

# Request for Proposal (RFP)

for

IT INDUSTRY ACADEMIA BRIDGE PROGRAM

December 2021

PAKISTAN SOFTWARE EXPORT BOARD  
MINISTRY OF INFORMATION TECHNOLOGY  
GOVERNMENT OF PAKISTAN

## IT Industry Academia Bridge Program

### Table of Contents

1. INTRODUCTION TO PSEB.....	3
2. INTRODUCTION TO THE PROGRAM.....	3
3. DELIVERABLES .....	4
3.1 Trainers & Trainings.....	4
3.2 Classrooms and Computer Labs .....	5
3.3 Course Content .....	6
3.4 Distribution of Deliverables.....	6
5. PAYMENTS.....	7
6. DOCUMENTS REQUIRED .....	8
7. CORRUPT OR FRAUDULENT PRACTICES BY BIDDER.....	8
8. SUBMISSION OF BIDS:.....	8
8.1 Withdrawal of Bid.....	9
8.2 Rejection of Bid.....	9
8.3 Performance of Bidder .....	10
9. EVALUATION CRITERIA.....	10
9.1 Technical Evaluation Criteria .....	10
9.2 Financial Bid Evaluation Criteria.....	15
10. GENERAL TERMS AND CONDITIONS.....	15
11. CHANGE OF SCOPE.....	16
12. FORCE MAJEURE.....	16
13. BIDDER'S QUERIES.....	17
14. PRE-BID MEETING .....	17
15. POINT OF CONTACT. (e-mails) .....	17
16. BID SUBMISSION AND OPENING ADDRESS.....	17
Annexure- I: List of Trainers.....	18
Annexure-II (Lot#01) - Format of Financial Bid.....	19
Annexure-II (Lot#02) - Format of Financial Bid.....	20
Annexure-II (Lot#03) - Format of Financial Bid .....	21
Annexure-III - Integrity PACT .....	22
Annexure-IV - Undertaking for Bidders.....	23
Annexure-V - Format for Performance Security Bond .....	24

## IT Industry Academia Bridge Program

### 1. INTRODUCTION TO PSEB

Pakistan Software Export Board (PSEB) is an entity under the Ministry of IT & Telecom mandated to act as one stop shop on behalf of Government of Pakistan and ensuring of sustainable growth, development of the industry and enhancing of IT & ITeS exports. One of the objectives of PSEB is availability of skilled resource equipped with latest technologies for the IT Industry. In order to help increase the employability and to fill the supply gap for industry-ready skilled resource, PSEB under the guidance of Ministry of IT and in consultation with IT Industry is initiating a series of HR development program, one of the said programs is equipping of the IT industry professionals and graduates with latest technologies by the ICT Industry Professionals which will help in enhancing the number and quality of HR workforce available to Pakistan IT & ITeS industry.

### 2. INTRODUCTION TO THE PROGRAM

The objective of the program is to equip the currently enrolled university students in their 6<sup>th</sup>, 7<sup>th</sup> and 8<sup>th</sup> semesters in IT, Computer Science, Software Engineering, Software Development, Web Development, or related bachelor's degree programs in selective universities from HEC recognized universities in Karachi, Hyderabad, Lahore, Islamabad, Rawalpindi, Peshawar, Faisalabad, and Multan, in the latest IT industry skills.

The program is designed to be launched from the upcoming spring semester in the year 2022 across multiple universities in these mentioned cities and ideally be delivered as elective courses for students of 6<sup>th</sup>, 7<sup>th</sup>, and 8<sup>th</sup> semesters, during the length of these semesters.

Training the teachers, teaching assistants, and computer lab assistants of these selective universities in the same technologies and skillsets is also a required deliverable of this program.

Given the scale and scope of the project, multiple entities must form consortiums which may be comprised of IT companies/IT industry firms/IT-related organizations/software houses/relevant industry associations to participate in the tender.

The interested parties must possess the ability, capability, and capacity to depute relevant industry experienced professionals (ideally computer programmers, solution architects, system architects, system design experts, cloud platform architects, cloud solution designers, software quality assurance professionals, software business analysts, web engineering experts, etc.) and can successfully deliver the proposed courses/trainings/skills mentioned under deliverables within the agreed timeline are invited to submit their proposals in response to this tender.

## IT Industry Academia Bridge Program

### 3. DELIVERABLES

#### 3.1 Trainers & Trainings

Under this program, approximately 4,000 currently enrolled university students in their 6<sup>th</sup>, 7<sup>th</sup> and 8<sup>th</sup> semesters in IT related bachelor's degree programs will be trained on the latest IT industry-demanding technologies. The training venues shall be the universities from the HEC recognized universities located in Karachi, Hyderabad, Lahore, Islamabad, Rawalpindi, Peshawar, Faisalabad, and Multan.

