



## Expression of Interest (EOI) & Pre-Qualification

### HIRING OF CONSULTANCY FIRM FOR FEASIBILITY STUDY OF SUPPORTING THE CHIP DESIGN INDUSTRY IN PUNJAB UNDER THE PROJECT TITLED "SUPPORTING THE CHIP DESIGN INDUSTRY IN PUNJAB"

1. Punjab Information Technology Board (PITB), Government of the Punjab, invites proposals for Expression of Interest & Pre-Qualification from valid registered, reputable and well-experienced firms / companies etc. for Provisioning of Consultancy Services for Feasibility Study of Supporting the Chip Design Industry in Punjab Under the Project Titled "Supporting the Chip Design Industry in Punjab".
2. The objective of this Expression of Interest (EOI) & Pre-Qualification (PQ) is to invite proposals for subject assignment and to Pre-Qualify firms / companies etc. for RFP Stage. Complete scope of services and requirements are given in the EOI & PQ Document. The EOI & PQ Document carrying all details is available at [www.pitb.gov.pk](http://www.pitb.gov.pk) and [www.ppra.punjab.gov.pk](http://www.ppra.punjab.gov.pk).
3. A single package containing EOI & Pre-Qualification Proposals, duly completed, signed, stamped, sealed and in complete conformity with EOI & PQ Document should be dropped, in the Tender Box, placed at Reception of the PITB office, 13<sup>th</sup> Floor, Arfa Software Technology Park, 346-B, Ferozpur Road, Lahore, no later than 1200 Hours on last date of submission of EOI & Pre-Qualification Proposals i.e. 2<sup>nd</sup> February, 2022 and the proposals shall be opened at 1230 hours on the same date, as per PPRA Rules, 2014.
4. Income / Sales tax registration certificate and other documents as mentioned in EOI & PQ Document must accompany the proposals.

PITB management may reject all proposals at any time prior to the acceptance of a proposal, as provided under Rule-35 of Punjab Procurement Rules, 2014.

IPL-344

**Director (Development & Procurement)**

**Punjab Information Technology Board**

13<sup>th</sup> Floor, Arfa Software Technology Park, 346-B, Ferozpur Road, Lahore.

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Web: [www.pitb.gov.pk](http://www.pitb.gov.pk)

**EXPRESSION OF INTEREST &  
PRE-QUALIFICATION DOCUMENT  
No. 117012022-2**

**FOR**

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**HIRING OF CONSULTANCY FIRM FOR  
FEASIBILITY STUDY OF SUPPORTING THE CHIP  
DESIGN INDUSTRY IN PUNJAB  
UNDER THE PROJECT TITLED “SUPPORTING THE  
CHIP DESIGN INDUSTRY IN PUNJAB”**

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**Punjab Information Technology Board (PITB)**  
13<sup>th</sup> Floor, Arfa Software Technology Park (ASTP),  
346-B, Ferozepur Road, Lahore, Pakistan  
Phone: (+ 92) (42) (99000000), Fax: (+92) (42) (99232123)  
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## ***Abbreviations***

<b>Term</b>	<b>Definition</b>
<b>EOI-PQ</b>	Expression of Interest – Pre-qualification
<b>PITB</b>	Punjab Information Technology Board
<b>SoC</b>	System on Chip
<b>IC</b>	Integrated Circuits
<b>IT</b>	Information Technology
<b>PPP</b>	Public-Private Partnership
<b>EDA</b>	Electronic design automation

## **1. GENERAL**

Punjab Information Technology Board (PITB) intends to invite EOI-Prequalification (EOI-PQ) proposals from interested applicant(s) for feasibility study of supporting the Chip Design Industry in Punjab under the Project titled: "Supporting the Chip Design Industry in Punjab". All well-reputed, registered and established Consulting Firms having requisite technical, financial and managerial capabilities are invited to participate in the EOI-PQ process for the above said Project through submission of their proposals.

