

**RE-INVITATION  
REQUEST FOR EXPRESSIONS OF INTEREST  
(CONSULTING SERVICES)**

**SELECTION OF THIRD PARTY OPERATIONS REVIEW FIRM**

**NATIONWIDE ROLLOUT OF NATIONAL SOCIO ECONOMIC REGISTRY UPDATE**

Attention is invited to the Request for Expressions of Interest (REOI) Notice for subject consulting services that appeared in national dailies on 18<sup>th</sup> June 2017. The selection processes started through the said advertisement has been annulled and fresh Expressions of Interest are hereby invited. Any Consultant who had applied in the earlier process, are required to apply afresh.

Benazir Income Support Programme (BISP), established under BISP Act 2010 (No. XVIII of 2010), is the country's largest Social Safety Net Programme that caters for welfare of the poorest households across the country. Keeping in consideration the international best practices, the existing data of National Socio Economic Registry (NSER) that was established as a result of the previous Nationwide Poverty Scorecard Survey carried out during 2010/11, is being updated due to variant nature of the socioeconomic conditions that tend to lack its relevance over years. The ensuing update will help BISP in assessing welfare status of the existing beneficiaries as well as help in identifying new eligible families that need to enter the programme.

For updating the NSER, BISP has made a shift from Paper Based Personal Interviewing (PAPI) to **Computer Assisted Personal Interviewing (CAPI)** methodology. The targeting of the beneficiaries is being undertaken in two phases. In Phase – I, fifteen (15) districts across Pakistan have been surveyed at households' level by applying two approaches: desk registration (four districts) and door to door survey (15 districts including desk registration districts).

BISP intends to rollout Phase – II of NSER Update using CAPI approach. Where CAPI approach would not be feasible, **Paper Assisted Personal Interviewing (PAPI)** shall be used to ensure 100% coverage of the households across the country.

For the National Rollout of household Survey, one hundred and fifty six (141+15) districts across the country have been divided in the following eight (08) geographically contiguous clusters including districts of pilot phase. Details of the households and population estimates, are available on BISP's website ([www.bisp.gov.pk/procurement](http://www.bisp.gov.pk/procurement)):-

<b>Clusters</b>	<b>Clusters' Description</b>
Cluster – 1	Northern Punjab, AJK and ICT
Cluster – 2	Central Punjab
Cluster – 3	Southern Punjab
Cluster – 4	Khyber Pakhtunkhwa and Gilgit Baltistan
Cluster – 5	Upper Sindh and Bahawalpur Division
Cluster – 6	Karachi, Makran and Lower Balochistan
Cluster – 7	Upper Balochistan
Cluster – 8	FATA

BISP intends to carryout the Operations Review (OR) including “**Qualitative**” and “**Quantitative**” evaluations of the progress and performance of Survey Firms (Partner Organizations) that shall undertake survey in above clusters. OR Firm will undertake process evaluation and sample based spot checks to validate content quality and coverage of survey firms. The Pilot Phase of NSER comprising of fifteen (15) districts has already been completed, however, operations review through sample based spot checks of Pilot Phase would be needed.

BISP now hereby invites eligible Firms/Joint Ventures, duly registered with the Government, Income Tax and Sales Tax Departments, to indicate their interest for providing the required services. **Proofs of said registrations are required to be provided/ established in EOI Responses/Applications.** The Firms/Joint Ventures who are registered with provincial Sales Tax Department can also apply in the selection process, however, upon award of contract, if selected, the Firm/Joint Venture shall be required to get itself registered with Federal Board of Revenue/ ICT Sales Tax Department for seeking claims.