Provide highly qualified IT professionals to train the students enrolled in 6<sup>th</sup>, 7<sup>th</sup> and 8<sup>th</sup> semesters of IT related bachelor's degree program on the following software development platforms, cloud platforms, software technologies & frameworks or other relevant skills:

- i. MERN Stack (ES6 + REACT) – Semester 6 and/or 7 – 80 hours of training in each semester.
- ii. Web Engineering Basic (PHP Core, and Code Igniter) – Semester 6 and/or 7 – 80 hours of training in each semester.
- iii. Cloud Solution Architecture – Semester 6, 7 and/or 8 – 80 hours of training in each semester.
- iv. SQA (Selenium, and Test Complete) – Semester 6, 7 and/or 8 – 80 hours of training in each semester.
- v. Mobile app development (Flutter) – Semester 6, and/or 7 – 80 hours of training in each semester.
- vi. MERN Stack (Express, Mongo and Node) – Semester 8 - 80 hours of training in each semester.
- vii. Web Engineering Advanced (Laravel, and Yii) – Semester 8 - 80 hours of training in each semester.
- viii. Mobile app Development (React Native) – Semester 8 - 80 hours of training in each semester.

The selection and quality of the trainers in line with minimum criteria led down under section#4 of the Evaluation Criteria shall be the sole responsibility of the project awardees.

The project awardees shall ensure the availability of selected trainers during the length of courses. In case of any unavoidable circumstance where the trainer is unable to attend the scheduled classes/labs, the project awardees shall ensure the replacement of that trainer within a week without affecting the training hours/schedule.

#### a) Students Training

Train 100 batches of IT students studying in 6<sup>th</sup>, 7<sup>th</sup> and 8<sup>th</sup> semesters of HEC recognized universities located in Karachi, Hyderabad, Lahore, Islamabad, Rawalpindi, Peshawar, Faisalabad, and Multan. PSEB reserves the right to increase/decrease the required number of batches of students. The number of batches of students, number of students, and the universities will be finalized as per the agreement document

## IT Industry Academia Bridge Program

between PSEB and the successful bidder.

The training classes of the courses given under clause #3.1 will be distributed in the above mentioned eight (08) cities. These trainings shall be executed at the university premises, using the classrooms and computer labs of the universities. Universities include HEC recognized universities offering relevant IT degree programs situated in the earlier mentioned eight (08) cities of Pakistan, as per HEC's latest rankings. This program is expected to deliver 80 hours of trainings throughout the semester to each of the student batches.

Based on the availability of the funds, demand from the industry, availability of the trainees, participation of the universities, and/or availability of the universities' premises/facilities, PSEB reserves the right to change the number of the trainees, batches of trainees, numbers of universities, training sessions, for any of the above listed courses and stations.

### b) Teacher Trainings:

The programs also include the capability development of the university's permanent faculty teaching in the relevant degree programs. The bidder is also required to offer the enhanced versions of trainings programs, in the same technologies/tools/platforms/frameworks, in train-the-trainer mode to ~200 university teachers, teaching assistants, and/or computer lab assistants in parallel sessions. These trainings shall be offered in batches of 10 teachers and/or lab assistants each. These parallel classes for train-the-trainer program may be conducted during evening sessions or on weekends at participating universities. PSEB reserves the right to increase/decrease the number of university permanent faculty staff to be trained under this program. The number of teaching staff will be finalized as per the agreement document between PSEB and the successful bidder.

The total deliverable hours for these train-the-trainer classes are 40 hours of training to each batch over a period of 4 months, or as finalized per contractual agreement. PSEB may also pay a monthly stipend to the university teachers and lab assistants enrolled and attending the train-the-trainer programs, provided they also co-conduct the students' training classes and labs sessions which are mentioned above.

Based on the availability of the funds, demand from the industry, availability of the trainees, participation of the universities, and/or availability of the universities' premises/facilities, PSEB reserves the right to change the number of the teachers, batches of teachers, numbers of universities, training sessions, for any of the above listed courses and stations.

### 3.2 Classrooms and Computer Labs

These trainings are to be executed at the well-equipped training facilities, using the classrooms and computer labs of respective venues

## IT Industry Academia Bridge Program

provided by the selected universities in Karachi, Hyderabad, Lahore, Islamabad, Rawalpindi, Peshawar, Faisalabad, and Multan.

These trainings must be executed in assisted teaching mode in attendance of the designated university teachers, teaching assistants and computer lab assistants conducting the course.

The classrooms and computer labs facilities, including computers, must be in conditions fit and suitable for the mentioned trainings. PSEB reserves the right to reject any of the classrooms or computer labs that it deems unfit for the purpose, in such a case the bidder must provide an acceptable alternate. The project awardees must take all steps to ensure safety and sanctity of female project staff and trainees.

### 3.3 Course Content

Provide course contents of international standard for the course mentioned under clause#3.1. The quality of the courseware will be evaluated and approved by PSEB. The course content once procured under this program, will be considered PSEB's property outright, without any limitations of licensing, intellectual property rights, number of reuses, medium of delivery, location, or period of ownership.