## **2. PURPOSE OF THIS DOCUMENT**

The purpose of this document is to have understanding of the available best practices with regards to supporting the chip design industry and to shortlist / prequalify eligible applicant(s), capable of accomplishing the tasks outlined in this document. The applicants are required to provide profiles of their firm comprising experience, personnel and financial strength along with proposed technical solutions including but not limited to the firm's concept and methodology for conducting the feasibility for supporting the chip design industry in Punjab.

## **TERMS AND CONDITIONS OF THE PRE-QUALIFICATION**

### **Definitions**

In this document, unless there is anything repugnant in the subject or context:

- I. Applicant means the party which submits a proposal in response to this EOI-PQ Document.
- II. "Authorized Representative" means any representative appointed, from time to time, by the Applicant, Purchaser or Client.
- III. "Purchaser" and "Client" means the Punjab Information Technology Board (PITB), or any other entity for the time being or from time to time duly appointed in writing by the Government to act as Purchaser for the purpose.
- IV. "Day" means calendar day.
- V. "Employer" means Purchaser and/or Client.
- VI. "EOI-PQ Document" means the Expression of Interest-Pre-Qualification Document in consideration.
- VII. "Person" includes an individual, an association of persons, firm, company, corporation, institution and organization, etc.
- VIII. "Prescribed" means prescribed in the EOI-PQ Document.

## ***Disclaimer***

This EOI-PQ document for “Supporting the Chip Design Industry in Punjab” (‘the Project’) contains brief information about the Project and qualification process for short listing and pre-qualification of applicants for RFP stage. The purpose of the Document is to provide the applicants with information to assist the formulation of their EOI-PQ proposal and to pre-qualify Interested Parties/ Consultants for the RFP Stage.

While all efforts have been made to ensure the accuracy of information contained in this EOI-PQ Document, this document may not contain all the information required by the Applicants. The Applicants should conduct their own independent assessment, investigations and analysis and may prepare their proposals in the light of relevant experience and international best practices. Punjab Information Technology Board (PITB), Government of the Punjab, or any of its employees or advisors/consultants, shall incur no liability under any law, statute, rules or regulations as to the accuracy or completeness of the EOI-PQ Document.

PITB reserves the right to change any or all conditions/ information set in this EOI-PQ Document by way of revision, deletion, updation or annulment through issuance of appropriate advertisement as the Client may deem fit in accordance with the PPRA Rules 2014. Participation in the EOI-PQ process does not qualify any applicant for the next stage of the procurement process.

PITB and any other Government Department will not entertain or be liable for any claim for costs and expenses in relation to the preparation of the EOI-PQ proposal to be submitted in terms of this Document.

## ***3. Project Background***

Semiconductor Industry is among the world’s biggest and fastest growing industries. With the market size and sales revenues crossing the USD 500 Billion mark in 2020 and expected to surpass USD 730 Billion by 2026, this industry is only going to grow further in future. Under this situation, the time is about right for Pakistan to invest in the chip design industry and benefit not only economically but strategically as well. The world political landscape is quite favorable for starting this initiative in Pakistan due to the tech trade war between China and the US. China has had a longstanding commitment to become self-sufficient in meeting the local demand for the semiconductors.

The ongoing SINO-US technology war has further encouraged China to create a sustainable semiconductor manufacturing ecosystem with self-sufficiency at every stage of the

manufacturing process. USA's sanctions on Huawei have uncovered China's dependency on foreign chipmakers; USA now requires all chipset manufacturers who are using US chip making equipment to obtain a license before selling semiconductors to Huawei.

Consequently, China has introduced several policies to support its domestic semiconductor industry. A large part of these policies pertains to providing incentives to the local chip designing industry in the form of tax relief for up to 10 years as this area is where USA and Europe have been traditionally very strong. "Made in China 2025" Industrial Plan specifically outlines the country's aim to produce 40% of the semiconductors it uses by 2020 and 70% by 2025. While manufacturing of these semiconductors is one aspect, complex process of chip designing remains one of the main concerns for China. Hence, the ongoing struggle for technological dominance between China and US has resulted in China moving away from the technology developed in US and relying on either its own or on the technology developed by friendly nations to fill the gap. Pakistan and China enjoy friendly terms and have brotherly relations which are evident from their active support for each other at every platform. Furthermore, China also has a deep geostrategic interest in Pakistan and hence is investing significantly in the economy of Pakistan through the China-Pakistan Economic Corridor (CPEC) to further strengthen the bilateral ties. Since China is now in need of partners for chipset designing and manufacturing, the time is right for Pakistan to start investing in this domain and to design chipsets in the country.

