



GOVERNMENT OF PAKISTAN
PROCUREMENT DIRECTORATE
PAKISTAN RAILWAYS
ADMN BLOCK, P.R. CARRIAGE FACTORY,
SECTOR I-11, ISLAMABAD.



No. M&S/RFP/2025

Dated : 23.01.2025

REQUEST FOR PROPOSAL (RFP) THROUGH EPADS

1. Pakistan Railways invites Request for Proposal (RFP) for Hiring of Transaction Advisory Services/Consulting Firms for Outsourcing the Operations and Management of Carriage Factory, Islamabad as per following schedule:

S. No.	Tender/Bid Number	Description	Closing date and time	Opening date and time
1.	M&S/CFI/2025	Request for Proposal (RFP) for Hiring of Transaction Advisory Services/Consulting Firms for Outsourcing the Operations and Management of Carriage Factory, Islamabad.	25.02.2025 11:00 hrs	25.02.2025 11:30 hrs

2. The Consultant will be selected under Quality and Cost Based Selection (QCBS) method and Single-Stage Two-Envelope procedures, described in this RFP in accordance with PPRA Rules 2004 and PPRA Procurement of Consultancy Services Regulations 2010.
3. Bid only through E-Pak Acquisition and Disposal System (EPADS) will be entertained (www.eprocure.gov.pk). No bid other than EPADS will be accepted. Bidder will also upload the complete scanned copy of their bid in EPADS.
4. Bidding Documents, containing detailed terms and conditions, can be downloaded from <https://e-procure.gov.pk> free of cost.
5. The bids, prepared in accordance with the instructions in bidding documents, must be submitted on EPADS as per schedule mentioned in the table above.
6. This advertisement is also available on the websites www.pakrail.gov.pk & www.ppra.org.pak

(NOWSHERWAN)
FOR DIRECTOR PROCUREMENT
Phone No. 051-9278346, 9278051
Email: dirproc@yahoo.com



**GOVERNMENT OF PAKISTAN
PROCUREMENT DIRECTORATE
PAKISTAN RAILWAYS**

ISLAMABAD

REQUEST FOR PROPOSAL (RFP)

**HIRING OF
TRANSACTION ADVISORY
SERVICES/CONSULTING FIRMS FOR
OUTSOURCING THE OPERATIONS AND
MANAGEMENT OF CARRIAGE FACTORY
ISLAMABAD**

January, 2025

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Invitation for RFP

No. RFP/CFI/2025

Date: January, 2025

SUB: REQUEST FOR PROPOSAL (RFP) FOR HIRING OF CONSULTANTS TO CARRY OUT FEASIBILITY STUDY AND TRANSACTION ADVISORY SERVICES FOR OUTSOURCING THE OPERATIONS AND MANAGEMENT OF CARRIAGE FACTORY ISLAMABAD

Director Procurement invites Technical & Financial proposal for the project:

“REQUEST FOR PROPOSAL (RFP) FOR HIRING OF CONSULTANTS TO CARRY OUT FEASIBILITY STUDY AND TRANSACTION ADVISORY SERVICES FOR OUTSOURCING THE OPERATIONS AND MANAGEMENT OF CARRIAGE FACTORY ISLAMABAD”

1. The Consultant will be selected under Quality and Cost Based Selection (QCBS) method and Single-Stage Two-Envelope procedures, described in this RFP in accordance with PPRA Rules 2004 and PPRA Procurement of Consultancy Services Regulations 2010.
2. The RFP includes the following documents:
 - Section 1: General Information
 - Section 2: Instructions to Consultants (including Data Sheet)
 - Section 3: Technical Proposal – Standard Forms
 - Section 4: Financial Proposal – Standard Forms
 - Section 5: Terms of Reference
3. It is mandatory for proposals to be prepared using Standard Forms of RFP. Any proposal not prepared according to the prescribed format may be rejected. If any information required in the Forms is found missing or written elsewhere, no credit will be given in the evaluation of the relevant section.
4. The Consulting firms/Consortiums/Joint Ventures should submit details along with evidence of their relevant projects for Technical evaluation using the prescribed format. Assignments given beyond the given number will not be considered.
5. CVs of Key personnel corresponding to the list given in Data Sheet should provide detail of **Five (5)** projects done by each individual in the past. The requirement for Similar Assignments is for the purpose of comparison of the projects completed by the bidder (Consulting firms/Consortiums/Joint Ventures). For various professionals, similar assignments or relevant experience shall be as per their respective field of specialization.

6. In Joint Venture or Consortium, **the Transaction Advisory Firm must be the lead partner.** Moreover, lead partner must be of Pakistani Origin and duly/actively registered with SECP and FBR. (Documentary evidence will be required.)
7. The proposal of Consultants / Consortiums / Joint Ventures, is liable to be rejected, if the firm makes any false or misleading statement/documents in the proposal(s).
8. The Technical & Financial proposals must be submitted in separate sealed envelopes at following address not later than **25.02.2025 till 11:00 Hrs.**
9. Timelines:

Activity	Timeline
Issuance of RFP	27.01.2025
Pre-Bid Conference	10.02.2025
Clarifications / Comments Request Deadline	14.02.2025
Response to Questions Document Issuance	19.02.2025
Bids Submission Deadline	25.02.2025

Director Procurement
Pakistan Railways,
Carriage Factory,
Islamabad,
PH: +92-51-9278346
Email: dirproc@yahoo.com

Section 1: General Information:

The Consortiums/Joint Ventures are required to provide the following information which is necessary for further processing:

1. In case of Joint Venture or Consortium, provide percentage share proposed for this assignment, besides detail as prescribed in attached Form **General-1** for all Joint Venture and Consortium partners.
2. The Consultant or Joint Venture or Consortium are required to provide accurate information on any litigation or arbitration, arising out of the projects completed or in progress over the last five years in the manner as prescribed in the Form **General-2**
3. The Consultant or Joint Venture or Consortium is required to provide Power of Attorney to sign the proposal.
4. The Joint Venture or Consortium is required to provide MOU or agreement between the partners for this project.

Form General-1: Basic Information Joint Venture Summary

Names of all Partners of a Joint Venture	Percentage share (in terms of financial) for this assignment	Broad specialization / area of services to be provided
Lead partner		
Partner		
Partner		
Partner		
Partner		
Partner		

Form General-2 - Litigation History

Consultant, including each of the partners of a Consortium or Joint Venture, should provide information on any history of litigation or arbitration resulting from contracts executed in the last five years or currently under execution.

A separate sheet should be used for each partner of Consortium or Joint Venture.

Party / Parties of the Claim / Dispute	Nature of Claims / Dispute	Amount of the Claim / Dispute.	Date initiated	Status (Award for or against)

Section 2: Instructions to Consultant

2.1. Definitions

- 2.1.1. “Government of Pakistan” means the Government of Pakistan and all its associated departments, agencies, autonomous/semi-autonomous bodies, boards, universities, and similar other organizations.
- 2.1.2. “Employer” means Additional General Manager/Mechanical, Pakistan Railways, Headquarters Office, Lahore.
- 2.1.3. “Consultant” means any Entity or Firm or Consortium or Joint Venture of firms that may provide the services for Feasibility Study & Transaction Advisory Services to the Employer under the Agreement. Transaction Advisor will be the lead firm for Joint Venture or Consortium.
- 2.1.4. “Agreement” means the Agreement signed by the Employer and the Consultant and all the attached documents.
- 2.1.5. “Data Sheet” means such part of the Instructions to Consultant as used to reflect specific conditions.
- 2.1.6. “Day” means calendar day.
- 2.1.7. “Instructions to Consultant” means the document which provides Consultant with all information needed to prepare their Proposal.
- 2.1.8. “Personnel” means professionals and support staff provided by the Consultant or by any Sub-Consultant to perform the services or any part thereof; “Foreign Personnel” means such professionals and support staff who at the time of being so provided had their domicile outside Pakistan; “Local Personnel” means such professionals and support staff who at the time of being so provided had their domicile inside Pakistan.
- 2.1.9. “Project” means feasibility study, consultancy and transaction advisory services as defined in Terms of Reference and the negotiated consultancy agreement for outsourcing of Operations and Maintenance of PR Carriage Factory, Islamabad under Public Private Partnership mode.
- 2.1.10. “Proposal” means the Technical Proposal and the Financial Proposal.
- 2.1.11. “RFP” means the Request for Proposal issued by the Employer for the selection of Consultant.
- 2.1.12. “Services” means the work to be performed by the Consultant pursuant to the Agreement.
- 2.1.13. “Sub-Consultant” means any person or entity with whom the Consultant enters into sub-agreement(s) for any part of the Services.

2.1.14. “Terms of Reference” (TOR) means the document included in the RFP which explains the objectives, scope of work, activities, tasks to be performed, respective responsibilities of the Employer & the Consultant and expected results, deliverables of the assignment.

2.1.15. “Similar Manufacturing Setup” means Manufacturing setups such as workshops/factories involved primarily in fabrication and manufacturing related to steel items such as vehicle manufacture, heavy fabrication, vehicle parts manufacture, or manufacture of steel structures such as bridges, girders etc.

2.2. Introduction

2.2.1. The Employer named in the Data Sheet will select a Consulting firm or Joint Venture or Consortium (the Consultant) in accordance with the method of selection specified in the Data Sheet. Transaction Advisor will be the lead firm for Joint Venture or Consortium.

2.2.2. The Consultants are invited to submit a Technical proposal and Financial proposal for consulting services required for the assignment named in the Data Sheet. The proposals should be in separate marked and sealed envelopes. The proposal will be the basis for agreement negotiations and ultimately for a signed agreement with the selected Consultant.

2.2.3. The Consultants should familiarize themselves with the project site conditions and take them into account in preparing their proposals for the assignment. To obtain first-hand information on the assignment, Consultant is encouraged to visit the Employer before submitting a proposal and to attend a pre-proposal conference as per schedule specified in Data Sheet.

