Procuring Agency;	YES	YES
7.	The Bidder is not blacklisted by any department of Government of Sindh or Government of Pakistan. An affidavit (duly notarized) from bidder shall be signed and submitted with Technical Proposal (In case of consortium, every consortium member firm should provide affidavit) (in original)	YES	YES
8.	Experience of working on power projects transactions advisory and related corporate commercial assignments for at least ten years in Pakistan or internationally and strong expertise in regulatory matters (Please attach relevant legitimate document for proof)	YES	YES
9.	Bidder must have successfully undertaken at least (05) assignments relating to the Power Sector and at least (03) Projects under PPP mode, during the last ten (10) years	YES	YES
10.	Lead firm/Bidder must have annual financial turnover of at least PKR 200 million every year during the last five financial years, as verifiable from the financial statements or any other document	YES	NO
11.	In case of consortium lead consultant must be an Energy Law firm having 10 years and above experience in power sector / Transaction Advisory on matters in power sector	YES	NO
	In order to qualify for next step of evaluation firm must fulfill all above said requirement. (all yes otherwise Disqualify)	Qualified	Disqualified

### Category & Evaluation:

Technical Section is weighted at 75 and Financial is weighted at 25. Only those Technical Proposals, which score at least 60% marks in each category and sub category, shall be considered for further process i.e. financial proposal opening and evaluation.

S/No	Category	M/S RIAA Marks
<b>A</b>	<b>Technical</b>	
A1	Proven Experience	20
A1.1	Specific firm or consortium experience in undertaking the assignments of the similar nature (experience of power sector), completed during the last ten (10) years. a) 5 Projects or more [100% Marks i.e. 5] b) 4 Projects [90% Marks i.e. 4.5] c) 3 Projects [75% Marks i.e. 3.75] d) 2 Projects [60% Marks i.e. 3] e) Less than 2 Project [0% Marks i.e. 0.00]	5/5
A1.2	Bidder's experience in preparing bidding package (including bidding documents and agreement, etc.) of PPP projects, with each project's minimum cost of PKR 1,000 million completed during the last ten (10) years. a) 5 Projects or more [100% Marks i.e. 7.5] b) 4 Projects [90% Marks i.e. 6.75] c) 3 Projects [75% Marks i.e. 6.375] d) 2 Projects [60% Marks i.e. 4.5] e) Less than 2 Project [0% Marks i.e. 0.00]	6.375/7.5
A1.3	Bidder's experience in providing Transaction Advisory services on Power projects/Privatization of Public entities (minimum project size of PKR 10bn or	6.375/7.5

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cumulative value of number of projects submitted PKR 150bn) undertaken in Pakistan, in which Concession Signing has taken place or Financial Close has been achieved. At least 2 projects should be operational, 1 in each category.

- a) 10 Projects or more [100% Marks i.e. 7.5]
- b) 8 Projects [90% Marks i.e. 6.75]
- c) 6 Projects [85% Marks i.e. 6.375]
- d) 4 Projects [60 % Marks i.e. 4.5 ]
- e) Less than 4 projects [0% Marks i.e. 0.00]

