

**PAKISTAN REVENUE AUTOMATION (PVT) LIMITED**

**TENDER DOCUMENT NO. P-11/2025**

**REQUEST FOR PROPOSAL (RFP)**

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**HIRING OF FIRMS / COMPANIES FOR PROVIDING TECHNICAL EXPERTS IN THE FIELD OF DATA  
ANALYTICS AND SOFTWARE PROGRAMMING**

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**May 2025**



Online (e-bid) shall be submitted only at e-PAK Acquisition & Disposal System (EPADS), on or  
before 11:00 AM, **26<sup>th</sup> May 2025**.

In case of any query, please contact Phone: (+92)51-9259353

Or visit

**Admin & HR Department (Procurement Wing)**

**Pakistan Revenue Automation (Private) Limited,**

Software Technology Park, 2nd Floor, Service Road (North), Sector I-9/3, Islamabad

Email: at [procurement@pral.com.pk](mailto:procurement@pral.com.pk), Website: [pral.com.pk](http://pral.com.pk)



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## 1. INVITATION TO BID:

Pakistan Revenue Automation (Private) Limited (acronym – PRAL). PRAL is a private limited Company registered under section 32 of the company's ordinance, 1984 (XLVII of 1984). PRAL is working with federal and provincial tax and revenue agencies to provide wide variety of tax and revenue collection automation solutions, since its incorporation in June, 1994. Online (e-bids/proposals) are invited from firms / companies to provide the technical experts in the field of Data Analytics and software programming. The selected firm(s) will be engaged under a Master Service Agreement (MSA).

All interested and eligible bidders are requested to go through the RFP document and provide the relevant information and supporting documents mentioned in this document.

## 2. INSTRUCTIONS TO BIDDERS:

The selection of company/firm will be based on **the Quality and Cost Based Method** through **Single Stage Two Envelopes** bidding procedure. The Bidder is expected to examine all instruction forms, terms and specifications in the bidding documents. Failure to furnish all information required by the bidding documents and/or to submit a bid not substantially responsive to the bidding documents will be at the bidder's risk, which may result in rejection of bid.

- 2.1 The PDF copy of the Technical and financial proposal/bid along with the bid security shall only be submitted online on EPADS no hardcopy shall be entertained.
- 2.2 In the first instance, the "Technical bid/Proposal" shall be opened for technical evaluation and the "Financial Proposal" shall remain unopened in the system.
- 2.3 PRAL shall evaluate the Technical Proposal in a manner prescribed in section-8 given in the document, without reference to the price and condition PRAL shall reject any proposal which does not conform to specified requirements.
- 2.4 During the technical evaluation, no amendments in the Technical Proposal shall be permitted.
- 2.5 After evaluation of the technical proposals, PRAL shall open the financial proposals of the technically responsive bids online, and shall communicate the date, time & venue through system in advance, within the bid validity period.
- 2.6 The financial bids whose technical bids declared non-responsive, shall not be opened.
- 2.7 The Technical and Financial Proposal will be evaluated based on PRAL's evaluation criteria as provided in section-08 and 09 of this document.
- 2.8 This document has different sections carrying information on eligibility, technical evaluation criteria, Scope of work/Term of Reference, conditions of RFP and form of contract etc. to assist the potential bidders to develop their technical proposals.
- 2.9 Minimum passing marks are 75 in technical evaluation, along with a compulsion to obtain full marks in Serial # 3 of Annexure-C, which shall be considered as technically qualified.
- 2.10 Contract shall be awarded on quality and cost-based method with combined evaluation of the Technical and Financial Proposals. The weightage of technical proposal shall be 70% and 30 % weightage shall be given to financial proposal.



