

PUBLIC PROCUREMENT REGULATORY
AUTHORITY (PPRA)
CONTRACT AWARD PROFORMA-I
(As Per Rule 47 of PP Rules, 2004)

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

NAME OF THE ORGANIZATION / DEPTT.	Pakistan Stone Development Company(PASDEC)
FEDERAL / PROVINCIAL GOVT. / OTHER	Not for Profit Section 42 Company working under Ministry of Industries and Production
TITLE OF CONTRACT	Hiring of Consultancy Firm for the Development of 5 Years Business Plan of Pakistan Stone Development Company [PASDEC]
TENDER NUMBER	TS486743E/01082022
BRIEF DESCRIPTION OF CONTRACT	The purpose of the assignment is to formulate a comprehensive business plan of the company with respect to existing operations of Machinery Pools, Mechanized Quarries, Marble cities, Common facility and Training Centre's (CFTCs) & Warehouses and Skill Development.
TENDER VALUE	Rs.847,500
ENGINEER'S ESTIMATE [for civil works only]	N/A
ESTIMATED COMPLETION PERIOD	within two [2] months
WHETHER THE PROCURMENT WAS INCLUDED IN ANNUAL PROCURMENT PLAN?	Yes
ADVERTISEMENT • PPRA Website (Federal Agencies)	Yes Date: 1 st August, 2022 Tender No. TS486743E
ADVERTISEMENT • News Papers	N/A
TENDER OPENED ON (DATE & TIME)	11:00 am on 17 th August, 2022
NATURE OF CONTRACT	Local
EXTENSION IN DUE DATE (if any)	No
NUMBER OF TENDER DOCUMENTS SOLD	Free of Cost
WHETHER QUALIFICATION CRITERIA WAS INCLUDED IN BIDDING / TENDER DOCUMENTS?	Yes
WHETHER BID EVALUATION CRITERIA WAS INCLUDED IN BIDDING / TENDER DOCUMENTS?	No
WHICH METHOD OF PROCUREMENT USED	Single -Stage-Two- Envelope Procedure
WHO IS THE APPROVING AUTHORITY	Chief Executive Officer [authorized for award of contract up to Rs.10 million]
WHETHER APPROVAL OF COMPETENT AUTHORITY WAS OBTAINED FOR USING A METHOD OTHER THAN OPEN COMPETITIVE BIDDING?	Yes
NUMBER OF BIDS RECEIVED	04
WETHER THE SUCCESSFUL BIDDER WAS LOWEST BIDDER	Yes
WETHER INTGRITY PACT WAS SIGNED	N/A

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PUBLIC PROCURMENT REGULATORY
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NUMBER OF BIDDERS PRESENT AT THE TIME OF OPENING OF BIDS	04
NAME AND ADDRESS OF THE SUCCESSFUL BIDDER	M/s Nouman Javed Hasnain Rashid [Chartered Accountants]. Office 108-111, 1 st Floor Eden Centre, 43-Jail Road Lahore, Pakistan
RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT (i.e. 1st, 2nd, 3rd EVALUATED BID)	1. M/s Nouman Javed Hasnain Rashid [Chartered Accountants] 2. M/s International Consulting Associate (Pvt.) Ltd 3. M/s Pakistan Institute of Management [PIM] 4. M/s Ijaz Tabussum & Co. [HLB]
NEED ANALYSIS	for the development of 5 years business plan of Pakistan Stone Development Company
IN CASE EXTENSION WAS MADE IN RESPONSE TIME, WHAT WERE THE REASONS	N/A
WHETHER NAMES OF THE BIDDERS AND THEIR PRICES WERE RAD OUT AT THE TIME OF OPENING OF BIDS	Yes
DATE OF CONTRACT SIGNING	15/09/2022
CONTRACT AWARD PRICE	Rs. 847,500/-
WETHER COPY OF EVALUATION REPORT GIVEN TO ALL BIDDERS	Comparative Statement Enclosed as Annexure-A
ANY COMPLAINTS RECEIVED	No
ANY DEVIATION FROM SPECIFICATIONS GIVEN IN THE TENDER NOTICE/DOCUMENT	No
DEVIATION FROM QUALIFICATION CRITERIA	No
SPECIAL CONDITIONS, IF ANY	N/A

