



**TRADING CORPORATION OF PAKISTAN (PVT) LIMITED**  
**MINISTRY OF COMMERCE**  
**GOVERNMENT OF PAKISTAN**

**NO. TCP/CS/RFP/13/09/2024**

**Dated: 12-9-2024**

**REQUEST FOR PROPOSAL FOR PREPARATION OF SHORT-TERM, MEDIUM-TERM & LONG-TERM**  
**“BUSINESS RESTRUCTURING & DIVERSIFICATION PLAN” FOR TRADING CORPORATION OF**  
**PAKISTAN.**

Trading Corporation of Pakistan (Private) Limited (TCP), a private limited company operating under the administrative control of Ministry of Commerce, Government of Pakistan, invites proposals from reputable management consultant(s) for preparation of “**Business Restructuring & Diversification Plan**” of TCP.

2. Interested management consultant(s) should be on the active taxpayer list of FBR (Proof to be submitted with the bid).
3. Interested management consultant(s) may submit their bids on E-PADS. Bidding will be conducted under PPR 2010, Procurement of Consultant Services, Rule 3 (C) (i)(ii) Least Cost Method, while Single Stage Two Envelope Procedure would be used for Open Competitive Bidding as per the PPRA Rules 36(b). Therefore, interested management consultant(s) should register themselves on the EPADS at <https://eprocure.gov.pk/#/supplier/> registration before the closing date of the tender and submit their bids accordingly. For registration/guidance/training on EPADS, management consultant(s) may contact EPADS on the UAN: 051-111-137-237 or through website [www.ppra.org.pk](http://www.ppra.org.pk).
3. The Bidders will submit scanned copy online on or before the date **1<sup>st</sup> of October 2024**, time **11:00 A.M** on E-PADS system before the opening of tender otherwise the bid(s)/proposals shall be declared as non-responsive.
4. The proposal/offers/bid(s) shall be opened on the same day at **11:30 A.M** in the TCP’s Board Room in the presence of members of TCP Procurement Committee and authorized representatives of management consultant(s) who may wish to be present.
5. Documents containing detailed Tender Documents & the Terms and Conditions can be downloaded from TCP’s website ([www.tcp.gov.pk](http://www.tcp.gov.pk)) as well as PPRA’s website ([www.ppra.org.pk](http://www.ppra.org.pk)) as well as E-PADS website (<https://eprocure.gov.pk>).
6. The management consultant(s) who have defaulted on their contract(s) awarded by TCP or any other Government entity is/are not eligible to participate in the tender. The firm(s) who have not fulfilled their contractual obligation with TCP are also not eligible to participate in the Bid(s), unless they clear their dues along with penalties and markings or fulfill their contractual obligations with TCP before opening of the bids.
7. Trading Corporation of Pakistan reserves the right to reject any or all bids and to annul the bidding process at any time in accordance with Public Procurement Rules.

  
(Ali Raza Altaf)  
DGM Incharge (A&C)  
021-99207542



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Shree Faisal, Karachi. 75350  
(Pakistan)

NO. TCP/CS/RFP/13/09/2024

12-09-2024

## REQUEST FOR PROPOSAL (RFP)

### FOR PREPARATION OF SHORT-TERM, MEDIUM-TERM & LONG-TERM "BUSINESS RESTRUCTURING & DIVERSIFICATION PLAN" FOR TRADING CORPORATION OF PAKISTAN

Trading Corporation of Pakistan (Private) Limited (TCP), a private limited company operating under the administrative control of Ministry of Commerce, Government of Pakistan, invites proposals from reputable management consultant(s) for development of preparation of "Business Restructuring & Diversification Plan" of TCP.