### 3.4 Distribution of Deliverables

The deliverables under this project are divided into following three lots:

Lot#	Lot Name	Cities	No. of Batches	Approx. No. of Students
1	Southern Region	Karachi, Hyderabad	25	1,000
2	Central Region	Lahore, Faisalabad, Multan	35	1,400
3	Northern Region	Islamabad, Rawalpindi, Peshawar	40	1,600

The bidding consortiums can participate in any one Lot only. However, a member company may participate in other consortiums but number of such common members shall not exceed than 30% of total members of a consortium. Each Lot will be evaluated individually and awarded independently to the **Most Advantageous** Bidding Consortium against respective Lot.

Based on the availability of the funds, demand from the industry, availability of the trainees, participation of the universities, and/or availability of the universities' premises/facilities, PSEB reserves the right to change the number of the trainees, batches of trainees, numbers of universities, training sessions, for any of the above listed courses, stations and lots.

## IT Industry Academia Bridge Program

### 4. PROJECT DELIVERY & DURATION

- a. This project aims to train the information technology students of 6<sup>th</sup>, 7<sup>th</sup> and 8<sup>th</sup> semesters studying in top tier universities located in Lahore, Karachi, Hyderabad, Islamabad, Rawalpindi, Faisalabad, Multan, Peshawar during the length of the semester which is approximated as a period of 04 – 05 months (university spring semesters generally starting Jan or Feb 2022 for relevant bachelor's degree programs which are ending in May or June 2022 time frame).
- b. Delivery period may be extended in case of events beyond the control of the Project Awardees and PSEB. Project awardees shall inform in writing to PSEB of any such event and may request for extension in delivery period at least three (3) weeks prior to the expiry of delivery period otherwise the request for extension will not be accepted.

Based on the availability of the funds, demand from the industry, availability of the trainees, participation of the universities, and/or availability of the universities' premises/facilities, PSEB reserves the right to change the number of the trainees, batches of trainees, numbers of universities, training sessions, for any of the above listed courses, stations and lots.

### 5. PAYMENTS

- a. If requested by the project awardees, 20% mobilization advance to be paid upon signing of the agreement and project awardees shall submit an un-conditional bank guarantee equivalent to the amount of 20% mobilization advance before the release of mobilization advance.
- b. The project awardee consortium/joint venture lead partner will invoice on a monthly basis to claim the charges incurred against the delivered hours of trainings and payments will be made on fulfilling all the pre-requisites as per terms and conditions led down in the agreement between PSEB and the project awardees.
- c. 5% of the total agreed value of the project shall be submitted as a performance guarantee by the Project Awardee at the time of award of contract. The performance guarantee should be in the form of Bank Guarantee/Bank draft/pay order with validity at least for one calendar year from the date of its issuance. If project timelines are extended beyond one (01) year due to any reason, the project awardees will be bound to get the performance guarantee extended accordingly.
- d. The performance guarantee will be released as governed by the agreement between PSEB and the project awardees, upon submission of a request from the project awardees and PSEB's completion certification/sign-off document.
- e. The payment modalities will be finalized between PSEB and the successful bidder under the contract.

## IT Industry Academia Bridge Program

### 6. DOCUMENTS REQUIRED

The bid/proposal must comprise the following documents duly numbered with proper annexures.

- a. Consortium/Joint Venture Agreement with nomination of lead partner.
- b. A concise profile of each of the consortium/Joint Venture member companies.
- c. Valid Certificate of incorporation of Company/Firm/Association under the relevant laws of Pakistan for each of the consortium/Joint Venture member companies.
- d. Valid and active Income Tax Registration of each of the consortium/Joint Venture member company.
- e. Valid and active sales tax registration of each of the consortium/Joint Venture member company from either provincial or federal revenue boards/authorities. The lead of consortium shall also have valid and active GST from FBR.
- f. Submission of undertaking on legal valid and attested stamp paper of Rs. 100/- by the lead consortium/Joint Venture partner that no consortium/Joint Venture member firm is blacklisted by any of the provincial or federal government departments, agency, organization, or autonomous body anywhere in Pakistan.
- g. Proof of annual IT export revenue of last 02 years for at least 80% of the member companies of the consortium/Joint Venture.
- h. Audited financial statements, in case of companies and/or Accounts of the Firm duly verified by CEO of the Firm accompanied by income tax return, in case of AoPs/sole proprietors/firms, of each of the Consortium/Joint Venture member company/firm/organization.
- i. Any other document which the applicant deems appropriate to support its proposal for qualification.
- j. Technical/Training Staff details as per **Annex-I**.

### 7. CORRUPT OR FRAUDULENT PRACTICES BY BIDDER.

Any type of corrupt or fraudulent practices or provision of any false information by the bidder will lead to disqualification of the bid and confiscation of the bid security regardless of the price and quality of the product.