- 2.11 PRAL has the right to visit business premises to verify the information shared in RFP documents. Bidder presenting information intentionally incorrectly or fraudulently will be disqualified.
- 2.12 PRAL reserves the right to award or not to award the contract and bidders who fail to submit complete and attach all the relevant documents shall be disqualified. No bid shall be accepted in hardcopy.
- 2.13 Bidders to strictly ensure that their bid documents are submitted before the closing time and date of the tender, else the system will not accept the bids after the closing time.
- 2.14 Questions about the bidding document can be made only in writing through EPADS or Email: at [procurement@pral.com.pk](mailto:procurement@pral.com.pk) and must be asked on or before COB **May 16, 2025**.
- 2.15 Although adequate thought has been given in the drafting of this document, errors such as typos may occur for which PRAL will not be responsible.
- 2.16 Firms/Companies cannot apply by forming a consortium (both local or International firms/Companies).
- 2.17 In case the bid opening day falls on a public holiday, the next working day shall be considered as the opening day for the same.
- 2.18 In case of any disruption/failure in submitting the bid on EPADS, PRAL shall not be held liable, since the EPADS is owned and operated by PPRA.
- 2.19 In case of any disruption observed on the day of bid opening due to any reason related to server/internet connectivity, the next working day shall be considered as the opening day for the same.
- 2.20 The firms / companies shall have required skills, expertise and team by which it can solely and exclusively supply all services/deliverables as specified in the bidding document without assigning it to any other individual/firm and hence shall not propose any "Joint Venture" in its bid. A company / firm offering services through joint venture with any other individual/firm shall be rejected.
- 2.21 The Procuring Agency, at its discretion, may extend "Deadline for Submission of Bids". In such case, all rights and obligations of the Procuring Agency and Bidders previously subject to the deadline shall thereafter be subject to the extended deadline.
- 2.22 The bidder should be a registered supplier on the e-Pak Acquisition & Disposal System (EPADS) to participate in the subject tender. To register electronically suppliers can visit <https://eprocure.gov.pk/#/supplier/registration>
- 2.23 The scanned copy of the Bid Security to be uploaded along with the online bid and the hardcopy of the bid security and original copy of the Affidavit shall only be submitted at PRAL office, Procurement Department, Software Technology Park, 2<sup>nd</sup> Floor, Service Road North, Sector I-9/3, on or before 11:00 AM 26<sup>th</sup> May 2025.
- 2.24 Alternate bidding proposals are not allowed, if a bidder submits more than one technical or financial proposal against the assignments, all proposals of that bidder shall be rejected.

### **3. CONDITIONS FOR ELIGIBILITY:**

The bidders, fulfilling the following criteria, will be considered eligible for the bidding process.



- 3.1 Evidence of the bidding firm/company's registration/Incorporation is required (Copy of certificate of incorporation/company registration certificate is required)
- 3.2 Have National Tax Number (NTN) and GST/ PST (if applicable) in the name of Organization (Provide a copy of registration)
- 3.3 Should be active taxpayer on the date of submitting the bid. (Status report must be provided)
- 3.4 Affidavit on stamp paper, declaring that the Consultancy company/Firm is not blacklisted by any autonomous body/government/semi government or any organization. (Affidavit on stamp paper original signed & stamped).
- 3.5 Registration with P@SHA / PSEB.

If bidder fails to provide above mentioned information using "Eligibility Criteria Checklist" (Annexure B), they shall be dis-qualified and declared ineligible from the bidding process and its technical evaluation will not be carried out.

#### **4. SCOPE OF THE PROJECT/TERMS OF REFERENCE:**

The scope of the project includes the provision of technical experts in the fields of **Data Analytics** and **Software Programming**. The selected firm(s) will be responsible for:

- Providing highly skilled technical expert teams for in-sourcing.
- Ensuring the delivery of high-quality services as per the requirements of Pakistan Revenue Automation Private Limited.
- Complying with all contractual obligations, including timelines and quality standards.
- The firm(s) must have a proven record in delivering high quality expertise and must meet the financial and technical requirements outlined in this document.

The required resources for PRAL will be delivered in the form of dedicated teams, as outlined below. PRAL will onboard the personnel collectively on a team-wise basis. For instance, each Data Analytics Team will comprise 15 members, and all 15 team members will be deployed together as a complete unit. The same approach will be followed for the Software Development Teams.

PRAL will, in collaboration with the vendor, conduct Quarterly Business Reviews (QBRs) to assess the performance of each team with the vendor based upon mutually agreed metrics. If a team does not provide adequate performance as assessed in the QBR, PRAL may choose to either ask the vendor to replace one or more resources within the team or replace the entire team or cancel the entire team.

This RFP is divided into three lots: Lot 1 for Data Analytics and Lot 2 for .NET Software Development and Lot 3 for Java Software Development. Bidders may choose to bid on one, two or all three lots. The technical evaluation criteria will be applied separately for each lot and the Financial bids will also be evaluated separately for each lot.

