



**PUNJAB SMALL INDUSTRIES CORPORATION**  
**DIRECTORATE OF ADMINISTRATION & COORDINATION**  
**1<sup>st</sup> FLOOR, AL-FALAH BUILDING THE MALL, LAHORE**

No. PSIC/ADMN/LP-1306/6114

Dated.

Subject:- **BID EVALUATION REPORT**

Bids for hiring of consultancy firms for implementation of 2<sup>nd</sup> Competitive Reinforcement Initiatives i.e. Productivity Improvement in four selected clusters namely auto parts, readymade garments, leather footwear & surgical instruments of Cluster Development Initiative were invited as per chapter-vii procurement of Consultancy Services under Rule, 40 of Punjab Procurement Rule, 2014. The tender notice was advertised on website of PPRA and in print media separately for each cluster as per method of advertisement specified in clause 12 of PPR Rules-2014. The detail is as under:

Sr. No.	Name of Media (Electronic & Print)	Date of Publication	Date of opening of Bids
i. Tender Notice for submission of Request for Expression of Interests (REOI) for <b><u>Surgical Cluster</u></b>			
01	Website of PPRA	12-08-2020	26-08-2020 at 15:00 hours
02	Daily Express Tribune	08-08-2020	
03	Daily Nawa e Waqat Lahore	08-08-2020	
ii. Tender Notice for submission of Request for Expression of Interests (REOI) for <b><u>Auto Parts Cluster</u></b>			
01	Website of PPRA	12-08-2020	26-08-2020 at 15:00 hours
02	Daily Nation Lahore	07-08-2020	
03	Daily Express Lahore	07-08-2020	
04	Daily Sada e Watan	08-08-2020	
iii. Tender Notice for submission of Request for Expression of Interests (REOI) for <b><u>Leather Footwear Cluster</u></b>			
01	Website of PPRA	12-08-2020	26-08-2020 at 15:00 hours
02	Daily The Express Tribune Lahore	08-08-2020	
03	Daily Dunya Lahore	07-08-2020	
04	Daily Andlus Times	07-08-2020	
iv. Tender Notice for submission of Request for Expression of Interests (REOI) for <b><u>Readymade Garments Cluster</u></b>			
01	Website of PPRA	12-08-2020	26-08-2020 at 15:00 hours
02	Daily Jung Lahore	09-08-2020	
03	Daily Pakistan Today News	09-08-2020	
04	Daily City 42	-	

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Last date for submission of bids was fixed as 26-08-2020 at 15:00 hours. The firms desired more time for submission of Expression of Interest for which with the permission of Chair of Consultant Selection Committee the date was extended from 26-08-2020 to **07-09-2020**. The detail is as under:-

Sr. No.	Name of Media (Electronic & Print)	Date of Publication	Date of opening of Bids
i. Tender Notice for submission of Request for Expression of Interests (REOI) for <b><u>Surgical Cluster</u></b>			
01	Website of PPRA	12.08.2020	07-09-2020 at 15:00 hours
02	Daily Express Tribune	26-08-2020	
03	Daily Nawa e Waqat	08.08.2020	
ii. Tender Notice for submission of Request for Expression of Interests (REOI) for <b><u>Auto Parts Cluster</u></b>			
01	Website of PPRA	12.08.2020	07-09-2020 at 15:00 hours
02	Daily Nation Lahore	07-08-2020	
03	Daily Express Lahore	07-08-2020	
04	Daily Sada e Watan	08-08-2020	
iii. Tender Notice for submission of Request for Expression of Interests (REOI) for <b><u>Leather Footwear Cluster</u></b>			
01	Website of PPRA	12.08.2020	07-09-2020 at 15:00 hours
02	Daily The Express Tribue	26-08-2020	
03	Daily Dunya Lahore	25-08-2020	
04	Daily Andlus Times	26-08-2020	
iv. Tender Notice for submission of Request for Expression of Interests (REOI) for <b><u>Readymade Garments Cluster</u></b>			
01	Website of PPRA	12.08.2020	07-09-2020 at 15:00 hours
02	Daily City 42	26-08-2020	
03	Daily Jung Lahore	25-08-2020	
04	Daily Pakistan Today	25-08-2020	

The Managing Director, PSIC was pleased to constitute the following Consultant Selection Committee (CSC) vide Notification No PSIC/ADMN/LP-1306/1021 dated 19-08-2020 in order to evaluate the REOI received from the participated firms as per Rule-40 PPR 2014:

- |      |   |                 |
|------|---|-----------------|
| i.   | Managing Director, PSIC   | In Chair        |
| ii.  | Deputy Managing Director, PSIC  | Member          |
| iii. | Dr. Muhammad Rizwan Shad<br>Chairman, Mechanical Engineering Department, UCP Lahore | Member          |
| iv.  | A Nominee of Planning & Development Department                                      | Member          |
| v.   | A Nominee of Finance Department   | Member          |
| vi.  | Project Director, CDI   | Secretary       |
| vii. | Mr. Qaser Waseeq<br>Representative from UNIDO                                       | Co-opted Member |



Last date for submission of Expression of Interest was fixed as 07-09-2020 at 15:00 hours. The EOIs were received via Email by or before 015:00 hours and prints of EOIs were taken for evaluation Following firms participated house Cluster wise detail is given below:-

SR. NO.	COMPANY
<b>i. Firms Submitted Expression of Interests for <u>Surgical Instrument Cluster</u></b>	
1	Perpetual Engineering & Consultants, HTMA (Pvt.) Ltd.
2	Consortium of ENCON SMC PVT LTD & Research Teck Pvt. Ltd
3	Matrix Management Pvt. Ltd
4	EY Ford Rhodes
5	Nauman Javed Hasnain Rashid (NJHR) Chartered Accountants and Management Consultants
6	ICONSULT
7	TUSDEC
<b>ii. Firms Submitted Expression of Interests for <u>Auto Parts Cluster</u></b>	
1	Institute of Quality and Technology Management
2	Perpetual Engineering & Consultants, HTMA (Pvt.) Ltd.
3	Consortium of ENCON SMC PVT LTD & Research Teck Pvt. Ltd
4	Matrix Management Pvt. Ltd
5	GAT Consulting Pvt. Ltd.
6	Pakistan Institute of Management
7	Nauman Javed Hasnain Rashid (NJHR) Chartered Accountants and Management Consultants
8	ICONSULT
9	NPO
10	TUSDEC
<b>iii. Firms Submitted Expression of Interests for <u>Leather Footwear &amp; Products Cluster</u></b>	
1	Institute of Quality and Technology Management
2	Perpetual Engineering & Consultants, HTMA (Pvt.) Ltd.
3	Consortium of ENCON SMC PVT LTD & Research Teck Pvt. Ltd
4	Matrix Management Pvt. Ltd
5	GAT Consulting Pvt. Ltd.
6	Nauman Javed Hasnain Rashid (NJHR) Chartered Accountants and Management Consultants
7	ICONSULT
8	PITCO Pvt Ltd
9	TUSDEC
10	NPO

iv. Firms Submitted Expression of Interests for <u>Readymade Garments Cluster</u>	
1	Institute of Quality and Technology Management
2	Value Resources Pvt. Ltd & Morayma Consulting Pvt. Ltd
3	Perpetual Engineering & Consultants, HTMA (Pvt.) Ltd.
4	Consortium of ENCON SMC PVT LTD & Research Teck Pvt. Ltd
5	Matrix Management Pvt. Ltd
6	GAT Consulting Pvt. Ltd
7	Nauman Javed Hasnain Rashid (NJHR) Chartered Accountants and Management Consultants
8	PKF F.R.A.N.T.S Chartered Accountants
9	ICONSULT
10	PITCO Pvt Ltd
11	Tap Sourcing Pvt Ltd
12	TUSDEC
13	NPO

In the first meeting of Consultant Selection Committee held on 07-09-2020 at 03:00 PM in the committee room of PSIC Head Office. In this meeting the committee decided that a sub-committee of following be constituted to evaluate the responses strictly in accordance with the criteria and methodology given in REOI and submit its recommendations before the Consultant Selection Committee in next meeting.

