

Evaluation Report
Hiring of Human Resource Consultancy Firm for BISP
(As Per Rule 35 of PP Rules, 2004)

1	Name of Procuring Agency:	Benazir Income Support Programme (BISP)																						
2	Method of Procurement:	Quality & Cost Based Selection (QCBS)																						
3	Title of Procurement:	Selection of "Hiring of Human Resource Consulting Firm" for BISP																						
4	Tender Inquiry No.:	1-76/Proc/BISP/HRCF/2020																						
5	PPRA Ref. No. (TSE):	TS 421653E																						
6	Date & Time for EOIs Submission:	3 rd June, 2020 at 14:00 hours local time.																						
7	Date & Time for EOIs Opening:	3 rd June, 2020 at 14:30 hours local time																						
6	Date & Time for Proposal Closing:	15 th July, 2020 at 14:00 hours local time.																						
7	Date & Time for Proposal Opening:	15 th July, 2020 at 14:30 hours local time																						
8	No of EOIs Received	<p>Thirteen (13)</p> <table border="1" style="width: 100%;"> <thead> <tr> <th>S.No.</th> <th>Firms Name</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>M/s A.F. Ferguson & Co. Chartered Accountants,</td> </tr> <tr> <td>2</td> <td>M/s APEX Consulting Pakistan</td> </tr> <tr> <td>3</td> <td>M/s Deloitte Yousuf Adil in association with M/s Deloitte South Africa as Sub-Consultants;</td> </tr> <tr> <td>4</td> <td>M/s 360 degree Corporation Pvt. Ltd.;</td> </tr> <tr> <td>5</td> <td>M/s EY Ford Rhodes, Chartered Accountants;</td> </tr> <tr> <td>6</td> <td>M/s Excelerate Pvt. Ltd., in association with M/s The Corporate L.I.F.E. Centre International Inc. Canada.</td> </tr> <tr> <td>7</td> <td>M/s Fincon Servies, Pakistan</td> </tr> <tr> <td>8</td> <td>M/s HRSG Consulting Pvt. Ltd.;;</td> </tr> <tr> <td>9</td> <td>M/s HR Business Solutions Pvt. Ltd.;</td> </tr> <tr> <td>10</td> <td>M/s National Consulting for Business and Management Solutions Pvt. Ltd.;</td> </tr> </tbody> </table>	S.No.	Firms Name	1	M/s A.F. Ferguson & Co. Chartered Accountants,	2	M/s APEX Consulting Pakistan	3	M/s Deloitte Yousuf Adil in association with M/s Deloitte South Africa as Sub-Consultants;	4	M/s 360 degree Corporation Pvt. Ltd.;	5	M/s EY Ford Rhodes, Chartered Accountants;	6	M/s Excelerate Pvt. Ltd., in association with M/s The Corporate L.I.F.E. Centre International Inc. Canada.	7	M/s Fincon Servies, Pakistan	8	M/s HRSG Consulting Pvt. Ltd.;;	9	M/s HR Business Solutions Pvt. Ltd.;	10	M/s National Consulting for Business and Management Solutions Pvt. Ltd.;
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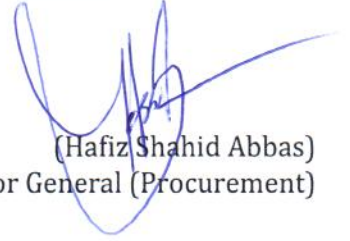
		11	M/s Professional Employers Private Limited;
		12	M/s RSM Avais Hyder Liaquat Nauman, Chartered Accountants;
		13	M/s Sidat Hyder Morshed Associates Pvt. Ltd.;
9	No of EOIs Shortlisted and Issued RFP	Eight (08)	
		S.No.	Shortlisted Firms Name
		1	M/s EY Ford Rhodes
		2	M/s Sidat Hyder Morshed Associates Pvt. Ltd.,
		3	M/s Excelerate Private Limited in association with M/s The Corporate L.I.F.E. Centre International Inc. Canada as sub-consultants.
		4	M/s A. F.Ferguson & Co.,
		5	M/s FINCON Services Pakistan
		6	M/s National Consulting for Business and Management Solutions Pvt. Ltd.
		7	M/s Deloitte Yousuf Adil, Chartered Accountants in association with M/s Deloitte South Africa as sub-consultant.
		8	M/s APEX Consulting Pakistan
10	No of Proposals Received:	Eight (08)	
		S.No.	Firms Name submitted proposals
		1	M/s EY Ford Rhodes
		2	M/s Sidat Hyder Morshed Associates Pvt. Ltd.,
		3	M/s Excelerate Private Limited in association with M/s The Corporate L.I.F.E. Centre International Inc. Canada as sub-consultants.
		4	M/s A. F.Ferguson & Co.,
		5	M/s FINCON Services Pakistan
		6	M/s National Consulting for Business and Management Solutions Pvt. Ltd.