The eligible consulting firms are required to demonstrate/provide following requisite information to prove their qualification/eligibility to perform the assignment. In this regard, there are prescribed standards which have been mentioned in the **Instructions for the Consultancy Firms** which may be downloaded from the websites [www.ppra.org.pk](http://www.ppra.org.pk) or [www.bisp.gov.pk/procurement](http://www.bisp.gov.pk/procurement) where this REOI is also available. Consultancy firms are encouraged to provide materials/information that would be specific to the proposed services only by giving all the relevant details as required in the Instructions, and to avoid submitting generic promotional material. The unrelated or incomplete materials/information shall not be considered. The parameters for evaluating the EOI responses, are given against each requisite as under: -

- a) Complete historical profile of the organization/firm with the information i.e. incorporation certificate, experience, corporate profile indicating years of operations, core competencies, management structure & systems etc. Information related to the provincial/regional/field offices, permanent/intermittent staff, panel of experts etc. shall be a pre-requisite. **[Max. Score = 20]**
- b) Details of completed projects of similar nature, size and scale at national, provincial or regional level with requisite information i.e. project description, cost of the project, client, duration, number of field staff hired/mobilized & managed, type & scale of field mobilization, and type of association/JV if any. **[Max. Score = 40]**
- c) Geographical experience/presence of the firm of the firm at national, provincial or regional level. **[Max. Score = 15]**
- d) Demonstrated capacity/experience of conducting evaluations/assessments, third party reviews, field surveys, research, etc. **[Max. Score = 15]**
- e) Financial Soundness. For the said information, requirements & prescribed format have been given in the Instructions whose compliance is a must. **[Max. Score = 10]**

Firms interested to participate in a Joint Venture should submit all the required information as per above parameters in respect of each partner, which shall be assessed independently regardless of capacity/experience of the other partner. For firms who shall be in an arrangement of sub-consultant association, only the experience and capacity of lead firm, shall be assessed. However, such arrangement should be clearly mentioned in Expressions of Interest Response. The firms participating as sub-consultant association formation, the registration documents as required above, are required to be provided in respect of all partner firms confirming their eligibility.

A consultancy firm to cover entire Nationwide Rollout of NSER Update, will be selected through **“Quality & Cost Based Selection (QCBS) Method”** in accordance with the procedures set out in the Procurement of Consultancy Services Regulations 2010 issued by the Public Procurement Regulatory Authority, (as amended from time to time) which can be perused at the website: [www.ppra.org.pk/legal documents/regulations](http://www.ppra.org.pk/legal documents/regulations).

*Pursuant to the Clause 4 of Procurement of Consultancy Services Regulations 2010 viz. **Criteria for Eligibility of Consultants**, due to inherent Conflict of interest between Door-to-Door Survey & Third Party Operations Review of NSER Update, the firm(s) (i) who have either remained BISP's Partner Organization for Door-to-Door Survey in Phase – I of NSER Update, (ii) are being awarded contracts for any cluster (1-5) for Door-to-Door Survey, and (iii) the firms who shall be issued*

*Request for Proposals for Door-to-Door Survey activity for clusters 6, 7 & 8 of Nationwide Rollout of NSER Update; in any form i.e. either alone or as partner in an association/JV, shall be ineligible to participate in the process. Also, the firm (including its staff, experts and sub-consultants) shall have an obligation to disclose any situation of **actual** or **potential** conflict that impacts their capacity to serve the best interest of their Client, or that may reasonably be perceived as having this effect.*

Expressions of Interest response carefully prepared in accordance with the instructions provided in the EOI & instructions to Consultants, must be delivered in a written form to the address below (in person, or by post) by or before **1500 hours** on **22<sup>nd</sup> March, 2017**, which shall be opened on same day at **1530 hours** in the presence of representatives of consulting firms who may choose to be present.

The assignment title of the consultancy should be clearly written on the front of the envelope or in the subject line.

**Director (Procurement)**  
**BENAZIR INCOME SUPPORT PROGRAMME (BISP)**  
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**RE-INVITATION**

