

**PUBLIC PROCUREMENT REGULATORY
AUTHORITY (PPRA)**

CONTRACT AWARD PROFORMA – I

To Be Filled And Uploaded on PPRA Website In Respect
of All Public Contracts of Works, Services and Goods.

- NAME OF THE ORGANIZATION/DEPTT. IGNITE National Technology Fund
- FEDERAL / PROVINCIAL GOVT Federal Government
- 1. TITLE OF CONTRACT Provision of services to Manage National Incubation Center
- Islamabad
- TENDER NUMBER IGNITE/NIC-ISB/2022-23/0016/Proc
- BRIEF DESCRIPTION OF In-line with the vision to support youth by promotion of
entrepreneurship in Pakistan & transforming traditional business approach into an
innovative tech-oriented form, continuation of national incubation center Islamabad
has become a dire need
- TENDER VALUE PKR 549.97 Million
- ENGINEER'S ESTIMATE NIL
(for civil Works only)
- 2. ESTIMATED COMPLETION PERIOD 05 Years & 2 Months from the date of
commencement of Operations
- WHETHER THE PROCUREMENT WAS INCLUDED IN ANNUAL
PROCUREMENT PLAN? _____ Yes
- ADVERTISEMENT:
 - (i) PPRA Website IGNITE/NIC-ISB/2022-23/0016/Proc Yes (Federal
Agencies) (If yes give date and PPRA's tender number)
 - (ii) News Papers Business Recorder & Dunya News May 28, 2023 Yes
(If yes give names of newspapers and dates)
- TENDER OPENED ON (DATE & TIME) July 10, 2023 @ 1530
- NATURE OF PURCHASE _____ Local
- EXTENSION IN DUE DATE (If any) _____ No



- NUMBER OF TENDER DOCUMENTS SOLD NIL
(Attach list of Buyers)
- WHETHER QUALIFICATION CRITERIA WAS INCLUDED IN BIDDING/TENDER DOCUMENTS Yes Copy Enclosed
(If yes enclose a copy).
- WHETHER BID EVALUATION CRITERIA WAS INCLUDED IN BIDDING/TENDER DOCUMENTS _____ Yes
(If yes enclose a copy).
- WHICH METHOD OF PROCUREMENT WAS USED: - (Tick one)
 - a) SINGLE STAGE – ONE ENVELOPE PROCEDURE _____
 - b) SINGLE STAGE - TWO ENVELOPE PROCEDURE. _____
 - c) TWO STAGE BIDDING PROCEDURE. _____
 - d) TWO STAGE – TWO ENVELOPE BIDDING PROCEDURE. _____
- PLEASE SPECIFY IF ANY OTHER METHOD OF PROCUREMENT WAS ADOPTED WITH BRIEF REASONS (i.e EMERGENCY, DIRECT CONTRACTING, NEGOTIATED TENDERING ETC.)
- WHO IS THE APPROVING AUTHORITY Board of Directors
- WHETHER APPROVAL OF COMPETENT AUTHORITY WAS OBTAINED FOR USING A METHOD OTHER THAN OPEN COMPETITIVE BIDDING.
- NUMBER OF BIDS RECEIVED Four
- WHETHER THE SUCCESSFUL BIDDER WAS LOWEST BIDDER Yes
- WHETHER INTEGRITY PACT WAS SIGNED _____ Yes



**PUBLIC PROCUREMENT REGULATORY
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CONTRACT AWARD PROFORMA – II

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➤ NUMBER OF BIDDERS PRESENT AT THE TIME OF
OPENING OF BIDS Nine Representatives from four bidders

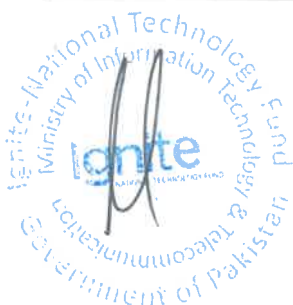
➤ NAME AND ADDRESS OF THE SUCCESSFUL BIDDER Pakistan Services
Limited (PSL), 1st Floor, NESPAK House, Sector G-5/2, Islamabad

➤ RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT
(i.e. 1st, 2nd, 3rd EVALUATED BID).

