

**Lahore
Knowledge
Park**



**Expression of Interest
For Prequalification of Consultants
“Financial Analysts & Advisors”
For Lahore Knowledge Park Company**

The Lahore Knowledge Park Company (LKPC) is a Public Sector Large Scale Organization duly registered with the SECP u/s 42 (not-for-profit) of the Companies Act 2017, through Higher Education Department (HED), Government of the Punjab.

LKPC intends to prequalify Financial Analysts & Advisors’ Firms/Companies for the financial year 2022-23 as under:

“Firms and/or consortium having verifiable experience in Strategy and Financial Advisory Services of Technology Zones and Software Parks or other Similar Nature Projects as per Prequalification Document”.

Prequalification Document (PQDs):

Interested eligible applicant(s) may get the prequalification Document (PQDs) immediately after the publication of this Expression of Interest from websites of PPRA: <https://ppra.punjab.gov.pk/> and LKPC: <https://lkpc.com.pk/> or hard copy during working hours from the address given below.

Bid Opening Date, Time & Venue:

Submission of Bids: October 10, 2022 at 11:00 AM
Opening of Bids: October 10, 2022 at 11:30 AM
Venue: Lahore Knowledge Park Company
15- Abu Bakar Block, New Garden Town, Lahore

TERMS AND CONDITIONS

1. The consulting firm(s) shall be prequalified under Punjab Procurement Rules-2014.
2. Proposals after the due date & time shall not be brought under consideration.
3. The Firms/Companies must have valid Income Tax/Sales Tax/PSTN etc.
4. The procuring agency (LKPC) may reject all bids or proposals at any time prior to the acceptance of a bid or proposal as per Rule 35 of PPR Rules 2014.

For further clarification & submission of proposals please contact Manager Procurement on the address and contact detail given below.



Manager Procurement

Lahore Knowledge Park Company
15-Abu Bakar Block, New Garden Town, Lahore, Pakistan.
Tel: 042 99233332
Cell: 0300-4648128
Email: sohail@lkpc.com.pk



Prequalification Document for

“Financial Analysts & Advisors for the Lahore Knowledge Park Company”

Issue Date: September 24, 2022

Closing Date: October 10, 2022

Procurement No: LKPC/PRO/20220924

LAHORE KNOWLEDGE PARK COMPANY (LKPC)
HIGHER EDUCATION DEPARTMENT, GOVERNMENT OF THE PUNJAB.

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1. The Procuring Agency

Lahore Knowledge Park Company
15-Abu Bakar Block, New Garden Town,
Lahore, Pakistan.

Tel: +92 42 99075000

Web: www.lkpc.com.pk

Email: sohail@lkpc.com.pk

2. Scope of Services

The Lahore Knowledge Park Company (LKPC) was incorporated in October, 2014 as a Public Sector Company under section 42 of the Companies Act, 2017 registered with the Securities & Exchange Commission of Pakistan. The Company is governed by its Board of Directors comprising of 5-ex officio and 6-members from Private Sector. The parent department of the Company is Higher Education Department (HED).

The Government of Punjab has allocated a piece of land measuring around 852 acres situated at Rakh Dera Chahl, Bedian Road, Lahore to the Higher Education Department for the development of Lahore Knowledge Park. The LKPC is mandated to develop, maintain and manage Knowledge Park(s) in the province of Punjab and assigned the responsibility to develop Lahore Knowledge Park as per the vision of Govt. of the Punjab.

The Vision statement and Mission statement are as follows: -

Vision Statement

Excellence in Knowledge & Enterprise.

Mission Statement

- Deliver an enabling ecosystem for innovation, enterprise and thought leadership.
- Attract investment, partnership and joint venture in contemporary technologies and cutting-edge manufacturing.
- Create value chain transforming knowledge to economy.
- Proactive interface for creativity to commercialization.
- Provision of customized infrastructure and services for functioning of reputed national and international universities, colleges, institutes and hi-tech industry.
- Provision of state-of-the-art environment for attracting highly skilled professionals to LKP.

The scope of services is as under:

- Financial Advisory Services
- Business Modeling
- Feasibility Study
- Mergers and Acquisitions
- Financial Structuring
- Financial Model Evaluations
- Strategy Formulation for Local and International Stakeholders
- Sector Analysis

3. Closing Date and Place

The Closing Date & Place of the Submission of Prequalification Documents, as under:

Submission of Proposals: October 10, 2022 at 11:00 AM

Opening of Proposals: October 10, 2022 at 11:30 AM

Venue: Lahore Knowledge Park Company,
15- Abu Bakar Block, New Garden Town,
Lahore.

4. Selection Criteria

a. Mandatory Clauses:

1. The applicant firm/company/local JV Partner must be registered with the relevant Authority i.e. SECP/Company Registrar/ICAP etc. (Provide Copies)
2. Valid NTN/FTN or PSTN (In case of International Firm Local Partner should be registered with Federal Board of Revenue in Pakistan). (Provide Copies)
3. An undertaking on Rs: 100 Stamp paper that the applicant firm/company is not blacklisted by any of Provincial or Federal Government Department, Agency, Organization, or any other autonomous or corporate body anywhere in Pakistan. (Provide Original)

b. Marking Criteria

The Firm is required to submit proposal.