### 8. SUBMISSION OF BIDS:

- a) A single-stage two envelope bidding process will be followed. The technical and financial bids shall be in English language and must be provided in separate sealed envelopes. The technical bid envelope should be marked with **“Technical Proposal for IT Industry Academia Bridge Program for Lot#?? <Lot Name>”** containing technical proposal only (without prices) along with soft copy of the proposal in USB drive. The financial proposal shall be marked with **“Financial Proposal for IT Industry Academia Bridge Program for Lot#?? <Lot Name>”** containing financial proposal, soft copy in USB drive and 2% earnest money of the total cost



## IT Industry Academia Bridge Program

- of the project. Bids must be delivered through courier or dropped at the PSEB office. The 2% earnest money of total value of quoted bid in the shape of Bank Draft / Pay Order shall be in the favor of **"Pakistan Software Export Board"** and shall not be disclosed in Technical Proposal in any manner.
- b) The complete Bid documents shall be submitted on or before **January 20, 2022, at 03:00 pm.**
  - c) The technical and financial bids shall be enclosed in an envelope marked with **"Proposal for IT Industry Academia Bridge Program for Lot#?? <Lot Name>"** and clearly mentioned that **"Do not open before January 20, 2022, at 3:00 pm PST"**
  - d) Technical bids only will be opened on the same day at 03:30 pm at below mentioned address in the presence of vendors/bidders or their authorized representatives who desire to attend the bid opening session. The financial bids will be opened only of those bidders who qualify in technical proposals evaluation. The opening of financial bids will be notified separately once technical evaluation has been completed. Please note that submission date and time will be strictly adhered, and it will be bidders' responsibility to ensure the submission of bid at given date and time.
  - e) The quoted prices must remain valid for acceptance up to 90 days from the date of its opening. The quoted prices should be in Pak Rupees and inclusive of all applicable taxes.
  - f) The prices quoted without any tax remarks will be treated as inclusive of all applicable taxes. Any change in Government duties or taxes shall be borne by the successful consortium/Joint Venture.
    - g) The consortium/Joint Venture selected for the award the contract shall have to submit 5% of total amount as Performance Bond. The performance bond shall be in the shape of Bank Guarantee/Bank Draft / Pay Order in the favor of **"Pakistan Software Export Board"**
  - h) The representative of the bidder shall bring an authority/nomination letter on company's letterhead for attending the financial bid opening.

### 8.1 Withdrawal of Bid.

The bid security will be forfeited if a bidder withdraws the bid after the deadline of bid submission or during the period of bid validity or in the case of a successful bidder fails to sign/accept the Purchase Order/Contract.

### 8.2 Rejection of Bid.

- a) Bids not sealed as per the instructions under clause#8(a&b).
- b) Bid security has not been submitted as per clause#8(a).
- c) Incomplete, conditional, or optional bids will be rejected forthwith.
- d) Bids received after due date & time will not be accepted.
- e) Bids failing to meet the eligibility / evaluation criteria.
- f) Any noncompliance to the terms and conditions of bidding

## IT Industry Academia Bridge Program

documents.

- g) Company shall be disqualified if financial figures are mentioned in the technical proposal.

### 8.3 Performance of Bidder

- a) PSEB performance monitoring team will be continuously monitoring the satisfactory delivery of the project.
- b) In case of poor performance of the individual trainer as evaluated by PSEB performance monitoring team, the project awardees shall provide the replacement of the same within a week, failing to do so will be considered as an Unattended Complaint.
- c) In case of three (3) absences of the individual trainer from the scheduled training sessions, the project awardees shall provide the replacement of the same within five working days of the 3<sup>rd</sup> absence, failing to do so will be considered as an Unattended Complaint.
- d) PSEB will issue a Poor Performance Certificate to project awardees in case of three Unattended Complaints. PSEB reserves the right to confiscate the performance bond of the project awardees in case of issuance of five (05) Poor Performance Certificates.

## 9. EVALUATION CRITERIA

The evaluation of each Lot shall be carried out individually and independently. The evaluation shall be carried out keeping in view the following criteria:

1. The weightage of Technical Proposal = 80%.
2. The weightage of Financial Proposal = 20%

### 9.1 Technical Evaluation Criteria

The bidding Consortiums/Joint Ventures securing 70% or more scores will be considered as technically responsive and subsequently selected for financial bid opening.

#### Mandatory Criteria

S. No.	Requirement	Status/ Marks	Documents/Evidence Required
1	Valid and active Income Tax Registration of each of the consortium/Joint Venture member company.	Mandatory	The firms shall provide copy of valid and active NTN certificate
2	Valid and active sales tax registration of each of the Consortium/Joint Venture member company.	Mandatory	Valid and active sales tax registration of each of the Consortium/Joint Venture