Therefore, a local consultancy firm (with an option of taking international consultants on board) will be hired to conduct the feasibility study for Supporting the Chip Design Industry in Punjab scheme.

#### **4. BRIEF SCOPE OF WORK**

The feasibility study must cover the following aspects:

1. Examine the concept of chip design industry and assess its viability and potential in Punjab.
2. Evaluate IT sector's capacity to develop chip design industry and level of support required to make this industry compatible and export oriented.
3. Assess viability and evaluate different modes to promote Chip Design Industry in Punjab including different models introduced by developing countries which are fast growing in the chip design industry and suggest most feasible mode.
4. Identify associated risks and provide their mitigation strategy.
5. Suggest institutional arrangement for sustainable implementation of the scheme.
6. Assess willingness of the private sector to avail the discounts and provided tools and identify different types of commercial EDA tools for different "pre-fab" stages in order to have a comprehensive regime while providing relevant costs for procurement of each type of tool.
7. Identify and provide detailed legal and regulatory requirements for the project.
8. Identify key stakeholders/players in the local chip designing domain and propose required synergies between provincial, national and international stakeholders.

9. Identify backward and forward linkages along with demand and supply analysis.
10. Examine Chip Design Industry of India and other developing countries, which have excelled in this area during the last few years, and identify the kind and level of support which these Governments provided to this industry to make it compatible in the International market.
11. Identify provincial and federal level incentives/rebates for attracting chip design industry viz a viz its promotion.
12. Assess present and future human resource requirements of the local chip design industry.
13. Assess the demand for locally designed chips in the international market.
14. Perform economic and financial assessment and determine expected economic benefits to be generated from the project such as increase in employment generation, export revenues etc. and may also provide an estimated ROI (Return on Investment).
15. Based on the above, the Consultant is required to assess Program viability taking into account if the Program is:
  - Technically deliverable.
  - Economically viable.
  - Institutionally sustainable.
16. Coordinate and work closely with the team at PITB, Industries Department, Govt of the Punjab and other stakeholders.
17. Prepare the PC-1 for the proposed “Supporting the Chip Design Industry in Punjab” scheme.

**Note:**

- 1. The applicants are required to submit their expression of interest (EOI) and propose their own solution based on the information presented in the preceding paragraphs and their experience and international best practices. The applicant may propose additional features based on the understanding and best practices. The applicant needs to specify implementation and operational methodology for feasibility study in all respects, and with clear timelines and milestones.**
- 2. This component of the project entails consultancy work outlined as per the scope of work. In order to avoid conflict of interest, the qualified bidder selected for this assignment as per eligibility criteria and scope of work published in this document, will not be eligible for participation in the “Supporting the Chip Design Industry in Punjab” project.**

## **5. INSTRUCTIONS TO APPLICANTS**

### **5.1 Submission of Proposal**

Applications for EOI-PQ containing separate EOI & Pre-Qualification Proposals, one original and one (01) copy should be submitted in separately sealed envelopes to be delivered into the Tender Box, placed at reception of Punjab Information Technology Board, no later than 1200 hours on last date of submission of proposals i.e. **2<sup>nd</sup> February, 2022**. Late proposals shall not be considered. Proposals shall be publicly opened in the Committee Room of Punjab Information Technology Board, 13<sup>th</sup> Floor, Arfa Software Technology Park, 346-B, Ferozpur Road, Lahore at 1230 hours on **2<sup>nd</sup> February, 2022**. In case the last date of proposal submission falls in / within the official holidays / weekends of the Purchaser, the last date for submission of the proposals shall be the next working day

All the interested firms/companies are required to collect a Challan Form from the Procurement Assistant, PITB at above given address; to submit an amount of Rs. 1,000/- in PITB's account. The deposit slip should accompany respective proposal.