##### **LOT 1: Data Analytics Teams**

##### **DA Team (Count: 15 Resources)**

The objective of this team will be to develop Data Analytics and Machine Learning based solutions as per PRAL requirements. The selected team will be part of a wider team of PRAL resources.



| Role                                 | Skillset  | Resources | Experience |
|--------------------------------------|---|-----------|------------|
| Team Leader                          | Deep technical knowledge and understanding of the different tech components related to Machine Learning Projects Delivery and Data solution development (Python, Spark, Oracle BI, Oracle Database, MS SQL Server, Oracle Data Integrator). Ensure Data Analytic solution is architected ensuring compliance to Data Quality, Governance, Lineage and proficient data storage form Project management skills including driving the plan, design, and execution of the projects. | 1         | 10+ Years  |
| Senior Data Scientist                | Performs exploratory data analysis in Python/R, Statistical Analysis & Traditional Machine Learning and Modelling. Develop scalable data preparation & feature engineering modules. Python, Statistical Analysis & Traditional Machine Learning and Modelling.  | 2         | 5-8 Years  |
| Data Scientist / ML Engineer         | Performs exploratory data analysis in Python/R, Statistical Analysis & Traditional Machine Learning and Modelling. Develop scalable data preparation & feature engineering modules. Python, Spark, PySpark, Spark Deltas, and related technology platforms  | 2         | 2-4 Years  |
| BI Specialist                        | Design dashboards using tools like Oracle BI for policy and design making<br>Convert complex data into visual insights<br>Works in close liaison with Data Scientists   | 2         | 2-4 Years  |
| Data Engineer                        | Designs, builds and maintain data pipelines in SQL, Data Modelling, Oracle Data Integrator.   | 2         | 2-4 Years  |
| Oracle BI Developer                  | Standard OBI development  | 4         | 2-4 Years  |
| Scrum Master                         | Project management with Agile methodology   | 1         | 2-4 Years  |
| Data Quality & Governance Specialist | Proficient in using any Data Quality and Governance tool to ensures data quality dimensions compliance, processes to help cleanse data and ensure policies of data governance   | 1         | 5+ Years   |

## LOT 2: .NET Software Development Teams

**SW Team (Count: 12 Resources)**



The objective of this team will be to build and deploy software-based solutions which may include developing new applications or extending existing applications. The selected profiles will be part of a wider team of PRAL resources.

| Sub-Team             | Sub-Team Skill Set  | Sub-Team | Role                       | Additional Role Skills   | Exp Years | Count |
|----------------------|---|----------|----------------------------|--|-----------|-------|
|                      | - NET Application Architecture<br>- Oracle/ DB Development<br>- Deliverable/Code Review<br>- Engineering Standards              | 1        | Team Leader                | - Project management with Agile methodology, Long-term Plans<br>- Continual Improvement<br>- Excellent Collaboration & People Skills | 8+        | 1     |
| <b>Backend Dev</b>   | - Server-side Frameworks & Languages, Databases, APIs<br>- Requirements Grooming, Estimation, Design, Development, Unit Testing | 4        | Senior Backend Developer   | - .NET<br>- Code Reviews<br>- Planning & Reporting   | 3-6       | 2     |
|                      |   |          | Backend Developer          | - .NET   | 1-4       | 2     |
| <b>Front End Dev</b> | - Front-End Development Frameworks & Languages<br>- Requirements Grooming, Estimation, Design, Development, Unit Testing        | 3        | Senior Front End Developer | - User Experience, Responsive Design, Web Performance<br>- Code Reviews<br>- Planning & Reporting                                    | 3-6       | 2     |
|                      |   |          | Front End Developer        |  | 1-4       | 1     |
| <b>UAT</b>           | - Functional Domain, Documentation,<br>- Manual Testing, Test Case Development<br>- System Demos, UAT Collateral, Training      | 3        | Senior QA Engineer         | Test Automation, QA Reporting  | 3-6       | 1     |
|                      |   |          | Scrum Master, QA           | - Short-Term Plans, Taskboards, Status Reporting, Risk & Dependency Mgmt.<br>- Excellent Collaboration & People Skills               | 1-4       | 1     |
|                      |   |          | Business Analyst, QA       | Sprint Grooming, Requirements Specs, Process Flows   | 1-4       | 1     |
| <b>DevOps</b>        | - Release Management, Versioning, CI/CD Implementation  | 1        | SRE/ DevOps Engineer       | - Site Reliability SLAs, Incidence Response Management, Monitoring and Logging   | 2-5       | 1     |

