

## Bid Evaluation Report

1. Name of Procuring Agency: <b>Sindh Education Foundation (Govt. of Sindh)</b>
2. Tender Reference No: <b>SEF/NP/16-17/49.</b>
3. Tender Description/Name of work/Item: <b>HIRING OF FIRM FOR CAPACITY BUILDING/TRAINING OF TEACHERS IN DIFFERENT DISTRICTS ACROSS THE PROVINCE FOR AALTP</b>
4. Method of Procurement: <b>Quality Cost Based Selection Method (QCBS)</b>
5. Tender Published: <b>SPPRA S.N # 33852 (03-07-2017)</b> <b>Jang Urdu 01/07/2017, Dawn English 01/07/2017, Ibrat 01/07/2017</b>
6. Total RFP documents Issued: <b>01 issued from Procurement Dept. and 01 issued from Website.</b>
7. Technical Bid Opening date: (if applicable) <b>17th July, 2017</b>
8. Total Bids Received: <b>02 Bids Received.</b>
9. No. of Bid technically qualified (if applicable): <b>01</b>
10. Financial Bid Opening Date: <b>10th August, 2017</b>

S No	Name of Firm or Bidder	Total Bid, Cost offered by the Bidder	Ranking in terms of consolidated (Technical & Financial) evaluation	Comparison with Estimated cost	Reasons for acceptance/rejection through Quality Cost Based Selection Method	Remarks
0	1	2	3	4	5	6
1	M/s. Sukkur IBA	31,134,890	1st	32 Million	SPP Rule 48 invoked. Accepted in the light of Summary/Comparative Analysis sheet.	Recommended to award the contract.
2	M/s. Sukkur IBA	90,735,610	Last awarded contract (SAS)	171 Million	For the comparison of SPP Rule 48.	-

### CONSULTANT SELECTION COMMITTEE

*Signature*  
**Mr. Nawab Zafar Ali**  
 Deputy Director (M&E)  
 Secretary Consultant Selection Committee  
 Sindh Education Foundation  
 Government of Sindh

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 Member of Consultant Selection Committee  
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**Mr. Muhammad Moosa Soc**  
 Deputy Secretary, (B & E -IV)  
 Finance Department, Govt. of Sindh  
 Member of Consultant Selection C  
 Sindh Education Foundation  
 Government of Sindh

*Signature*  
**Mr. Muhammad Abdullah Abbasi**  
 Director (General Administration & Co-ordination)  
 Chairman Consultant Selection Committee  
 Sindh Education Foundation  
 Government of Sindh

*Handwritten note:* AS per comparative analysis sheet for rule # 48 SPP

**SINDH EDUCATION FOUNDATION GOVERNMENT COUNCIL**

**HIRING OF FIRM FOR CAPACITY BUILDING/TRAINING OF TEACHERS IN DIFFERENT DISTRICTS ACROSS THE PROVINCE FOR AALTP # SE/NP/16-17/49**

