

**PRE-QUALIFICATION DOCUMENT  
(PQD)**

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**DEVISING & IMPLEMENTING RESTRUCTURING  
PLAN OF PUNJAB SMALL INDUSTRIES  
CORPORATION (PSIC)**

UNDER

PUNJAB JOBS & COMPETITIVENESS PROGRAM FOR RESULTS  
(PforR) PROGRAM

**PUNJAB RESOURCE MANAGEMENT  
PROGRAMME  
PLANNING & DEVELOPMENT DEPARTMENT  
184 UPPAR MALL BEHIND NIPA LAHORE**

**EXPRESSION OF INTEREST**  
**(CONSULTANCY SERVICES-FIRM SELECTION)**

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Planning & Development Department, Government of Punjab has launched Punjab Jobs & Competitiveness (J&C) Program to improve the investment climate and promote investments and jobs in more inclusive and sustainable industrial estates in Punjab. One of the interventions under this program is to prepare a comprehensive restructuring plan for Punjab Small Industries Corporation (PSIC). For this purpose, PRMP the lead agency for J&C Program, in collaboration with Department of Industries Commerce & Investment intends to employ the consultancy services of consultants/ firm and invites expression of interest from the eligible consultants/firm to perform this assignment for “**Devising & Implementing Restructuring Plan of Punjab Small Industries Corporation (PSIC)**”.

Interested consultants/firm are required to provide information demonstrating that they have the required qualification and relevant experience to perform the services mentioned above. Consultants may associate with other firms in the form of joint venture or a sub-consultancy to enhance their qualifications. Consultants will be selected in accordance with the Quality and Cost Based Selection (QCBS) method as defined under Punjab Procurement Regulatory Authority (PPRA) rules, 2014.

Further information or detailed Expression of Interest (EOI) can be obtained from the address below during office hours. EOI must be received **by 04:00PM in our office on or before 15-November-2016.**

**Program Director**  
**Punjab Resource Management Program**  
**184-A, Upper Mall, Behind NIPA, Scotch Corner, Lahore**  
**Ph. No. 99200508, 35755415**  
**Fax. 99204194**

**HIRING CONSULTANCY FIRM FOR DEVISING & IMPLEMENTING  
RESTRUCTURING PLAN OF PSIC UNDER WORLD BANK JOBS &  
COMPETITIVENESS PROGRAM FOR RESULTS**

The statutory body of PSIC was established in 1972 with the mission to promote, sustained industrial development through provision of market driven credit, infrastructure and technological support contributing to employment generation, poverty alleviation and socio-economic uplift of the province.

Punjab Small Industries Corporation was established as a result of dissolution of West Pakistan Small Industries Corporation in 1972. The Punjab Small Industries Corporation Bill, 1973 was passed by the Provincial Assembly on 13.07.1973 and published as an Act of the Provincial Legislature of Punjab on 12.08.1973.

Since then PSIC has been a sound contributor to the small industrial development in the province through its various schemes. Recent transition of industrial climate and liberalization of the total economic environment within the country and international area has witnessed tremendous change in domestic as well as international market. PSIC's story of excellence is spread over more than four decades of transitive growth and development of small scale industry. PSIC has proved its strength in the country by exhibiting a progressive attitude towards modernization, up gradation of technology, quality consciousness, strengthening linkage with large and medium scale enterprises and boosting exports of the products from small enterprises. PSIC is an important instrument for enterprise building, micro economic development and employment generation and poverty alleviation.

In today's era the functionality, scope & line of services needs to be more specific to generate better organizational results & performance, considering the dynamic role of PSIC as a Public Sector entity the World Bank Mission has recommended to implement restructuring plan of PSIC.

PSIC intends to hire world class consultancy firm (s) to carry out its restructuring plan. The Role of consultancy firm (s) includes but not limited to work-out the followings:-

## PLANNING & DESIGNING PHASE (2016-17)

- a. New strategic focus for PSIC in terms of priority clients and services (following an assessment of the demand for and supply of services to industrial clusters in Punjab together with an assessment of PSIC's core skills and capabilities)
- b. Organizational and operational model for delivering these services (including through partnerships with other public and/or private institutions)
- c. Business model – estimating costs to provide services to the customers and sources of future revenues in order to estimate the needs for on-going budgetary support.
- d. New legal, governance and fiduciary settings
- e. Detailed implementation plan – including transition/setting up cost (e.g. training and redundancy costs, cost of acquiring new equipment and assets, revenues from selling assets no longer viable/required)
- f. Document international best practices to back-up the recommendations

### CREDENTIALS OF THE FIRM:-

- a. The firm must have completed at-least 3 similar assignments in the past and will submit documentary evidence like satisfactory performance report issued by the client.
- b. Registered with relevant authorities / departments where applicable
- c. Never blacklisted by any authority

