

FINAL EVALUATION REPORT

(As per Rule 35 of PP Rules, 2004)

| | |
|--------------------------------|---|
| 1. Name of Procuring Agency | <u>IGNITE National Technology Fund</u> |
| 2. Method of Procurement | <u>RFP</u> |
| 3. Title of Procurement | <u>Establish & Manage National Incubation Center Aerospace</u> |
| 4. Tender Inquiry No | <u>IGNITE/NICAT/2021-22/0048/Proc</u> |
| 5. PPRA Ref. No. (TSE) | <u>TS 479945E</u> |
| 6. Date & Time of Bid Closing | <u>July 14, 2022, 1500 Hrs</u> |
| 7. Date & Time of Bid Opening | <u>July 14, 2022, 1530 Hrs</u> |
| 8. No. of Bids Received | <u>01</u> |
| 9. Criteria for Bid Evaluation | Attached as Annex – 1 |
| 10. Details of Bid Evaluation | Received proposal was evaluated w.r.t evaluation criteria as published in RFP document. |

| Name of Bidder | Marks | | Evaluated cost (PKR) | Basis of Technical Rejection/Acceptance as per Rule 35 of PP Rules, 2004 |
|--------------------------------|--------------|-----------|----------------------|--|
| | Technical * | Financial | | |
| Netsol Technologies Ltd | 256** | 73 | 968,888,950/- | Qualified both Technically & Financially |

*Minimum qualification score was 70%

**Weighted average score

Signature: Usman Bin Tahir

Official Stamp



Annex – 1

| S. No. | Evaluation Criteria | Sub marks | Marks |
|--------|--|-----------|-----------|
| 1. | Profile of the Lead Bidder– (Form B2) | | 20 |
| | a. Registered age | 05 | |
| | i. Between 5 years to 10 years | 03 | |
| | ii. More than 10 years | 05 | |
| | b. Financial Position | 15 | |
| | Free Cash Flows in last 3 years trend | | |
| | i. Rs. 50 to Rs. 74 million | 5 | |
| | ii. Rs. 75 to Rs. 99 million | 10 | |
| | iii. Rs. 100 million & above | 15 | |
| 2. | Physical Infrastructure - (Forms B3) | | 50 |
| | a. Layout planning (Form B3-1 & B3-2) | | |
| | i. Creativity of interior design | 20 | |
| | ii. Space utilization | 10 | |
| | iii. Quality/Class of Equipment (Software, Hardware, Electrical & other Appliances, Furniture, etc.) | 20 | |
| | [A class (Branded/Imported, state of the art) or B class (Non branded/local)]-Bill of material with complete material specifications(durability) | | |
| 3. | Relevant Experience of the Firm/Bidder (Forms B4) | | 70 |
| | a. Managing & running Incubator/Accelerator – Years in operation (Form B4-1) | 10 | |
| | 3 to 5 years | 05 | |
| | More than 5 years | 10 | |
| | b. Successful Graduation of Start-ups (Form B4-2) | 30 | |
| | i. Incubation Stage (Aerospace/ICT Startups) | 20 | |
| | Between 5 to 9 Startups | 10 | |
| | Between 10 to 15 Startups | 15 | |
| | More than 15 Start-ups | 20 | |
| | ii. Incubation Stage (Generic Startups) | 10 | |
| | Between 1 to 5 Startups | 03 | |
| | Between 6 to 10 Startups | 06 | |
| | More than 10 Start-ups | 10 | |
| | c. Cumulative Verifiable Investment Raised by Start-ups (Form B4-3) | 15 | |
| | Between PKR 250 m to 500 m | 5 | |
| | More than PKR 500 m to 750 m | 10 | |
| | More than PKR 750 m | 15 | |
| | d. Cumulative Verifiable Revenue Generated by Start-ups (Form B4-4) | 15 | |

| | | | |
|-----------|--|----|------------|
| | Between PKR 100m to 250m | 5 | |
| | More than PKR 250m to 500m | 10 | |
| | More than PKR 500m | 15 | |
| 4. | Proposed Methodology (Form B5) | | 110 |
| | a. Outreach Plan | 20 | |
| | i. Advertisements, Promotions, Branding etc. | 10 | |
| | ii. Ability to create local & international collaborations with relevant entities | 10 | |
| | b. Startups Selection & Graduation Process | 20 | |
| | i. Start-up Selection Process & Criteria | 10 | |
| | ii. Start-up graduation criteria | 10 | |
| | c. Incubation Cycle Activities | 30 | |
| | i. Training & Mentorship Programs | 5 | |
| | ii. Workshops & Events | 5 | |
| | iii. Customized programs relevant to aerospace etc. | 10 | |
| | iv. Mentoring Strategy & Approach | 5 | |
| | v. Culture & Work Environment | 5 | |
| | d. Project Management Plan | 20 | |
| | i. Program Charter | 4 | |
| | ii. Gantt Chart & Timelines | 4 | |
| | iii. M & E Process, | 4 | |
| | iv. Project Success, Scalability Plan etc., | 4 | |
| | v. Monitoring Mechanism & KPI's to assess the performance of Incubatees | 4 | |
| | e. Investor linkages | 20 | |
| | i. Methodology to attract for financing/investments | 10 | |
| | ii. List of Venture Capitalists, Angel Funding, Private Equity etc. with which the bidder has raised funding in the past | 10 | |
| 5. | Proposed Curriculum (Form B6) | | 50 |
| | a. Number & Description of courses (Form B6-1) | 30 | |
| | 1. Number/diversity of courses | | |
| | 2. Quality of course content | 10 | |
| | 3. Number of courses related to aerospace technologies | 10 | |
| | b. Pool of Mentors/trainers/coaches (Form B6-2) | 20 | |
| | i. Local & international Incubation Mentors/Trainers/Coaches | 5 | |
| | a. Between 5 to 10 | 10 | |
| | b. More than 10 | | |

| | | |
|-----|---|------------|
| ii. | Aerospace related mentors/trainers/coaches | |
| | a. Between 5 to 10 | 5 |
| | b. More than 10 | 10 |
| 6. | Proposed Project Team (Form B7) | 50 |
| | Qualification and Competence of the proposed Team Members–Full Time/Part time/ On-call (Forms B7) | |
| | a. Proposed Team Structure (Form B7-1) | 10 |
| | b. Qualifications, Total experience, and Professional Certifications/Memberships (Form 7-2) | 20 |
| | c. Significant measurable professional achievements in relation to incubation of Proposed Project Team members (Form B7-3) | 20 |
| | Total | 350 |
| | Minimum qualification score (70%) | 245 |