A2	Adequacy of the proposed methodology and work plan in responding to the Terms of Reference:	8/10								
A2.1	Technical approach and methodology on scope of work.	4/5								
A2.2	Comprehensive work plan	4/5								
A3	Organization structure & Financial Strength	10/10								
	Professional Strength:	5/5								
	Over 30 professionals [100 % Marks i.e. 5]									
	25 to 30 professionals [90% Marks i.e. 4.5]									
	21 to 24 professionals [85% Marks i.e. 4.25]									
	15 to 20 Professionals [75% Marks i.e. 3.75]									
	11 to 14 Professionals [60% Marks i.e. 3]									
	Less than 11 Professionals [0% Marks i.e. 0.00]									
	Average annual turn-over of last five years	5/5								
	<table border="1"> <tr> <td>i.</td> <td>≥ PKR 350 million [100% marks i.e 5]</td> </tr> <tr> <td>ii.</td> <td>≥ PKR 300 million and &lt; PKR 350 million [90% marks i.e 4.5]</td> </tr> <tr> <td>iii.</td> <td>≥ PKR 250 million and &lt; PKR 300 million [85% marks i.e 4.25]</td> </tr> <tr> <td>iv.</td> <td>&lt; PKR 200 million and &lt; PKR 280 million [60% marks i.e 3]</td> </tr> </table>	i.	≥ PKR 350 million [100% marks i.e 5]	ii.	≥ PKR 300 million and < PKR 350 million [90% marks i.e 4.5]	iii.	≥ PKR 250 million and < PKR 300 million [85% marks i.e 4.25]	iv.	< PKR 200 million and < PKR 280 million [60% marks i.e 3]	
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iii.	≥ PKR 250 million and < PKR 300 million [85% marks i.e 4.25]									
iv.	< PKR 200 million and < PKR 280 million [60% marks i.e 3]									
A4	Key Experts	34.375/35								
A4.1	Legal Expert (Team Lead) Minimum education: LLM / Bar at Law [25% Marks i.e. 2.5] Experience: Experience of legal advisory on infrastructure projects.	10/10								
	<table border="1"> <tr> <td>≥ 10 years' [75% Marks i.e. 7.5]</td> </tr> <tr> <td>≥ 7 years and &lt; 10 years [60% marks i.e. 6]</td> </tr> <tr> <td>≥ 5 years and &lt; 7 years [40% marks i.e. 4]</td> </tr> <tr> <td>≥ 3 years and &lt; 5 years [20% marks i.e. 2]</td> </tr> <tr> <td>≥ 0 years and &lt; 3 years [0% marks i.e. 0]</td> </tr> </table>	≥ 10 years' [75% Marks i.e. 7.5]	≥ 7 years and < 10 years [60% marks i.e. 6]	≥ 5 years and < 7 years [40% marks i.e. 4]	≥ 3 years and < 5 years [20% marks i.e. 2]	≥ 0 years and < 3 years [0% marks i.e. 0]				
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A4.2	Legal Expert Minimum education: LLM / Bar at Law [25% Marks i.e. 0.625] Experience: Experience of drafting procurement documents e.g. EOIs, RFQ, RFP. Concession/ EPC contracts/ agreement Negotiations	1.875/2.5								
	<table border="1"> <tr> <td>≥ 10 years' [75% Marks i.e. 1.875]</td> </tr> <tr> <td>≥ 7 years and &lt; 10 years [60% marks i.e. 1.5]</td> </tr> <tr> <td>≥ 5 years and &lt; 7 years [40% marks i.e. 1]</td> </tr> <tr> <td>≥ 3 years and &lt; 5 years [20% marks i.e. 0.5]</td> </tr> <tr> <td>≥ 0 years and &lt; 3 years [0% marks i.e. 0]</td> </tr> </table>	≥ 10 years' [75% Marks i.e. 1.875]	≥ 7 years and < 10 years [60% marks i.e. 1.5]	≥ 5 years and < 7 years [40% marks i.e. 1]	≥ 3 years and < 5 years [20% marks i.e. 0.5]	≥ 0 years and < 3 years [0% marks i.e. 0]				
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≥ 0 years and < 3 years [0% marks i.e. 0]										