2.2.4. The Consultant should contact the Employer’s representative named in the Data Sheet to obtain information regarding the assignment. Consultant should ensure the official is informed well-ahead of time in case they wish to visit the Employer.

2.2.5. The Consultants shall bear all the costs associated with the preparation and submission of their proposals. The Employer is not bound to accept any proposal and reserves the right to annul the selection process at any time prior to agreement award, without thereby incurring any liability to the Consultant.

2.2.6. Subject to the availability of any information, data, alignment of route or any project related prior studies, the Consultant may require such information and data from the Employer for performance of technical, financial, and legal due diligence. Provided further that provision of any such data or information shall not mean that Consultant should entirely rely on that data and information, they need to conduct their independent due diligence, and submission of the proposal shall mean that the Consultants have conducted their own due diligence, at their own risk and cost, while submitting the Proposal in response to this RFP. The Employer shall not take any responsibility as to the authenticity or correctness of such data or information in any manner whatsoever.

2.3. Conflict of Interest

- 2.3.1. Government of Pakistan policy requires that Consultant provide professional, objective, and impartial advice and at all times hold the Employer’s interests paramount, strictly avoid conflicts with other assignments or their own corporate interests and act without any consideration for their future business development work.
- 2.3.2. Without limitation on the generality of the foregoing, Consultant, and any of their affiliates, shall be considered to have a conflict of interest and shall not be recruited, under any of the circumstances set forth below:

2.4. Conflicting Activities

- 2.4.1. A firm that has been engaged by the Employer to provide goods, works or services other than consulting services for a project, and any of its affiliates, shall be disqualified from providing consulting services related to those goods, works or services. Conversely, a firm hired to provide consulting services for the preparation or implementation of a project, and any of its affiliates, shall be disqualified from subsequently providing goods or works or services other than consulting services resulting from or directly related to the firm’s consulting services for such preparation or implementation. For the purpose of this paragraph, services other than consulting services are defined as those leading to a measurable physical output, for example surveys, exploratory drilling, aerial photography, and satellite imagery.

2.5. Conflicting Assignments

- 2.5.1. A Consultant (including its personnel and Sub-Consultant) or any of its affiliates shall not be hired for any assignment that, by its nature, may be in conflict with another assignment of the Consultant to be executed for the same or for another Employer. For example, a Consultant hired to prepare engineering design for an infrastructure project shall not be engaged to prepare an independent environmental assessment for the same project and a Consultant assisting an Employer in the privatization of public assets shall neither purchase, nor advice purchasers of such assets. Similarly, a Consultant hired to prepare Terms of Reference for an assignment should not be hired for this assignment.

2.6. Conflicting Relationships

- 2.6.1. A Consultant (including its personnel and Sub-Consultant) having business or family relationship with a member of the Employer’s staff who is directly or indirectly involved in any part of (i) the preparation of the Terms of Reference of the assignment, (ii) the selection process for such assignment, or (iii) supervision of the agreement, may not be awarded an agreement, unless the conflict stemming from this relationship has been resolved in a manner acceptable to the Employer throughout the selection process and the execution of the agreement.

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- 2.6.2. The Consultant have an obligation to disclose any situation of actual or potential conflict that impacts their capacity to serve the best interest of their Employer, or that may reasonably be perceived as having this effect. Failure to disclose said situations may lead to the disqualification of the Consultant or the termination of the agreement.
- 2.6.3. No agency or current employees of the Employer shall work as Consultant under their own Ministries, Departments or Agencies. Recruiting former government employees of the Employer to work for their former Ministries, Departments or Agencies is acceptable provided no conflict of interest exists. When the Consultant nominates any government employee as Personnel in their technical proposal, such personnel must have written certification from their Government or Employer confirming that they are on leave without pay from their official position and allowed to work full-time outside of their previous official position. Such certification shall be provided to the Employer by the Consultant as part of his Technical Proposal.

2.7. Unfair Advantage

- 2.7.1. If a Consultant could derive a competitive advantage from having provided consulting services related to the assignment in question, the Employer shall make available to all Consultants together with this RFP all information that would in that respect give such Consultant any competitive advantage over competing Consultants.

2.8. Fraud and Corruption

- 2.8.1. Employer requires that Consultants participating in the project to adhere to the highest ethical standards, both during the selection process and throughout the execution of an agreement. In pursuance of this policy, Employer:
- (1) defines, for the purpose of this paragraph, the terms set forth below as follows:
 - i. “corrupt practice” means the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the action of a public official in the selection process or in agreement execution
 - ii. “fraudulent practice” means a misrepresentation or omission of facts in order to influence a selection process or the execution of agreement
 - iii. “collusive practices” means a scheme or arrangement between two or more Consultants with or without the knowledge of the Employer, designed to establish prices at artificial, noncompetitive levels
 - iv. “coercive practices” means harming or threatening to harm, directly or indirectly, persons or their property to influence their participation in a procurement process or affect the execution of agreement.

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- (2) will reject a proposal for award if it determines that the Consultant recommended for award has directly or through an agent, engaged in corrupt, fraudulent, collusive, or coercive practices in competing for the agreement in question
 - (3) will sanction a Consultant, including declaring the Consultant ineligible, either indefinitely or for a stated period of time, to be awarded a Government of Pakistan agreement, if at any time, it determines that the Consultant has directly or through an agent, engaged in corrupt, fraudulent, collusive or coercive practices in competing for or in executing a Government of Pakistan agreement; and
 - (4) will have the right to require that a provision be included requiring Consultant to permit the Government of Pakistan to inspect their accounts and records and other documents relating to the submission of proposals and agreement performance, and have them audited by auditors appointed by the Government of Pakistan.
 - (5) Consultant, their Sub-Consultants, and their associates shall not be under a declaration of ineligibility for corrupt and fraudulent practices issued by the Government of Pakistan in accordance with the above. Furthermore, the Consultant shall be aware of the provisions on fraud and corruption stated in the specific clauses in the General Conditions of agreement.

2.9. Only one Proposal

2.9.1. Any alternative proposal, such as one by a firm in sole capacity and another in Consortium or Joint Venture with another firm, or as a part of two or more Consortiums or Joint Ventures for the same package, will be summarily rejected. In such an event, all the proposals submitted by such Firm and its Consortium or Associate or Joint Venture shall be rejected.

2.10. Proposal Validity

2.10.1. The Data Sheet indicates how long Consultant Proposals must remain valid after the submission date. The Employer will make its best effort to complete the evaluation within this period. Should the need arise; however, the Employer may request Consultants to extend the validity period of their proposals. Consultants who agree to such extension shall confirm that they maintain the availability of the Professional staff nominated in the Proposal. Consultants, who do not agree, have the right to refuse to extend the validity of their Proposals. In case nominated professional staff (except key team leaders) leave the consultant during proposal validity period, the consultant shall be responsible to provide an equally comparable replacement of such professional staff.

2.11. Clarification and Amendment of RFP Documents

2.11.1. Consultant may request a clarification of any of the RFP documents up to the number of days indicated in the Data Sheet before the proposal submission date. Any request for

clarification must be sent in writing or by standard electronic means to the Employer’s address indicated in the Data Sheet. The Employer will respond in writing or by standard electronic means and will send written copies of the response (including an explanation of the query but without identifying the source of inquiry) to all Consultants. Should the Employer deem it necessary to amend the RFP as a result of a clarification, it shall do so following the procedure as stated in para below:

2.11.2. At any time before the submission of Proposals, the Employer may amend the RFP by issuing an addendum in writing or by standard electronic means. The addendum shall be sent to all Consultants and will be binding on them. Consultants shall acknowledge receipt of all amendments. To give Consultants reasonable time in which to take an amendment into account in their Proposals, the Employer may, if the amendment is substantial, extend the deadline for the submission of Proposals.

2.12. Preparation of Proposal

2.12.1. The Proposal, as well as all related correspondences exchanged by the Consultant and the Employer, shall be written in the language (s) specified in the Data Sheet.

2.12.2. In preparing Proposal, Consultants are expected to examine in detail the documents comprising the RFP. Material deficiencies in providing the information requested may result in rejection of a Proposal.

2.13. Technical Proposal Format and Content

2.13.1. The Technical Proposal shall provide the information using the attached Standard Forms (Section 3).

- (1) A brief description of the Consultant organization and an outline of recent experience of the Consultant (each partner in case of Joint Venture or Consortium) on assignments of a similar nature is required in Form TECH-2 of Section 3. For each assignment, the outline should indicate the names of Sub-Consultants/ Professional staff who participated, duration of the assignment, agreement amount and Consultant involvement. Information should be provided only for those assignments for which the Consultant was legally engaged by the Employer as a firm or as one of the major firms within a Joint Venture or Consortium. Assignments completed by individual Professional staff working privately or through other consulting firms cannot be claimed as the experience of the Consultant or that of the Consultant associates but can be claimed by the Professional staff themselves in their CVs. The applicant must provide evidence of the quoted project, as a proof. In the absence of such evidence, these projects shall not be considered for evaluation.
- (2) Comments and suggestions on the Terms of Reference including workable suggestions that could improve the quality/effectiveness of the assignment; (TECH-3 of Section 3).

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- (3) A description of the approach, methodology and work plan for performing the assignment covering the following subjects: technical approach & methodology, work plan and organization & staffing schedule. Guidance on the content of this section of the Technical Proposal is provided under Form TECH-4 of Section 3.
 - (4) The list of the proposed Professional staff team by area of expertise. The position that would be assigned to each staff team member, and their tasks (Form TECH-5 of Section 3).
 - (5) CVs of the Professional staff needs to have been recently signed by them with date in blue indelible ink and countersigned by the authorized official of the Consultant. Photocopy or unsigned or countersigned CVs shall be rejected (Form TECH-6 of Section 3). Also provide computerized National Identity Card numbers of Professional staff (if local) or Passport numbers (if foreign).
 - (6) Estimates of the staff input needed to carry out the assignment (Form TECH-7 of Section 3). The staff months input should be indicated separately for home office and field activities.
- 2.13.2. The Technical Proposal shall not include any financial information. A Technical Proposal containing financial information shall be declared nonresponsive.

