

Subject: **BIDS EVALUATION REPORT FOR BUSINESS FEASIBILITY & CONCEPT MASTER PLANNING OF THE LAHORE KNOWLEDGE PARK (LKP)**

Expression of interest for business feasibility and concept master planning of the Lahore Knowledge Park was invited through four national & four international leading newspapers in July 2014. EOI document, duly approved by the Steering Committee for Lahore Knowledge Park, and advertisement were uploaded on the web-sites of PPRA as well as Higher Education Department. A corrigendum was published in the newspapers for extension of deadline for submission of EOIs to the interested firms till 02nd September, 2014. In response, 13 Firms submitted their EOIs for the Consultancy Services of the Lahore Knowledge Park project, and 11 firms pre-qualified based on the marking criteria adopted by the Department.

2. A pre-proposal meeting was held on 17th October, 2014 in this regard, and Request for Proposal (RFP) was issued to the 11 interested Firms on 28th October, 2014. Seven (07) International Firms submitted their Proposals by the given time line.

3. Technical bids/ proposals were opened on 01st December, 2014 at 15.000 Hrs (PST) by the Committee in the presence of representatives of relevant Firms. Evaluation report of Technical Proposals was approved by the Consultant Selection Committee in its meeting held on 22nd December, 2014. The overall assessment of Technical Proposals is as under:-

S/No.	Bidder	Country	Rating (Technical Proposal)
1	Frost & Sullivan	UAE	81.81
2	META Group S.r.l.	Italy	75.68
3	NESPAK	Pakistan	72.12
4	Deloitte Touche Tohmatsu Limited	Pakistan	67.37
5	Gasulla	Spain	63.66
6	CERT Group of Companies	UAE	59.31
7	Chemie& Cluster Bayern	Germany	58.41

4. Four (4) out of seven (7) bidders successfully met the minimum requirement of qualifying marks i.e. 65 points in the Technical Proposal. All the Firms were communicated their results via e-mail as well as letters on 24th December, 2014. The technical standings of qualified firms (more than 65 points) are tabulated below:

S/No.	Bidder	Country	Rating (Technical Proposal)
1	Frost & Sullivan	UAE	81.81
2	META Group S.r.l.	Italy	75.68
3	NESPAK	Pakistan	72.12
4	Deloitte Touche Tohmatsu Limited	Pakistan	67.37

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5. The meeting of the Consultants' Selection Committee was held at 1500 Hrs (PST) on Dec 26, 2014 to open the Financial Proposals of the above qualified firms. The representatives of all the above firms except Meta Group, Italy attended the meeting. The detail of financial bids is as under:

S/No.	Bidder	Country	Quote (PKR)	Financial Standing	Financial Score
1.	Frost & Sullivan	UAE	26,797,421	100%	20.00
2.	NESPAK	Pakistan	84,334,868	32%	6.36
3.	Deloitte Touche Tohmatsu Limited	Pakistan	144,717,600	19%	3.70
4.	META Group S.r.l.	Italy	160,583,400	17%	3.34

6. In line with the conditions of the RFP; Technical Proposal has weightage of 80 % and the Financial Proposal shall be rated at 20% . Based on the above final standing of the firms that participated in the bidding process, a comparative statement is as under:

Standings	Bidder	Technical 100	Technical Weight (80)	Financial weight (20)	Total
First	Frost & Sullivan, UAE	81.81	65.44	20.00	85.44
Second	NESPAK, Pakistan	72.12	57.70	6.36	64.06
Third	META Group S.r.l., Italy	75.68	60.54	3.34	63.88
Fourth	Deloitte Touche Tohmatsu Limited, Pakistan	67.37	53.90	3.70	57.60

7. Based on the above report, the Consultant Selection Committee recommended the lowest bid of M/s Frost & Sullivan, UAE for business feasibility & concept master planning of the Lahore Knowledge Park. In pursuance of this recommendation, M/s Frost & Sullivan, UAE is declared as the lowest bidder with the highest number of marks.


 (Abdullah Khan Sumbal)
 Secretary, Higher Education