

3

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. _____ National Business Development Program for SMEs (NBDP-SMEDA)
- FEDERAL / PROVINCIAL GOVT. _____ Federal (Autonomous Body)
- TITLE OF CONTRACT _____ Procurement of Services for E-commerce Training & Incubation Support to Potential / Existing SMEs
- TENDER NUMBER _____ PID (L) 3487
- BRIEF DESCRIPTION OF CONTRACT _____ Procurement of services for e-commerce training & incubation in two
separate packages. Package 1 includes training & package 2 includes incubation support
- _____
- _____
- TENDER VALUE _____ PKR 25,000,000
- ENGINEER'S ESTIMATE _____
(for civil Works only)
- ESTIMATED COMPLETION PERIOD _____ 01 year
- WHETHER THE PROCUREMENT WAS INCLUDED IN ANNUAL
PROCUREMENT PLAN? _____ Yes _____ No Yes / No
- ADVERTISEMENT :
- (i) PPRA Website _____ Yes- (TS479959E) _____ Yes / No
(Federal Agencies) (If yes give date and PPRA's tender number)
- (ii) News Papers _____ 02, Jang & The News _____ Yes /
No
(If yes give names of newspapers and dates)
- TENDER OPENED ON (DATE & TIME) _____ May 20, 2022 @ 3:00 PM
- NATURE OF PURCHASE _____ Local _____ Local / International
- EXTENSION IN DUE DATE (If any) _____ No _____ Yes / No

- NUMBER OF TENDER DOCUMENTS SOLD None
(Attach list of Buyers)

- WHETHER QUALIFICATION CRITERIA WAS INCLUDED IN BIDDING/TENDER DOCUMENTS Yes Yes / No
(If yes enclose a copy).

- WHETHER BID EVALUATION CRITERIA WAS INCLUDED IN BIDDING/TENDER DOCUMENTS Yes Yes / No
(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 _____

- WHETHER APPROVAL OF COMPETENT AUTHORITY WAS OBTAINED FOR USING A METHOD OTHER THAN OPEN COMPETITIVE BIDDING.

- NUMBER OF BIDS RECEIVED 04 (02 for each package)

- WHETHER THE SUCCESSFUL BIDDER WAS LOWEST BIDDER Yes Yes / No

- WHETHER INTEGRITY PACT WAS SIGNED Yes Yes / No

**PUBLIC PROCUREMENT REGULATORY
AUTHORITY (PPRA)
(As Per Rule 47 of PP Rules, 2004)**

CONTRACT AWARD PROFORMA – II

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

➤ NUMBER OF BIDDERS PRESENT AT THE TIME OF
OPENING OF BIDS _____
01

➤ NAME AND ADDRESS OF THE SUCCESSFUL BIDDER _____
 Pacakage-1: M/s Extreme Commerce, 172-S, Shamas Center, PECHS Block 2, Tariq Road, Karachi

 Package-2: M/s Enablers Insight Pvt. Ltd., Plaza No. 25-A, Sector XX, Commercial Area, Phase-3, DHA Lahore

➤ RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT
(i.e. 1st, 2nd, 3rd EVALUATED BID).
 Pacakge 1: 1st (M/s Extreme Commerce)

 Package 2: 1st (M/s Enablers Insight Pvt. Ltd.)

➤ NEED ANALYSIS (Why the procurement was necessary?) _____ As per project scope
 encouragement of employment creation activities, SME capacity building and market
 linkages.

➤ IN CASE EXTENSION WAS MADE IN RESPONSE TIME, WHAT WERE THE
REASONS (Briefly describe) _____ N/A

- WHETHER NAMES OF THE BIDDERS AND THEIR PRICES WERE READ OUT AT THE TIME OF OPENING OF BIDS _____ Yes _____ Yes / No

- DATE OF CONTRACT SIGNING _____ Package 1: 14th June 2022 _____ Package 2: 14th June 2022
(Attach a copy of agreement)

- CONTRACT AWARD PRICE _____ Package 1: PKR 10,118,192 _____ Package 2: PKR 8,640,000

