



Lahore Knowledge Park Company

(Higher Education Department)

Government of the Punjab, Pakistan

Invites

Expression of Interest

For

Transaction Advisory Services

For

Lahore Knowledge Park, Lahore

30th October 2015



Higher Education Department

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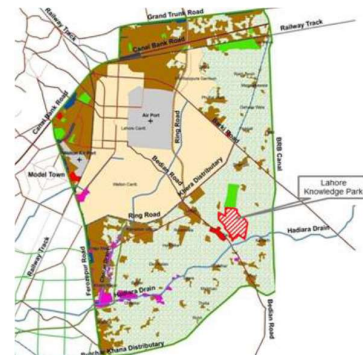
1. INTRODUCTION

1.1 BACKGROUND

- 1.1.1 The Lahore Knowledge Park Company (LKPC) is a public sector large scale organization duly registered with the SECP as a Section 42 (not-for-profit) Company under the Companies Ordinance 1984, through the Higher Education Department, Government of the Punjab, Pakistan.
- 1.1.2 LKPC's objective is to create linkages and synergy between academia, R&D Organizations and the corporate world in areas that feed into the knowledge industry by developing technopolis knowledge parks in the Punjab, Pakistan. The parks are to be state of the art holistic developments that are fully integrated into the community.
- 1.1.3 The Lahore Knowledge Park (LKP), LKPC's flagship project encapsulates the vision of the Chief Minister, Punjab (Pakistan) to make the Punjab and by extension Pakistan, South Asia's future hub for the Global Knowledge Economy.

1.2 LOCATION

- 1.2.1 The LKP shall be located on 802 acres Greenfield site, about 4.5 miles to the southeast of the Allama Iqbal International Airport. The areas immediately surrounding the LKP site are largely agriculture and semi-rurally character, and have been zoned for residential development in the Master Plan for Lahore. The site identified for the LKP is to be designated as a Special Development Zone as well as a Special Economic Zone within the applicable legal framework.



1.3 CONCEPT

- 1.3.1 The basic concept envisaged is to create hubs of related academic and select economic hubs. The LKP is to exist as a standalone entity, maintaining the traditional international park standards of “a space for collaboration between academia, R&D, and industry” and becoming a local vibrant center for commercial and recreational activities.
- 1.3.2 The HED/LKPC commissioned, M/s Frost & Sullivan (the “F&S”) to conduct the Concept Master Plan and Business Viability Study for the LKP. The Study demonstrates significant benefits of the development; in mitigating some of the economic growth challenges present in Punjab and sets out a larger context of Pakistan contributing to the global 21st century economy first by setting up LKP and then developing knowledge growth parks in different areas of Punjab..

- 1.3.3. F&S has, within the framework of collaboration between academia, R&D and Industry and relying on its situation analysis of relevant economic indicators, identified five economy growth hubs for the LKP through introducing well thought of proposed development zones.
- 1.3.4 The LKP is to focus on five key economic growth hubs that heavily rely on knowledge workers and include;
- (i) **Information & Communication Technology:** comprising of IT companies (software development, application development IT solution), shared services, and business process outsourcing;
 - (ii) **Life Sciences & Biotechnology:** has a great potential to create research breakthroughs and start-ups that would be building upon Punjab's strength as Pakistan's agricultural and textile epicenter;
 - (iii) **Engineering & Sciences:** Pakistan's best technical researchers are to go hand in hand with the establishment of business incubators specially catered for the commercialization of new technologies and products;
 - (iv) **Creative Industry:** inclusive of arts, media, and fashion designing; and
 - (v) **Professional and business services:** financial industry, and other professional and business services.
- 1.3.5 The proposed development Zones are broadly categorized into Education (campuses, applied science institute, elementary, business and high schools), Science & Innovation, Medium Density Housing, Central Business District and Green Areas for recreation, fitness, support facilities and utilities.