		7	M/s Deloitte Yousuf Adil, Chartered Accountants in association with M/s Deloitte South Africa as sub-consultant.	
		8	M/s APEX Consulting Pakistan	
11	Criteria for evaluation of Technical Proposal:	1	Specific experience of the Consultant (as a firm) relevant to the Assignment	10
		2	Adequacy and quality of the proposed methodology and work plan in responding to the Terms of Reference (TORs) .The number of points to be assigned to the following sub-criteria and relevant weights:	50
		2.1	Technical Approach &Methodology [The Client will assess whether the proposed technical approach &methodology is clear, responds to and covers high- level objectives elaborated in the TORs]	25
		2.2	Work Plan [It will be assessed that work plan is responding to the given timelines of the client, realistic, implementable and covering all the aspects/components of the assignment]	15
		2.3	Organization and Staffing [It will be assessed that overall team composition is balanced and has an appropriate skills mix, and the work plan has right input of Experts]	10
		3.	Key Experts' Qualifications and Competence for the Assignment	40
		3.1	Team Leader: Graduate with minimum 15 years of professional experience conducting HR related studies and devising organizational structure.	13
		3.2	Compensation and Benefit Specialist: Graduate with minimum 5 years of professional experience in the field of the assignment as mentioned in the Scope of Work.	09
		3.3	Organizational Design and Behavior Specialist: Graduate with minimum 5 years of professional experience in the field of the assignment as mentioned in the Scope of Work.	09
		3.4	HR Operations & Administration Specialist: Graduate with minimum 5 years of professional	09

			experience in the field of the assignment as mentioned in the Scope of Work.		
					100
12	No of Technical Proposals Qualified	Four (04)			
		S.No.	Firms Name Technically Qualified	Marks Obtained Out of total 100	
		1	M/s Excelerate Private Limited in association with M/s The Corporate L.I.F.E. Centre International Inc. Canada as sub-consultants.	85.02	
		2	M/s Sidat Hyder Morshed Associates Pvt. Ltd.,	77.16	
		3	M/s EY Ford Rhodes	74.17	
		4	M/s A. F.Ferguson & Co.,	73.71	
13	Detail of Proposal Evaluation				
	Name of Firms	Marks Obtained		Evaluated Cost (Without GST) PAK Rs.	Rule/Regulation/SBD*/Policy/Basis for Rejection/Acceptance as per Rule 35 of PP Rules, 2004
		Technical Weight Assigned (80 %)	Financial Weight Assigned (20 %)		
	M/s Excelerate Pvt. Ltd. in association with M/s The Corporate L.I.F.E. Centre Intl. Canada as Sub-Consultant.	85.02	63.32	23,688,000	Top ranked firm on the basis of combined evaluation (Technical & Financial).
	M/s Sidat Hyder Murshid Associates Pvt. Ltd.	77.16	46.01	32,604,000	3 rd highest ranked firm on the basis of combined evaluation (Technical & Financial).
	M/s EY Ford Rhodes, Chartered Accountants	74.17	53.22	28,184,540	4 th highest ranked firm on the basis of combined evaluation (Technical & Financial).
	M/s A.F. Ferguson & Co.	73.71	100.00	1,500,000	2 nd highest ranked firm on the basis of combined evaluation (Technical & Financial).

Top Ranked Firm on the Basis of Combined Evaluation (Technical & Financial)

M/s Excelerate Pvt. Ltd. in association with M/s The Corporate L.I.F.E. Centre International Canada as Sub-Consultant.



(Hafiz Shahid Abbas)
Additional Director General (Procurement)