Technical Opening Date: July 17, 2017  
Financial Opening Date: August 10, 2017

**SUMMARY/COMPARATIVE ANALYSIS SHEET FOR SPPRA RULE # 48).**

Description	AALTP		SAS (Last awarded Contract)		Difference (AALTP-SAS)	% Change	Scope Comparison	Interpretation	Conclusion
	Total Cost (in PKR) (Component wise)	Scope	Total Cost (in PKR) (Component wise)	Scope					
<b>Cost Components</b>									
Training Need Analysis	150,000	A TNA will be conducted on a sample of 20-25% teachers.	200,000	A TNA will be conducted on 10% sample covering all Grades/ levels to gauge the existing knowledge level of teachers.			Difference in the scope of TNA.		
Module Development	250,000	Development of Modules for Non-Formal Educational components & Rubric Development, which is not covered in the scope of SAS.	240,000	Subject wise modules with comprehensive trilingual manuals, which is not covered in the scope of AALTP.		1.698% less than that of SAS.	There is a difference in the scope of SAS & AALTP.	The corresponding costs of Training Need Analysis, Module Development, Report writing and Monitoring proposed for AALTP is lower at the rate Rs. 1,158,000/- as compared to the cost of same components proposed for SAS at the rate Rs. 1,178,000/-. The total cost components of TNA, Module Development, Report Writing & Monitoring decreases by Rs. 20,000. The % decrease of AALTP by 1.698% as compare with SAS cost.	The cost components of TNA, Module Development, Report Writing and Monitoring proposed for AALTP is 1.698% less than the corresponding cost proposed for SAS.
Report Writing	140,000	Quarterly progress report emailing set targets for each quarter, Final report encompassing entire process, achieved results, challenges, and lessons learned during the contractual timeframe.	120,000	Detailed report on training highlighting the results of pre and post assessment.			Report is compulsory in both.		
Monitoring	618,000	1,000 teachers in 17 Clusters.	618,000	3,810 teachers in 17 Clusters			No. of teachers are different as per file scope.		
Sub Total	1,158,000		1,178,000		-20,000				
<b>BREAKDOWN OF REMUNERATION BY ACTIVITY</b>									
Logistic Arrangements	2,465,000	Training Venues, Multimedia, Laptops, White Boards, and Training Stationary (for Trainers and Trainers), Food and refreshment (for Trainers and Trainers), TA/DA of Trainers, Printed training manuals & Any other teaching aid required.	9,690,000	Training Venues, Multimedia, Laptops, White Boards, and Training Stationary (for Trainers and Trainers), Food and refreshment (for Trainers and Trainers) & Any other teaching aid required.	-7,225,000	75% less than that of SAS.	TA/DA of Trainers & Printed training manuals are not covered in the scope of SAS.	The total cost component of Logistic Arrangements decreases by Rs. 7,225,000. The % decrease in comparison of AALTP and SAS Logistic Arrangements cost is 75% due to economies of scale. Moreover, The unit price of Training Material for the arrangement of logistic in AALTP is Rs. 2300 and Rs. 2,500 in SAS. There is a decrease in AALTP unit cost by Rs. 200 from SAS. The % decrease in Staff per month rate is 8%.	The major cost components in the proposal for AALTP are training delivery and logistics which altogether correspond to almost 85% (2,465,000+23,930,000) whereas for SAS these costs correspond to 87% (9,690,000+69,429,000) of the total financial cost of the proposal. Both these costing parameters for AALTP and SAS are quite similar in scope as in both cases there are 17 clusters with an almost similar trainer-to-participants ratio to ensure quality and adequate facilities for training venues which implies that the cost difference for logistics and training delivery in both cases is only due to the difference in the total number of teachers being catered.
Training Delivery	23,930,000	15 days training cycle for the entire condensed curriculum encompassing subjects (English, Mathematics, and Science with added focus on Urdu and Sindhi languages) from grade Karachi till 5.	69,429,000	15 days training cycle for each subject (English, Mathematics, Science and Social Studies) for grade 3-5, 6-8 and 20 days training cycle for each subject (English, Mathematics, Biology, Chemistry and Physics) for grade 9 and 10	-45,499,000	66% less than that of SAS.	No. of days are different in both training cycle	The total cost component of Training Delivery decreases by Rs. 45,499,000. The % decrease in comparison of AALTP and SAS Training Delivery cost is 66% due to economies of scale. The unit price of Staff Month Rate in Training Delivery for Trainers fees per month is Rs. 70k in AALTP while Rs. 80k in SAS. There is a decrease in AALTP per unit cost by Rs. 10k. The % decrease in Staff per month rate is 12.5%.	
Sub Total	26,395,000		79,119,000						
Cost of Financial Proposal	27,553,000		80,297,000		-57,744,000				
Add Tax	3,581,990		10,438,610		-6,856,720				
Total Cost of Financial Proposal	31,134,990		90,735,610		-59,600,720				

Note: This sheet is prepared by Procurement Department.

Remarks: Considering the above findings based on the guiding principles of SPP Rules specifically under the Rule 48 and in alignment with the aforementioned observations made through the rate analysis. It would be feasible to select the responsive bid and complete the procurement process in compliance of Rule 4 of SPPRA.

*Handwritten signature and date: 17/8*

## SINDH EDUCATION FOUNDATION GOVERNMENT OF SINDH

HIRING OF FIRM FOR CAPACITY BUILDING/TRAINING OF TEACHERS IN DIFFERENT DISTRICTS ACROSS THE PROVINCE FOR AALTP # SEF/NP/16-17/49

Technical Opening Date: July 17, 2017	
Financial Opening Date: August 10, 2017	
Evaluation Sheet of Combine Technical & Financial as per QCBS Methods:	
<b>TECHNICAL EVALUATION:</b>	<b>M/s. IBA Sukkur</b>
Technical Points out of 100	79
Ranking at Technical score	1st
<b>FINANCIAL EVALUATION:</b>	
Financial Prices	31,134,890
Bid security (3%)	934,047
Ranking at Technical score	1st
<b>First Lowest Evaluated Bidder</b>	

**Note:**

- 1) The total bid amount submitted by M/s. Sukkur Institute of Business Administration (IBA) is Rs. 31,134,890/= with bid security Rs. 934,047/= which corresponds to 3% of the total bid amount.
- 2) **M/s. IBA Sukkur**, is the only successful and qualified bidder on the basis of Technical & Financial Evaluation as per QCB selection method. The Consultant Selection Committee decided that Rule 48 of Sindh Public Procurement Rules 2010 shall be invoked in the matter. This is for kind approval of Competent Authority of SEF.

**CONSULTANT SELECTION COMMITTEE**

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Secretary Consultant Selection Committee  
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Govt. of Sindh,

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