➤ First (1st)

➤ NEED ANALYSIS (Why the procurement was necessary?) YES

➤ IN CASE EXTENSION WAS MADE IN RESPONSE TIME, WHAT WERE THE
REASONS (Briefly describe) No extension was made



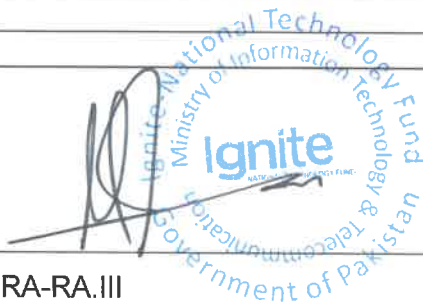
-: 2 :-

- WHETHER NAMES OF THE BIDDERS AND THEIR PRICES WERE READ OUT AT THE TIME OF OPENING OF BIDS Yes
- DATE OF CONTRACT SIGNING February 06, 2024 (copy of agreement attached)
- CONTRACT AWARD PRICE PKR 549.97 Million
- WHETHER COPY OF EVALUATION REPORT GIVEN TO ALL BIDDERS _____ **Yes**
(Attach copy of the bid evaluation report)
- ANY COMPLAINTS RECEIVED _____ **Yes**
(If yes result thereof)

Honorable Islamabad High Court & PPRA ruled in favor of PA

- ANY DEVIATION FROM SPECIFICATIONS GIVEN IN THE TENDER NOTICE/DOCUMENTS _____ **No**
(If yes give details)
- DEVIATION FROM QUALIFICATION CRITERIA _____ **No**
(If yes give details)

- SPECIAL CONDITIONS, IF **NIL**
- Any (Give Brief Description)



FINAL EVALUATION REPORT

(As per Rule 35 of PP Rules, 2004)

1. Name of Procuring Agency	<u>IGNITE National Technology Fund</u>
2. Method of Procurement	<u>RFP</u>
3. Title of Procurement	<u>Provision of Services to Manage Ignite National Incubation Center Islamabad</u>
4. Tender Inquiry No	<u>IGNITE/NIC-ISB/2022-23/0016/Proc</u>
5. PPRA Ref. No. (TSE)	<u>TS511822E</u>
6. Date & Time of Bid Closing	<u>July 10 2023, 1500 Hrs</u>
7. Date & Time of Bid Opening	<u>July 10 2023, 1530 Hrs</u>
8. No. of Bids Received	<u>02</u>
9. Criteria for Bid Evaluation	Attached as Annex – 1
10. Details of Bid Evaluation	Received proposals were evaluated w.r.t evaluation criteria as published in RFP document.

Name of Bidder	Marks		Evaluated cost (PKR)	Basis of Technical Rejection/Acceptance as per Rule 35 of PP Rules, 2004
	Technical *	Financial		
PSL	65.29	27	549,976,671/-	Most Advantageous Bidder
JAZZ	59.77	30	489,286,239	2 nd Most Advantageous Bidder