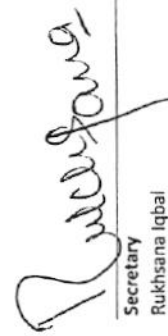
COMPARATIVE STATEMENT FOR HIRING OF CONSULTANCY FIRM FOR THE DEVELOPMENT OF 5 YEARS BUSINESS PLAN OF PAKISTAN STONE DEVELOPMENT COMPANY [PASDEC]

Technical and Financial bids opened on 17th August 2022 at 11:00am		Bidders										
Technical Evaluation Criteria		M/s Nouman Javed Hasnain Rashid [Chartered Accountants]		M/s International Consulting Associate (Pvt.) Ltd		M/s Pakistan Institute of Management [PIM]		M/s Ijaz Tabussum & Co. [HLB]				
S.No	Parameters	Max. Marks	Quoted	Marks Obtained	Quoted	Marks Obtained	Quoted	Marks Obtained	Quoted	Marks Obtained	Quoted	Marks Obtained
1	Total professional experience at least 10 years	20	2009 [13 yrs]	20	1986 [36 Yrs]	20	1954 [68 yrs]	20	1970 [52 yrs]	20		
2	Number of Technical Staff [CVs of each individual detailing qualification and relevant experience]	15	4 Individuals	7.0	4 Individuals	6.7	5 Individuals	8.3	9 Individuals	15		
3	Detail of similar assignments specifically related to marble and granite sector with at least 3 Government Organizations/Public Sector Entities etc.	15	3 Assignments, 5 Clients	15	0 Assignments, 8 Clients	7.5	0 Assignments, 7 Clients	7.5	0 Assignments, 3 Clients	7.5		
4	Proof to be on Active Taxpayer List (ATL) of FBR, Status as "Active" and hold a valid NTN / Income Tax Registration Certificate	10	Provided	10	Provided	10	Provided	10	Provided	10		
5	Affidavit that the firm is not blacklisted by any government/semi-government department	10	Provided	10	Provided	10	Provided	10	Provided	10		
Total Technical Marks		70		62.0		54.2		55.8		62.5		
Minimum Qualification Score 70% [49 Marks]				Qualified		Qualified		Qualified		Qualified		

Junior. Purchase Committee:

Note: After scrutiny of Technical proposals, the Junior Purchase Committee recommends the following mentioned bidders for the Development of 5 years Business Plan for Pakistan Stone

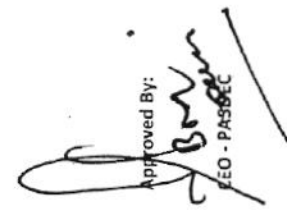
- 1 M/s Nouman Javed Hasnain Rashid [Chartered Accountants] Qualified
- 2 M/s International Consulting Associate (Pvt.) Ltd Qualified
- 3 M/s Pakistan Institute of Management Qualified
- 4 M/s Ijaz Tabussum & Co. [HLB] Qualified


Secretary
Rukhsana Iqbal
Manager - Proc


Member
Muhammad Bilal
Manager - Marketing


Member
Asad Ali
Deputy Manager - Planning


Member
Obaid Ur Rehman
Deputy Manager - Finance

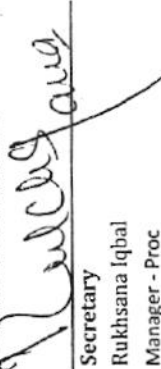

Approved By:
FEO - PASDEC

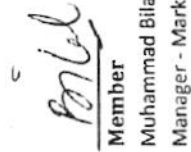
**HIRING OF CONSULTANCY FIRM FOR THE DEVELOPMENT OF 5 YEARS BUSINESS PLAN OF PAKISTAN
STONE DEVELOPMENT COMPANY [PASDEC]**