### LOT 3: Java Software Development Team (Count: 12 Resources)

The objective of this team will be to build and deploy software-based solutions which may include developing new applications or extending existing applications. The selected profiles will be part of a wider team of PRAL resources.

| Sub-Team | Sub-Team Skill Set | Sub-Team | Role | Additional Role Skills | Exp Years | Count |
|----------|--------------------|----------|------|------------------------|-----------|-------|
|----------|--------------------|----------|------|------------------------|-----------|-------|



|                      |   |   |                               |  |     |   |
|----------------------|---|---|-------------------------------|--|-----|---|
|                      | - Java Application Architecture<br>- Oracle / DB Development<br>- Deliverable/Code Review<br>- Engineering Standards            | 1 | Team Leader                   | - Project management with Agile methodology, Long-term Plans<br>- Continual Improvement<br>- Excellent Collaboration & People Skills | 8+  | 1 |
| <b>Backend Dev</b>   | - Server-side Frameworks & Languages, Databases, APIs<br>- Requirements Grooming, Estimation, Design, Development, Unit Testing | 4 | Senior Java Backend Developer | - Java<br>- Code Reviews<br>- Planning & Reporting   | 3-6 | 2 |
|                      |   |   | Backend Developer             | - Java   | 1-4 | 2 |
| <b>Front End Dev</b> | - Front-End Development Frameworks & Languages<br>- Requirements Grooming, Estimation, Design, Development, Unit Testing        | 3 | Senior Front End Developer    | - User Experience, Responsive Design, Web Performance<br>- Code Reviews<br>- Planning & Reporting                                    | 3-6 | 2 |
|                      |   |   | Front End Developer           |  | 1-4 | 1 |
| <b>UAT</b>           | - Functional Domain, Documentation,<br>- Manual Testing, Test Case Development<br>- System Demos, UAT Collateral, Training      | 3 | Senior QA Engineer            | Test Automation, QA Reporting  | 3-6 | 1 |
|                      |   |   | Scrum Master, QA              | - Short-Term Plans, Taskboards, Status Reporting, Risk & Dependency Mgmt.<br>- Excellent Collaboration & People Skills               | 1-4 | 1 |
|                      |   |   | Business Analyst, QA          | Sprint Grooming, Requirements Specs, Process Flows   | 1-4 | 1 |
| <b>DevOps</b>        | - Release Management, Versioning, CI/CD Implementation  | 1 | SRE/ DevOps Engineer          | - Site Reliability SLAs, Incidence Response Management, Monitoring and Logging   | 2-5 | 1 |

#### Documentation to be Submitted:

- The bids or proposals must include **detailed CVs** of the Team Leaders which may be deployed by the company for each Lot that has been bid for (i.e. one Team Leader for each of the Software Development lots (if being bid for) and one Team Leader for Data Analytics (if being bid for)).
- Each CV should clearly outline the **qualifications, relevant experience, and key skills** specific to the areas of Data Analytics or Software Programming.
- Each Team Leader must have been employed by the Bidder for the last six months.
- Experience Certificates must accompany the CVs to verify the stated experience.
- PRAL acknowledges that the specific CVs may not be the resources provided subject to PRAL's project start dates etc. However, the provided Team Leaders experience must be (in PRAL's sole discretion) equivalent to the CVs submitted in the RFP response
- The experience and qualifications of the technical staff will be a key factor in evaluating the proposal.



- Prior to onboarding teams, PRAL will interview the Team Leader in a detailed technical interview. However, other technical resources will not be interviewed to ensure quick mobilization
- PRAL will, in collaboration with the vendor, conduct Quarterly Business Reviews (QBRs) to assess the performance of each team with the vendor based upon mutually agreed metrics. If a team does not provide adequate performance as assessed in the QBR, PRAL may choose to either ask the vendor to replace one or more resources within the team with equivalent resources or replace the entire team or cancel the entire team.
- PRAL may choose to either increase or decrease the number of teams. However, any such increase or decrease will be preceded with due notice to the vendor (30 days in the case of increase, 60 days in the case of decrease except in the case of poor performance).