## IT Industry Academia Bridge Program

			member company from either provincial or federal revenue boards/ authorities The Consortium/Joint Venture lead shall have valid and active GST registration with FBR.
3	Participating firms having a valid PSEB registration (at least 40% of the Consortium/Joint Venture member companies)	Mandatory	The firms shall provide valid PSEB registration certificate
4	At least 60% of the Consortium/Joint Venture firms shall have minimum annual IT/ITeS exports of \$30,000 for each of the last two financial years as per the records of SBP.	Mandatory	The lead bidder of the Consortium/Joint Venture shall provide proof of IT exports.
5	A certificate that any firm/company/organization/association which is part of the Consortium/Joint Venture, is/are not blacklisted by any Government Department, or public sector organization in Pakistan.	Mandatory	The lead bidder of the Consortium/Joint Venture shall provide undertaking on Rs. 100 stamp paper.
6	At least 80% of the Consortium/Joint Venture firms must be in operations of IT/ITeS business for the last three (03) years.	Mandatory	The Consortium/Joint Venture member firm shall provide proof of date of its establishment like copy of registration with a competent authority of either federal or provincial for doing IT/ITeS Business.
7	Minimum number of technical professionals available to execute trainings under this project = 30 trainer against each Lot.	Mandatory	Provide details as per annexure-I
8	Accumulated annual revenues of the Consortium/Joint Venture shall not be less than PKR 200	Mandatory	o Audited financial statements, in case of companies and/or

## IT Industry Academia Bridge Program

	million for each of the last 02 years.		<ul style="list-style-type: none"> <li>o Firms accounts duly verified by CEO of the Firm accompanied by income tax return, in case of AoPs/sole proprietors/firms</li> </ul> <p>of each of the Consortium/Joint Venture member company/firm/organization shall be submitted with a technical proposal</p>
9	Consortium/Joint Venture must have a presence across all the cities mentioned against the respective Lot it is applying for.	Mandatory	Undertaking by the Consortium/Joint Venture members regarding presence in the mentioned city/cities.

Evaluation Criteria

Sr. No	Requirement	Status/ Marks	Documents/Evidence Required	
1	Financial Position	50 Marks	<ul style="list-style-type: none"> <li>o Audited financial statements, in case of companies and/or</li> <li>o Firm's accounts duly verified by CEO of the Firm accompanied by Income Tax return, in case of AoPs/ sole proprietors / firms</li> </ul> of the each of the Consortium/Joint Venture member for the last 02 years shall be part of the proposal. Accumulated audited financial position of the Consortium/Joint Venture for each of last 02 years will be considered and evaluated against each Lot as mentioned under clause#3.4	
	Revenue Slabs			Marks
	Annual accumulated revenue of the Consortium/Joint Venture more than PKR 400 million and up to PKR 500 million or more			50
	Annual accumulated revenue of the Consortium/Joint Venture more than PKR 300 million And up to 400 million			30
	Annual accumulated revenue of the consortium/Joint Venture PKR 200 million and up to 300 million	20		
2	Number of companies in the consortium/Joint Venture against each Lot. 01 Consortium/Joint Venture Member Company = 1 Mark.	30 Marks	The bidders shall provide concise profiles of each of the Consortium/Joint Venture member companies.	
3	Number of technical professionals available to execute trainings each Lot. Minimum = 30 professionals (One resource = 1 marks) The minimum qualification and experience criteria for the trainer shall be as follows:	50 Marks	The Consortium/Joint Venture shall provide details of the technical/training Human Resource of its members to be engaged in the project as per <b>Annex - I</b> .	

## IT Industry Academia Bridge Program

	<p><b>Minimum Qualification:</b> 16 years of education with bachelor's degree from HEC recognized local university, or international university in IT/Computer Science/Software Engineering and relevant programs.</p> <p><b>Experience:</b> Minimum three (03) Years' Experience in; developing software, IT system architect, IT system design, software development consultancy, software quality assurance, software business analysis, web development, mobile development, cloud architect, cloud platform architect, database design, database architect, database design consultancy, preferably, but not limited to the technologies listed under clause#3.1</p>		
4	Presentation on training methodology and program execution plan	50 Marks	The bidder shall present program planning, execution, monitoring, training methodology, trainers' selection/retention/replacement processes, work breakdown structure (WBS), etc. to ensure the delivery of project's objective within given scope and timelines.
5	Any value addition specific to this project in terms of investment and long-term sustainability etc.	20 Marks	The bidder shall provide detail of value additions which can strengthen the delivery of these trainings beyond the scope of this program on sustainable basis.
<b>Total Marks</b>		<b>200 Marks</b>	

## 9.2 Financial Bid Evaluation Criteria

The financial bids of only technically qualified bidding consortiums against each Lot as per clause#3.4 will be opened. The pricing shall include all applicable taxes, rates, duties, tolls, fees etc.

The evaluation of financial bids will be calculated as follows:

- o The weightage of financial proposal is 20% in total score.
- o The financial weightage will be calculated by the formula as given below:

$$= (\text{lowest bid/bid offered}) * 20$$

The score achieved by a bidder will be aggregated against each Lot as follows:  
Total score obtained by a bidder = Technical weightage + Financial weightage

Each Lot will be evaluated individually, and the contract shall be awarded independently to the bidder who achieved the maximum points from Total Score and shall be considered a **Most Advantageous Bidder** against the respective Lot.