#### 1. Scope of Work:

The consultant is expected to develop a robust "Business Restructuring & Diversification Plan" for TCP, covering, at the minimum, the following:

- a. An analysis of the working and business portfolio of TCP in respect of the following functional areas:
  - (i) Operations management;
  - (ii) Real Estate & administrative management;
  - (iii) Financial management;
  - (iv) Human resource management.
- b. A factual insight as to how TCP-like organizations (engaged in state procurements of essential commodities) in various jurisdictions across the globe are functioning, and how and which commodities are those organizations importing and exporting, and whether these organizations are engaged in procurement of essential commodities for the private sector, or otherwise;
- c. A synopsis of all business restructuring and diversification options available in respect of the abovementioned functional areas with rationale for adoption or non-adoption of each option in the case of short-term (up to 1 year), medium-term (1-3 years) and long-term (3-5 years);
- d. Impact assessment of all the applicable laws (Acts / Ordinances, Rules, Regulations and other Directives / Guidelines) on the options being considered as viable for adoption by TCP;
- e. Suggest a way forward with proper restructuring and business diversification plan covering all options to be adopted, detailed in steps / measures to be taken along with timelines for a successful implementation of the "Business Restructuring & Diversification Plan";





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- f. Develop a summary of the whole process followed in preparation of “**Business Restructuring & Diversification Plan**”.

## 2. Eligibility Requirement:

- The consultant shall be on the active taxpayer list of FBR (Proof to be submitted with the bid);
- The consultant shall not be blacklisted or debarred by any public or private sector organization (affidavit to be provided on Rs.50 stamp paper *Blacklisted firms, affiliated firms or firms having conflict of interest with this assignment need not apply*);
- The consultant shall not be a defaulter of TCP and should not have a history of litigation with TCP (undertaking to be provided); and
- Must score at least 65% in the technical criteria (as described below).

## 3. Evaluation of Technical Proposal:

The Technical Proposal shall be evaluated as per following criteria / information:

S #	Parameters against which technical evaluation shall be done	Scoring brackets	Total points allocated
1	<b>Profile</b>		<b>10</b>
1.1	<u>Years of Experience in Management Consulting:</u>		5
	> 2 < 4 year	2	
	> 4 < 8 years	3	
	> 8 < 12 years	4	
	> 12 years	5	
1.2	<u>No. of Employees</u>		5
	Employees below 300	3	
	Employees 300 to 500	4	
	Employees above 500	5	
2	<b>Qualification and Relevant Experience</b>		<b>30</b>
2.1	<u>Qualification of the Proposed Team to be deployed and dedicated for the project</u>		10
2.2	<u>Relevant experience of team/ employees proposed for the assignment to be dedicated for the project</u>		20
	<u>Projects executed by the firm or sister concerns/ joint bidders (excluding sub – contractors/ special contract firms)</u>		





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S #	Parameters against which technical evaluation shall be done	Scoring brackets	Total points allocated
	> 2 < 4 years of experience in relevant projects	5	
	> 4 < 8 years of experience in relevant projects	10	
	> 8 < 12 years of experience in relevant projects	15	
	> 12 years of experience in relevant projects	20	
<b>3</b>	<b>Financial Strength of the Firm</b>		<b>5</b>
	Certified accounts /statements/ confirmation from firm on letter head showing cash balances greater than 10 million and less than Rs. 20 million in the current year.	2.5	
	Certified accounts /statements/ confirmation from firm on letter head showing cash balances of more than Rs. 20 million in the current year	5	
<b>4</b>	<b>Registration with any international legal Body / Forum / Society</b>		<b>2.5</b>
	≥ 10	1	
	≥ 20	2.5	
<b>5</b>	<b>Registration with Government Authorities</b>		<b>2.5</b>
	Registration with FBR	2.5	
<b>6</b>	<b>Presentation and planned way forward for the Business Restructuring and Diversification Plan</b>		<b>50</b>
	Meets the baseline criteria only	20	
	Covers slightly more aspects than the baseline criteria	30	
	Covers a wide range of aspects that are desirable	50	
	<b>Total:</b>		<b>100</b>

Minimum qualifying marks are 65% subject to fulfillment of the baseline criteria.