2. PURPOSE OF CONSULTANCY

2.1 PROPOSAL

- 2.1.1 The LKPC is issuing this EOI inviting reputable international firms or Consortiums/joint ventures with an international firm in the lead (which may include local firms) (hereinafter termed as the “Interested Parties” and or the “Consultant”) to submit their interest in the Transaction Advisory Services for the Lahore Knowledge Park.
- 2.1.2 The purpose is to enable the LKPC to successfully implement the Lahore Knowledge Park with a vision for the 21st century. It is proposed to undertake the specified tasks by organizing and sourcing consultancy services required for the project’s development at a fast and acceptable pace. It will be greatly facilitative to understand and appreciate the spirit and thereafter implement the project, with all its multifarious challenges. The LKPC looks forward to the consultant to move ahead in conformity with laid down procedures; and to carry out its ‘planning, organization and adequate resource management in order to bring about the successful completion of the project’s goals and objectives.

2.2 PURPOSE

The LKPC has already conducted a detailed feasibility study for the project based on the conceptual plans, which is to serve as a reference document for the proposed Transaction Advisor. This conceptual master plan has been accepted by the LKP board and endorsed by the Chief Minister of Punjab. The Funds have been allocated by Government of the Punjab to initiate the construction of the park for the fiscal years ending on 30 June, 2016, 2017 and 2018.

The following section identifies the principal activities that need to be carried out, but it should not be construed as the total set of activities required for the successful completion of tasks specified in the present TOR.

2.3 REQUIRED PRINCIPAL ACTIVITIES

After becoming familiar with all background documentation (Conceptual Plan for Knowledge and Growth Parks in the Province of Punjab and the LKP Conceptual Masterplan) and preparatory work conducted to date, the Consultants is expected to carry out the following activities in accordance with the objectives of the study:

1. LEAD GENERATION

- a) Develop a detailed **lead generation plan** after carefully identifying and evaluating prospective users for the economic growth hubs identified in the proposed LKP development zones below:
- Education (universities, applied science institute, elementary and high school)
 - ICT cluster
 - Life sciences & Bio Technology
 - Creative industry
 - Engineering and energy cluster
 - Residential cluster

- Business services activities within the LKP
- Commercial and cultural activities within the LKP
- Any other clusters that might emerge during the study

b) **Undertake lead generation activities** with potential tenants and investors, with view of signing of **Memorandum of Understandings (MOUs)** indicating the intention of the LKPC and the relevant companies to collaborate in developing the LKP.

2. STRUCTURE A COMPREHENSIVE LEGAL FRAMEWORK

- a) Develop the necessary documentation to propose the inclusion of the LKP as a **special development zone** within the meanings of the Lahore Development Authority Land Use Rules 2014 (within the meanings of the Lahore Development Act (Act No.XXX of 1975) and relevant laws applicable for such development and **special economic zone** under the Pakistan SEZ Act (Act No. XX of 2012) etc
- b) Identify different **leasing & building design options and development models** for land usage and planned development in the LKP;
- c) Develop the **bidding procedures and mechanisms for land leases tenders** as a follow-up on the lead generation procedures. The consultants are to draft the bidding procedures and mechanisms for land lease tenders for the economic growth hubs identified in the proposed LKP development zones as specified in point 1 above; and
- d) Propose the legal framework for **support & concessionary schemes** for potential tenants and investors for consideration and approval of the relevant regulatory bodies of federal and Punjab governments.

3. DEVELOP AND PROPOSE AN ADEQUATE SECURITY & SAFETY DESIGN PLAN

With safety being a major concern for domestic and international investors, the LKP has set out to position itself as the most secured business, commercial and residential location within Pakistan. Therefore, security and safety guidelines for people, environment and facilities have to be developed as they are to become an integral part of any investment by both the LKPC and investors in the LKP. The result of this part of the study is to be a LKP Security & Safety Design plan.

4. DEVELOP A BUSINESS PLAN FOR THE LKPC BUSINESS INCUBATOR AND BUSINESS SUPPORT SERVICES

The incubation of businesses within the LKP will be an essential element of LKP's success. Beyond support start-up, the LKPC is to provide business support services (e.g. business matching, business advisory, etc.) to companies that will be located within the LKP. The LKP business incubator is to collaborate closely with existing business incubators and established and planned ORICs with Lahore based universities.

5. PREPARE THE YEARLY FINANCIAL PLANS FOR NEXT 25 YEARS

Building forward on the above business plans (4) and further the developed financial plan for the next 25 years in the conceptual plan, the consultants are to update and refine the existing yearly financial plans based on inputs and insights obtained during the study (i.e. lead generation).