PSEB will not make ANY payments not quoted in the bid. Please use Annexure-II (Lot#??) to develop financial proposal against the Lot of your interest.

## 10. GENERAL TERMS AND CONDITIONS.

- a. In case the selected bidders do not accept the Purchase Order/Contract, their bid security will be confiscated, and a poor performance certificate will be issued to the vendor.
- b. If there is a difference between the unit price and total price for any items quoted in the bid, the unit price of that/those items shall prevail and the decision of PSEB in this regard shall be final.
- c. Total prices must conform to the individual prices of all the items quoted and delivered.
- d. The quoted prices will be considered inclusive of all overhead costs (seen or unforeseen), required for the successful delivery of the project.
- e. Participating bidders are requested to avoid from all overt & covert activities that shall create any doubt that leads towards ambiguity in the tendering process and tender opening session.
- f. The successful Consortiums/ Joint Ventures against respective Lots will sign Integrity Pact with PSEB (draft attached as **Annex-III**).
- g. PSEB reserves the right to accept or reject any bid and to annul the bidding process and reject all bids at any time prior to award of contract, without thereby incurring any liability to the effected bidder or bidders.
- h. PSEB may terminate the Contract at any time by giving written notice to the bidder if the bidder becomes bankrupt or otherwise insolvent. In this event, termination will be without compensation, provided such termination will not prejudice or affect any right of action or remedy, which has, accrued, or will accrue thereafter to PSEB.

## IT Industry Academia Bridge Program

- i. If the bidder is unable to fulfill its obligations as mentioned in the work plan and withdraws from the project, PSEB shall terminate the contract by issuing a written notice and shall not be responsible to pay off any liability incurred towards the bidder and forfeit the security deposit (bid bond amount).

### 11 CHANGE OF SCOPE

At any time prior to the deadline for submission of bids, PSEB may, for any reason whether at its own initiative or in response to a clarification requested by a prospective Bidder, amend the Tender. Amendments will be provided in the form of Addenda to the Tender and will be sent in writing by courier, cable, facsimile, or electronic mail to all prospective Bidders that have received the Tender Document and will be binding on them. Bidders are required to immediately acknowledge receipt of any such addenda, and it will be assumed that the amendments contained in such addenda will have been taken into account by the Bidder in its bid.

### 12 FORCE MAJEURE

If either party is temporarily rendered unable, wholly or in part by Force Majeure to perform its duties or accept performance by the other party under the Contract it is agreed that on such party, giving notice with full particulars in writing of such Force Majeure to the other party within 14 (fourteen) days after the occurrence of the cause relied on, then the duties, of such party as far as they are affected by such Force Majeure shall be suspended during the continuance of any inability so caused but for no longer period and such cause shall as far as possible be removed with all reasonable speed. Neither party shall be responsible for delay caused by Force Majeure.

The terms "Force Majeure" as used herein shall mean Acts of God, strikes, lockouts or other industrial disturbance, act of public enemy, war, blockages, insurrections, riots, epidemics (including operational disruptions due to government imposed COVID-19 restrictions), landslides, earthquakes, fires, storms, lightning, flood, washouts, government imposed restrictions due to environmental hazards, civil disturbances, explosion, Governmental Export/Import Restrictions, Government actions/restrictions due to economic and financial hardships, change of priorities and any other causes similar to the kind herein enumerated or of equivalent effect, not within the control of either party and which by the exercise of due care and diligence either party is unable to overcome.

The terms of this Contract shall be extended for such period of time as may be necessary to complete the work which might have been accomplished but for such suspension. If either party is permanently prevented wholly or in part by Force Majeure for period exceeding 4 (four) months from performing or accepting performance, the party concerned shall have the right to terminate this Contract immediately giving notice with full particulars for such Force Majeure in writing to the other party, and in such event, the other party shall be entitled to compensation for an amount to



## IT Industry Academia Bridge Program

be fixed by negotiations and mutual agreement.

If a Force Majeure situation arises, the Bidder shall promptly notify PSEB in writing of such conditions and the cause thereof. Unless otherwise directed by PSEB in writing, the bidder shall continue to perform its obligations under the Contract as far as is reasonably practicable and shall seek all reasonable alternative means for performance not prevented by the Force Majeure event.

### 13 BIDDER'S QUERIES.

Any queries by the Bidders must reach to Manager Administration & HR PSEB, either through email or postal at the already mentioned address, at least five (5) working days before the deadline of the bid submission, otherwise PSEB will not be liable to respond.

### 14 PRE-BID MEETING

A pre-bid meeting will be held on **December 28, 2021 at 03:00 am** to address the queries of intended bidders. Please use following link to join pre-bid meeting.