#### 4. Clarification and Amendment in RFP Documents:

- Consultant may request for a clarification of contents mentioned in RFP in writing, TCP shall respond to such queries in writing within three working days, provided they are received at least five working days prior to the date of opening of proposal. TCP shall





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communicate such response to all parties who have obtained RFP document without identifying the source of inquiry.

- ii. At any time before the submission of Proposals, TCP may amend and issue an addendum/ corrigendum in writing. The addendum shall be sent to all Consultants and will be binding on them. Consultant shall acknowledge receipt of all amendments. To give Consultants reasonable time in which to take an amendment into account in their Proposals TCP may, if the amendment is substantial, extend the deadline for the submission of Proposals.

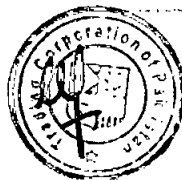
## 5. Preparation of Proposal:

While preparing the Proposal, consultant must give particular attention to the following:

- i. If a consultant considers that it does not have all the expertise for the assignment, it may obtain a full range of expertise by associating with individual consultant and/or other firms or entities in a joint venture or sub consultancy, as appropriate, to be submitted on proper JV format along with the proposals.
- ii. It is desirable that the majority of the key professional staff proposed, be permanent employees of the firm or have an extended and stable working relationship with it.
- iii. Proposed professional staff must, at a minimum, have the experience, preferably working under similar geographical condition
- iv. A brief description of the consultant organization and an outline of recent experience on assignments of a similar nature. For each assignment, the outline should indicate, *inter alia*, the profiles of the staff, duration of the assignment and firm's involvement.
- v. In preparing their Proposal, Consultants are expected to examine in detail the documents, nature of work, etc.
- vi. The consultant is encouraged to co-ordinate for any query with the representative of TCP.

## 6. Care and Diligence:

- i. The Consultant affirm and guarantees that they are skilled and fully qualified, and that they shall make use of all such skills and qualification in the best professional standards and skills.
- ii. The Consultant shall provide a performance guarantee equivalent to 10% of their respective bid amount in favor of M/s. Trading Corporation of Pakistan (Private) Limited. The said performance guarantee, if issued by an insurance / takaful company registered under the Insurance Ordinance, 2000, shall be obtained from an insurance / takaful company having at least an A-rating issued by a local credit rating agency.





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## 7. Award of Works:

- i. The bidding shall be conducted as per the PPRA Rules 36(b), Single Stage Two Envelope Procedure, the method of selection shall be as per the under PPR 2010, Procurement of Consultant Services, Rule 3 (C) (i)(ii) Least Cost Method.
- ii. Once the panel of consultants has been technically evaluated under this RFP, TCP shall open the Financial Bids received from the technically qualified consultants for the assignment given in the scope of work. The time and date for the opening of Financial Bids shall be communicated to the technically qualified consultants accordingly. The contract shall be awarded on the basis of lowest cost basis. However, the consultant shall be required to sign addendum to the agreement once the work order has been issued.
- iii. In case the first lowest bidder fails to provide the required services, or TCP is not satisfied with the provided services, TCP reserves the right to obtain the services from the Second lowest bidder. In case the second lowest bidder fails to provide the required services, or TCP is not satisfied with the provided services, TCP reserves the right to obtain the services from third lowest bidder.

## 8. Period of Assignment:

- i. The period of assignment shall not be more than 60 working days. However, in case the firm requires additional time for completion the assignment, the Management of TCP may consider extending the time by a maximum of 30 days on basis of genuine reasons, if deemed fit by the Management.
- ii. In case of failure to complete and deliver the assignment by the timeline (including, if availed, the extended timeline as per Clause 8(i) supra), TCP shall have the right to call the performance guarantee obtained from the consultant in terms of Clause 6(ii) hereof, in which case the decision of TCP's management shall be final.

## 9. Taxes:

- i. The Consultant will be subject to all admissible taxes including stamp duty, income tax, sales tax etc., at a rate prevailing on the date of contract, levied by the Government.

## 10. Arbitration:

- i. Any dispute or difference arising during the contract period shall be referred for Chairman TCP whose decision will be final and binding on both the parties