2.14. Financial Proposal

- 2.14.1. The Financial Proposal shall be prepared using the attached Standard Forms (Section 4). It shall list all costs associated with the assignment.

2.15. Payment of Consultancy Services Fee

- 2.15.1. The payment shall be made after the submission of each deliverable and its subsequent approval by the Employer. However, on the request of the Consultant, 40% of the deliverable payment will be released upon submission of invoice, and balance payment shall be released upon acceptance of the deliverable by the Employer, subject to retention of 3% in accordance with Section 2.15.3*infra*.
- 2.15.2. The amount of remuneration will be claimed/paid as per the relevant clause of section-03 of TOR.
- 2.15.3. Retention Money will be deducted @3% from each deliverable payment. Retention Money will be returned after three months of completion of the Feasibility Study and Transaction Advisory Services. Three months starts from the date when Employer issue completion certificate of the Assignment.
- 2.15.4. The Employer shall make all payments to the Consultant in Pak Rupees. However, the Employer shall have no objection and shall facilitate the remittance in foreign currency of the remuneration of the foreign partner to the extent of services rendered by foreign partner regarding this assignment.

2.16. Taxes

2.16.1. The Consultant shall be subjected to local taxes on amounts payable by the Employer under the Agreement. The Employer will state in the Data Sheet if the Consultant is subject to payment of any taxes. Payment of all taxes shall be the responsibility of the Consultant.

2.17. Submission, Receipt and Opening of Proposal

2.17.1. The original proposal (Technical Proposal and Financial Proposal) shall contain no interlineations or overwriting, except as necessary to correct errors made by the Consultant themselves. The person who signed the proposal must initial such corrections. Submission letters for both Technical and Financial Proposals should respectively be in the format of TECH-1 of Section 3, and FIN-1 of Section 4.

2.17.2. An authorized representative of the Consultant shall initial all pages of the original Technical and Financial Proposals. The authorization shall be in the form of a written Power of Attorney accompanying the Proposal or in any other form demonstrating that the representative has been duly authorized to sign. The signed Technical and Financial Proposals shall be marked “ORIGINAL”.

2.17.3. The Technical Proposal shall be marked “ORIGINAL” or “COPY” as appropriate. The Technical Proposals shall be sent to the address referred to in Data Sheet and the number of copies indicated in the Data Sheet. All required copies of the Technical Proposal are to be made from the original. If there are discrepancies between the original and the copies of the Technical Proposal, the original governs.

2.17.4. The original and all copies of the Technical Proposal shall be placed in a sealed envelope clearly marked “TECHNICAL PROPOSAL” Similarly, the original Financial Proposal shall be placed in a sealed envelope clearly marked “FINANCIAL PROPOSAL” followed by the name of the assignment, and with a warning “DO NOT OPEN WITH THE TECHNICAL PROPOSAL.” The envelopes containing the Technical and Financial Proposals shall be placed into an outer envelope and sealed. This outer envelope shall bear the submission address and title of the Assignment, clearly marked “DO NOT OPEN, EXCEPT IN PRESENCE OF THE OFFICIAL APPOINTED, BEFORE SUBMISSION DEADLINE”. The Employer shall not be responsible for misplacement, losing or premature opening if the outer envelope is not sealed and/or marked as stipulated. This circumstance may be case for Proposal rejection. If the Financial Proposal is not submitted in a separate sealed envelope duly marked as indicated above, this will constitute grounds for declaring the Proposal non-responsive.

2.17.5. The Proposals must be sent to the address/addresses indicated in the Data Sheet and received by the Employer not later than the time and the date indicated in the Data Sheet, or any extension granted thereof. Any proposal received by the Employer after the deadline for submission shall be returned unopened.

2.17.6. The Employer shall open the Technical Proposal immediately after the deadline for their submission. The envelopes with the Financial Proposal shall remain sealed and securely stored.

2.17.7. The required details of projects undertaken must be in accordance with the requirements mentioned in data sheet. **Extra projects attached in the proposal will not be considered. Projects without documentary evidence will also not be considered.**

2.18. Proposal Evaluation

2.18.1. From the time the Proposals are opened to the time the agreement is awarded, the Consultant should not contact the Employer on any matter related to its Technical and/or Financial Proposal. Any effort by Consultant to influence the Employer in the examination, evaluation, ranking of Proposals and recommendation for award of agreement may result in the rejection of the Consultant Proposal. Evaluators of Technical Proposal shall have no access to the Financial Proposals until the technical evaluation is concluded.

2.19. Evaluation of Technical Proposal

2.19.1. The Evaluation Committee shall evaluate the Technical Proposals on the basis of their responsiveness to the Terms of Reference, applying the evaluation criteria, sub-criteria, and point system specified in Evaluation Criteria in Data Sheet and Appendix-I to Data Sheet and each responsive Proposal will be given a technical score. A Proposal shall be rejected at this stage if it does not respond to important aspects of the RFP and particularly the Terms of Reference or if it fails to achieve the minimum technical score indicated in the Evaluation Criteria.

2.20. Public Opening and Evaluation of Financial Proposals.

2.20.1. After the technical evaluation is complete, Pakistan Railways (PR) shall notify in writing to Consultant that they have qualified or otherwise as per selection of RFP criteria, the date, time, and location for opening the Financial Proposals. Consultant’s attendance at the opening of Financial Proposals is optional. The opening date shall be set so as to allow interested Consultant sufficient time to make arrangements for attending the opening.

2.20.2. Financial Proposals shall be opened publicly in the presence of the Consultants representatives who choose to attend. The name of the Consultants and the technical scores of the Consultants shall be read aloud. The Financial Proposal of the Consultants who met the minimum qualifying marks will then be inspected to confirm that they have remained sealed and unopened. These Financial Proposals shall be then opened, and the total prices read aloud and recorded.

2.20.3. The Evaluation Committee will correct any computational errors. When correcting computational errors, in case of discrepancy between a partial amount and the total

amount or between words and figures, the former will prevail. The Evaluation Committee shall correct the quantification indicated in the Financial Proposal so as to make it consistent with that indicated in the Technical Proposal, apply the relevant unit price included in the Financial Proposal to the corrected quantity and correct the total Proposal cost.

- 2.20.4. The weightage of Technical and Financial Proposals would be as indicated in Data Sheet.
- 2.20.5. The announcement of financial results shall not mean the award of assignment unless so declared by the Employer after due deliberations, in-house detailed evaluations keeping in view of QCBS modality and obtaining subsequent approvals required for this purpose.

2.21. Technical Negotiations

- 2.21.1. Technical negotiations will be held with the successful Consultant (after the issuance of Acceptance Letter) at the address indicated in the Data Sheet. The invited Consultant will, as a pre-requisite for attendance at the negotiations, confirm availability of all Professional staff. Failure in satisfying such requirements may result in the Employer proceeding to negotiate with the next-ranked Consultant.
- 2.21.2. Representatives conducting negotiations on behalf of the Consultant must have written authority to negotiate and conclude an agreement.
- 2.21.3. Technical negotiations will include a discussion of the Technical proposal, the proposed technical approach and methodology, work plan, organization, and staffing. The Employer and the Consultant will finalize staffing schedule, work schedule, logistics, and reporting. These documents will then be incorporated in the agreement as “Description of Services”. Special attention will be paid to clearly defining the inputs and facilities required from the Employer to ensure satisfactory implementation of the assignment. The Employer shall prepare minutes of negotiations which will be signed by the Employer and the Consultant.

2.22. Availability of Professional Staff / Experts

- 2.22.1. Having selected the Consultant on the basis of, among other things, an evaluation of proposed Professional staff, the Employer expects to negotiate an agreement on the basis of the Professional staff named in the Proposal. Before agreement negotiations, the Employer will require assurance that the Professional staff will be actually available. The Employer will not consider substitutions during agreement negotiations unless both parties agree that undue delay in the selection process makes such substitution unavoidable or for reasons such as death or medical incapacity. If this is not the case and if it is established that Professional staff were offered in the proposal without confirming their availability, the Consultant may be disqualified. Any proposed substitute shall have equivalent or better qualifications and experience than the original candidate be submitted by the Consultant within the period of time specified in the letter of invitation to negotiate.

2.23. Conclusion of the Negotiations

2.23.1. Negotiations will conclude with a review of the draft agreement. To complete negotiations the Employer and the Consultant will initial the agreed agreement. If negotiations fail, the Employer will invite the Consultant whose Proposal received the second highest score to negotiate an agreement.

2.24. Award of Agreement

2.24.1. After completing negotiations, the Employer shall award the agreement to the selected Consultant and publish details on the website. The agreement will be executed based on Standard Format of Pakistan Engineering Council (PEC) for large projects (Lump Sum Based).

2.25. Confidentiality

2.25.1. Information relating to evaluation of Proposals and recommendations concerning awards shall not be disclosed to the Consultants who submitted the Proposals or to other persons not officially concerned with the process, until the publication of the award of agreement. The undue use by any Consultant of confidential information related to the process may result in the rejection of its Proposal and may be subjected to the provisions of the Consultant Selection Guidelines relating to fraud and corruption.

2.26. Integrity Pact

2.26.1. The successful Consultant shall sign and stamp the Integrity Pact, as per Standard Format of Pakistan Engineering Council (PEC) in case contract value exceeds Pak Rs.10.000 Million.

2.27. Registration of Foreign Firms with Pakistan Engineering Council

2.27.1. The successful foreign Consultant shall be required to abide by the by-laws of Pakistan Engineering Council (PEC).