The proposals are to be prepared in English language. The applicants must provide complete information along with supporting documents. Any lapses to provide essential information may result in disqualification of the applicant.

All documents submitted by the firms should preferably be delivered in one Packet/parcel for ease of handling and to avoid loss of documents. Any misleading statement(s) or information by any applicant will result into disqualification at any stage.

The Applicants can seek any clarification regarding the project, pre-qualification documents or evaluation criteria from the following:

#### **Primary Contact**

##### **M. Afzan Munir**

Senior Program Manager

Punjab Information Technology Board, Government of Punjab

13<sup>th</sup> Floor Arfa Software Technology Park, 346-B, Ferozpur Road, Lahore.

Email: [afzan.munir@pitb.gov.pk](mailto:afzan.munir@pitb.gov.pk)

Office Phone: 042-99000000

#### **Secondary Contact**

##### **Jahanzaib Khan**

Assistant Director (Development & Procurement Wing)

Punjab Information Technology Board, Government of Punjab

13<sup>th</sup> Floor Arfa Software Technology Park, 346-B, Ferozpur Road, Lahore.

Email: [jahanzaib.khan@pitb.gov.pk](mailto:jahanzaib.khan@pitb.gov.pk)

Office Phone: 042-99000000

**Sajid Latif**

Director General (e-Governance)

Email: [latif.sajid@pitb.gov.pk](mailto:latif.sajid@pitb.gov.pk)

13<sup>th</sup> Floor, Arfa Software Technology Park, 346-B,  
Ferozpur Road, Lahore, Pakistan.

Ph: 042-99000000

Interested Parties should note that during the period from the receipt of the proposal and till further notice from the Primary Contact, all queries should be communicated via the Primary Contact in writing or e-mail only. In the case of an urgent situation where the Primary Contact cannot be contacted, the Interested Parties may alternatively direct their enquiries through the Secondary Contact.

Interested Parties/ are also required to state in their proposals the name, title, fax number and e-mail address of their authorized representative through whom all communications shall be directed until the process has been completed or terminated.

The Employer will not be responsible for any costs or expenses incurred by Interested Parties in connection with the preparation or delivery of proposals.

**5.3 Qualification Criteria****5.3.1 General**

EOI-PQ will be based on all the criteria given in succeeding sections regarding the Applicant's financial soundness, experience, personnel and technical solution as indicated by the Applicant's responses in the forms given in this document.

**5.3.2 Mandatory Basic Requirements**

Only those consultancy firms fulfilling the following basic requirements shall be considered for further evaluation (relevant documents to be attached):

**1. Requirements to be Fulfilled by the Applicant**

- i. Only well-established and reputed consultancy firms **(having local presence)**, with consulting practices in multiple countries and with governments, on assignments similar to the scope of work in this document, will be considered.
- ii. Certificate of Company/Firm Registration/Incorporation under the laws of Pakistan
- iii. Valid Income Tax Registration
- iv. Valid Sales Tax Registration (Status should be active with relevant authority, if applicable)
- v. Submission of undertaking that the firm is not blacklisted by any provincial or federal government department, agency, organization or autonomous body anywhere in Pakistan.

### 5.3.3 Weightage /Marks

Proposed shortlisting criteria for hiring of consultant firm is given below. Distribution of Weightage / Marks shall be as under:

Sr. No.	Category	Weightage/Marks
1.	Experience	40
2.	Personnel Capabilities	50
3.	Financial Strength	10
	<b>Total:</b>	<b>100</b>

**Note:** To qualify for Request for Proposal (RFP), the firm must obtain overall **65 marks out of a possible 100 marks**

The applicants who have duly complied with the pre-qualification criteria will be eligible for further processing. The proposals which do not conform to the pre-qualification criteria will be rejected.