Financial bids opened on 19th August 2022 at 3:30PM

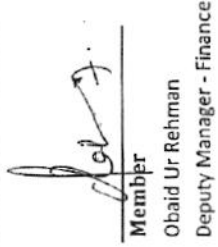
Name of Bidder	Terms and Conditions	Quoted Fee in PKR [inclusive of all taxes]	Financial Marks (Out of 30)	Technical Marks (Out of 70)	Total Marks (Out of 100)
1 M/s Nauman Javed Hasnain Rashid	NH, Bid Validity: 120 days	847,500	30	62.0	92.0
2 M/s International Consulting Associate (Pvt.) Ltd	Inclusive of out of pocket expenses i.e. Hotel stay, Air Travel, Car Rental Expenses, Printing, Communication and Stationery, Bid Validity 120 days	5,303,520	5	54.2	59.0
3 M/s Pakistan Institute of Management [PIM]	Transportation, boarding and meals of the consultants will be arranged by PASDEC. Bid Validity: 6 months	1,400,000	18	55.8	74.0
4 M/s Ijaz Tabussum & Co. [HLB]	Inclusive of out of pocket expenses, Bid Validity: 120 days	13,800,000	2	62.5	64.3
Note:					
Being most advantageous bidder, M/s Nauman Javed Hasnain Rashid is selected for the development of 5 years business plan of Pakistan Stone Development Company at the cost of Rs.847,500/- [inclusive of all taxes].					

Jr. Purchase Committee :


Secretary
Rukhsana Iqbal
Manager - Proc


Member
Muhammad Bilal
Manager - Marketing


Member
Asad Ali
Deputy Manager - Planning


Member
Obaid Ur Rehman
Deputy Manager - Finance

Approved By:


CEO - PASDEC

Annexure A

Contract No. BP/PASDEC-HO/15092022

Contract Price: Rs.847,500/-

DEVELOPMENT OF 5 YEARS BUSINESS PLAN OF PAKISTAN STONE DEVELOPMENT COMPANY [PASDEC]

THIS CONTRACT for the is made at this 15/09/2022 at Islamabad, by and between;

Pakistan Stone Development Company, having its registered office at 2nd Floor, ICCI Building, G-8/1, Islamabad, (Pakistan) (hereinafter referred to as the "Purchaser") and **M/s. Numan Javed Hasnain Rashid – Chartered Accountants** having its office # 108-111, 1st Floor, Eden Center, 43- Jail Road Lahore, (hereinafter referred to as the "Consultant"

WHEREAS the Purchaser floated tender as per PPRA Rules 2004, received competing bids from different quarters and found the bid furnished by the Consultant as most advantageous evaluated amongst all;

NOW, THEREFORE, after fulfilment of codal formalities both the Parties hereby agree to the terms and conditions given hereunder:

1) Scope of Work:

- i. Review the existing operations of the Company;
- ii. Review the laws, regulations, rules, circulations, guidelines and other directions issued by the Government applicable to the Marble & Granite sector;
- iii. Develop a comprehensive business plan including, but not limited to;
 - a. Situation Analysis of existing operations;
 - b. Need Assessment;
 - c. Streamlining the existing operations;
 - d. Deployment plan;
 - e. Market Analysis;
 - f. Competitive Analysis;
 - g. Marketing Strategies/plan;
 - h. Repair and maintenance;
 - i. Human Resource Management;
 - j. Financial planning;
 - k. New projects to be carried out in 5 years;
 - l. Performance measures;
 - m. Revenue stream;
 - n. Financial Feasibility including Profitability analysis, PLS Statement, Balance sheet, Ratio Analysis etc. and
 - o. Recommendations for sustainability and self-reliance.

2) Contract Price: The total value of the Contract is **Rs. 847,500/-** which includes all applicable taxes of the Goods and Services.

3) Delivery Schedule: The consultant shall submit the final draft of 5 years business plan to the Purchaser within **60 days** of the date of Contract.

4) Payment Methodology:

The payment shall be made to the Consultant as per the following schedule;

At the time of signing of the Contract	20% of the Bid value
After submission of 1 st draft of business plan	30% of the Bid value
After submission of final draft of business plan	50% of the Bid value

after the receipt of original invoices [inclusive of all taxes] duly completed in all respects and satisfaction of the Purchaser. All the taxes/duties shall be paid by the Consultant. In case of exemption of any of these duties/taxes, the benefit shall be transferred to the Purchaser.

5) Penalties/ Liquidated Damages:

6.1) In case of late submission, penalty @ 0.25% per day of the contract price shall be imposed on the consultant.