2.28. Bankable Feasibility Study

2.28.1. The Feasibility Study should be bankable and acceptable to national/international financial institutions.

2.29. Time for Completion

2.29.1. Time for completion of the assignment shall be as specified in the Data Sheet.

2.29.2. Mobilization Period, after signing of agreement shall be as specified in the Data Sheet.

Instructions to Consultants

Paragraph Reference	DATA SHEET
2.1	<p><u>Name of the Employer:</u></p> <p>Additional General Manager/Mechanical, Pakistan Railways, Headquarters Office, Lahore. Government of Pakistan Phone: +92-42-99201642.</p> <p><u>Method of Selection:</u></p> <p>QCBS (Quality and Cost-Based Selection) in accordance with PPRA Rule 2004 and PPRA Procurement of Consultancy Services Regulations 2010, through Single Stage-Two Envelope Bidding Procedure.</p>
2.2	<p><u>Name of the assignment:</u></p> <p><i>“REQUEST FOR PROPOSAL (RFP) FOR HIRING OF CONSULTANTS TO CARRY OUT FEASIBILITY STUDY AND TRANSACTION ADVISORY SERVICES FOR OUTSOURCING THE OPERATIONS AND MANAGEMENT OF CARRIAGE FACTORY ISLAMABAD”</i></p> <p>Bid security declaration is also required and must be provided with the bid.</p>
2.3	<p>Pre-bid conference shall be held as per following schedule:</p> <p>Venue: Committee Room, Pakistan Railways Carriage Factory Islamabad</p> <p>Date 10.02.2025</p> <p>Time 11:00 hrs</p>
2.4	Proposals must remain valid for ninety (90) days after the submission date
2.5	Clarifications may be requested not later than seven (7) days before the submission date
2.6	Proposals shall be submitted in the English language
2.7	Withholding / Advance Income Tax will be deducted as per prevailing government rules. It will be exclusively Consultant’s responsibility to include all applicable Federal, Provincial or City taxes / fees & levies in the Financial Proposal
2.8	Consultant must submit one (1) original and four (4) copies of the Technical Proposal and one (1) original of the Financial Proposal alongwith soft copy of the complete Technical proposal

Paragraph Reference	DATA SHEET
2.9	<p>The Proposal submission address is:</p> <p>Director Procurement Carriage Factory Islamabad Government of Pakistan PH: +92-51-9278346</p> <p>Proposals must be submitted not later than the following date and time: On or before 25.02.2025 not later than 11:00 hrs</p>
2.10	<p>Time for completion of the assignment shall be TWENTY-SIX (26) Weeks.</p>
2.11	<p>Minimum Mandatory Requirements</p> <p>(1) Experience of at least two successfully completed PPP projects with financial close. (Bank-issued certificate as documentary evidence of financial close is required to be submitted)</p> <p>(2) Experience of at least two Feasibility Studies for complex industrial or railway rolling stock manufacturing projects. (Completion certificate from client is required to be submitted)</p> <p>(3) Experience of at least two projects related to optimum utilization of land for industrial or commercial purposes. (Completion certificate from client is required to be submitted)</p> <p style="text-align: center;">or</p> <p>(4) In case of Joint Venture or Consortium, Single Partner <i>is not necessarily required to comply</i> Mandatory Requirement no. (1), (2), and (3). The Mandatory Requirements no. (1), (2), and (3) <i>must be satisfied in totality. For example, if one partner of Joint Venture or Consortium has completed Part-I and another partner completed Part-2, then as a whole the Mandatory Requirements no. (1), (2) and (3) will be considered complied</i></p> <p>(5) In case of Joint Venture or Consortium, the Transaction Advisory Firm must be the lead firm and the firm must be registered with SECP & FBR</p>

Paragraph Reference	DATA SHEET																																																						
	<p>Criteria, sub-criteria, and point system for the evaluation of Technical Proposals are:</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">(i.) Company Profile:</td> <td style="text-align: right;">35%</td> </tr> <tr> <td>(ii.) Financial Capabilities</td> <td style="text-align: right;">20%</td> </tr> <tr> <td>(iii.) Project Team:</td> <td style="text-align: right;">30%</td> </tr> <tr> <td>(iv.) Approach & Methodology:</td> <td style="text-align: right;">10%</td> </tr> <tr> <td>(v.) Presentation & Communication Skills</td> <td style="text-align: right;">05%</td> </tr> </table>	(i.) Company Profile:	35%	(ii.) Financial Capabilities	20%	(iii.) Project Team:	30%	(iv.) Approach & Methodology:	10%	(v.) Presentation & Communication Skills	05%																																												
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	$\text{Technical Score } (S_t) = \frac{A1 \times [35]}{100} + \frac{A2 \times [20]}{100} + \frac{A3 \times [30]}{100} + \frac{A4 \times [10]}{100} + \frac{A5 \times [5]}{100}$ <p>The minimum technical score (St) required to Pass = 60Marks <i>Further details of Evaluation Criteria are described in Appendix-I to Data Sheet.</i></p>
2.12	<p>The overall evaluation of the complete bid will be as follows: Technical = 80% Financial = 20%</p> <p>The formula for determining the financial scores is as under: $S_f = 100 \times F_m / F$ S_f = The financial score F_m = The lowest price F = The price of the proposal under consideration.</p> <p>The bid having achieved the maximum score as per above combined weightage of technical and financial proposal shall be considered as the most advantageous bid.</p>
2.13	<p>Address for Technical negotiations:</p> <p>Additional General Manager/Mechanical, Pakistan Railways, Headquarters Office, Lahore. Phone: +92-42-99201642.</p>

Appendix-I to Data Sheet

Details of Evaluation Criteria

The points will be awarded as per the criteria given below subject to submission of proof of experience in the form of the following documents:

- a. Contract award document by the employer
- b. Satisfactory Completion Certificate/User Acceptance Certificate/Financial Close Document

(i.) Company Profile (100 Marks)

- (1)** Experience of completed PPP projects with financial close.(Total = 60 Marks).
(Bank-issued certificate as documentary evidence of financial close is required to be submitted)
(Each project carries 20 marks, 3 projects to achieve full marks)
- (2)** Experience of completed feasibility studies for complex industrial or railway rolling stock manufacturing projects.(Total = 24 Marks).
(Completion certificate from client is required to be submitted)
(Each project carries 08 marks, 3 projects to achieve full marks)
- (3)** Experience of completed projects related to optimum utilization of land for industrial and commercial purposes(Total = 16 Marks)
(Completion certificate from client is required to be submitted)
(Each project carries 04 marks, 4 projects to achieve full marks)

(ii.) Financial Capabilities (100 Marks)

Average annual turnover for past 03 years of the bidder (in case of single entity) or lead partner (in case of JV/Consortium):

Amount (Rs in Million)	% Marks
Up to 50	0
> 50 but < 500	Marks obtained = (Annual turnover)*100/500
≥500	100

(iii.) Project Team (100 marks)

For minimum qualification and experience of project team, refer to Annexure-A to Data Sheet. Each member of Consultant team will be evaluated on the following criteria:

- a. Education (40%)

CA/CFA/ICMA/ACCA/CA/PhD or equivalent	=100%
MS or equivalent	= 80%
BS orequivalent	=60%

- b. Experience of Individual Professionals (30%)
- (1) Where minimum required experience is 20 years
25 years or more = 100%
20 to <25 years= 80%
Less than 20 years’ experience will not be considered for evaluation
- (2) Where minimum required experience is 15 years
Twenty years or more= 100%
15 to <20 years = 80%
Less than 15 years experience will not be considered for evaluation
- (3) Where minimum required experience is 10 years
Fifteen years or more= 100%
10 to <15 years= 80%
Less than 10 years experience will not be considered for evaluation
- c. No. of assignments completed by Professional (30%)
- Five or more= 100%
4 assignments= 80%
3 assignments= 60%
2 assignments= 40%
Less than two assignments=Zero

(iv.) Approach & Methodology (100 marks)

Methodology submitted by Consultants will be analyzed by evaluating team in accordance with criteria stated above and graded as under:

Quality	Grade	Weight
Excellent	A	100%
Good	B	70%
Average	C	50%
Below average	D	25%
Absent	E	0

Methodology will be analyzed based on following:

Understanding & Innovativeness (30 Marks):

What is the depth of the firm’s understanding of the requirements and objectives of the assignment in question?

What is the quality of the improvements to the TOR suggested by the consultant to improve the outcome of the assignment?

What is the level of identification of potential risks that will affect the execution of the assignment and what is the quality of the mitigation strategies proposed?

Methodology & Work Plan (70 Marks):

How in-depth is the Statement of Work: does it fully cover the scope of the assignment and is it sufficiently developed to ensure assignment completion?

How developed is the Work Breakdown Structure (WBS) for the assignment?

How suitable is the Work Plan (staffing schedule): is the resource utilization sufficient and practical?

(v.) Presentation & Communication Skills (100 marks)

The criteria will be graded based on the following marking schemes:

Quality	Grade	Weight
Excellent	A	100%
Good	B	70%
Average	C	50%
Below average	D	25%
Absent	E	0

Proposal Presentation (50 marks):

Quality and clarity of the proposal submission, including coherence, formatting, and attention to detail.

Stakeholder Engagement Strategy (50 marks):

Robust strategy for engaging with key stakeholders, including government authorities and potential investors.

Annexure-A to Data Sheet

Minimum Qualification and Experience required for each position in Project Team

The Professional’s having experience less than minimum specified below shall not be considered.