*Minimum qualification score was 70%

**Weighted average score

Signature: Usman Bin Tahir

Official Stamp


Criteria for BID Evaluation

Annexure – I

S. No.	Evaluation Criteria	Sub marks	Marks
1.	Profile of the Lead Bidder– (Form B2)		60
	a. Registered age	30	
	Each year of experience carries 3 marks. Experience of less than 5 years will carry no marks. Maximum marks = 30		
	<ul style="list-style-type: none"> i. 5 Years – 15 marks ii. 6 years – 18 marks iii. 7 years – 21 marks iv. 8 years – 24 marks v. 9 years – 27 marks vi. 10 years or more – 30 marks 		
	b. Financial Position -Net worth of the Lead Bidder (in Million PKR) (on the basis of last 3 years of audited financial accounts)	30	
	Net worth of less than Rs.200 Million carries no marks. Every additional Rs.10 Million in the Net Worth (most recent audited financial with period ended not older than 18 months) carries 1 mark. Maximum marks 30.		
2.	Physical Infrastructure - (Forms B3)		15
	a. Modifications in Layout (Form B3-1)	05	
	b. Quality/Class of brand-new Equipment (Software, Hardware, Electrical & other Appliances, Furniture, etc.) (Form B3-2)	10	
3.	Relevant Experience of the Firm/Bidder (Forms B4)		170
	a. Managing & running Incubator/Accelerator – Years in operation (Form B4-1). Each year of experience carries 3 points. Maximum Marks = 30	30	
	b. Successful Graduation of Start-ups (Form B4-2). Less than 40 startups graduated carry no points. Each 5 startups graduated carry 1 point. Maximum Marks = 30	30	
	c. Cumulative Verifiable Investment Raised by Start-ups (Form B4-3). Each PKR 100 Million raised carries 1 point. Maximum Marks = 30	30	
	Cumulative Verifiable Revenue Generated by Start-ups (Form B4-4).	30	

Each PKR 50 Million generated revenue carries 1 point.
Maximum Marks = 30

Partnership with an International Startup Ecosystem player (incubator/accelerator): Quality and Scale of involvement of international partner in execution of project – (Form B4-5) 50

4.	Proposed Methodology (Form B5)		135
	Outreach Plan		20
	Advertisements, Promotions, branding	10	
	Ability to create local & international collaborations with relevant entities	10	
	Start Selection and Graduation Criteria		30
	Start-up Selection Process & Criteria for Incubation Program	10	
	Start-up Selection Process & Criteria for Acceleration Program	10	
	Start-up graduation criteria	10	
	Incubation Cycle Activities		30
	Training & Mentorship Programs	5	
	Workshops & Events	5	
	Customized programs relevant to healthtech & deeptech and bespoke programs for women empowerment	10	
	Mentoring Strategy & Approach	5	
	Culture & Work Environment	5	
	Project Management Plan		20
	Program Charter	4	
	Gantt Chart & Timelines	4	
	M & E Process	4	
	Project Success, Scalability Plan etc.	4	
	Monitoring Mechanism & KPI's to assess the performance of Startup	4	
	Investor linkages		35
	Methodology/content for local investor education workshops	10	
	List of Venture Capitalists, Angel Funding, Private Equity etc. with which the bidder has raised funding in the past	10	

	Methodology for connecting investors and large businesses and corporations for engagement with startups for possible mergers/ acquisitions/ investments	10	
	Perks/Incentives and special discount offers such as AWS etc for Startups	5	
5.	Proposed Curriculum (Form B6)		50
	Objectives and outcomes	40	
	Quality of Curriculum content		
	Pedagogy and methodology		
	Faculty expertise and qualifications		
	Evaluation and assessment		
	All points carry equal marks		
	Number of incubators/accelerator where curriculum has been used (2.5 points for each incubator)	10	
6.	Proposed Project Team (Form B7)		60
	Qualification and Competence of the proposed Team Members—Full Time/Part time/ On-call (Forms B7)		
	Proposed Team Structure (Form B7-1)	10	
	Project Director Experience in startup ecosystem and Businesses (Form 7-2)	10	
	Qualifications, Total experience, and Professional Certifications/Memberships (Form 7-3)	20	
	iv. Proposed mentors/consultants/Experts (Form B7-4)	20	
	Total		490



Annexure-C: Declaration of Ultimate Beneficial Owners Information for Public Procurement Contracts

