

# 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 <sup>nd</sup> Most Advantageous Bidder

\*Minimum qualification score was 70%

\*\*Weighted average score

Signature: Usman Bin Tahir

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## Criteria for BID Evaluation

## Annexure – I

S. No.	Evaluation Criteria	Sub marks	Marks
1.	<b>Profile of the Lead Bidder– (Form B2)</b>		<b>60</b>
	<b>a. Registered age</b>	30	
	Each year of experience carries 3 marks. Experience of less than 5 years will carry no marks. Maximum marks = 30  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>b. Financial Position -Net worth of the Lead Bidder (in Million PKR) (on the basis of last 3 years of audited financial accounts)</b>	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.	<b>Physical Infrastructure - (Forms B3)</b>		<b>15</b>
	a. Modifications in Layout <b>(Form B3-1)</b>	05	
	b. Quality/Class of brand-new Equipment (Software, Hardware, Electrical & other Appliances, Furniture, etc.) <b>(Form B3-2)</b>	10	
3.	<b>Relevant Experience of the Firm/Bidder (Forms B4)</b>		<b>170</b>
	a. Managing & running Incubator/Accelerator – Years in operation <b>(Form B4-1)</b> . Each year of experience carries 3 points. Maximum Marks = 30	30	
	b. Successful Graduation of Start-ups <b>(Form B4-2)</b> . 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 <b>(Form B4-3)</b> . Each PKR 100 Million raised carries 1 point. Maximum Marks = 30	30	
	Cumulative Verifiable Revenue Generated by Start-ups <b>(Form B4-4)</b> .	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.	<b>Proposed Methodology (Form B5)</b>		<b>135</b>
	<b>Outreach Plan</b>	<b>20</b>	
	Advertisements, Promotions, branding	10	
	Ability to create local & international collaborations with relevant entities	10	
	<b>Start Selection and Graduation Criteria</b>	<b>30</b>	
	Start-up Selection Process & Criteria for Incubation Program	10	
	Start-up Selection Process & Criteria for Acceleration Program	10	
	Start-up graduation criteria	10	
	<b>Incubation Cycle Activities</b>	<b>30</b>	
	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	
	<b>Project Management Plan</b>	<b>20</b>	
	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	
	<b>Investor linkages</b>	<b>35</b>	
	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.	<b>Proposed Curriculum (Form B6)</b>		50
	Objectives and outcomes Quality of Curriculum content Pedagogy and methodology Faculty expertise and qualifications Evaluation and assessment All points carry equal marks	40	
	Number of incubators/accelerator where curriculum has been used (2.5 points for each incubator)	10	
6.	<b>Proposed Project Team (Form B7)</b>		60
	<b>Qualification and Competence of the proposed Team Members—Full Time/Part time/ On-call (Forms B7)</b>		
	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	
	<b>Total</b>		<b>490</b>