## **5. GENERAL OR SPECIAL CONDITIONS OF CONTRACT**

**To ensure timely availability of resources, PRAL will select up to two vendors for each lot based on Combined Evaluation Score. PRAL reserves the right, at its sole discretion, to engage teams from either or both of the two vendors selected for each lot based on mobilization time and committed resource availability.**

The successful bidder(s) shall agree to the following terms of references to provide services to PRAL:

- 5.1 The firm / company shall not disclose either during or subsequent to the expiry of assignment(s), any confidential information acquired.
- 5.2 The firm / company will carry out activities in consultation with PRAL's designated team and all reports and other communication will be addressed to Senior Manager (HR/Admin) or as otherwise agreed and communicated between the selected firm and PRAL.
- 5.3 PRAL shall be entered into a formal contract with the successful bidder and reserves the right to terminate the contract at any time at PRAL's convenience after giving 60 days notice.
- 5.4 All documents and information received by PRAL from bidders will be treated in strictest confidence. Documents submitted to PRAL will not be returned.
- 5.5 All expenses related to participation in this bidding document shall be borne by the bidder.
- 5.6 Bidders must comply with PRAL's confidentiality and security policies throughout the project. All data and information received during the assignment should be treated as confidential, with measures in place to prevent unauthorized access. Non-compliance may result in contract termination.

## **6. FORM OF CONTRACT**

- 6.1 The successful bidder shall sign and execute the standard contract of PRAL including any general conditions on the terms and conditions specified therein. Any amendment to the standard contract shall be made with mutual consent of both parties.
- 6.2 The duration of the contract shall be 01 year; however, it can further be extended for an additional 2 years on the satisfactory performance of the bidder with the mutual consent of both parties on the same terms & conditions subject to a 10% annual price escalation.



- 6.3 In case of any dispute regarding services the matter shall be referred for resolution to the Project Steering Committee which shall consist of three members from PRAL and two members from the contracting party.
- 6.4 The competent authority may reject all bids or proposals at any time prior to the acceptance of a bid or proposal. PRAL shall upon request communicate to any bidder, the grounds for its rejection of all bids or proposals but shall not be required to justify those grounds.
- 6.5 All taxes will be deducted in accordance with the applicable laws.
- 6.6 The bid shall remain valid for the period of 90 days from the date of bid opening.

## **7. DELIVERY TIMELINES OR COMPLETION DATE**

Timelines of the delivery of services shall start once the contract is signed/ issuance of Purchase/Service Order and remain valid till the expiry of the contract. The selected vendor(s) will have 4 weeks to mobilize resources.

## **8. TECHNICAL EVALUATION CRITERIA**

This document is governed by the procedure approved by PRAL management. The technical proposal of eligible organizations will be evaluated against the requirements specified in the “Annexure-C of Tender Documents.

## **9. FINANCIAL EVALUATION CRITERIA**

The financial proposals of only eligible bidders with technically responsive (scoring minimum 75 marks), will be opened in the presence of all the bidders participated in the RFP. All bids shall be opened by the evaluation committee publicly online in the presence of the bidders or their representatives who may choose to be present, at the time and place announced prior to the bidding. Chairperson or member of the evaluation committee shall read aloud the total cost of the bid and shall record the minutes of the bid opening. All bidders shall sign an attendance sheet at the time of bid opening. Contract shall be awarded on quality and cost-based method with combined evaluation of the Technical and Financial Proposals. The weightage of quality shall be 70% and 30 % weightage shall be given to cost.

Please provide information regarding Financials in **Annexure – D”**.

## **10. PERFORMANCE SECURITY**

The successful bidder will be required to furnish a performance guarantee equivalent to 10% of the award value of contract issued by a scheduled bank operating in Pakistan acceptable to PRAL, within ten working days from the receipt of notice of successful bidder or the time as may be extended by PRAL. If the successful bidder fails to deposit performance guarantee within the time stated above, PRAL retains the right to cancel the notice for award of agreement and the bid security shall be forfeited. The performance guarantee /security will be returned after completion of contract period.



### **11. SUBMISSION OF BIDS (TECHNICAL AND FINANCIAL PROPOSAL): -**

The complete bid containing the Technical and Financial proposals along with Bid Security shall only be submitted online in PDF format on EPADS, no hardcopy shall be entertained. Only the original copy of the bid security and Affidavit shall be submitted in hardcopy at the address given in the bidding document on or before 11:00 AM **26<sup>th</sup> May 2025**. Technical proposals will be opened online on the same day i.e., 11:30 AM **26<sup>th</sup> May 2025** at PRAL Head Office Islamabad in the presence of bidder's representatives who wish to attend it. The bidder who fails to submit the hardcopy of bid security on or before the closing date & time on the given address shall be disqualified from the bidding process. The Bid Security of the disqualified bidders will be returned after awarding the business to the successful bidder.