	<p>Experience in power-sector is essential.</p> <p>Financial Expert  Minimum education: MBA/CFA/CA/ACCA/ACMA in Financial disciplines  [25% Marks i.e. 1.25]  Experience:  The candidate is required to list at least five (05) large-scale Power projects/  distressed assets undertaken in Pakistan, where the candidate has performed tasks in  the capacity of Financial Team Leader.  If this requirement is not met, the Bidder shall be disqualified.</p> <table border="1"> <tr> <td>≥ 10 years' experience of transaction advisory services as team lead completing various mandates [75% Marks i.e. 3.75]</td> </tr> <tr> <td>≥ 7 years and &lt; 10 years [60% marks i.e. 3]</td> </tr> <tr> <td>≥ 5 years and &lt; 7 years [40% marks i.e. 2]</td> </tr> <tr> <td>≥ 3 years and &lt; 5 years [20% marks i.e. 1]</td> </tr> <tr> <td>≥ 0 years and &lt; 3 years [0% marks i.e. 0]</td> </tr> </table> <p>Experience in power-sector is essential.</p>	≥ 10 years' experience of transaction advisory services as team lead completing various mandates [75% Marks i.e. 3.75]	≥ 7 years and < 10 years [60% marks i.e. 3]	≥ 5 years and < 7 years [40% marks i.e. 2]	≥ 3 years and < 5 years [20% marks i.e. 1]	≥ 0 years and < 3 years [0% marks i.e. 0]	5/5
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A4.4	<p>Financial Expert/ Manager  Minimum education: MBA/CFA/CA/ACCA/ACMA in Financial disciplines  [25% Marks i.e. 0.625]  The candidate is required to list two (02) large-scale Power projects  undertaken in Pakistan, where the candidate has performed tasks in the capacity of  Financial Analyst.  If this requirement is not met, the Bidder shall be disqualified.</p> <table border="1"> <tr> <td>≥ 10 years' experience of developing financial models/ financial structuring for PPP project or projects in power sector [75% Marks i.e. 1.875]</td> </tr> <tr> <td>≥ 7 years and &lt; 10 years [60% Marks i.e. 1.5]</td> </tr> <tr> <td>≥ 5 years and &lt; 7 years [40% Marks i.e. 1]</td> </tr> <tr> <td>≥ 3 years and &lt; 5 years [20% Marks i.e. 0.5]</td> </tr> <tr> <td>≥ 0 years and &lt; 3 years [0% marks i.e. 0]</td> </tr> </table>	≥ 10 years' experience of developing financial models/ financial structuring for PPP project or projects in power sector [75% Marks i.e. 1.875]	≥ 7 years and < 10 years [60% Marks i.e. 1.5]	≥ 5 years and < 7 years [40% Marks i.e. 1]	≥ 3 years and < 5 years [20% Marks i.e. 0.5]	≥ 0 years and < 3 years [0% marks i.e. 0]	2.5/5
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≥ 3 years and < 5 years [20% Marks i.e. 0.5]							
≥ 0 years and < 3 years [0% marks i.e. 0]							
A4.5	<p>Technical Expert  Minimum qualification: Master in Electrical Eng. [25% Marks i.e. 1.25]  Experience:  experience as a lead role in power projects transaction advisory/power project  development (generation, transmission, distribution side)</p> <table border="1"> <tr> <td>≥ 10 years' [75% Marks i.e. 3.75]</td> </tr> <tr> <td>≥ 7 years and &lt; 10 years [60% Marks i.e. 3]</td> </tr> <tr> <td>≥ 5 years and &lt; 7 years [40% Marks i.e. 2]</td> </tr> <tr> <td>≥ 3 years and &lt; 5 years [20% Marks i.e. 1]</td> </tr> <tr> <td>≥ 0 years and &lt; 3 years [0% marks i.e. 0]</td> </tr> </table> <p>Experience in power-sector is essential.</p>	≥ 10 years' [75% Marks i.e. 3.75]	≥ 7 years and < 10 years [60% Marks i.e. 3]	≥ 5 years and < 7 years [40% Marks i.e. 2]	≥ 3 years and < 5 years [20% Marks i.e. 1]	≥ 0 years and < 3 years [0% marks i.e. 0]	5/5
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A4.6	<p>Project Cost Engineer  Minimum Qualification: Masters in Engg. (Civil) [25% Marks i.e. 1.25]  Experience:  Experience in evaluating engineering analysis from a cost perspective</p> <table border="1"> <tr> <td>≥ 10 years' [75% Marks i.e. 3.75]</td> </tr> <tr> <td>≥ 7 ys and &lt; 10 years [60% Marks i.e. 3]</td> </tr> <tr> <td>≥ 5 years and &lt; 7 years [40% Marks i.e. 2]</td> </tr> </table>	≥ 10 years' [75% Marks i.e. 3.75]	≥ 7 ys and < 10 years [60% Marks i.e. 3]	≥ 5 years and < 7 years [40% Marks i.e. 2]	5/5		
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	≥ 3 years and < 5 years [20% Marks i.e. 1]		
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7	Architect & Landscape Expert Minimum Qualification: Masters in Architecture [25% Marks i.e. 1.25]		5/5
	≥ 10 years' experience in designing infrastructure projects [75% Marks i.e. 3.75]	75%	
	≥ 7 ys and < 10 years [60% Marks i.e. 3]	60%	
	≥ 5 years and < 7 years [40% Marks i.e. 2]	40%	
	≥ 3 years and < 5 years [20% Marks i.e. 1]	20%	
	≥ 0 years and < 3 years [0% marks i.e. 0]	0%	
A	<ul style="list-style-type: none"> <li>Firms must achieve minimum 60% in every sub category otherwise disqualified for further process.</li> </ul>		Yes- Qualified



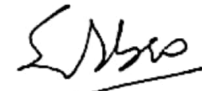
**(ABDUL HAMEED JAGIRANI)**  
Deputy Secretary (B&E-II), Finance Dept. GoS  
Member



**(ANIS AHMED KHAN)**  
Assistant Chief, P&D Dept. GoS  
Member



**(IMTIAZ ALI SHAH)**  
Managing Director (SEECA), Energy Dept. GoS  
Member / Secretary



**(SAIFULLAH ABRO)**  
Addl. Secretary (Power), Energy Dept. GoS  
Chairman