- |      |   |          |
|------|---|----------|
| i.   | Deputy Managing Director, PSIC  | In Chair |
| ii.  | Dr. Muhammad Rizwan Shad<br>Chairman, Mechanical Engineering Departemnt, UCP Lahore | Member   |
| iii. | Mr. Qaser Waseeq<br>Representative from UNIDO                                       | Member   |

In the 2<sup>nd</sup> meeting of Consultant Selection Committee (CSC) which was held on 26-10-2020 at 03:00 PM with Managing Director, PSIC In Chair, in order to discuss and finalize the evaluation of interested firms. In the same meeting the member of sub-committee briefed that the sub-committee had completed the evaluation of firms which submitted their responses to the REOI after scrutiny of the voluminous documents according to the criteria laid down in request for Expression of Interests in all four clusters. He further stated that every firm was required to get 65 Marks out of 100 to qualify for next stage. Summary of firms applied in each cluster along with the results of the evaluation carried out by sub-committee is as under:-

SR. NO.	COMPANY	STATUS	Marks Obtained
i. Firms Submitted Expression of Interests for <u>Surgical Instrument Cluster</u>			
1	Perpetual Engineering & Consultants, HTMA (Pvt.) Ltd.	Qualified	87
2	ENCON SMC PVT LTD & Research Teck Pvt.	Qualified	89

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	Ltd		
3	Nauman Javed Hasnain Rashid (NJHR) Chartered Accountants and Management Consultants	Qualified	86
4	Matrix Management Pvt. Ltd	Not Qualified	0
5	EY Ford Rhodes	Not Qualified	34
6	ICONSULT	Not Qualified	49
7	TUSDEC	Not Qualified	49
<b>ii. Firms Submitted Expression of Interests for <u>Auto Parts Cluster</u></b>			
1	Perpetual Engineering & Consultants, HTMA (Pvt.) Ltd.	Qualified	79.86
2	Consortium of ENCON SMC PVT LTD & Research Teck Pvt. Ltd	Qualified	82.74
3	Pakistan Institute of Management	Qualified	81.18
4	Nauman Javed Hasnain Rashid (NJHR) Chartered Accountants and Management Consultants	Qualified	82.17
5	NPO	Qualified	100
6	Matrix Management Pvt. Ltd	Not Qualified	55.00
7	GAT Consulting Pvt. Ltd.	Not Qualified	59.45
8	ICONSULT	Not Qualified	49.36
9	TUSDEC	Not Qualified	47.61
10	Institute of Quality and Technology Management	Not Qualified	19.75
<b>iii. Firms Submitted Expression of Interests for <u>Leather Footwear &amp; Products Cluster</u></b>			
1	Perpetual Engineering & Consultants, HTMA (Pvt.) Ltd.	Qualified	77.58
2	ENCON SMC PVT LTD & Research Teck Pvt. Ltd	Qualified	80.49
3	Nauman Javed Hasnain Rashid (NJHR) Chartered Accountants and Management Consultants	Qualified	78.22
4	PIMS	Qualified	78.96
5	PITCO Pvt Ltd	Qualified	70.31
6	NPO	Qualified	99.67
7	Matrix Management Pvt. Ltd	Not Qualified	49.00
8	GAT Consulting Pvt. Ltd.	Not Qualified	53.48
9	ICONSULT	Not Qualified	46.95
10	TUSDEC	Not Qualified	46.95
11	Institute of Quality and Technology Management	Not Qualified	18.22

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iv. Firms Submitted Expression of Interests for <u>Readymade Garments Cluster</u>			
1	Perpetual Engineering & Consultants, HTMA (Pvt.) Ltd.	Qualified	79.86
2	Consortium of ENCON SMC PVT LTD & Research Teck Pvt. Ltd	Qualified	82.74
3	NPO	Qualified	100
4	Nauman Javed Hasnain Rashid (NJHR) Chartered Accountants and Management Consultants	Qualified	81.61
5	PITCO Pvt Ltd	Qualified	76.05
6	Matrix Management Pvt. Ltd	Not Qualified	49.00
7	GAT Consulting Pvt. Ltd	Not Qualified	60.76
8	PKF F.R.A.N.T.S Chartered Accountants	Not Qualified	56.07
9	ICONSULT	Not Qualified	53.77
10	Tap Sourcing Pvt Ltd	Not Qualified	50.87
11	TUSDEC	Not Qualified	47.61
12	Institute of Quality and Technology Management	Not Qualified	19.75
13	Value Resources Pvt. Ltd & Morayma Consulting Pvt. Ltd	Not Qualified	32.73

The above results of the pre-qualification / shortlisting of the consultancy firms have been uploaded on PPRA website.