### **12). PRE-BID MEETING**

A pre-bid meeting will be held on **19<sup>th</sup> May 2025** at 1130 hours at PRAL Office i.e. Software Technology Park, 2<sup>nd</sup> Floor, Service Road (North), Sector I-9/3, Islamabad for clarification of any queries from the potential bidders.

### **13). BID SECURITY**

Bid Security amounting to Rs.500,000/- in the form of pay order or demand draft favoring Pakistan Revenue Automation (Private) Limited shall be submitted along with the financial proposal. The Bid Security should be valid for a period not less than 6 months.

- a. Any bid not secured by "Bid Security" shall be considered as rejected.
- b. If "Bid Security" is found less than Rs.500,000/- the bid shall be considered as rejected at any stage.

Cover Letter for the Submission of Technical Proposal

A cover letter as specified in **Annexure G** shall be submitted with the proposal.

Note: Please provide the required Information/Response to all Annexure mentioned in this document and mark them while submitting the bid.



## Annexures

### **Annex – A (Organization Information)**

| Organization Information |   |                                |  |
|--------------------------|---|--------------------------------|--|
| S #                      | Required Information  | Response                       |  |
| 1                        | Legal name of the organization  |                                |  |
| 2                        | Year of Registration / Establishment of the Organization  |                                |  |
| 3                        | National Tax Number   |                                |  |
| 4                        | General / Sales Tax Number  |                                |  |
| 5                        | Presence and location of offices in Pakistan  |                                |  |
| 6                        | What is the legal status of your organization? Tick the relevant box (one box only). (Attach Copy/Copies of Registration Certificate/s) | Public Sector Organization     |  |
|                          |   | Section 42 Company             |  |
|                          |   | Public Ltd. Company            |  |
|                          |   | Private Ltd. Company           |  |
|                          |   | Private Partnership Firm       |  |
|                          |   | Other (Sole Proprietors, AOPs) |  |
| 7                        | Name and designation of 'Head of Organization'  |                                |  |
|                          | Mobile:   |                                |  |
|                          | Phone/s:  |                                |  |
|                          | Email:  |                                |  |
| 8                        | Name and designation of 'Contact Person':   |                                |  |
|                          | Phone/s:  |                                |  |
|                          | Mobile:   |                                |  |
|                          | Email:  |                                |  |
| 9                        | Address of organization   |                                |  |



## Annex – B (Eligibility Criteria Check List)

| Eligibility Check List |  |   |   |                          |
|------------------------|--|---|---|--------------------------|
| Sr. No.                | Eligibility Criteria Details   | Evidence/Proof Required                                   | Attached Supporting Documents/Proof and mark Yes/No |                          |
|                        |  |   | Yes   | No                       |
| 1                      | Evidence of the bidding firm/company's registration/incorporation  | Copy of certificate of incorporation/company registration | <input type="checkbox"/>                            | <input type="checkbox"/> |
| 2                      | Provide National Tax Number (NTN) and GST/ PST, (if applicable) in the name of Organization  | Copy of registration                                      | <input type="checkbox"/>                            | <input type="checkbox"/> |
| 3                      | Should be active taxpayer on the date of submitting the bid.   | Status report   | <input type="checkbox"/>                            | <input type="checkbox"/> |
| 4                      | Affidavit on stamp paper, declaring that company is not blacklisted by any autonomous body/government/semi government or any organization. | Affidavit on stamp paper original signed & stamped        | <input type="checkbox"/>                            | <input type="checkbox"/> |
| 5                      | Registration with P@SHA / PSEB   | Copy of P@SHA / PSEB Registration Certificate             | <input type="checkbox"/>                            | <input type="checkbox"/> |



