

Procurement of Consultancy Services for the Capacity Assessment of the PDMA Balochistan

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| 1. | Name of Procurement Agency | PDMA Balochistan through BDMP Project |
| 2. | Method of Procurement | Consultant Qualification Based Selection |
| 3. | Title of Procurement | Organizational Capacity Assessment and Development of Capacity Enhancement Plan. |
| 4. | Time period | Two (4) months. |
| 5. | Procurement Method | Selection Based on Consultants Qualifications |

2.0 PARTICIPATION BY FIRMS

The Expression of Interest documents from prospective consultants were sought through advertisement in Daily Jang, DAWN and Mashriq on 27th, March 2013, due to late advertisement in the news paper the response time was limited therefore the date was extended on 31st March, 2013 from 1st April, 2013 to 8th April, 2103. In response the following 3 firms submitted their EOI documents.

After all the consultation World Bank advised the BDMP to re –tender the assignment, the re expression re advertise in Daily Jang, DAWM and Mashriq on 12th June 2012. In response the following 06 firms submitted their expression of interest documents.

S.No	Name of Lead Firm	Other Consortium/ Joint Venture Members
1	M/S Rehman Habib Consultant	---
2	M/S Cameos Consultant	DevCon Development Consultant (PVT), Ltd
3	National Management Consultancy	--
4.	AHSAS-PAK	--
5.	Sustainable Development Consultants (Pvt.) Ltd	--
6.	Euro Consultant (Pvt.) LTd	--

4.0 EVALUATION

The responsiveness of the consultants was checked with reference to the different eligibility requirements as per EOI documents. Additional information and/or clarification were sought from the prospective consultants to facilitate the evaluation process.

The following table gives the results of the evaluation.

S.No	Name of Applicant	Score
1	National Management Consultancy	73
2	M/S Cameos Consultant	51.1
3	AHSAS-PAK	32
4	Euro Consultant (Pvt.) LTd	27.3
5	M/S Rehman Habib Consultant	26.5
6	Sustainable Development Consultants (Pvt.) Ltd	22.5

5.0 RECOMMENDATIONS

As a result of detailed evaluation top ranked Consultant M/S National Management Consultancy should be call for Technical and Financial Proposal.

STRENGTHS AND WEAKNESSES OF THE PROPOSAL.

Strengths: The following strengthen has found in the Expression of interest and Technical Financial Proposal.

- (a) The Terms of reference has been addressed properly.
- (b) Having Good Past experience

Weaknesses: The following weakness has found in the Expression of interest and Technical Financial Proposal.

- a) Over Budgeting.
- b) In relevant staffing with in relevant experience.
- c) Huge amounts were proposed for the in relevant experience staff only for logistic to the sub consultant.

Detail of Negotiations.

- The Consultants agreed to reduce the professional fee for the Organizational Capacity Assessment and Development of Capacity Enhancement Plan from Rs. 9,500,000/- to **Rs.7,000, 000/-**
- Planning will require three team members to be present in Quetta.
- The Following proposed deliverables has been changed with following comparison.
 - Assessment work Plan from week 08 to end of 05th week.
 - Capacity Assessment Tool from week 09 to end of 06th week.
 - Tendering Documents from 13 week to end of 06th week.