Detailed Prequalification criteria is given below:

Sr. No	Evaluation Factor	Evaluation Aspects	Marks	Max Marks
1	<p><b><u>Technical Capabilities</u></b></p> <ul style="list-style-type: none"> <li>Firm Registration &amp; Licenses</li> <li>Complete Technical Profile with Clientele</li> <li>Verifiable experience documents (past contracts)</li> </ul>	<p><b><u>Similar Experience</u></b> Experience of 2 consulting projects of similar nature, as mentioned under clause-4 (Brief scope of work)</p>	20 marks for each project	<b>40 marks</b>
2	<p><b><u>Personnel Capabilities:</u></b></p> <ul style="list-style-type: none"> <li>CVs of proposed</li> </ul>	The applicants must have in their employment suitably qualified personnel with relevant experience to fill the key management and specialist positions mentioned below. The applicant will supply information on nominated candidates for each relevant area/domain in accordance with the relevant form provided in this document.		<b>50 marks</b>

resources, Key Personnel and Consultant <ul style="list-style-type: none"> <li>• Proof of availability of the indicated personnel</li> <li>• Firm's organogram</li> </ul>	<b>Sr . #</b>	<b>Key Personnel</b>	<b>Qualification</b>	<b>Minimum Experience</b>	<b>Marks</b>
	1	Team Leader	Minimum Master's in Electrical Engineering, Computer Engineering, IT, Project Management or related discipline	15 years of relevant experience with at least 5 years' experience of Chip Design Industry with reputed international firm along with understanding of nano technologies.	10
	2	Chip Design Expert	Minimum Master's in Electrical Engineering, Computer Engineering, IT, Software Engineering, Chip Designing	12 years of relevant experience with at least 3 years' experience of Chip Design Industry with reputed international firm	10
	3	Financial Expert	Minimum Master's Degree in Finance, Business Administration or related discipline	10 years of relevant experience with at least 5 years' experience of developing business models for IT sector	10
	4	Legal Expert	Minimum LLM/Master's in Law in relevant field or equivalent	10 years of relevant experience with deep understanding and knowledge of local and international laws and IT policy of Govt of Pakistan as well that of Punjab Government.	10
	5	Planning Expert (for development of PC-1)	Minimum Master's Degree in Public Policy/Economics/Project Management or equivalent.	10 years of relevant experience and have proven record of preparing PC-Is especially relating to IT sector.	10

3	<p><b><u>Financial Capacity:</u></b></p> <ul style="list-style-type: none"> <li>• Audit Reports of last 3 years</li> </ul>	Average Annual turnover of the firm for last three years	<p><b>5 marks</b> = PKR 50 million – PKR 100 million <b>10 marks</b> = PKR 100+ million</p>	<b>10 marks</b>
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## **6. Other Factors**

**6.1** Only firms that have been prequalified under this procedure shall be invited to bid. A firm can apply for pre-qualification individually. If a firm submits more than one EOI-PQ proposals, all proposals involving such firm shall be rejected and stands disqualified.

**6.2** The Purchaser may reject all proposals at any time prior to the acceptance of a proposal. The Purchaser shall upon request, communicate to any Applicant, the grounds for its rejection of all proposals, but shall not be required to justify those grounds. The Purchaser shall incur no liability, solely, by virtue of its invoking sub-rule (1) of Rule-35 of Punjab Procurement Rules, 2014 towards the Applicants. However, Applicants shall be promptly informed about the rejection of the proposals, if any (As per Rule 35 of Punjab Procurement Rules, 2014).

**6.3** The Applicant shall bear all costs / expenses associated with the preparation and submission of the Proposal(s) and the Employer shall in no case be responsible / liable for those costs / expenses.

# Letter of Application

*[Letterhead paper of the Applicant including full postal address, telephone no., fax no., telex no. and e-mail address]*

Date: .....

To: .....

.....

*[Name and address of the Employer]*

Sir,

1. Being duly authorized to represent and act on behalf of..... (hereinafter “the Applicant”), and having reviewed and fully understood all the EOI-PQ information provided, the undersigned hereby applies to be pre-qualified for Feasibility Study of Supporting the Chip Design Industry in Punjab Under the Project Titled “Supporting The Chip Design Industry in Punjab”.
2. Attached to this letter are copies of original documents defining:
  - (a) The Applicant's legal status;
  - (b) The principal place of business;
  - (c) The place of incorporation (for applicants who are corporations); or  
The place of registration and the nationality of the owners (for applicants who are partnerships or individually-owned firms);
2. The Client and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this proposal, and to seek clarification from our bankers and clients regarding any financial and technical aspects. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by the Employer or its authorized representative to verify statements and information provided in this proposal, or with regard to the resources, experience, and competence of the Applicant.
3. The Employer and its authorized representatives may contact the following persons for further information, if needed.