**INSTRUCTIONS FOR CONSULTANCY FIRMS**

**For Submission of**

**EXPRESSION OF INTEREST**

***“Third Party Operations Review of  
Nationwide Rollout of National  
Socio Economic Registry Update”***

**BENAZIR INCOME SUPPORT PROGRAMME  
GOVERNMENT OF PAKISTAN**

**March, 2018**

# INSTRUCTIONS

1. BISP invites eligible consultancy Firms/Joint Ventures with specific and proven competence and experience to indicate their interest in providing the intended services. Eligible firm(s) should submit Expression of Interest (**EOI**) in English language along with relevant complete details of their qualification and experience as requested hereunder: -
  - i. Name, address, Phone, Fax and E-mail address along with postal and telegraphic address for the head office, branch offices and contact personnel;
  - ii. Certificate of Incorporation/Registration with authorized government department(s) of consulting firm/association either Sub-consultants or Joint Venture, as Legal Entity. The **registration, including Memorandum of Association, Form A, Form 29 etc.**, shall be provided in respect of each associating firm of a joint venture or sub-consultant association formation. In case of INGOs/NGOs, their registration/clearance from Economic Affairs Division and/or Ministry of Interior, Government of Pakistan shall be a pre-requisite;
  - iii. Corporate Profile providing sufficient information/details in following, but not limited to, areas in respect of a consultancy firm/NGO/each associating firm of a joint venture: -
    - (a) Years of operations;
    - (b) Management Structure/Organogram & Systems of the firm with relevant information about Board/Directors etc.;
    - (c) Details of the technical personnel either as permanent or retainer staff with their qualifications and expertise in brief;
    - (d) Core competencies having related information in the areas, but not limited to, Socio Economic Surveys, Demographic Surveys, Research, Monitoring & Evaluations, Social Mobilization, Use of MIS/CAPI Technology;
    - (e) In-house systems apropos to Quality Assurance, Data Collection & Cleaning, Financial Management, Logistics Management etc.;
    - (f) Provincial/Regional/Field offices with relevant strength of staff & operational mechanisms;
  - iv. Certificates of National Income & Sales Tax Numbers and proof of Active Tax Payer, of the consultancy firm/NGO/joint venture firms. Copies of respective certificates must be provided/furnished;
  - v. Data Sheets of relevant (similar and specific experiences) assignments/works, duly substantiated, by the firm/NGO/joint venture's members either completed or in progress, with the following details. The

experience which shall not be provided with the required details shall not be taken into consideration while the profile of the firm/JV for shortlisting:

- a. Name of the Project
  - b. Cost of the Project
  - c. Name and address of the Client
  - d. If case of association of service providers, the names and address of all the partners
  - e. Start & Completion Date
  - f. Number of staff-months provided by the firm (in case of association/JV, by other partner firms)
  - g. Brief description of the services rendered
  - h. Field Mobilization. Necessary details such as how many maximum number of enumerators/field staff have been hired for various field based HHs data collection assignments, how the hiring process executed, how much time was consumed on engaging such human resource, how their retention/replacements were managed, how logistics and related support provided to human resource, how the issues related to their payments were resolved etc., should be provided/ explained.
- vi. Last three years audited financial accounts' statement of the consultancy firms/NGOs/joint venture. In addition of taking into account the audited statements, the consultancy firms/NGOs/joint venture must provide the financial details as per Annex – I with necessary documentary evidence as requisitioned therein, sound financial position of the consulting firm/NGO/JV Partners shall be judged in tandem on following parameters:

<b>3. FINANCIAL SITUATION</b>						
<i>INDIVIDUAL FIRM</i>						
<i>(Pak. Rs. in Million)</i>	Year 1 (2017)	Year 2 (2016)	Year 3 (2015)	Current Commitments	<b>Financial Resources</b>	
					Source	Amount (Rs. M)
Total assets						
Current assets						
Total liabilities						
Current liabilities						
Annual Turnover Data						
Net Working Capital (Current Assets - Current Liabilities)						
Net Worth (Total Assets - Total Liabilities)						
Average Annual Turnover					<b>Total</b>	

- vii. Any additional documents to support relevant experience of consultancy firm/NGO/joint venture;
- viii. In case of firms, participating in an association, sub-consultant or JV, original Letter(s) of Association from each associating partner, confirming the Lead Partner/Partner in Charge, on the letter head of a firm/partner duly signed and stamped, must be provided;