<https://us06web.zoom.us/j/89654187764?pwd=RkE5bmllVDZkVkRHNDc0bmJkTmtUZz09>

### 15 POINT OF CONTACT. (e-mails)

To: [rarif@pseb.org.pk](mailto:rarif@pseb.org.pk)

Copy to: [bridge@pseb.org.pk](mailto:bridge@pseb.org.pk)

### 16 BID SUBMISSION AND OPENING ADDRESS.

Manager Administration & HR  
Pakistan Software Export Board  
2<sup>nd</sup> Floor, Evacuee Trust Complex, F-5/1, Islamabad

## IT Industry Academia Bridge Program

### Annexure- I: List of Trainers

Sr#	Name of Trainer	CNIC	Mobile Number	Email	Qualification	Certification (if any)	Company associated with	Years of Experience	Area of Expertise	LinkedIn Profile link
1										
2										
3										
4										

Please add as many records as required. The links to the linked-in profiles are mandatory.

## IT Industry Academia Bridge Program

### IT Industry Academia Bridge Program Annexure-II (Lot#01) - Format of Financial Bid

Cost offered below will be considered as inclusive of all type of charges and taxes. It shall also be inclusive of all type of supplies and services required as per tender documents. The cost of training shall be quoted on per trainer basis and must include the cost of IT professionals/trainers for all two cities given under clause#3.4 as per following format:

#### Lot #01 (Southern Region)

Sr. No	Description	Details	No. of Trainers	Cost of Training / Trainer (PKR)				Total Cost PKR.
				Duration (in hours)	Cost/Trainer/hour	GST	Unit Cost including GST/trainer/ hour	
1.	Trainers for Student Training Program	25 batches of Students						
3.	Trainers for Train-the-Training Program	5 batches Approx. 50 Teachers/Lab Assistants across programs as per clause#3.1						
5	Course Contents for Student Training Program	International standard course content for each of the technologies/skills as mentioned in clause# 3.1						
6.	Course Contents for Train the Trainer Program	International standard course content for each of the technologies/skills as mentioned in clause# 3.1						
<b>GRAND TOTAL</b>								

Note: Based on the availability of the funds, demand from the industry and/or availability of the trainees, PSEB reserves the right to change the number of the trainees, and other listed items for any of the above listed courses and stations.

Authorized Signature/Stamp

Date\_\_\_\_\_

## IT Industry Academia Bridge Program

### IT Industry Academia Bridge Program Annexure-II (Lot#02) - Format of Financial Bid

Cost offered below will be considered as inclusive of all type of charges and taxes. It will also be inclusive of all type of supplies and services required as per tender documents. **The cost of training shall be quoted on per trainer basis, and must include the cost of IT professionals/trainers for all three (03) cities given under clause#3.4 as per following format:**

#### Lot #02 (Central Region)

Sr. No	Description	Details	No. of Trainers	Cost of Training / Trainer (PKR)				Total Cost PKR.
				Duration (in hours)	Cost/Trainer/hour	GST	Unit Cost including GST/trainer/ hour	
1.	Trainers for Student Training Program	35 batches of Students						
3.	Trainers for Train-the-Training Program	7 batches Approx. 70 Teachers/Lab Assistants across programs as per clause#3.1						
5	Course Contents for Student Training Program	International standard course content for each of the technologies/skills as mentioned in clause# 3.1						
6.	Course Contents for Train the Trainer Program	International standard course content for each of the technologies/skills as mentioned in clause# 3.1						
<b>GRAND TOTAL</b>								

Note: Based on the availability of the funds, demand from the industry and/or availability of the trainees, PSEB reserves the right to change the number of the trainees, and other listed items for any of the above listed courses and stations.

Authorized Signature/Stamp

Date\_\_\_\_\_

## IT Industry Academia Bridge Program

### IT Industry Academia Bridge Program Annexure-II (Lot#03) - Format of Financial Bid

Cost offered below will be considered as inclusive of all type of charges and taxes. It will also be inclusive of all type of supplies and services required as per tender documents. The cost of training shall be quoted on per trainer basis, and must include the cost of IT professionals/trainers for all three (03) cities given under clause#3.4 as per following format:

#### Lot#03 (Northern Region)

Sr. No	Description	Details	No. of Trainers	Cost of Training / Trainer (PKR)				Total Cost PKR.
				Duration (in hours)	Cost/Trainer/hour	GST	Unit Cost including GST/trainer/ hour	
1.	Trainers for Student Training Program	40 batches of Students						
3.	Trainers for Train-the-Training Program	8 batches Approx. 80 Teachers/Lab Assistants across programs as per clause#3.1						
5	Course Contents for Student Training Program	International standard course content for each of the technologies/skills as mentioned in clause# 3.1						
6.	Course Contents for Train the Trainer Program	International standard course content for each of the technologies/skills as mentioned in clause# 3.1						
<b>GRAND TOTAL</b>								

Note: Based on the availability of the funds, demand from the industry and/or availability of the trainees, PSEB reserves the right to change the number of the trainees, and other listed items for any of the above listed courses and stations.