## Annex – C

### (Technical Evaluation Criteria for Lot 1: Data Analytics)

| Technical Evaluation Criteria for Data Analytics |   |              |                 |  |
|--|---|--------------|-----------------|--|
|  | Descriptions  | Total Points | Category Points | Remarks  |
| <b>1</b>   | <b>Clients Portfolio</b>  | <b>60</b>    |                 |  |
|  | <p><b>Services rendered for number of Clients related to provisioning technical experts in the field of Data Analytics:</b></p> <ol style="list-style-type: none"> <li>Each listed Client must have a minimum billing of Rs 50 million or USD 250,000 for a minimum of 12 months.</li> <li>Projects for International clients who have contracted with group companies based out of Pakistan can be counted)</li> <li>Contracts for the provision of software licenses related to Data Analytics shall not be considered in this evaluation.</li> </ol> |              |                 | Documentary proof (Purchase /Service order / copies of contract with contract summary of clients should be furnished.                |
|  | More than or equal to 3 for local or international or multinational clients since Jan 1, 2021   |              | 60              |  |
|  | More than or equal to 2 for local or international or multinational clients since Jan 1, 2021   |              | 40              |  |
|  | More than or equal to 1 for local or international or multinational clients since Jan 1, 2021   |              | 20              |  |
| <b>2</b>   | <b>Compliance with the Scope of work/Services mentioned in the bidding document</b>   | <b>15</b>    |                 |  |
|  | Quality of CV of Technical Leader as assessed based on their total experience, quality and complexity of projects worked on.  |              | 15              | CV as requested  |
| <b>3</b>   | <b>Financial Turnover</b>   | <b>25</b>    |                 |  |
|  | Annual turnover /revenue of the company is greater than or equal to PKR 1 Billion for the most recent two years   |              | 25              | Documentary proof required (tax returns or financial audited report for the most recent two years for which such proof is available) |
|  | Annual turnover / revenue of the companies is less Rs PKR 1 Billion for the most recent two years   |              | 0               |  |
| <b>Total Technical Evaluation Score</b>          |   | <b>100</b>   |                 |  |

Qualifying Marks for Technical Evaluation are 75.



**(Technical Evaluation Criteria for Lot 2 and Lot 3: Software Development)**

| <b>Technical Evaluation Criteria for Software Development</b> |  |                     |                        |  |
|---|--|---------------------|------------------------|--|
|   | <b>Descriptions</b>  | <b>Total Points</b> | <b>Category Points</b> | <b>Remarks</b>   |
| <b>1</b>  | <b>Total Experience of the Firm</b>  | <b>60</b>           |                        |  |
|   | <b><i>Services rendered for number of Clients related to provisioning technical experts in the field of Software Development:</i></b><br>1. <i>Each listed Client must have a minimum billing of Rs 100 Million or USD 500,000 for a minimum of 12 months.</i><br>2. <i>Projects for International clients who have contracted with group companies based out of Pakistan can be counted)</i><br>3. <i>Contracts for the provision of software licenses related to Software Development shall not be considered in this evaluation).</i> |                     |                        | Documentary proof (Purchase /Service order / copies of contract with contract summary of clients should be furnished.                |
|   | <i>More than or equal to 3 for local or international or multinational clients since Jan 1, 2021</i>   |                     | 60                     |  |
|   | <i>More than or equal to 2 for local or international or multinational clients since Jan 1, 2021</i>   |                     | 40                     |  |
|   | <i>More than or equal to 1 for local or international or multinational clients since Jan 1, 2021</i>   |                     | 20                     |  |
| <b>2</b>  | <b>Compliance with the Scope of work/Services mentioned in the bidding document</b>  | <b>15</b>           |                        |  |
|   | Quality of CVs of Technical Leader as assessed based on their total experience, quality and complexity of projects worked on.  |                     | 15                     | CV as requested  |
| <b>3</b>  | <b>Financial Turnover</b>  | <b>25</b>           |                        |  |
|   | Annual turnover /revenue of the company is greater than or equal to PKR 2 Billion for the most recent two years  |                     | 25                     | Documentary proof required (tax returns or financial audited report for the most recent two years for which such proof is available) |
|   | Annual turnover / revenue of the companies is less Rs PKR 2 Billion for the most recent two years  |                     | 0                      |  |
| <b>Total Technical Evaluation Score</b>                       |  | <b>100</b>          |                        |  |

**Qualifying Marks for Technical Evaluation are 75.**



## Annex –D (Financial Proposal)

### Financial Proposal Format

**Prices should be inclusive of all applicable taxes (in PKR)**

#### **Lot 1: Data Analytics Team (Cost per Team)**

| Resource Type                | Count | Monthly Cost per Resource | Total Cost per Month |
|------------------------------|-------|---------------------------|----------------------|
| Team Leader                  | 1     |                           |                      |
| Senior Data Scientist        | 2     |                           |                      |
| Data Scientist / ML Engineer | 2     |                           |                      |
| BI Specialist                | 2     |                           |                      |
| Data Engineer                | 2     |                           |                      |
| Oracle BI Developers         | 4     |                           |                      |
| Scrum Master                 | 1     |                           |                      |
| Data Governance Specialist   | 1     |                           |                      |
| Total                        | 15    | N/A                       |                      |