The 3<sup>rd</sup> meeting of Consultant Selection Committee (CSC) was held on 13.11.2020, in order to finalize the Request for Proposals (RFP) to float it to the selected qualified firms in REOI. And the 4<sup>th</sup> meeting of the Consultant Selection Committee (CSC) was again held on 23.11.2020, in order to deliberate and finalize the Request for Proposals (RFP) subsequent to the completion of Pre-Qualification of the Documents (PQD) stage for the engagement of Consultancy Firms and Committee also decided to demand bid security amounting to Rs.400,000/- for each Request for Proposals (RFP) and decided to circulated the RFP to the shortlisted firms. The letter of Invitation was issued to the qualified firms as per detail given below:-

Sr. No.	Name of Firm	Name of Clusters Applied
01	National Productivity Organization-NPO	i. Leather Footwear & Products Cluster ii. Readymade Garments Cluster iii. Auto Parts Cluster

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02	Encon SMC (Pvt.) Ltd, & Research Tek (Pvt.) Ltd.	i. Leather Footwear & Products Cluster ii. Readymade Garments Cluster iii. Auto Parts Cluster iv. Surgical Instruments Cluster
03	Nauman Javed Husnain Rashid Chartered Accountants-NJHR	i. Leather Footwear & Products Cluster ii. Readymade Garments Cluster iii. Auto Parts Cluster iv. Surgical Instruments Cluster
04	Pakistan Institute of Management (PIMS) & Asian Competitiveness Institute (ACI)	i. Leather Footwear & Products Cluster ii. Auto Parts Cluster
05	Perpetual Engineering & Consultants, HTMA (PVT) Ltd, Adil Malik & Ijaz-ul-Hassan	i. Leather Footwear & Products Cluster ii. Readymade Garments Cluster iii. Auto Parts Cluster iv. Surgical Instruments Cluster
06	PITCO Pvt. Ltd.	i. Leather Footwear & Products Cluster ii. Readymade Garments Cluster

The last date for submission of Request for Proposals (RFP) was fixed 04-01-2021 at 11:00 AM. Only following four firms submitted the Request for Proposals contained technical and financial proposals:

1. M/S National Productivity Organization (NPO)
2. M/S ENCON SMC (Pvt) Ltd and Research Tek (Pvt) Ltd
3. M/S Nauman Javed Hussnain Rashid Chartered Accountant (NJHR)
4. M/S Perpetual Engineering and Consultant HTMA (Pvt) Ltd

The 5<sup>th</sup> meeting Consultant Selection Committee (CSC) was held on 04.01.2021 at 11.00 AM under the Chairmanship of Managing Director, PSIC, in order to open the sealed envelopes of Request For Proposals (RFP) received from the shortlisted firms. The Consultant Selection Committee (CSC) constituted a Sub-Committee consisting of the following to evaluate the Request for Proposals in accordance with criteria and methodology given in RPF and submit its recommendation before the Consultant Selection Committee (CSC) in next meeting for approval.

- |      |   |          |
|------|---|----------|
| i.   | Project Director, CDI   | In Chair |
| ii.  | Dr. Muhammad Rizwan Shad<br>Chairman, Mechanical Engineering Departemnt, UCP Lahore | Member   |
| iii. | Mr. Qaser Waseeq  | Member   |

iv. Representative from UNIDO  
Additional Project Director, CDI.

Secretary

The 6<sup>th</sup> meeting of Consultant Selection Committee (CSC) was held on 11.01.2021 to validate work done by the Sub-Committee and further evaluation of bidders based on their respective presentation as per requirement mentioned in the request for proposals (RFP) and the Committee unanimously decided to adjourn the meeting till 13.01.2021, to finalize the technical evaluation of bidders in response to Request for Proposals and on the basis of marks obtained during the presentation by the representatives of the firms before to Consultant Selection Committee (CSC). The final consolidated result in consideration with the evaluation criteria is as under:

Consultancy Firm	Auto parts Cluster	Readymade Garments Cluster	Leather Footwear Cluster	Surgical Instruments Cluster
Perpetual Engineering & Consultants, Adil Malik & Ijaz-ul-Hassan	98.8	98.8	98.8	98.8
Encon SMC (Pvt.) Ltd, & Research Tek (Pvt.) Ltd.	73.6	76.4	Not applied	73.4
National Productivity Organization-NPO	54.6	55.7	56.1	Not applied
Nauman Javed Husnain Rashid Chartered Accountants-NJHR	35.2	Not applied	Not applied	Not applied

 Qualified  
 Disqualified

The above technical evaluation result of Consultant Selection Committee was approved by Managing Director, PSIC.