Sr. No.	Position	Min-Qualification	Overall Experience (Years)
1	Team Leader (Transaction Advisory Expert)	Project Management/Business Administration/Applied Economics/CA/CFA/ACCA with experience in Project Management, Public Private Partnership projects	20
2	Railway locomotive and Rolling Stock Expert	B.Sc., M.Sc. Mechanical Engineering/Railway Experience	15
3	Transport Specialist	B.Sc. M.Sc. Mechanical Engineering/Transport Management/ Transport Planning/ Transport Economics with Railway experience	15
4	Financial Analyst	MBA(Finance)/master’s degree in finance, ACCA, ACMA, CFA, CA	15
5	Business Advisor	M.B.A/CFA/ACCA/CA	10
6	Legal Expert (Corporate Law)	LLB with experience of dealing with business/corporate laws, firms and company laws/ordinances, expertise in drafting and negotiating PPP/Concession agreements	10
7	Contract Management Expert	B.S. Engineering/M.B.A / LLB	10
8	Environmental & Social Expert	BS in Environmental Science/ Environmental Engineering	5

Note-1: Minimum qualification of professionals has been suggested for the guidance of the bidders. However, bidders can quote any other relevant degree as per norms of the country from where such degree has been obtained and it would be considered for acceptance if found appropriate.

Section 3: Technical Proposal – Standard Forms

Consultants are required to prepare Technical Proposal as per following format:

TECH-1	Technical Proposal Submission Form
TECH-2	Consultant’s Organization and Experience A Consultant’s Organization B Consultant’s Experience
TECH-3	Comments or Suggestions on the Terms of Reference.
TECH-4	Description of the Approach, Methodology and Work Plan for Performing the Assignment
TECH-5	Composition of Team to be deployed for this assignment and Task Assigned
TECH-6	Curriculum Vitae (CV) of Proposed Professional Staff
TECH-7	Staffing Schedule

TECH-1: TECHNICAL PROPOSAL SUBMISSION FORM

(Please submit on Company’s Letterhead)

To,

**Director Procurement
Pakistan Railways, Carriage Factory Islamabad,
Railways, Government of Pakistan
Phone: +92-51-9278346**

**Subject: REQUEST FOR PROPOSAL (RFP) FOR TRANSACTION ADVISORY
SERVICES/CONSULTING FIRMS FOR OUTSOURCING THE
OPERATIONS AND MANAGEMENT OF CARRIAGE FACTORY
ISLAMABAD**

Dear Sir,

We, the undersigned, offer to provide the REQUEST FOR PROPOSAL (RFP) FOR TRANSACTION ADVISORY SERVICES/CONSULTING FIRMS FOR OUTSOURCING THE OPERATIONS AND MANAGEMENT OF CARRIAGE FACTORY, ISLAMABAD for Pakistan Railways, in accordance with your Request for Proposal. We are hereby submitting our Proposal, which includes this Technical Proposal, and a Financial Proposal sealed under separate envelopes.

We are submitting our Proposal in association with: _____
[Insert a list with full name and address of each associated Consultant]

We hereby declare that all the information and statements made in this Proposal are true and accept that any misinterpretation contained in it may lead to our disqualification.

If negotiations are held during the period of validity of the Proposal, we undertake to negotiate on the basis of the proposed staff. Our Proposal is binding upon us and subject to the modifications resulting from Agreement negotiations.

We undertake, if our Proposal is accepted, to initiate the consulting services related to the assignment not later than the date indicated in the Data Sheet of the proposal.

We understand you are not bound to accept any Proposal you receive.

We remain,

Yours sincerely,

Authorized Signature [In full and initials]: _____

Name and Title of Signatory: _____

Name of Firm: _____

Address: _____

TECH-2: CONSULTANT’S ORGANIZATION AND EXPERIENCE

A- Consultant’s Organization

Please provide the following of your firm/entity and each associate / partner for this assignment

1. Firm Background and Achievements (min two pages)
2. Organogram
3. List of Staff with Qualification and Experience

TECH-2: CONSULTANT’S ORGANIZATION AND EXPERIENCE

B - Consultant’s Experience

[Using the format below, provide information on each assignment for which your firm, and each associate / partner for this assignment, was legally contracted as a corporate entity or as one of the major companies within an association / partnership, for carrying out consulting services **similar to the ones requested under this Assignment.**]

Assignment name:	Value of the Project (in Pak Rs or US\$):
Country: Location within country:	Duration of assignment (months):
Name of Employer:	
Start date (month/year): Completion date (month/year):	Value of consultancy services provided by your firm under the agreement (in Pak Rs or US\$):
Name of associated Consultants, if any:	Percentage of input provided by associated Consultants:
Name of senior professional staff of your firm involved and functions performed (indicate most significant profiles such as Project Director/Coordinator, Team Leader):	
Narrative description of Project:	
Description of actual services provided by your staff within the assignment:	

Firm’s Name:

Note:

Completion certificate/work orders/contract/Agreement with detailed TORs must be attached, the project will not be evaluated in case evidences are not attached.

TECH-3: COMMENTS OR SUGGESTIONS ON THE TOR.

(The Employer is not bound to accept the suggestion provided by the Consultant. The Consultant is requested not to include any financial impact of the suggestions in the Financial Proposal. Any claim on this account shall not be accepted at the stage of evaluation or after award of contract).

TECH-4: DESCRIPTION OF APPROACH, METHODOLOGY AND WORK PLAN FOR PERFORMING THE ASSIGNMENT

[Technical approach, methodology and work plan are key components of the Technical Proposal. You are suggested to present your Technical proposal divided into the following three chapters:

- a) Technical Approach and Methodology,
- b) Work Plan
- c) Organization and Staffing

a) Technical Approach and Methodology:

In this chapter, you should explain your understanding of the objectives of the assignment, approach to the services, methodology for carrying out the activities and obtaining the expected output and the degree of detail of such output. You should highlight the problems being addressed, their importance and explain the technical approach you would adopt to address them. You should also explain the methodologies you propose to adopt and highlight the compatibility of those methodologies with the proposed approach.

b) Work Plan

In this chapter, you should propose the main activities of the assignment, their content & duration, phasing & interrelations, milestones (including interim approvals by the Employer), and delivery dates of the reports. The proposed work plan should be consistent with the technical approach & methodology, showing understanding of the TOR and ability to translate them into a feasible working plan. A list of the final documents, including reports, drawings and tables, etc. to be delivered as final output, should be included here.

c) Organization and Staffing

In this chapter, you should propose the structure and composition of your team. You should list the main disciplines of the assignment, key expert responsible and proposed technical & support staff.

TECH-5: COMPOSITION OF PROFESSIONAL STAFF TEAM TO BE DEPLOYED FOR THIS ASSIGNMENT AND TASK ASSIGNED

Name of Staff	CNIC No./Passport	Firm	Area of Expertise	Position Assigned
For Foreign Professional Staff				
For Local Professional Staff				

TECH-6: CURRICULUM VITAE (CV) OF PROPOSED PROFESSIONAL STAFF

1. **Proposed Position** [*only one candidate shall be nominated for each position*]: ____
2. **Name of Firm** [*Insert name of firm proposing the staff*]: ____
3. **Name of Staff** [*Insert full name*]: ____
4. **Date of Birth**: _____
5. **Nationality**: _____
6. **CNIC No** (if Pakistani): _____ **or Passport No**: _____
7. **Education**:

<i>Degree</i>	<i>Major/Minor</i>	<i>Institution</i>	<i>Date (MM/YYYY)</i>

8. Membership of Professional Associations:

9. Other Training [*Indicate significant training since degrees under 6 - Education were obtained*]:

10. Languages [*For each language indicate proficiency: good, fair, or poor in speaking, reading, and writing*]:

11. Employment Record

[*Starting with present position, list in reverse order every employment held by staff member since graduation, giving for each employment (see format here below): dates of employment, name of employing organization, positions held.*]:

<i>Employer</i>	<i>Position</i>	<i>From (MM/YYYY)</i>	<i>To (MM/YYYY)</i>

11. Detailed Tasks Assigned

[*List all tasks to be performed under this assignment*]

12. Work Undertaken that Best Illustrates Capability to Handle the Tasks Assigned [*Among the assignments in which the staff has been involved, indicate the following information for those assignments that best illustrate staff capability to handle the tasks listed under point 11.*]

1) Name of assignment or project: _____ Year: _____ Location: _____ Employer: _____ Main project features: _____ Positions held: _____ Activities performed: _____
--

13. Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience. I understand that any willful misstatement described herein may lead to my disqualification or dismissal, if engaged.

Date: _____
Day/Month/Year
[Signature of staff member or authorized representative]
Full name of authorized representative: _____

Note:

CVs need to have been recently signed by the Professional staff by them with date in blue indelible ink and countersigned by the authorized official of the firm.

Photocopy or unsigned or countersigned CVs shall be rejected.

TECH-7: PROFESSIONAL STAFFING SCHEDULE

1. For Professional Staff, the input should be indicated individually, for Support Staff it should be indicated by category (e.g.: draftsmen, clerical staff, etc.).
2. Months are counted from the start of the assignment. For each staff indicate separately staff input for home and field work.
3. Field work means work carried out at a place other than the Consultant's home office.

Year: 2024-25															
No	Name of Staff	Total staff-month input										Home	Field ³	Total	
		1 st Month	2 nd Month												
For Foreign Professional Staff															
1		[Home]													
		[Field]													
2															
3															
For Local Professional Staff															
1		[Home]													
		[Field]													
2															
3															

Section 4: FINANCIAL PROPOSAL - STANDARD FORMS

Financial Proposal Standard Forms shall be used for the preparation of the Financial Proposal.

FIN-1 Financial Proposal Submission Form

FIN-2 Summary of Costs

FIN-3 Breakdown of Cost for Local Component and Foreign Remittance

FIN-4 Breakdown of Remuneration of Staff deployed

- i) Consultancy services covering all activities related to detailed engineering of the project.
- ii) Transaction Advisory Services for bid process management covering preparation of RFP/bid documents and required assistance to the employer in processing and finalizing of bids etc.

