SELECTION   OF FIRMS TO OFFER TRAINING & CERTIFICATION SERVICES THROUGH FRAMEWORK AGREEMENT WITH PSEB

TERMS OF REFERENCE (ToRs)

TO

OFFER TRAINING & CERTIFICATIONS SERVICES THROUGH FRAMEWORK AGREEMENT WITH PSEB

September 2021

PSEB, 2nd Floor, Evacuee Trust Complex, F-5/1, Aga Khan Road, Islamabad

www.pseb.org.pk

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SELECTION OF FIRMS TO OFFER TRAINING & CERTIFICATION SERVICES THROUGH FRAMEWORK AGREEMENT WITH PSEB

1. Introduction

Pakistan Software Export Board (PSEB) is an apex Government body mandated to promote Pakistan's IT Industry in local and international markets. PSEB facilitates the IT industry through a series of projects and programs in infrastructure development, human capital development and company capability development. PSEB also analyses state laws and policies related to the IT industry in comparison with other countries. PSEB aims to help Pakistani IT companies and IT professionals obtain a greater share of the global IT and ITeS marketplace through its various support programs.

2. Purpose of this EoI

PSEB desires to pre-qualify international principle firms, either directly or in partnership with their representative local partner(s), under a framework agreement for the provisioning of trainings and certifications in various fields of emerging technologies on specially subsidized rates or free of cost (if any) for the growth of the IT/BPO sector in Pakistan. The companies are requested to submit Expression-of-Interest (EoI) for evaluation/selection of the firms meeting mandatory as well selection criteria. A proposed list of International training & certifications is attached as Annex-I. ***Participating firms are also encouraged to offer trainings/certifications other than enlisted which can add value to this program.***

3. Evaluation Criteria

3.1 Mandatory Criteria

Following documents for the evaluation/selection under framework agreement are the mandatory requirements. (If compliant, please mention Yes, otherwise mention No in the Mark Column).

Sr. No.	Mandatory Eligibility Criteria Checklist	Mark Yes / No
1.	Company profile.	
2	Proof of company registration.	
3.	NTN and GST (if applicable) of local subsidiary/franchise/partner firm	

PSEB reserves the right to disqualify companies who fail to submit the above-mentioned mandatory documents:

3.2   Technical Evaluation Criteria

Technical evaluation criteria of the company's proposal are as follows. Qualifying marks=70%

Sr#	Description	Max. Score	Marks Allocation	
1.	Firm/Bidder Profile (copy of company registration	10	Years of the registered establishment of Training services (01 mark for each year)	10
2.	Financial Strength (revenue from Training and certifications only)	15	Annual turnover up to PKR 50+ mil	15
			Annual turnover PKR 31-50 mil	10
			Annual turnover PKR 10- 30 mil	07
			Annual turnover PKR 01-09 mil	05
3.	Transfer of knowledge	15	Training for the designated staff of PSEB to comprehensively understand the product and to market the services.	15
4.	Facility for proctor exams locally/ remotely	10	The firm should have environment/place to conduct exams locally & remotely as per the requirements of principal bodies.	10
5.	Details of (classrooms, labs, workshops, library, accommodation, etc. (provide details))	15	Detail of infrastructure facilities of the local partner, i.e., classrooms, labs, workshops & accommodation, etc.	15
6.	Interested firms must have multiple learning programs & tools, including instructor lead classroom training, virtual instructor-led, real-time cloud-based labs and online training material, etc.	15	Detail of multiple programs offered by the company and detail of cloud-based lab facilities available.	15

7.	Method of offering discounts for PSEB designated students/professionals (must **NOT** include any indication of pricing).	20	Only methodology is required that what mechanism will be used to offer discounts. (Please do **NOT** include any indications about the amounts of discounts and pricing information)	20
	Total	**100**		

4. Disqualifications

The interested company shall be disqualified if:

a. The company is involved in litigation, arbitration, or any other dispute with any federal or provincial body or event that may have material adverse effects on the bidder's ability to perform the contract.

b. Its past conduct or execution of work under the contract has been poor.

c. PSEB will not entertain incomplete/conditional quotations or quotations with overwriting/cutting, etc.

d. The participating firm is not the registered partner of the principal body(ies)

e. Any other major discrepancy found in the proposal and/or non-compliance with the terms and conditions of the ToRs.

f. The firm is unable to offer price discounts to PSEB designated students/professionals.

g. Any other government department has blacklisted the firm.

5. General Terms and Conditions:

a. The principal firm can participate directly or nominate its local partner to participate in the pre-qualification process, particularly for this project.

b. The companies shortlisted under technical evaluation will be requested to submit product pricing and the discounts strategy.

c. The selected companies shall sign an agreement / contract with PSEB to offer the services.