3. SELECTION CRITERIA

3.1 INSTRUCTIONS TO BIDDERS

- 3.1.1 The Consultants shall represent and warrant that they have the requisite expertise and adequate skills to provide the services as required by the LKPC.
- 3.1.2 A Consultant that has been engaged by the Client to provide goods, works or services other than consulting services for a project, and any of its affiliates, shall be disqualified from providing consulting services related to those goods, works or services. Conversely, a Consultant hired to provide consulting services for the preparation or implementation of a project, and any of its affiliates, shall be disqualified from subsequently providing goods or works or services other than consulting services resulting from or directly related to the Consultant's consulting services for such preparation or implementation.
- 3.1.3 A Consultant (including its Personnel and sub-consultants) or any of its affiliates shall not be hired for any assignment that, by its nature, may be in conflict with another assignment of the Consultant to be executed for the same or for another Client.
- 3.1.4 A Consultant (including its Personnel and sub-consultants) that has a business or family relationship with a member of the Client's staff who is directly or indirectly involved in any part of the preparation of the EOI of the assignment, or the short listing process for such assignment, may not be awarded a contract, unless the conflict stemming from this relationship has been resolved in a manner acceptable to Government of the Punjab throughout this short listing process.
- 3.1.5 The one original and two copies of the Proposal shall be placed in a sealed envelope clearly marked "EOI for Transaction Advisor for LKP ". The envelope shall bear the submission address and title of the Consultants,. The Client shall not be responsible for misplacement, losing or premature opening if the outer envelope is not sealed and/or marked as stipulated. This circumstance may constitute a case for rejecting the Proposal.
- 3.1.6 The Proposal, as well as all related correspondence exchanged by the Consultants and the Client, shall be written in English.
- 3.1.7 The Consultants shall bear all costs associated with the preparation and submission of their Proposals. The Client is not bound to accept any Proposal, and reserves the right to annul the short listing process at any time prior to announcement of the shortlisted bidders, without thereby incurring any liability to the Consultants.

3.2 SHORT LISTING

- 3.2.1 The Interested Parties will be shortlisted by rating their experience & standing and the credentials of the personnel/experts being employed for the Required Tasks. The complete rating criteria and relevant explanations are given below in this document. LKPC will invite technical and financial proposals only from the shortlisted Consultants.

3.3 ELIGIBILITY & EVALUATION CRITERIA

3.3.1 THE CANDIDATES MUST:

- a. Demonstrate experience in
 - a. tracking global and regional market trends in the major industries and sectors, developing lead generation plans and undertaking lead generation activities,
 - b. structuring comprehensive legal framework for requisite tasks,
 - c. proposing for implementation of an adequate Safety & Security Guidelines and
 - d. prepare financial plans along with making comprehensive insight of the holistic scenario for the achievement of set goals for the Project.
- b. Further portraying potential to analyze identified industries and recommend exploring opportunities, conducting baseline social and allied assessments of national economy growth hubs and proposed development zones by tracking opportunities for higher educationists and leveraging those in the proposed facilities through target corporate world by providing research & development, state of the art, facilities etc.
- c. Have experience of working on similar tasks/assignments – experience in developing countries and Regional experience will be an added advantage.

3.3.2 DOCUMENTS TO BE SUBMITTED:

- a. A cover letter from the duly authorized executive of the Consultants (international firm / consortium members and or joint venture partners having international firm in the lead).
- b. Documentary proof of valid legal entity of the Consultants (legal / corporate status in respective country-ies).
- c. Profile of the Consultant including registration with professional body (ies) of respective country (ies), relevant experience of the Required Tasks. In case of consortium/JV, copies of the agreement(s) indicating the nature of the association.
- d. Audited Balance Sheet for the previous 3 years of the lead Consultant (mandatory) as well as the associated organizations of the Consultant (optional).
- e. National Tax Number.
- f. A summary of qualifications and experience of the core team with complete CVs, and any other relevant information. Details of similar major assignments undertaken by the designated personnel (completed or ongoing with beginning and end dates of projects, contract value with name(s) of the respective clients). This information should be presented in a tabular format.
- g. All documents should be in English. Documents prepared in any other language must be translated into English and certified by a competent authority.
- h. Undertaking by the Consultant that it has not been blacklisted by any Government Agency/Authority.