FIN-5 Breakdown of Reimbursable Expenses

FIN-1: FINANCIAL PROPOSAL SUBMISSION FORM

(Please submit on Company’s Letterhead)

[Location, Date]

To,

**Director Procurement,
Pakistan Railways,
Carriage Factory Islamabad,
Government of Pakistan
Phone: +92-51-9278346**

**Subject: “REQUEST FOR PROPOSAL (RFP) FOR TRANSACTION
ADVISORY SERVICES/CONSULTING FIRMS FOR OUTSOURCING
THE OPERATIONS AND MANAGEMENT OF CARRIAGE
FACTORY ISLAMABAD**

Dear Sir,

We, the undersigned, offer to provide **REQUEST FOR PROPOSAL (RFP) FOR TRANSACTION ADVISORY SERVICES/CONSULTING FIRMS FOR OUTSOURCING THE OPERATIONS AND MANAGEMENT OF CARRIAGE FACTORY ISLAMABAD** in accordance with your Request for Proposal and our Technical Proposal. Our attached Financial Proposal is for the sum of [*Insert amount(s) in words and figures*]. This amount is inclusive of all taxes.

Our Financial Proposal shall be binding upon us subject to the modifications resulting from Agreement negotiations, up to expiration of the validity period of the Proposal.

No commissions or gratuities have been or are to be paid by us to agents relating to this Proposal and Agreement execution.

We understand you are not bound to accept any Proposal you receive.

We remain,

Yours sincerely,

Authorized Signature [*In full and initials*]: _____

Name and Title of Signatory: _____

Name of Firm: _____

Address: _____

FIN-2: SUMMARY OF COSTS

(Pak Rupees)

Item	Cost	
	In Figure	In Words
Cost of Request for proposal (RFP) for feasibility study and transaction advisory services/consulting firms for outsourcing the operations and management of Carriage Factory Islamabad		

Note:

- i. Cost of Transaction Advisory Services should be inclusive of all taxes, overheads and any other cost required to complete the assignment as per TOR.
- ii. Any tax imposed by the Government after submission date of RFP shall be paid separately to Consultant, in addition to accepted Financial Proposal

Authorized Signature of Consultant

FIN-3: BREAKDOWN OF COST FOR LOCAL COMPONENT AND FOREIGN REMITTANCE

Item	Amount(Pak Rs.)		
	Payment of Local Staff & other expenditure	Payment of Foreign Staff & other expenditure required to be remitted to home country	Total
Cost of Request for Proposal (RFP) for Transaction advisory services/consulting firms for outsourcing the operations and management of Carriage Factory Islamabad			

Note:

All payments shall be made in Pak Rupees; however the above breakup is to facilitate the Consultant for remittance of remuneration (in case of foreign Consultant).

Authorized Signature of Consultant

**FIN-4: BREAKDOWN OF REMUNERATION OF STAFF
DEPLOYED FOR TRANSACTION ADVISORY SERVICES**

Name ²	Position ³	Staff-month Rate (PKR) ⁴
Foreign Professional Staff		
		[Home]
		[Field]
Local Professional Staff		
		[Home]
		[Field]

1. Form FIN-4 shall be filled in for the same Professional and Support Staff listed in Form TECH-7.
2. Professional Staff should be indicated individually; Support Staff should be indicated as per category (e.g.: draftsmen, clerical staff)
3. Positions of the Professional Staff shall coincide with the ones indicated in Form TECH-5.
4. Indicate separately staff-month rate for home and field work.

FIN-5: BREAKDOWN OF REIMBURSABLE EXPENSES

(Information to be provided in this Form shall only be used to establish payments to the Consultant for possible additional services requested by the Employer).

S. No	Description ¹	Unit	Unit Cost (Pak Rupees)
	Per diem allowances	Day	
	International Flight ²	Trip	
	Miscellaneous travel expenses	Trip	
	Communication costs between [Insert Place] and [Insert Place]		
	Drafting, reproduction of reports		
	Equipment, Instruments, materials, supplies		
	Shipment of personal effects	Trip	
	Use of Computers, software		
	Laboratory tests / surveys.		
	Sub agreements		
	Local transportation costs		
	Office rent, clerical assistance		
	Training of Employer’ personnel		

1. Delete items that are not applicable or add other items if required.
2. Indicate route of each flight, and if the trip is one-or two-ways.

TERMS OF REFERENCE (TOR)

FOR

**REQUEST FOR PROPOSAL (RFP) FOR HIRING OF CONSULTANTS
TO CARRY OUT FEASIBILITY STUDY AND TRANSACTION
ADVISORY SERVICES FOR OUTSOURCING THE OPERATIONS
AND MANAGEMENT OF CARRIAGE FACTORY ISLAMABAD**

January, 2025

**REQUEST FOR PROPOSAL (RFP) FOR HIRING OF CONSULTANTS TO
CARRY OUT FEASIBILITY STUDY AND TRANSACTION ADVISORY
SERVICES FOR OUTSOURCING THE OPERATIONS AND MANAGEMENT OF
CARRIAGE FACTORY ISLAMABAD**

1) PROJECT INFORMATION

Carriage Factory Islamabad (CFI) is a passenger coach manufacturing unit of Pakistan Railways (PR) established in 1970 with a capacity to indigenously manufacture 120 passenger coaches per annum on a single shift basis. CFI spreads over an area of 141 acres out of which 58 acres is walled and utilized by the CFI factory itself, while the remaining 83 acres accommodate CFI staff colony. Since its commissioning in 1970, CFI has so far manufactured 2,173 rail coaches and 1,968 rail coaches have been rehabilitated out of which 791 rail coaches have been subject to the major repairs.

The facility is not operating at its optimal potential and under-utilized thus contributing considerable overheads. As such there is a need to utilize CFI to its best potential, PR intends to develop a Public Private Partnership (PPP) to improve the quality of products at CFI through effective & efficient utilization of human resource, plant & machinery to its maximum potential for reduced overheads and improved turnovers.

The mandate of the Transaction Advisory consultant shall be to conduct pre-qualification of interested private investors, financial, technical & legal analysis of proposals, develop bidding documents and solicit bidder's interest which leads to a successful Public Private Partnership contract between Pakistan Railways and the successful private party. Pakistan Railways intends to procure the services of a consortium of experienced people for providing transaction advisory to assist it through the phases of the PPP project cycle. These terms of reference invite proposals from a firm representing a team of suitably qualified and experienced financial, technical, and legal advisors to help in the subject matter and to prepare PPP Project Proposal in accordance with PPPA Amendment Act, 2022.

The Transaction Advisor (TA) will be required to produce a comprehensive feasibility study including need assessment/gap analysis and PPP project proposal using a public sector comparison and PPP reference models/examples. These projects are in line with the department's strategic vision/plan and revival plan. This must enable the Pakistan Railways to determine

- Full project cycle costs
- Affordability limits
- Risks and their costs
- Optimal value-for-money.

The transaction advisor will have to become familiar with all background documentation and preparatory work conducted to date and shall be responsible for carrying out initial technical, financial, and legal framework reviews that are necessary for a successful completion of the feasibility.

2) Objectives of the Project

- Improve quality with cost effectiveness
- Reduce reliance on import of rolling stock at exorbitant prices
- Improve operational efficiency and production timelines
- Increase revenue by unlocking revenue potential through commercial exploitation of non-railway business (product development and diversification)
- Indigenize technology to reduce imports
- Mobilize private sector finance for up-gradation of factory
- Build human resource capabilities
- Regular and need based requirement of PR be ensured and fulfilled for replacement and rehabilitation
- Effective and efficient operations, maintenance and management of CFI

3) Objectives of the Feasibility Study and Transaction Advisory Services

- To develop an optimal Private Sector Participation (PSP) model for CFI operations.
- To identify and recommend strategies for product diversification and optimal utilization of CFI’s land for commercial and industrial purposes, and CFI’s human resource.
- To conduct benchmarking against global facilities with similar functions.
- To build a strong business case for PSP-driven operations to enhance investor interest and operational performance.
- To prepare a comprehensive feasibility for the project development and recommend financing options for the implementation of the Project in line with the TORs
- To fulfill PR’s requirement for manufacturing of 1000 coaches in the next 10 years along with modes of financing through land exploitation or other means
- To prepare Project Proposal based on the feasibility study with justifications
- To provide a detailed plan for the optimum utilization of existing PR human resource with modalities of payment/hiring
- To assist Pakistan Railways in obtaining required approvals / consents under the Public Private Partnership Authority (P3A) Amendment Act, 2022 including approvals from P3A Board, CDWP, ECNEC, CDA and other relevant approving/regulating forums.

4) Pre-Feasibility:

Ministry of Railways engaged M/s Kearney to prepare the prefeasibility report of the project in October 2024. The pre-feasibility report recommended that a detailed feasibility study should be conducted to thoroughly evaluate the project.

The detailed feasibility be provided keeping in view the following aspects:

5) Concession Agreement:

The study should look into details of a Concession Agreement between the private operator and PR whereby:

- PR will retain the ownership of all the land, machinery and assets of the factory and lease the same to the private operator
- Private operator will be responsible for the O&M of the factory
- Private operator will share revenue with PR from land exploitation/optimization for business diversification of the open area within the boundary wall of the factory only.
- The mode of this revenue sharing is to be ascertained in the study

6) Key Priorities:

The key priorities of PR should be kept at the forefront during the detailed study, which are to ensure optimal utilization of the existing factory to fulfill PR needs for:

- Indigenous manufacturing of new passenger coaches with improved quality and reduced cost.
- Maintenance and rehabilitation of existing and newly manufactured coaches.
- Cost-saving through increased efficiency and optimal utilization of existing resources.

7) Off-Take Agreement Terms

- In the detailed study, an assessment should be conducted to determine the ideal percentage of supply that PR would guarantee to purchase, if any.
- This percentage must strike a balance with regard to keep the project attractive to the private sector without overcommitting PR.
- The feasibility study and business model must also look into the mode of guarantees, if required.