<b>General and Managerial Inquiries</b>	
Contact 1	Telephone 1
Contact 2	Telephone 2
<b>Personnel Inquiries</b>	
Contact 1	Telephone 1
Contact 2	Telephone 2
<b>Technical Inquiries</b>	
Contact 1	Telephone 1
Contact 2	Telephone 2
<b>Financial Inquiries</b>	
Contact 1	Telephone 1
Contact 2	Telephone 2

5. This proposal is made with the full understanding that:
  - (a) Proposals by pre-qualified applicants will be subject to verification of all information submitted for pre-qualification.
6. The undersigned declare that the statements made and the information provided in the proposal are complete, true, and correct in every detail.

\_\_\_\_\_  
Signature of the Applicant

## ***Application Form A-1***

### **General Information**

All individual firms applying for pre-qualification are requested to complete the information in this form. Nationality information is also to be provided for foreign owners.

1	Name of Firm	
2	Head Office Address	
3	Telephone	Contact Person: Name: Title:
4	Fax	Telex
5	Place of incorporation/Registration	Year of incorporation/registration

## ***Application Form A-2***

### **General Experience**

Name of Applicant

All individual firms are requested to complete the information in this form.

<b>Starting Month Year</b>	<b>Ending Month Year</b>	<b>Year</b>	<b>Contract Name, Name &amp; Address of Employer Brief Description of Works Executed</b>	<b>Role of Applicant</b>

## ***Application Form A-3***

### **Similar Experience**

Name of Applicant
-------------------

On a separate page, using the format of Application Form A-4, each applicant is required to list all contracts of a similar nature and complexity to the contract for which the Applicant wishes to qualify, undertaken during the last three years. The information is to be summarized, using Application Form A-4, for each contract completed or under execution by the applicant.

## **Application Form A-4**

### **Contracts of Similar Nature and Complexity**

Name of Applicant
-------------------

Use a separate sheet for each contract.

1	Name of Contract
	Country
2	Name of Employer
3	Employer Address
4	Nature of works and special features relevant to the contract for which the Applicant wishes to prequalify ----- -----
5	Contract Role (Tick One) (a) Sole Consultant (b) Sub- Consultant
6	Value of the total contract (in specified currencies) at completion, or at date of award for current contract Currency..... Currency..... Currency.....
7	Value in Pak/Rs.....
8	Date of Award.....
9	Date of Completion.....
10	Contract Duration (Years and Months) as per signed contract _____ Years _____ Months

## ***Application Form A-5***

### **Personnel Capabilities**

Name of Applicant
-------------------

For specific positions essential to contract execution, Applicants should provide the names of candidates qualified to meet the specified requirements. The data on their experience should be supplied on separate sheets of CV's.

1	Title of Position
	Name of Prime Candidate
	Certification

## Application Form A-6

### Financial Strength

Name of Applicant
-------------------

Applicants should provide financial information to demonstrate that they meet the specified requirements. A copy of the audited reports/balance-sheets should be attached.

Bank	Name of bank	
	Address of bank	
	Telephone	Contact name and title
	Fax	Telex

All individual firms are requested to provide information related to annual turnover.

Annual Turnover		
Year	Turnover (in Pak Rupees)	Turnover in Millions.
1.		
2.		
3.		

Summarize actual assets and liabilities in Pak Rupees for the previous three years, based upon known commitments, projected assets and liabilities in Pak Rupees.

Financial information in Pak Rs.	Detail of Last three year		
	1	2	3
1. Total assets			
2. Current assets			

3. Total liabilities			
4. Current liabilities			
5. Profits before taxes			
6. Profits after taxes			

Firms owned by individuals, and partnerships, may submit their audit reports / balance sheets certified by a registered accountant.