- ix. List and status of litigation/arbitration by the consultancy firm/NGO or any member of the joint venture(s) against a client, if any;
  - x. Affidavit from all the participating partners of the association confirming that: (a) applicant firm/NGO/joint venture(s) has never been blacklisted by any International, Government/Semi Government Organization and (b) All the information provided by the applicant firm/NGO/joint venture is correct.
  - xi. Firms/INGOs/NGOs are required to narrate/comment upon, in detail, about their previous experience(s) and constraints encountered thereof related, but not limited to, use of MIS Technology, collecting GPS Coordinates, etc., with local administrations and security agencies while executing field level data collection activities.
2. Interested firm(s) must provide lucid information as per above requirements indicating that they are qualified to perform above services and must provide only materials that would be specific to the proposed services, and to avoid submitting generic promotional material. Non-provision of requisite documentary evidences/ information as per Instructions of EOI Notice and those provided in this Instructions to Consultants, may lead to “Non-Responsiveness” of the firm’s/JV’s response/ application.
  3. An EOI Response/Proposal submitted, may be dropped at any time upto award of contract, if significant omissions/errors are found in the information submitted by the consultancy firm/NGO/joint venture.
  4. If the EOI response consists of more than one volume, the applicant must clearly number the volumes constituting the EOI and provide an indexed table of contents for each volume. All documents should be securely bound.
  5. Pursuant to the Clause 4 of Procurement of Consultancy Services Regulations 2010 viz. Criteria for Eligibility of Consultants, due to inherent Conflict of interest between Door-to-Door Survey & Third Party Operations Review of NSER Update, the firm(s) (i) who have either remained BISP’s Partner Organization for Door-to-Door Survey in Phase – I of NSER Update, (ii) are being awarded contracts for any cluster (1-5) for Door-to-Door Survey, and (iii) the firms who shall be issued Request for Proposals for Door-to-Door Survey activity for clusters 6, 7 & 8 of Nationwide Rollout of NSER Update; in any form i.e. either alone or as partner in an association/JV, shall be ineligible to participate in the process. Also, the firm (including its staff, experts and sub-consultants) shall have an obligation to disclose any situation of actual or potential conflict that impacts their capacity to serve the best interest of their Client, or that may reasonably be perceived as having this effect.
  6. Any further information/clarification by BISP can be sought.

**Director (Procurement)**  
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## Annex – I

The information is required in respect of a firm. In case of joint ventures, each Joint Venture Partner must provide the relevant information separately, and provide the Joint Venture Partner name below:

Joint Venture Partner: \_\_\_\_\_

**TABLE - 1**

<b>Criteria</b>		<b>Documents</b>	
<b>Requirement</b>		<b>Submission Requirements</b>	
The firm must demonstrate that it has the financial resources to meet:			
(a) its Total Financial Requirements for Current Contract Commitments, plus		As per Table - 4	
(b) Minimum Liquidity of Pak. Rs. <b>30.00 million</b> , in the form of cash/credit line with necessary supporting documents		As per Tables 3 & 4	

**TABLE – 2: Average Annual Turnover**

The information supplied should be the Annual Turnover of a firm or each member of a Joint Venture in terms of the amounts billed to clients for each year for work in progress or completed, converted to Pak Rs. at the specified exchange rate.

<b>Annual Turnover Data for the Last Three (03) Years</b>			
<b>Year</b>	<b>Amount Currency</b>	<b>Exchange Rate</b>	<b>Pak. Rs. Equivalent</b>
<b>Average Annual Turnover</b>			



**TABLE – 3: Availability of Financial Resources**

Firms should demonstrate sufficient financial resources, **through necessary documentary evidences**, comprising of Working Capital supplemented by credit line statements or overdraft facilities, issued by a Bank on its letterhead, and others to meet the financial requirements for

- (a) its current contract commitments, and
- (b) the contract of Third Party Operations Review of NSER Update.

Financial Resources		
No.	Source of financing	Amount (Pak. Rs.)
1	Working Capital	
2	Credit Line <sup>a</sup>	
3	Other Financial Resources	
Total Available Financial Resources		

<sup>a</sup> **To be substantiated by a letter from the bank issuing the line of credit.**

**TABLE – 4: Financial Requirements for Current Contract Commitments**

Firms should provide information on their current commitments on all contracts that have been awarded, or for which a letter of intent or acceptance has been received, or for contracts approaching completion, but for which an unqualified, full completion certificate has yet to be issued.

Current Contract Commitments						
No.	Name of Contract	Employer's Contact (Address, Tel, Fax)	Contract Completion Date	Outstanding Contract Value (X)	Remaining Contract Period in months (Y)	Monthly Financial Resources Requirement (X / Y)
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
Total Monthly Financial Requirement for Current Contract Commitments						Pak. Rs.. . . . .