8) Land Exploitation

- The optimal land exploitation should be evaluated in detailed study keeping in view the terms of acquisition of the land by PR and legal constraints.
- Only the open area within the boundary walls of the factory should be considered for exploitation in terms of product diversification.
- Preference should be given to the development of allied facilities that support the function of the factory.
- Revenue-sharing possibilities should be studied to ensure mutual benefits from the expanded operations
- The detailed study should also take into account the terms of land acquisition from CDA by PR when proposing means for exploitation of land

9) Additional Revenue Streams:

The detailed study and business model should include detailed analysis of potential of improved revenue streamsthrough:

- **Product Diversification:** Expansion to other types of products such as steel structure fabrication (for bridges etc.),bodies and spares parts for buses, trucks, construction of intermodal containers, etc., to generate additional revenue. The study may also look into other products such a signaling or track infrastructure parts that can be manufactured for railways.
- **Export:** Improvement of revenue by exploring the opportunity to produce carriages or carriage parts for foreign railways.
- **Value Added Service:**Conducting A-4 maintenance and Special Repairs for old coaches. Provision of services for transportation sector in the local market to generate additional revenues.

10) Revenue Sharing:

The detailed study and business model should include detailed analysis of the mode of revenue sharing and adjustment of cost, including:

- Planned land exploitation within the 58 acres walled factory area on equitable sharing basis or otherwise
- The percentage of revenue shared to PR for production of the factory, diversification of business as well as land exploitation.
- The expected percentage of cost reduction for manufacturing and maintenance of coaches by private operator against cost currently incurred by PR.

11) Utilization of Existing Human Resource:

The feasibility study and business model should account for the optimum percentage of existing human resource to be retained at CFI and explore the legal and technical matters concerning acquiring HR from PR into the private venture.

12) Modalities of Agreement with CRRC Changchun, China:

PR has entered into a contract agreement with M/s CRRC Changchun, China for the procurement/manufacture of 230 passenger coaches under Transfer of Technology which envisages manufacturing of 194 coaches indigenously at CFI. The detailed study and business model should include detailed analysis of:

- The modalities of continued manufacturing activities under the contract and roles of private operator, PR, and CRRC Changchun
- The modalities of the TOT and offices of PR that must be retained at CFI to handle the same

13) OBJECTIVE

Selected firm/ consortium shall provide feasibility study and transaction advisory services for the “Outsourcing of Operations and Management of Carriage Factory Islamabad”.

14) SCOPE OF ASSIGNMENT/TERMS OF REFERENCE (TORs)

The broad scope of the services will consist of following two phases:

- Phase-I: Project Development
- Phase-II: Transaction Execution

PHASE-I: PROJECT DEVELOPMENT / FEASIBILITY

Task 1: Kick-off Meeting

Within a week from the award of the Assignment, TA will conduct a kick-off meeting with the representatives of Pakistan Railways. The objective of this meeting will be to discuss and finalize the detailed plan of activities proposed by the Transaction Advisor. The meeting will cover the following important considerations:

- i. Review existing documents and assessment of PR requirements
- ii. Review in detail the pre-feasibility study already conducted and its recommendations
- iii. Finalizing methodology and assessing requirements to complete the Assignment within the specified time frame

-
- iv. Review of timetable of activities/ milestones going forward
 - v. Review of the team organization and detailed functions of the team members
 - vi. Discussion and finalization of communication strategy whereby all stakeholders will be regularly involved and consulted throughout the Assignment
 - vii. Relevant existing reports, studies, audits, etc. necessary to become familiar with the scope of work
 - viii. All information pertaining to Railway business structure
 - ix. Existing financial forecasts, historical financial performance, and technical operating mechanism
 - x. Establishment of a communication and stakeholder engagement strategy
 - xi. Any specific issue requiring immediate attention of Pakistan Railway

The scope of work committed in the Transaction Advisory Agreement will be defined and shall only be amended with mutual consent of the parties & approval of the PR. In this meeting, TA will present a brief report, containing information about the key issues; mainly relevant to the investor’s perspective, which might affect investor interest in the Project. The report will also contain recommendations with respect to mitigation of investor concerns on such issues.

Deliverables of Kick off Meeting

- i. Detailed methodology and time schedule for the Assignment
- ii. A communication and stakeholder engagement strategy
- iii. Progress report to date
- iv. A brief report on the identification of key issues relevant from the investor’s perspective and/or issues that might affect investor interest in the Project, which will also contain recommendations with respect to mitigation of investor concerns on such issues

Task 2: Site Assessment, Product Diversification, and Land Utilization Strategy

TA must assess existing facilities and operational workflows to identify potential for improved utilization and product diversification. Analyze and recommend options for the optimal use of CFI’s land, focusing on both commercial and industrial purposes. Conduct market and demand analysis to support proposed diversification and land-use strategies.

Deliverables:

Preliminary land utilization strategies.

Due Diligence Report (Legal, Technical, Operational, Environmental & Financial) including market assessment including:

-
- Findings of desk study of national and international practice;
 - Results of soft investor appetite assessment; and
 - Any other relevant key Due Diligence Report contents. This could include a resettlement plan if relevant, or any other likely social/gender issues. This should also highlight any tax implications, where relevant.

Task 3: Benchmarking and Market Sounding

Benchmark CFI operations against comparable international facilities to identify best practices, lessons learned, and key success factors. Conduct market sounding exercises to gauge investor interest and feedback on proposed PSP models.

Deliverables:

- Benchmarking and Market Sounding Report

Task 4: Development of Private Sector Participation (PSP) Model and Commercial Structuring

TA must propose suitable PSP models for CFI operations considering operational, financial, legal, and risk aspects. Integrate commercial structuring elements into the proposed models, addressing options for both bundled and unbundled commercial and industrial deals, revenue-sharing models, and optimal land utilization strategies to maximize returns and investor attractiveness

Deliverables:

- PSP Model and Business Case Report

Task 5: Human Resource (HR) Utilization and Management Plan

TA must assess current employee skill sets, roles, and productivity. Propose a plan for appropriate utilization of employees in the new PSP-driven operational model, including re-training and capacity-building measures where feasible. Develop strategies for employee transition, which may include redeployment, retraining, or separation plans, in alignment with best practices and labor regulations.

Deliverables:

- HR Utilization & Management Plan

Task 6: PPP Project Proposal including Feasibility Study, Financial Model and Bid Documents with Pre-Qualification Criteria.

The TA shall study and propose various PPP models to execute the Project on PPP basis, covering all the legal, organizational, technical, environmental, social, and financial aspects along with determining its commercial viability and bankability.

TA will be required to produce a comprehensive feasibility study which thoroughly investigates the preferred implementation options and finalize the transaction structure covering all legal & regulatory aspects, organizational structures, technical and financial details duly supported by Excel-based financial model reflecting optimal design parameters, risks & costs, and the service levels.

The TA will conduct diligence on legal, financial, technical & environmental aspects to present various PPP modalities. The TA will prepare and present a comprehensive financial model, together with optimal design parameters, service level specifications, risks assessment (identification, evaluation, estimation of risk) and cost analysis, cash flow, sensitivity analysis, Debt Service Coverage, Return on Equity (ROE) and all such financial analysis, together with an assessment of the legal feasibility of the project. The feasible recommended structure must be genuinely reflective of the constraints and concerns of all the key stake holders.

Pursuant to Regulation 7(1)(2) of the P3WP (Approvals & Process Flow) Regulations, 2021; the Project Qualification Proposal should include:

- i. A feasibility study (along with all supporting documentation, supplementary studies etc.), need assessment and an outline of the transaction structure of the project
- ii. A techno-economic analysis explaining the project rationale, fit with national development plans, bankability, economic and financial viability, and project cost and financial model
- iii. Land Valuation Report and Utilization Plan
- iv. Analysis with respect to legal, regulatory, environmental, social and gender impact of the project considering applicable international best practices
- v. A risk review
- vi. Detailed information as to any government support which may be required in connection with the project including funding through the viability gap fund or the project development facility
- vii. The management and operation plan for the project, including proposed delivery mode

Deliverables:

Project Qualification Proposal (PQP)/Technical Feasibility including:

1. Technical feasibility including:

- i. Assessment Report of existing Infrastructure & other allied items and

-
- facilities
- ii. Environmental and Resettlement Impact Report
 - iii. Geotechnical Investigations Report
 - iv. Land Valuation Report and Utilization Plan
 - v. Rolling Stock Report
 - vi. Develop Change Management and Communication Plan
 - vii. Electric Power Study Report
 - viii. Railway Traffic Forecasting Report (with and without ML-1)
 - ix. Feasibility Study Level Design
2. Roles and responsibilities of Pakistan Railways and Private Party clearly defined
 3. PPP modality/Transaction structure
 4. Duration of the PPP agreement
 5. Affordability in terms of budgetary provisions and user charges
 6. Risk allocation matrix along with mitigation strategies
 7. Key Performance Indicators (KPIs)
 8. Monitoring mechanism
 9. Cost benefit analysis
 10. Projects of similar nature implemented at Regional and International level
 11. Investor Appetite Report/Market Assessment Report
 12. Finalize commercial structure and determine optimal offtake agreement guarantees
 13. Assessment for product diversification
 14. Government support (in terms of annuity payments, subsidy, VG, etc.)
 15. Production plan with and without ML-1 implementation.
 16. Detail procurement plan
 17. Draft concession/PPP agreement
 18. Give a detailed Benchmark Analysis
 19. The Excel-based financial model representing full costs of delivering the Project along with:
 - i. Assumptions, clearly categorized as general, revenues & costs, macro-economic and financial markets

-
- ii. Income statements, statement of cash flows, balance sheets and fixed assets schedules
 - iii. Debt schedules and funding sheets highlighting sources and uses of funds
 - iv. Valuations showing project Internal Rate of Return (IRR), Equity IRR, Project Net Present Value (NPV), Equity NPV, Pay Back periods (Simple and discounted), project and equity payback
 - v. Ratio Analysis such as Debt Service, Interest Cover, Project Life Cover, Loan Life Cover, and other prominent ratios
 - vi. Sensitivity Analysis for critical variables of the project
 - vii. Financial results for various PPP modalities
 - viii. The Debt Equity Ratio
 - ix. Corporate and finance structure
 - x. Uses and sources of finances
 - xi. Value for Money analysis, cost benefit analysis, economic analysis

After approval of PQP/feasibility study, TA will prepare bid documents.