Authorized Signature/Stamp

Date\_\_\_\_\_

Annexure-III - Integrity PACT

(To be submitted on Legal Stamp Paper for successful bidder only)  
Affidavit

Tender Number: \_\_\_\_\_

Date: \_\_\_\_\_

Tender Value: \_\_\_\_\_

Tender Title: \_\_\_\_\_

[name of Firm] hereby declares that it has not obtained or induced the procurement of any contract, right, interest, privilege or other obligation or benefit from Government of Pakistan or any administrative subdivision or agency thereof or any other entity owned or controlled by it (GoP) through any corrupt business practice. Without limiting the generality of the foregoing, [name of firm] represents and warrants that it has fully declared the brokerage, commission, fees etc. paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside its affiliate, agent, associate, broker, consultant, director, promoter, shareholder, sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback, whether described as consultation fee or otherwise, with the object of obtaining or inducing the procurement of contract, right, interest, privilege or other obligation or benefit in whatsoever form from Purchaser, except that which has been expressly declared pursuant hereto.

[The Firm/Contractor] certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with the Purchaser and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty / support.

[The Firm/Contractor] accepts full responsibility and strict liability for making any false declaration, not making full disclosure, misrepresenting facts or taking any action likely to defeat the purpose of this declaration, representation and warranty / support. It agrees that any contract, right, interest, privilege or other obligation or benefit obtained or procured as aforesaid shall, without prejudice to any other right and remedies available to the Purchaser under any law, contract or other instrument, be voidable at the option of the Purchaser.

Notwithstanding any rights and remedies exercised by the Purchaser in this regard, [the Firm/Contractor] agrees to indemnify the Purchaser for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to the Purchaser in an amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by [the Firm/Contractor] as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever form from the Purchaser

\_\_\_\_\_  
Authorized Signature & Stamp

Subscribed and sworn to me this \_\_\_\_\_ Day of \_\_\_\_\_ 20\_\_\_\_  
Verified by the Notary Public

Annexure-IV - Undertaking for Bidders

(To be Provided on Judicial Stamp Paper)

It is hereby solemnly confirmed that the undertaking is submitted in respect of PSEB's tender titled "IT Industry Academia Bridge Program".

a. Declaration

It is to certify that I have read, clearly understood, and agreed upon to all the terms and conditions mentioned in the tender documents. Further, I certify that all of the information provided e.g. (certificates, etc.) in our bid is true and accurate and genuine. If at any stage the information provided is found to be false than I/We and my firm shall be held accountable, and our bid shall be rejected.

b. Statement for Non-Blacklisting

I, \_\_\_\_\_ s/o Mr. \_\_\_\_\_, Designation of M/s \_\_\_\_\_ holding CNIC # \_\_\_\_\_ hereby confirms that our firm/company is not blacklisted by any Ministry / Division / Department of the Government / Semi government / Autonomous body of Federal or Provincial Government in Pakistan.

Annexure-V - Format for Performance Security Bond

**PERFORMANCE BOND GUARANTEE** Date\_\_\_\_\_

To: Pakistan Software Export Board (PSEB)  
2<sup>nd</sup> Floor, Evacuee Trust Complex, F-5/1  
Islamabad.

SIR,

1. Bank Guarantee Number:
2. Contract/Purchase Order No:
3. Name of Guarantor:
4. Address of Guarantor:
5. Amount of Guarantee in relevant currency:
6. Amount in words:
7. Date of Expiry of Guarantee:

---

Whereas your good self have entered into Contract/Purchase Order No. with (vendor name with address) of hereinafter referred to as our customer and that one of the conditions of the Contract/Purchase Order is the submission of unconditional Bank Guarantee by our customer to your good self for a sum of (Amount in figure and words). In compliance with this stipulation of contract/Purchase Order, we hereby agree and undertake as under: -

- a. To pay you unconditionally on demand and/or without any reference to our customer an amount not exceeding the sum of Rs/or relevant currency (amount in figure) as would be mentioned in your written Demand Notice.
- b. To keep this Guarantee in force till (expiry date).
- c. That we shall inform your office regarding termination of the validity of this Bank Guaranty one clear month before the actual expiry date of Guarantee.
- d. That with the consent of our customer you may amend/alter any term/clause of contract/Purchase Order or add/delete any term/clause to/from this contract/Purchase Order without making any reference to us. We do not reserve any right to receive any such amendment/alteration or addition/deletion provided such like actions do not increase our monetary liability under this Bank Guaranty which shall be limited only to Rs/or relevant currency (Amount in figure and words).
- e. That the Bank Guarantee herein before given shall not be affected by any change in the constitution of the Bank or Customer/Seller or Vendor. That this is unconditional Bank Guarantee, which shall be en-cashed on sight on presentation without any reference to our customer/seller or vendor. Bank Guarantee will not be released unless No Objection Certificate (NOC) is provided by Headquarter PSEB Procurement Department.

Authorized Signature/Stamp

Date\_\_\_\_\_