Once all Consultants that have not submitted these items, or those that are non-compliant to the terms laid out in the EOI are deleted from the list, the remaining Consultants will be evaluated according to the following criteria:

Criteria	Maximum Score
Experience & standing	30
Personnel	70

Note: Any Consultant that scores less than 75 will not qualify.

A) EXPERIENCE & STANDING

A Consultant's ability to undertake any given assignment can be estimated by whether it has successfully executed a similar assignment in the past. For this, it is sufficient to evaluate only the relevant assignments completed successfully by the Consultant in the **last 10 years**. After selecting a suitable assignment, a corresponding weight is allocated from the table below:

Similarity	Rating	Relative Assignment		
		80% or More	60%-80%	Less than 60%
	Strong	1.00	0.70	0.40
	Medium (70% of Strong)	0.70	0.49	0.28
	Weak (50% of Medium)	0.35	0.245	0.14

Component Score = Weight from table x 30 (max score)

B) PERSONNEL

The total marks for this section will be divided between proposed experts in equal proportions. The number of experts to be evaluated will be standardized for all firms (i.e. same number for all) and shall be decided by the Competent Authority, considering the complexity and magnitude of the assignment. Each expert proposed by the firm will be evaluated out of 100 on his/her relevant practical experience in a similar type of consultancy assignment:

Criteria	Maximum Score
Educational Qualifications	30
Number of years working on similar assignments	50
Number of projects on which similar tasks has been undertaken	20

For educational qualifications, 27 points will be awarded for a doctoral degree (PhD) or equivalent, 24 points for post Masters (Phil, etc.) degree, fellow members of professional bodies (accounts, marketing, engineering, legal etc.) or equivalent 21 points for Masters' degree, associate members of professional bodies or equivalent and 21 points for Bachelors' degree or equivalent. 3 additional points are earmarked for respective qualifications from 100 top rated international universities while **0 points will be given for any degree below Bachelors.**

A maximum of 50 will be awarded for 10 years' experience in the relevant field, i.e. 5 per year². **Firms having experience of less than 50% of the required level shall not be entertained.**

A maximum of 20 will be awarded for working in 5 projects of a similar nature, i.e. 4 marks per project.

The total score for the CV is added up to get T, after which the component score is calculated as follows:

$$\text{Component score} = \frac{T}{100} \times 70$$

C) FINAL RATING

The firm shall be finally evaluated based on above two criteria of Standing & Experience and Personnel and **any firm getting Less than 75 scored firm will not be short listed.**

4. DISCLAIMER

The Client reserves the right to modify, expand, restrict, discontinue with the project or reject any EOI within the meanings of the Punjab Procurement Rules 2014 as amended to date.

5. CONTACT INFORMATION

Please include the following contact details and append with the EOI.

5.1 GENERAL INFORMATION ABOUT CONSULTANT

Name of Company:	
Form of organization:	
Postal address:	
Telephone number (country and city code):	
Fax number, (country and city code):	
URL:	
Contact Person1:	
Telephone number:	
Mobile telephone number:	
Fax number:	
Email:	
Contact Person 2:	
Telephone number:	
Mobile telephone number:	
Fax number:	
Email:	

6. SUBMISSION OF PROPOSALS AND CLOSING DATE

- 6.1 The proposal should be submitted at the address given below till **15th December 2015 until 1600 Hrs (PST)**. The proposal will be opened in the office of the undersigned in the presence of representatives of interested parties who may wish to attend, on **15th December 2015 at 1630 Hrs (PST)**.

Mr. Shahid Zaman Mohmand,
Chief Executive Officer, LKPC /
Additional Secretary (P&B), HED,
Punjab Civil Secretariat, Lower Mall, Lahore.
Phone: +92 4299210034, + 92 42 99210037
Facsimile:+ 92 42 99210038
Website: <http://www.hed.punjab.gop.pk>
Email: aspng.hed@punjab.gov.pk
Copy email: so.dev.2.hed@gmail.com and rashid.lkpc@gmail.com

- 6.2 The envelopes must be sealed and clearly marked.
- 6.3 The client must send One original and two copies of all documents duly initialed by the authorized representative of the Bidder.
- 6.4 For further queries, please write to aspng.hed@punjab.gov.pk and CC all emails to: so.dev.2.hed@gmail.com and rashid.lkpc@gmail.com