### H.R REQUIREMENT

Sr NO.	Role	Qualification	Experience	Similar Assignments
1	Human Resource Specialist	Master in HR	10 years relevant experience.	Must have undertaken 5 similar assignments
2	Expert of Strategy & re-structuring	Master Degree	10 years relevant experience.	Must have undertaken 5 international level

				assignments
3	Legal Expert	LLB	10 years relevant experience.	Must have undertaken 5 similar assignments
4	Financial Expert	Master in Finance / C.A	15 years relevant experience.	Must have undertaken 5 similar assignments
5	Industrial Expert (Small & Medium)	Master Degree	15 years relevant experience of public sector.	Must have undertaken 3 similar assignments

### SELECTION METHOD

Quality & Cost Based as per PPRA Rules

### PROFILE OF THE CONSULTING FIRM:

The consulting firm should provide the following:

- Detail of similar projects completed during last five years. Relevant details such as cost of the project, covered area, completion period and photographs etc. must be provided. Similar details of projects in hand may also be given.
- The firm must be registered with the relevant professional body e.g. PEC, SECP or any other such forum supported by the latest/updated renewal, Memorandum/Article of Association/Partnership.
- Proof of financial stability such as Financial Reports for the last three years along with Bank statements/certificates indicating financial standing. The annual turnover shall be not less than 5 Million
- Local and Foreign Associations including details of projects executed with such Association.
- Firm's valid registration with Income Tax/Sales Tax Department.
- An affidavit on stamp paper that the company/firm has never been black listed by any institution / department / agency and that it has not been involved in litigation with any of its clients.

## SHORTLISTING CRITERIA

The evaluation of proposals will be carried out on the basis of applicant **EOI**

Sr. No	Criteria	Maximum Marks							
1.	Existence as a legal Entity (Legal incorporation or establishment and registration)		Qualifying Criteria						
2.	Not blacklisted by any public or private agency/authority		Qualifying Criteria						
3.	An operational History of at least 5 years, with experience in implementing project activities	10	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">3-5 years</td> <td style="text-align: right;">5</td> </tr> <tr> <td>6-8 Years</td> <td style="text-align: right;">7</td> </tr> <tr> <td colspan="2">One for each extra year (maximum 10-marks)</td> </tr> </table>	3-5 years	5	6-8 Years	7	One for each extra year (maximum 10-marks)	
3-5 years	5								
6-8 Years	7								
One for each extra year (maximum 10-marks)									
4.	Relevant Experience in Similar Project	60	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">1-2 Completed Projects</td> <td style="text-align: right;">20</td> </tr> <tr> <td>3-5 Completed Projects</td> <td style="text-align: right;">40</td> </tr> <tr> <td>6 and more Completed Projects</td> <td style="text-align: right;">60</td> </tr> </table>	1-2 Completed Projects	20	3-5 Completed Projects	40	6 and more Completed Projects	60
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3-5 Completed Projects	40								
6 and more Completed Projects	60								
5.	Firm's Management Team	15	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">Permanent Employees 5-10</td> <td style="text-align: right;">7</td> </tr> <tr> <td>Permanent Employees 11 to 20</td> <td style="text-align: right;">10</td> </tr> <tr> <td>Permanent Employees more than 20</td> <td style="text-align: right;">15</td> </tr> </table>	Permanent Employees 5-10	7	Permanent Employees 11 to 20	10	Permanent Employees more than 20	15
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6.	Work Volume in Monetary Terms.	15	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">2 Projects of worth US\$ 100,000/-</td> <td style="text-align: right;">10</td> </tr> <tr> <td>3-4 Projects of worth US\$ 200,000/-</td> <td style="text-align: right;">15</td> </tr> </table>	2 Projects of worth US\$ 100,000/-	10	3-4 Projects of worth US\$ 200,000/-	15		
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## EOI SUBMISSION

A consulting firm/ consortium will purely be selected on merit in accordance with the criteria mentioned in the PQD and procedure laid down in the PPRA Rules 2014. However, pre-qualification/ shortlisting of any firm/consortium does not guarantee award of work and it would depend on evaluation of their proposals (technical and financial) submitted by the pre-qualified/shortlisted firm at later stage. Expressions of interest must be delivered by hand or dispatched by post at the address given below on or before dated received by 04:00PM in our office on or before 15-November-2016.

**Project Director**  
**Punjab Resource Management Program**  
**184-A Uppar Mall, Behind NIPA Lahore**  
Email: [infoprmp@punjab.gov.pk](mailto:infoprmp@punjab.gov.pk)