- 4.1 Firms will be shortlisted on the basis of the experience & standing of the firm and the credentials of the personnel/experts being employed.
- 4.2 The marking criteria will be as under:

Experience of Company / Firm Completed Projects	Marks	Ranges of Projects	Marks
<ul style="list-style-type: none"> • Firms and/or consortium having verifiable experience in Strategy and Financial Advisory Services of Technology Zones, IT/Software Parks, Special Zones, Mega Projects i.e. Education & Sport City, Industrial Zones, Economic Zones, Modern, Progressive & Smart City, Mega project of Urban Development or any other similar nature projects. <p>Applicant is required to furnish completed project / assignment of similar nature according to scope of work as stated above, during the last 10 years (Copy of Contracts, WOs, POs, Completion Certificates, Performance Certificates or other related evidence/references etc.)</p>	50	Each completed project / assignment will be given 10 Marks	50
Establishment of the Firm /Organization	Marks	Ranges of years	Marks
Company working in Pakistan, providing Consultancy services with year of establishment (Copy of Letter of Incorporation	10	Minimum 5 years	5
		More than 5 and less than 10 years	7

/ registration)		More than 10 years	10
Financial Strength	Marks	Revenue	Marks
Revenue	20	Minimum 300 million	10
(Copy of Last 3 years Audited Accounts or Tax Returns)		From 300.1 to 500 million	15
(Average turnover of last 3 years shall be calculated)		Above 500 million	20
HR	Marks	Ranges of Staff	Marks
<ul style="list-style-type: none"> • Minimum 3 Qualified Business Analysts with minimum 5 years of working experience. • Complete CVs along with list is required to be submitted with sign & stamp. 	5		5
<ul style="list-style-type: none"> • Minimum 1 Qualified Economist and minimum 1 Qualified Marketing Expert with minimum 5 years of working experience. • Complete CVs along with list is required to be submitted with sign & stamp. 	5	2.5 marks for each position	5
Total staff employed by the firm/ company. (List of staff with complete details is required to be submitted with sign & stamp)	10	Minimum 20	5
		21 to 30	7
		31 & above	10
Total Marks	100		

Final Rating

The Firm shall be finally evaluated based on above and any Firm getting less than 70 score will not be short listed.

4.3 The Client will invite technical and financial proposals from the shortlisted firms.

5. Instructions to Applicants:

- 5.1 The Client reserves the right to modify, expand, restrict, discontinue with the project or reject any EOI within the meanings of the Punjab Procurement Rules 2014 as amended to date.
- 5.2 The Applicant is required to furnish an amount of PKR 20,000/- (Rupees twenty thousand only) in the form of PO / DD in the name of “Lahore Knowledge Park Company” along with the application.
- 5.3 The Applicant firms/companies which have already applied under the said category in previous “Prequalification of Consultants” advertisement, are exempted to pay submission fee of PKR 20,000/- (Rupees Twenty Thousands Only). Their previous submission fee shall be treated as valid.
- 5.4 Following documents are required to furnish:
- a) Cover letter.
 - b) Name, address and company registration details (including the year of incorporation and the number of years of relevant experience). Please also attach copy of registration/ incorporation certificate.
 - c) A profile of the firm / consortium / joint venture (in case of a consortium, copies of the agreement indicating the nature of the association to be furnished) with an organogram, a summary of qualifications and experiences of designated staff and any other relevant information. Registration of firm with relevant professional body.
 - d) In case of Consortium, all the Consortium partners individually should submit the Certificate of Incorporation/Registration. A consortium/Joint Venture Agreement signed by all the partners must be registered in Pakistan under relevant laws and submitted with the Proposal together with the copy of the proposed Agreement. Prime Bidder must be registered / incorporated in Pakistan and existing for the past three years. Proof of registration/incorporation be submitted. All partners of the Consortium/JV shall be liable jointly and severally for the execution of the contract in accordance with the contract terms and conditions and a statement to this effect shall be included in the Undertaking to be submitted. The Undertaking should clearly authorize the Prime Bidder to act on their behalf for the entire Bidding Process and execution of the contract.
 - e) National Tax Number.
 - f) Audited Balance Sheet for the previous 3 years of the lead and the associated organizations / consortium members (if any).
 - g) Details of similar major assignments undertaken (completed or ongoing with beginning and end dates of projects) involving the preparation of comprehensive development plans, indicating regional / metropolitan scales of interventions, contract value and the name of the client. This information should be presented in a tabular format.
 - h) CVs of personnel.
 - i) All documents should be in English. Documents prepared in any other language must be translated into English and certified by a competent authority.

- j) Undertaking by the firm that it has not been blacklisted by any Government Agency/Authority.

5.5 Please include the following contact details and append with the EOI.

Name of Company:	
Form of organization:	
Postal address:	
Telephone number (country and city code):	
Fax number, (country and city code):	
URL:	
Contact Person1:	
Telephone number:	
Mobile telephone number:	
Fax number:	
Email:	
Contact Person 2:	
Telephone number:	
Mobile telephone number:	
Fax number:	
Email:	

5.6 The Prequalification documents are to be submitted **by post or by hand before the due date and time** to the following address:

Manager Admin & Procurement

Lahore Knowledge Park Company
 15-Abu Bakar Block, New Garden Town, Lahore, Pakistan.
 Tel: +92 42 99075000
 Cell: 0300-4648128
 Email: sohail@lkpc.com.pk

5.7 The envelopes must be sealed and clearly marked.

5.8 The client must send One original set of all documents duly initialed by the authorized representative of the Bidder and two copies.

5.9 For further queries, please write to the email addresses given at 5.5 above.