- WHETHER COPY OF EVALUATION REPORT GIVEN TO ALL BIDDERS _____ Yes _____ Yes / No
(Attach copy of the bid evaluation report)

- ANY COMPLAINTS RECEIVED _____ No _____ Yes / No
(If yes result thereof)

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

- DEVIATION FROM QUALIFICATION CRITERIA _____ No _____ Yes / No
(If yes give details)

- SPECIAL CONDITIONS, IF Any
(Give Brief Description)
_____ No _____

E-STAMP



E-Stamp ID : **PB-LHR-19447EFBE36664F**
Stamp Type : **Low Denomination**
Amount : **Rs 100/-**

Description : AFFIDAVIT - 4
Applicant : Extreme Commerce[10000-0000000-0]
Representative From : Company
Address : Lahore
Issue Date : 8-Jun-2022 5:31:40 PM
Delisted On/Validity : 15-Jun-2022
Amount in Words : One Hundred Rupees Only
Reason : Affidavit
Vendor Information : Faisal Faiz | PB-LHR-1514 | Firdous Market Gulberg



نوٹ: یہ درانزیکشن تاریخ اجرا سے سات دنوں تک کے لیے قابل استعمال ہے۔

C. FORM OF CONTRACT

Title: Procurement of Services for Ecommerce Training & Incubation Support to Potential / Existing SMEs

Package-1: Awareness and Training Program on Ecommerce

This CONTRACT (hereinafter called the "Contract") is made on the 14th June, 2022 between, on the one hand, **National Business Development Program for SMEs – (NBDP), 3rd Floor, Building # 3, Aiwan-e-Iqbal Complex, Egerton Road Lahore**, (Hereinafter called the "Client" which expression shall include the successors, legal representatives and permitted assigns) and, on the other hand, **M/s. Extreme Commerce, 172-S, Shams Center, PECHS Block # 2, Tariq Road - Karachi**, (hereinafter called the "Contractor" which expression shall include the successors, legal representatives and permitted assigns).

- WHEREAS
- (a) the Client has requested the Contractor to provide certain consulting services as defined in the General Conditions of Contract attached to this Contract (hereinafter called the "Services"); and
 - (b) the Contractor, having represented to the Client that they have the required professional skills, and personnel and technical resources, have agreed to provide the Services on the terms and conditions set forth in this Contract;

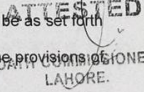
NOW THEREFORE the Parties hereby agree as follows:

1. The following documents attached hereto shall be deemed to form an integral part of this Contract:

- (a) The General Conditions of Contract;
- (b) The Special Conditions of Contract;
- (c) The following Appendices:
Appendix A: Terms of Reference
Appendix B: Reporting Requirements

2. The mutual rights and obligations of the Client and the Contractor shall be as set forth in the Contract, in particular:

- (a) The Contractor shall carry out the Services in accordance with the provisions of the Contract; and



E-STAMP



E-Stamp ID : **PB-LHR-1A5D1353F2D6AA2E**
Stamp Type : **Low Denomination**
Amount : **Rs 100/-**

Description : AFFIDAVIT - 4
Applicant : Extreme Commerce[10000-0000000-0]
Representative From : Company
Address : Lahore
Issue Date : 8-Jun-2022 5:31:40 PM
Delisted On/Validity : 15-Jun-2022
Amount in Words : One Hundred Rupees Only
Reason : Affidavit
Vendor Information : Faisal Faiz | PB-LHR-1514 | Firdous Market Gulberg



نوٹ: یہ درانزیکشن تاریخ اجرا سے سات دنوں تک کے لیے قابل استعمال ہے۔

(b) The Client shall make payments to the Contractor in accordance with the provisions of the Contract.

IN WITNESS WHEREOF, the Parties hereto have caused this Contract to be signed in their respective names in two identical counterparts, each of which shall be deemed as the original, as of the day, month and year first above written.