Bid Documents

The TA will develop the following:

RFQ Package

- Prequalification criteria
- Basis of disqualification
- Data sheet/forms
- Undertakings templates
- RFQ Advertisement
- Any other document that may be required in such transactions.

RFP Package

- Invitation to bid
- Instructions to bidders
- Bid Evaluation Criteria
- Reference Design and Performance Parameters

-
- Draft Public Private Partnership Agreement
 - Any other document that may be required in such transactions.

Deliverables:

- PQP along with financial model
- RFQ and RFP Package
- **Presentation of the Project Proposal**
 - Project proposal comprising all above deliverables, must be compiled in a single report in word format, and delivered as both electronic and hard copy documents.
 - All financial models must be in excel format and must clearly set out all assumptions.
 - The project proposal must be presented with the thorough executive summary and must be accompanied by a power point presentation, the presentation and executive summary must be compiled in such a manner that it will be useful for decision.

Task 4: Communication Strategy and Information Memorandum (IM)

TA will develop a communication strategy for approval by the Client. TA will develop an Information Memorandum (IM) which will highlight salient features of the project and broad terms and conditions with a view to market the project to potential investors.

Deliverables:

- Communication strategy
- Information Memorandum

Task 5: Government Approvals

The TA will assist the Client to obtain necessary government approvals from the relevant competent forum.

PHASE-II: TRANSACTION EXECUTION

Based on the chosen structure, competitive tendering process will be initiated by PR to select the most appropriate private party, which could implement the Project most effectively, with least assistance from PR. The process to be adopted will be transparent with clearly defined evaluation criteria to encourage effective participation by the private sector.

The TA will assist PR in management of the bidding process including, but not limited to the conduct of the bidding process, bid opening and evaluation of technical & financial bids,

recommendations on award, preparation and issuance of Letter of Intent (LOI) & Letter of Support (LOS) to the prospective investor (if applicable), negotiations with successful bidder and closing of the Project. TA will also attend pre-bid conference and prepare minutes of meeting and the Addendum to RFP (if required) and fulfill all the requirements of PPP Authority.

Task 1: Procurement Process

TA will assist the PR in soliciting EOIs, prequalification of potential bidders, issuance of RFP, pre-bid meetings, bid evaluation, selection of successful bidder and issuance of Letter of Intent (LOI)/Letter of Award.

Deliverables:

- Pre-qualification Report
- Minutes of Pre-bid meeting
- Bid evaluation report (technical/financial/legal)
- Draft LOI/LOA

Task 2: Deal Closure and Signing of PPP Agreement

TA will assist the Client to reach deal closure and successful signing of PPP Agreement.

Deliverables:

- Signing of PPP Agreement

Task 3: Financial Close

After signing of PPP Agreement, the TA will analyze the financials provided by the successful bidder and confirm to the Client whether the bidder has fulfilled the mandatory requirements of financial close.

Deliverables:

- Financial close

2) GENERAL REQUIREMENTS

- The TA shall sign and stamp the Integrity Pact, as per Standard Format of Pakistan Engineering Council (PEC) in case contract value exceeds Pak Rs. 10.000 Million.
- Agreement with TA shall be executed based on Standard Format of Pakistan Engineering Council for large projects (LUMP SUMP BASED).
- The project proposal should be bankable, acceptable to national and international financial institutions.

3) **MODE OF PAYMENT AND TIME OF COMPLETION**

The department shall make all payments to the TA in Pak Rupees. However, the department shall have no objection and shall facilitate the remittance in foreign currency of the remuneration of the foreign partner to the extent of services rendered by it with regard to this consultancy assignment and the payment schedule is as under;

Deliverables	Timeline (Weeks)	Payment (%)
Phase-I: Project Development		
Submission of Kick-off Report	1 week	05%
Submission of Site Inspection and Due Diligence Report	2 weeks	05%
Submission of Benchmarking & Market Sounding Report	1 week	05%
Submission of HR Utilization & Management Plan	2 weeks	05%
Submission of Feasibility Study	2 weeks	10%
Submission of PSP Model and Business Case Report	2 weeks	10%
Submission of PPP Project Proposal	2 weeks	15%
Approval of Project Proposal from relevant approving forum	2 weeks	10%
Total	14 weeks	65%

Phase-II: Transaction Execution

Bid Evaluation till issuance of LOI	9 weeks	20%
Signing of PPP Agreement	3 weeks	10%
Financial Close		5%
Total	12 weeks	35%
Grand Total	26 weeks	100%

Note:

Phase-II would be commissioned upon the approval of PPP Project Proposal by the relevant competent forum.

- The payment will be made after submission of each deliverable as mentioned above.
- 3% retention money will be deducted from each deliverable and will be returned after satisfactory completion of work.
- Time for completion of the assignment shall be TWENTY-SIX (26) Weeks including mobilization period.
- TA shall depute its staff to assist and help department for obtaining the approval from competent authority.



GOVERNMENT OF PAKISTAN
PUBLIC PROCUREMENT REGULATORY AUTHORITY
ISLAMABAD



PROFORMA INVOICE

(For advance payment of uploading fee(s) with Federal PPRA)

Director Procurement,
Pakistan Railways,
Carriage Factory, Islamabad
051-9278051

Invoice No. 20448319

Date 07-02-2025

Reference/Tender No. of Procuring Agency	Procurement Sector	Tender Publish Date	Amount (PKR)
No. M&S/RFP/2025 dated 23-01-2025	Consultancy Services	25-01-2025	Rs. 15,000/-
Total amount of Fee(s)			Rs. 15,000/-

Notes:

- Payment may be made through crossed cheque/HBL Banker's cheque/Pay Order/Online/ Demand Draft in favour of the "Public Procurement Regulatory Authority (PPRA), Islamabad".
- Please ensure to mention PPRA Invoice / Web reference number or enclose copy of this invoice while submitting tenders for uploading for accurate adjustment of above tender fee(s) against relevant tender notice(s), otherwise tender fee(s) will remain outstanding against your organization.

For Assistance please feel free to contact:

Deputy Director (Accounts), PPRA, 1st Floor, FBC Building, Sector G-/2, Near State Bank of Pakistan, Islamabad.
Phone Nos: 0092 51 9203541 Fax No: 051 9219149, 9224823, email: faraz.ppra@gmail.com

PPRA's Bank A/C No. 000-45400-131007-01, HBL, 'A' Block Branch, Pak Sectt, Branch, Islamabad (IBAN # PK17HABB0004540013100701)

PPRA's AGPR Islamabad Vendor (No. 30379395)	PPRA's AG-KPK Vendor (No. 80178117)	PPRA's AG-Karachi Sind Vendor (No.50305254)	PPRA's AG-Gilgit Baltistan Vendors (No.70001748)
	PPRA's AG-Lahore Vendor (No.30225360)	PPRA's AG-Faisalabad Vendor (No.30334836)	

This is a proforma invoice to be downloaded by the procuring agencies and process for payment in their organizations to ensure advance payment on account of tender uploading fee(s).

Director Procurement
Government of Pakistan
Railway Division
Islamabad

HBL

ISLAMIC BANKING
اسلامی بینکنگ

Deposit Slip Customer Copy

Branch:	Date:	D	D	M	M	Y	Y	Y	Y															
		0	7	0	7	2	0	2	3															
Account Title: <i>گلاؤنٹ ہولڈنگ نام PPR II</i>																								
IBAN: <i>آئین</i>	P	K	1	7	H	A	B	B	0	0	0	4	5	4	0	0	1	3	1	0	0	7	0	1
Currency: <input type="checkbox"/> PKR <input type="checkbox"/> USD <input type="checkbox"/> EURO <input type="checkbox"/> GBP <input type="checkbox"/> JPY <input type="checkbox"/> Others	Account Type: <input type="checkbox"/> Current <input type="checkbox"/> Savings																							
Credit Card No.	-																							
<input type="checkbox"/> CASH نقد	AMOUNT رقم																							
BANK / BRANCH <i>27800000</i>	CHEQUE/INSTRUMENT NO. <i>چیک نمبر</i>	<i>15000</i>																						
<i>PKR 15000</i>																								
TOTAL AMOUNT <i>مجموعاً</i> 15000																								
Total Amount in Words: <i>Fifteen Thousand Only</i>																								
Depositor's Name <i>M. Anais</i>	Online Cash Deposit																							
Contact No. <i>0346-8323264</i>	Branch: 5335-1-10 Markaz Islamabad										Account: PUBLIC PROCUREMENT Date: 2023-02-07													
Depositor's CNIC No. <i>37405-6274749-1</i>	(For non-HBL/Walk-in Customers. Also attach CNIC Copy)										IBAN: PK17HAB80004540013100701													
Depositor's Account No. <i>M. Anais</i>	(For HBL Customers / Account Holders)										Amount: *****15,000.00 PKR													
										Charges: *****.00														
										Teller: YX31 35 Time: 10.36.16.473000														
Received By: <i>وصول کنندہ</i>	Depositor's Signature <i>مخبر کنندہ</i>										(As per Terms & Conditions on reverse) (Not official unless validated)													

20448319