#### **Lot 2: .NET Software Development Team (Cost per Team)**

| Resource Type             | Count | Monthly Cost per Resource | Total Cost per Month |
|---------------------------|-------|---------------------------|----------------------|
| Team Leader               | 1     |                           |                      |
| Senior Backend Developer  | 2     |                           |                      |
| Backend Developer         | 2     |                           |                      |
| Senior Frontend Developer | 2     |                           |                      |
| Frontend Developer        | 1     |                           |                      |
| Senior QA                 | 1     |                           |                      |
| QA Engineer               | 1     |                           |                      |
| Business Analyst          | 1     |                           |                      |
| DevOps                    | 1     |                           |                      |
| Total                     | 12    | N/A                       |                      |

#### **Lot 3: Java Software Development Team (Cost per Team)**

| Resource Type             | Count | Monthly Cost per Resource | Total Cost per Month |
|---------------------------|-------|---------------------------|----------------------|
| Team Leader               | 1     |                           |                      |
| Senior Backend Developer  | 2     |                           |                      |
| Backend Developer         | 2     |                           |                      |
| Senior Frontend Developer | 2     |                           |                      |
| Frontend Developer        | 1     |                           |                      |
| Senior QA                 | 1     |                           |                      |
| QA Engineer               | 1     |                           |                      |
| Business Analyst          | 1     |                           |                      |



|        |    |     |  |
|--------|----|-----|--|
| DevOps | 1  |     |  |
| Total  | 12 | N/A |  |

\*Responsibility to include all and correct taxes is that of the bidders.

**Authorized Signatory**

Name \_\_\_\_\_

Designation \_\_\_\_\_

Signature \_\_\_\_\_

Stamp \_\_\_\_\_

**Selection:**

Bidders will be selected for each lot separately based on the following

- Technical Component (TC) for Lot = Total Technical Evaluation Score for Lot
- Financial Component (FC) for Lot =  $30 \times (\text{Minimum Total Financial Value across all Technically Qualified Bidders for Lot}) / (\text{Total Financial Value of the bid (A+B)})$
- Combined Evaluation Score =  $70\% \times (\text{TC}) + \text{FC}$

**PRAL, in its sole discretion, will select either one or two vendors for each Lot.**



## **Annex-E**

### **(Payment Terms)**

1. Upon providing the technical experts as approved by PRAL, the payment of the deployed resources will be made on a monthly basis. No advance payment shall be made.
  2. Any additional Cost/allied charges related to travelling, boarding, lodging etc. shall be borne by the bidder/ firm.
- All the payment shall be made in the PKR after the deduction of all applicable taxes



#### Annex – F (Declaration)

I, \_\_\_\_\_ hereby declare that:

- all the information provided in the technical proposal is correct in all manners and respects.
- and I am duly authorized by the Governing body/Board/Management to submit this proposal on behalf of "[Click here and type the name of organization]"

|                   |  |
|-------------------|--|
| Name: -           |  |
| Designation: -    |  |
| Signatures: -     |  |
| Date and Place: - |  |



## **Annex –G (Cover Letter)**

*[Firm letterhead]*

*[Date]*

To

Chief Executive Officer

*[Address mentioned in Guidelines]*

**Re:** Technical Proposal in respect of *[Insert title of assignment]*

Dear Sir,

We offer to provide the services of technical experts in the field of Data Analytic and/or Software Development in accordance with your tender for Proposal dated *[Insert Date of tender advertised]*. We hereby submit our technical Proposal including the required documents.

We hereby declare that all the information and statements made in these proposals are true and accept that any misinterpretation contained therein may lead to our disqualification and forfeiting of our bid security. We undertake that we will initiate the delivery of services as per the client's request if our proposal is accepted. We understand that you are not bound to accept any or all proposals you receive.

Thank you.

Yours sincerely,

ppra.org.pk/provti.asp

# Server Error

**500 - Internal server error.**

**There is a problem with the resource you are looking for, and it cannot be displayed.**