For and on behalf of

Witness
Signatures

Name: Syed Sohail Ahmed
Title: Program Director (MDU-1) NBDP

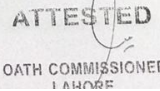
National Business Development Program for SMEs (Client)

Signature:
Name: Raja Hassahien Javed
Title: Project Director - NBDP (Seal)

Witness
Signatures
Name: M. Sameer Nawaz
Title: Accountant

For and on behalf of
Extreme Commerce
(Contractor)
Signature:
Name: Dr. Guifam Khan Khalid
Title: Head Extreme Commerce Incubation Network (ECIN)

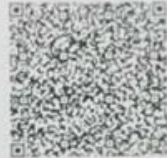
EXTREME COMMERCE
AUTHORIZED SIGNATURE





E-Stamp ID: **PB-LHR-CF3345EE3C4EFV35**
 Stamp Type: **Low Denomination**
 Amount: **Rs 200/-**

[Handwritten Signature]



Description: AGREEMENT MEMORANDUM
 Applicant: M/S Enablers Insight PVT LTD [00000-000000-0]
 Representative Form: M/S Enablers Insight PVT LTD
 Address: LHR
 Issue Date: 08-Jun 2022 03:24:15 PM
 Delished On/ Validity: 14-Jun-2022
 Amount In Words: Two Hundred Rupees Only
 Reason: Agreement
 Vendor Information: Rafiq Ahmad [PB-LHR-965] Ferozpur Road Lahore



نوٹ: یہ ٹرانزیکشن تاریخ اجرا سے سات دنوں تک کے لیے قابل استعمال ہے۔

C. FORM OF CONTRACT

Title: Procurement of Services for Ecommerce Training & Incubation Support to Potential / Existing SMEs

Package-2: Ecommerce Development Support through Incubation Centers

This CONTRACT (hereinafter called the "Contract") is made on the 14th June, 2022 between, on the one hand, **National Business Development Program for SMEs – (NBDP), 3rd Floor, Building # 3, Aiwan-e-Iqbal Complex, Egerton Road Lahore**, (Hereinafter called the "Client" which expression shall include the successors, legal representatives and permitted assigns) and, on the other hand, **M/s. Enablers Insight Pvt. Ltd., Plaza # 25-A, Sector XX, Commercial Area, Phase-3, DHA Lahore**, (hereinafter called the "Contractor" which expression shall include the successors, legal representatives and permitted assigns).

WHEREAS

- (a) the Client has requested the Contractor to provide certain consulting services as defined in the General Conditions of Contract attached to this Contract (hereinafter called the "Services"); and
- (b) the Contractor, having represented to the Client that they have the required professional skills, and personnel and technical resources, have agreed to provide the Services on the terms and conditions set forth in this Contract;

NOW THEREFORE the Parties hereby agree as follows:

1. The following documents attached hereto shall be deemed to form an integral part of this Contract:
 - (a) The General Conditions of Contract;
 - (b) The Special Conditions of Contract;
 - (c) The following Appendices:
 Appendix A: Terms of Reference
 Appendix B: Reporting Requirements
2. The mutual rights and obligations of the Client and the Contractor shall be as set forth in the Contract, in particular:
 - (a) The Contractor shall carry out the Services in accordance with the provisions of the Contract; and
 - (b) The Client shall make payments to the Contractor in accordance with the provisions of the Contract.

IN WITNESS WHEREOF, the Parties hereto have caused this Contract to be signed in their respective names in two identical counterparts, each of which shall be deemed as the original, as of the day, month and year first above written.

For and on behalf of

Witness

Signatures

Name: Syed Sohail Ahmed
 Title: PD-MDU-1 (NBDP)

National Business Development Program for SMEs (Client)

Signature: [Signature]

Name: Raja Hassanien Javed
 Title: Project Director - NBDP
 (Seal)

Witness

Signatures

Name: Syed Mohsin Raza
 Title: Account Officer

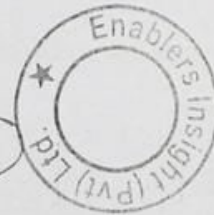
For and on behalf of

Enablers Insight Pvt. Ltd.