1. Name: Syed Muhammad Murtaza Zaidi
2. Father's Name/Spouse's Name: Syed Muhammad Saqlain Zaidi
3. CNIC/NICOP/Passport no.: 61101-1334675-5
4. Nationality: Pakistani
5. Residential address: House No 134, Street No 8, F-11/1, Islamabad
6. Email address: Murtaza@cybervision.com.pk
7. Date on which shareholding, control or interest acquired in the business: July 08, 2023
8. In case of indirect shareholding, control or interest being exercised through intermediary companies, entities or other legal persons or legal arrangements in the chain of ownership or control, following additional particulars to be provided:



1	2	3	4	5	6	7	8	9	10
Name	Legal form (Company/Limited Liability Partnership/Association of Persons/Single Member Company/ Partnership Firm/ Trust/Any other individual, body corporate (to be specified))	Date of incorporation/ registration	Name of registering authority	Business Address	Country	Email addresses	Percentage of shareholding, control or interest of BO in the legal person or legal arrangement	Percentage of shareholding, control or interest of legal person or legal arrangement in the Company	Identity of Natural Person who ultimately owns or controls the legal person or arrangement
Change Mechanics Pvt Ltd.	Company	27 th April, 2017	SECP	1st Floor, Paradise plaza, E11-2 Islamabad	Pakistan	masud@changemechanics.pk	50%	N/A	Change Mechanics Pvt Ltd.
Cyber Vision Tech Pvt Ltd.	Company	26th September 2017	SECP	1st Floor, Paradise Plaza, E11-2 Islamabad	Pakistan	murtza@cybervision.com.pk	50%	N/A	Cyber Vision Tech Pvt Ltd.



9. Information about the Board of Directors (details shall be provided regarding number of shares in the capital of the company as set opposite respective names).

1	2	3	4	5	6	7	8
Name and surname (In Block Letters)	LCNIC No. (in case of foreigner, Passport No)	Father's/ Husband's Name in full	Current Nationality	Any other Nationality (ies)	Occupation	Residential address in full or the registered/ principal office address for a subscriber other than natural person	Number of shares taken by each subscriber (in figures and words)
SAYYED AHMAD MASUD	61101-1452398-1	Muhammad Khalid Masud	Pakistani	N/A	Professional	House 266, Street 148 A, D 12/4, Islamabad	50% Fifty Percent
SYED MUHAMMAD MURTAZA ZAIDI	61101-1334675-5	Syed Muhammad Saqlain Zaidi	Pakistani	N/A	Professional	House No 134, Street No 8, F-11/1, Islamabad	50% Fifty Percent
Total number of shares taken (in figures and words)							100 % Hundred Percent



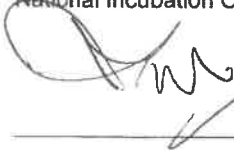

10. Any other information incidental to or relevant to Beneficial Owner(s).

The National Incubation Center in Islamabad will be managed jointly by Change Mechanics Pvt Ltd and Cyber Vision Tech Pvt Ltd. Both organizations hold an equal 50% ownership in the NIC Islamabad project.

Cyber Vision Tech Pvt Ltd is a registered private limited company under the Securities and Exchange Commission of Pakistan (SECP) with two shareholders: Syed Muhammad Murtaza Zaidi, who holds an 80% stake, and Hozaima Shafqat, who holds a 20% stake.

Similarly, Change Mechanics Pvt Ltd is also a registered private limited company under SECP with Sayed Ahmad Masud holding a 50% stake and Jawad Hamayun holding the remaining 50%.

Together, these two companies, with their respective shareholders, are responsible for managing the National Incubation Center in Islamabad.



Name & signature

Murtaza Zaidi,
CEO, CyberVision Tech Private Limited

(Person authorized to issue notice on behalf of the company)



Name & signature

Syed Ahmad Masud,
CEO, Change Mechanics Private Limited

(Person authorized to issue notice on behalf of the company)

