

INVITATION FOR EXPRESSION OF INTEREST (EOI)
CONSULTANCY FOR DEVELOPMENT OF STRATEGIC BUSINESS PLAN INCLUDING
INFRASTRUCTURE AND TECHNOLOGICAL UPGRADATION
KARACHI SHIPYARD & ENGINEERING WORKS LTD (KS&EW)

We are pleased to invite Expressions of Interest (EOI) from qualified and experienced consultancy firms for the development of a comprehensive Strategic Business Plan (SBP) including infrastructure and technological upgradation of KS&EW. The scope of work broadly includes, but is not limited to:

- Industry analysis at regional and international level, understanding regional demands in future and studying key industry players and competitors.
- In-depth understanding of KS&EW overall work and business methodologies alongwith gap analysis.
- Identification of key actionable tasks to gain more business over short to long term period.
- Development of marketing strategy for KS&EW's products/ services while considering overall environment of shipbuilding, ship repairs and general engineering business.
- Roadmap for strategic financial and business growth alongwith infrastructure development of the yard in sync with the contemporary technological trends.

Eligibility Criteria: Proven track record of working on similar projects, preferably in the maritime sector. Experienced FIRMS with expertise in strategic planning, infrastructure development and shipyard operations leading to delivery of high-quality consultancy services within agreed timelines.

Interested parties are requested to submit their EOI covering following:

- Company/ firm/ agency profile and relevant experience
- Company/ firm/ agency registration certificate
- Details of completed projects of similar nature
- Outline of detailed approach and methodology
- Contact details
- Any other relevant information

This is not an 'Invitation to Tender'. Tendering process will be initiated with the selected/ pre-qualified firms. Nothing in the advertisement shall be construed to be a commitment and does not guarantee to proceed further than the EOI. Deadline for Submission of EOIs: 20 April 2025.

Please address your EOI to:

Karachi Shipyard & Engineering Works Ltd
P O Box No 4419, West Wharf Road
Karachi – 74000
PAKISTAN

For any queries or further information, kindly contact us at

Tel: +9221-99214010/ +9221-99214018

Email: contact@karachishipyard.com.pk/ corporateaffairs@ksew.com.pk



ADL-SHIPYARD, KARACHI WEST WHARF DOCKYARD ROAD, KARACHI.

Payee's A/c Only

Cheque No 13 84537453

Date 03 03 2020

Pay PUBLIC PROCUREMENT REGULARITY AUTHORITY (PPRA)

Rupees Sixty Thousand Only

PKR 00,000

IBAN: PK72 ABPA 0010 0000 8082 0070
KARACHI SHIPYARD & ENG. WORKS LTD.

ANIS AHMED
DN, (ACCOUNTS)
Karachi Shipyard & Engg. Works
Ministry of Defence Production (MoDP)
Government of Pakistan

Syed Mansoor Ali
Manager (Payroll)
Karachi Shipyard & Engg. Works
Ministry of Defence Production (MoDP)
Government of Pakistan

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