(Contractor)

Signature: [Signature]

Name: MR. FAISAL AZHAR
 Title: CHIEF EXECUTIVE OFFICER



ATTESTED
 MAOQOOR AHMAD ADVOCATE
 OATH COMMISSIONER
 HIGH COURT LAHORE

EVALUATION REPORT

(As Per Rule 35 of PP Rules, 2004)

1.	Name of Procuring Agency:	National Business Development Program for SMEs (SMEDA)
2.	Method of Procurement:	PPRA's Clause 36 (b)
3.	Title of Procurement:	Procurement of services for ecommerce training & incubation support to potential / existing SMEs
4.	Tender Inquiry No:	697
5.	PPRA Ref. No. (TSE):	479959
6.	Date & Time of Bid Closing:	20-05-2022 at 2:00 PM
7.	Date & Time of Bid Opening:	20-05-2022 at 3:00 PM
8.	No of Bids Received:	04. (02 against Package-1 and 02 against Package-2)
9.	Criteria for Bid Evaluation:	70% Technical Marks and 30% Financial as Per Detail in Tender Document
10.	Details of Bid(s) Evaluation:	Detail is as under

Name of Bidder	Marks		Evaluated Cost (Rs).	Rules/Regulation/SBD* /Policy/Basis for Rejection / Acceptance as Per Rule 35 of PP Rules, 2004
	Technical (70%)	Financial (30%)		
Package -1: Awareness and Training Program on Ecommerce				
M/s. Extreme Commerce	66.01	30	12,273,089	Most advantageous bidder for Package-1.
M/s. Enablers Insight Pvt. Ltd	66.22	5.65	65,075,000	-
Package-2: Ecommerce Development Support through Incubation Centers				
M/s. Enablers Insight Pvt. Ltd	67.13	30	10,800,000	Most advantageous bidder for Package-2.
M/s. Extreme Commerce	66.71	29.63	10,931,652	-

Most Advantageous Bidder Package-1: M/s Extreme Commerce

Most Advantageous Bidder Package-2: M/s Enablers Insight Pvt. Ltd.

1. Any other additional / supporting information, the procuring agency may like to share.

Signature:

Official Stamp:

*Standard Bidding Document (SBD).



b) Commercial Evaluation
It will be examined in detail whether the bids comply with the commercial / contractual conditions of the Bidding Documents.

17.8 Technical Evaluation Criteria: (Total Marks 100)

Each package will be evaluated separately. Technical proposals will be evaluated as per the criteria given against each Package.

Technical Evaluation Criteria

"Package - 1 - Awareness and Training Program on Ecommerce"

#	Evaluation Components	Marks
A.	Post Registration Experience: (Use Annex-B for provision of relevant information) Maximum marks for 03 years' experience or more relative marking for others	05
B.	Geographical Presence of Training Centres: (Use Annex-P-1-B-1 for provision of relevant information) Maximum Marks for 05 or more cities, relative marking for others	10
C.	Relevant Experience: (Use Annex-P-1-C for provision of relevant information) Description Maximum marks for training 200 beneficiaries under third party contract of 100 hrs training or above on topics relevant to the assignment, relative marking for others	30
D.	Proposed Content Outline for 03 Months Training Program: (Use Annex-P-1-C-1 for provision of relevant information) Description Detailed training course outline, reading material, quizzes, assignments, audio video aids etc. relevant to training topic	15
E.	Implementation Methodology: (Use Annex-P-1-D for provision of relevant information) Description Project Implementation and Execution Approach, Beneficiary Mobilization Strategy both for Physical & Online Awareness Sessions, and 03-Months Training Program	20
F.	Trainer / Instructors: (Use Annex-P-1-E for provision of relevant information) Maximum marks for proposed 06 instructors having at least 03 years relevant experience	10
G.	Organizational Financial Strength: (Use Annex-P-1-F for provision of relevant information) Maximum marks for average annual turnover of PKR 20 million for last 03 years or above relative marking for others	10

Procurement of services for ecommerce training and incubation support to potential / existing SMEs 7

Technical Evaluation Criteria

"Package-2- Ecommerce Business Development Support through Incubation Centers"