6. Proposal Submission

The proposal should be submitted in a sealed envelope and marked as "TECHNICAL PROPOSAL FOR PROVISIONING OF TRAINING AND CERTIFICATION IN JOINT VENTURE WITH PSEB." Bidders are to make sure that the financial proposal is **not** part of the technical proposal in any form.

A pre-bid meeting will be held on October 12, 2021, at 03:00 pm. Interested firms may join this meeting virtually through the following link:

https://us06web.zoom.us/j/89704926531?pwd=RHFVQmVmV050cjlLRUNpR0tsM3JYdz09

The complete technical must be submitted with one soft copy in the flash disk on or before October 14, 2021 at 03:00 pm, at PSEB's Islamabad Office address, given below.

7. Mailing Address / Contact Information

Manager Administration & HR

Pakistan Software Export Board (G) Limited

2nd Floor, Evacuee Trust Complex, F-5 Aga Khan Road,

Islamabad

Telephone: 051-920 4074 Fax: 051-920 4075

E-mail: rarif@pseb.org.pk

URL: www.pseb.org.pk

List of Training and Certifications   **Annex-I**

1. Project Management Professional
2. Certified Ethical Hacker (CEH)
3. CISM (Certified Information Security Manager)
4. CISSP
5. Agile Certified Practitioner
6. Certified Associate in Python Programming
7. Certified Professional in Python Programming 1
8. Certified Professional in Python Programming 2
9. MEAN Full Stack
10. MERN Full Stack
11. ITIL Foundation
12. AWS Certified Solution Architect – Professional
13. AWS Certified Cloud Practitioner
14. AWS Certified Solution Architect - Associate
15. AWS Dev Ops Engineer - Professional
16. AWS Certified SysOps Architect- Associate
17. AWS Developer- Associate
18. CISA
19. Applying Professional Scrum™ for Software Development
20. Applying Professional Scrum™
21. Professional Scrum Master™ II
22. Professional Scrum Master™
   Professional Scrum Product Owner™
23. Professional Scrum Product Owner™ - Advanced
24. SAP – ABAP
25. SAP FICO (Financial Accounting & Management Accounting)
26. Google Professional Cloud DevOps Engineer
27. Google Certified Professional- Data Engineer
28. Google Professional Cloud Developer
29. Google Professional Cloud Network Engineer
30. Google Professional Cloud Security Engineer
31. Google Professional Machine Learning Engineer
32. Google Cloud Solution Architect Professional
33. Google Professional Collaboration Engineer
34. Oracle Database 12c Administrator
35. Oracle Certified Professional, MySQL 5.7 Database Administrator
36. ORACLE EBS
37. Oracle Supply Chain Management Cloud
38. Oracle Financial Cloud
39. Oracle Human Resource Management Cloud

40. VMware certified professional cloud management and automation
41. VMware certified professional data center virtualization
42. VMware certified professional network virtualization
43. VMware certified associate
44. IBM Certified Database Administrator
45. IBM Certified Database Administrator – DB2
46. Huawei Certified ICT Associate-IoT
47. Huawei Certified ICT Expert- Cloud Service Solution Architect
48. Huawei Certified ICT Associate- AI
49. Huawei Certified ICT Associate-Cloud Services Certification Path
50. Foundation CTFL
51. Huawei Certified ICT Professional-Cloud Services Solutions Architect Certification Path
52. Huawei Certified ICT Professional HCIA- Big Data- data mining
53. Prince 2 Foundation
54. Prince 2 Practitioner
55. Tensorflow, scikit learn
56. Flutter Certified Application Developer
57. CCNA
58. CCNP
59. CCIE
60. Health Care Information Security

and Privacy Practitioner - HCISPP
61. RedHat Certified Engineer - RHCE
62. MONGO DB
63. SALESFORCE
64. Microsoft Certified: Data Analyst Associate with Power BI
65. Microsoft 365 Certified: Modern Desktop Administrator Associate
66. Microsoft 365 Certified: Security Administrator Associate
67. Microsoft 365 Certified: Modern Desktop Administrator Associate
68. MICROSOFT SQL
69. Microsoft Azure Big Data Analytics Solution
70. Microsoft Certified: Azure Solutions Architect Expert
71. Microsoft Certified: Azure Data Engineer Associate
72. Microsoft Certified: Azure IoT Developer Specialty
73. Microsoft Certified: Azure Fundamentals
74. MCSE: Data Management and Analytics
75. Microsoft Certified: Azure Security Engineer Associate
76. Microsoft Certified: Azure for SAP Workloads Specialty
77. Microsoft Certified: Azure AI Engineer Associate
78. Microsoft Certified Solution Expert – MCSE