In pursuance of Rule-44(g) of PPR-2014, the 7<sup>th</sup> meeting of Consultant Selection Committee (CSC) was held on 14.01.2021 at 11.00 AM under the chairmanship of Managing Director, PSIC, to open the Financial Proposals submitted by technically qualified bidders i.e M/S ENCON SMC (Pvt) Ltd & Research Tek (Pvt) Ltd and M/S Perpetual Engineering & Consultant HTMA (Pvt) Ltd, publically and bid amount quoted by the qualified bidders was announced in the presence of respective representatives.





7.

8. The Consultant Selection Committee thoroughly checked the financial proposals of the firms, result Sheet / Financial Comparative Statement. Final status of bidders with regard to financial evaluation is given here under:-

Sr. No.	Company Name	Leather Footwear & Products Cluster	Auto Parts Cluster	Readymade Garments Cluster	Surgical Cluster
1	M/s. Perpetual Engineering and Consultant HTMA (Pvt) Ltd	Rs. 16,420,950/- <b>(Lowest)</b>	Rs. 16,420,950/- <b>(Lowest)</b>	Rs. 16,420,950/- <b>(Lowest)</b>	Rs. 18,034,380/- <b>(Lowest)</b>
2	M/s. ENCON SMC (PVT) LTD and Research Tek (Pvt) Ltd		Rs. 16,700,000/-	Rs. 16,700,000/-	Rs. 17,100,000/-

9. As per Rule-45(3) d & e.

- d. a combined evaluation of the technical and financial proposals is carried out by weighting and adding the quality and the cost scores;
- e. the weight for quality is normally of eighty percent with twenty percent given to cost and more than twenty percent weight to the cost of the services is justified only in relatively routine and straightforward assignments (such as design of simple structures), whereas in no cases it would exceed thirty percent and the consultant obtaining the highest combined score is invited for negotiation;

The Consultant Selection Committee (CSC) formulate the weightage of the qualified bidders on the basis of marks obtained in technical evaluation and financial evaluation is as under:-

#### Weightage of the Technical Evaluation

Name of the Firms	Auto parts Cluster	Readymade Garments Cluster	Leather Footwear Cluster	Surgical Instruments Cluster
Perpetual Engineering & Consultants, Adil Malik & Ijaz-ul-Hassan	79.04	79.04	79.04	79.04
Encon SMC (Pvt.) Ltd, & Research Tek (Pvt.) Ltd.	58.88	61.12	Not applied	58.72

Weightage of the Financial Evaluation

Name of the Firms	Auto parts Cluster	Readymade Garments Cluster	Leather Footwear Cluster	Surgical Instruments Cluster
Perpetual Engineering & Consultants, Adil Malik & Ijaz-ul-Hassan	20.00	20.00	20.00	18.96
Encon SMC (Pvt.) Ltd, & Research Tek (Pvt.) Ltd.	19.67	19.67	Not applied	20.00

Computation of combined score (CS) 80% of technical statement + 20% of financial statement.

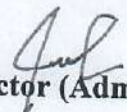
Name of the Firms	Auto parts Cluster	Readymade Garments Cluster	Leather Footwear Cluster	Surgical Instruments Cluster	Status of weightage
Perpetual Engineering & Consultants, Adil Malik & Ijaz-ul-Hassan	99.04	99.04	99.04	98.00	Highest
Encon SMC (Pvt.) Ltd, & Research Tek (Pvt.) Ltd.	78.55	80.79	Not applied	78.72	Lowest

In view of the above, Financial evaluation, Consultant Selection Committee unanimously recommended that financial proposal submitted by M/s. Perpetual Engineering and Consultant HTMA (Pvt) Ltd may be accepted and contract awarded to M/s. Perpetual Engineering and Consultant HTMA (Pvt) Ltd for implementation of 2<sup>nd</sup> Competitive Reinforcement Initiative i.e. Productivity Improvement in four selected clusters i.e. Surgical, Leather Footwear, Readymade & Auto parts of CDI.

The above recommendations of the committee have been approved by the Managing Director, PSIC / Chair of the Consultant Selection Committee.

Any other additional / supporting information the procuring agency may like to share.

It issues in pursuance of Rule-37 of PPR Rules-2014.

  
Director (Admn & Coord)

c.c to:-

1. ✓ The Project Director, CDI.
2. Network Administrator (IT), PSIC, Head Office, Lahore for posting / uploading on PSIC / PPRA website.
3. Notice Board, PSIC Head Office, Lahore.