#	Evaluation Components	Marks
A.	Post Registration Experience: (Use Annex-B for provision of relevant information) Maximum marks for 03 years' experience or more relative marking for others	10
B.	Geographical Presence of Incubation Centres: (Use Annex-P-2-B-1) for provision of relevant information) Maximum Marks for 05 or more cities, relative marking for others	10
C.	Relevant Experience: (Use Annex-P-2-C for provision of relevant information) Maximum marks for facilitating 60 Ecommerce Start-ups in last 02 years, relative marking for others	30
D.	Implementation Methodology: (Use Annex-P-2-D for provision of relevant information) Description Strategy for Beneficiary Mobilization and Selection Proposed Services for Ecommerce Startups / Entrepreneurs for 03 months Beneficiary Business Growth and Sustainability Strategy	30
E.	Relevant Expert: (Use Annex-P-2-E for provision of relevant information) Maximum marks for proposed 02 experts having at least 03 years relevant experience for given 05 incubation centres, relative marking for others	10
F.	Organizational Financial Strength: (Use Annex-P-2-F for provision of relevant information) Maximum marks for average annual turnover of PKR 20 million for last 03 years or above relative marking for others	10

17.8 Evaluation Method
The bids will be evaluated as per the following method:

17.8.1 Technical Evaluation
The firms achieving Minimum 70% score in technical evaluation in respective package will be eligible for financial evaluation.

17.8.2 Criteria for combined evaluation of the proposal

A. Technical Evaluation: 70%

B. Financial Evaluation: 30%

17.8.3 Evaluated Bid Price
In evaluating the bids, the Client will determine for each bid in addition to the Bid Price, the following factors (adjustments) in the manner and to the extent indicated below to determine the Evaluated Bid Price:

Making any correction for arithmetic errors pursuant to Sub-Clause 17.4 hereof.

Procurement of services for ecommerce training and incubation support to potential / existing SMEs 8

BIDDING DATA

No. of IB Ref.	Amendments of, and Supplements to, Clauses in the Instructions to Bidders
1.1	Name of Client: National Business Development Program for SMEs (NBDP) Brief Description of Services: Procurement of services for ecommerce training and incubation support to potential / existing SMEs
5.1	(a) Client's address: National Business Development Program for SMEs (NBDP) 3 rd Floor, Building # 3, Awan-e-Iqbal Complex, Egerton Road, Lahore Tel: (042) 111-111-466, Fax: (042)-36304926-27 (b) Project Director's address: National Business Development Program for SMEs 3 rd Floor, Building # 3, Awan-e-Iqbal Complex, Egerton Road, Lahore Tel: (042) 90204719, Fax: (042)-36304926-27 Email: nb@nbdc.org.pk
10.3	Bid shall be quoted entirely in Pak. Rupees. The payment shall be made in Pak. Rupees.
11.2	The bidder has the financial, technical and supervision capabilities necessary to perform the contract. Bidder should: • Be registered for having legal status. • Must be on the Active Tax Payers list of FBR. • Must have Training / Incubation Centers as the case may be, in at least 03 cities. • Not financed by any government or semi government institution. To provide undertaking as per Annexure - G.
13.1	Amount of Bid Security: 2% of the total bid Price
14.1	Period of Bid Validity: 60 days
14.4	Number of Copies of the Bid to be submitted: One original and one copy
14.6	(a) Client's Address for the Purpose of Bid Submission: National Business Development Program for SMEs (NBDP) 3 rd Floor, Building # 3, Awan-e-Iqbal Complex, Egerton Road, Lahore Tel: (042) 111-111-466, Fax: (042)-36304926-27
15.1	Deadline for Submission of Bids: May 20, 2022
17.1	Venue, Time, and Date of Bid Opening: Venue: National Business Development Program for SMEs (NBDP) 3 rd Floor, Building # 3, Awan-e-Iqbal Complex, Egerton Road, Lahore Tel: (042) 111-111-466, Fax: (042)-36304926-27 Date: May 20, 2022 Time: 03:00 PM

Procurement of services for ecommerce training and incubation support to potential / existing SMEs 11