

# TECHNICAL 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>Provision of Services to Manage Ignite National Incubation Center Karachi</u>
4. Tender Inquiry No	<u>IGNITE/Karachi/2023-24/0010/Proc</u>
5. PPRA Ref. No. (TSE)	<u>F-240252283</u>
6. Date & Time of Bid Closing	<u>March 21 2024, 1500 Hrs</u>
7. Date & Time of Bid Opening	<u>March 21 2024, 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 proposals were evaluated w.r.t evaluation criteria as published in RFP document.

Name of Bidder	Marks	Percent age	Basis of Technical Rejection/Acceptance as per Rule 35 of PP Rules, 2004
	Technical*	%	
Lucky Landmark (Private) Limited ("LLPL").	57**	81	Qualified for Financial bid opening by scoring more than 70% marks. Score displayed is weighted average score.

\*Minimum qualification score was 70%

\*\*Weighted average score

Signature: Usman Bin Tahir

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## Criteria for BID Evaluation

## Annexure – I

S. No.	Evaluation Criteria	Sub marks	Marks
1.	<b>Profile of the Lead Bidder– (Form B2)</b>		<b>60</b>
	<b>a. Registered age</b>  Experience of less than 5 years will carry no marks. Maximum marks = 15	15	
	<ul style="list-style-type: none"> <li>i. 5 Years– 3 marks</li> <li>ii. 6 years – 6 marks</li> <li>iii. 7 years – 9 marks</li> <li>iv. 8 years – 12 marks</li> <li>v. 9 years or more – 15 marks</li> </ul>		
	<b>b. Financial Position Net worth of the Lead Bidder (in Million PKR) (on the basis of last 3 years of audited financial accounts)</b>	45	
	Net worth up to Rs.200 Million carries no marks. Every additional Rs.10 Million in the Net Worth (most recent audited financial with period ended not older than 18 months) carries 1 mark. Maximum marks 45.		
2.	<b>Physical Infrastructure - (Forms B3)</b>		<b>20</b>
	a. Modification in current Layout <b>(Form B3-1)</b>	10	
	b. Quality/Class of new Equipment (Software, Hardware, Electrical & other Appliances, Furniture, etc.) <b>(Form B3-2)</b>	10	
3.	<b>Relevant Experience of the Firm/Bidder (Forms B4)</b>		<b>160</b>
	a. Managing & running Incubator/Accelerator – Years in operation <b>(Form B4-1)</b> . Each year of experience carries 2 points. Maximum Marks = <b>20</b>	20	
	b. Successful Graduation of Start-ups <b>(Form B4-2)</b> . Less than 40 startups graduated carry no points. Each 5 startups graduated carry 1 point. Maximum Marks = <b>20</b>	20	
	c. Cumulative Verifiable Investment Raised by Start-ups <b>(Form B4-3)</b> . Each PKR 100 Million raised carries 1 point. Maximum Marks = <b>30</b>	30	
	d. Cumulative Verifiable Revenue Generated by Start-ups <b>(Form B4-4)</b> .	30	

	Each PKR 50 Million generated revenue carries 1 point. Maximum Marks = <b>30</b>		
	e. International Startup Ecosystem player (incubator/accelerator) having global track record: Quality and Scale of involvement of international partner in execution of project – (Form B4-5) a. Quality of proposed Incubator (10 Marks) b. Quality of Proposed accelerator (10 Marks) c. Engagement of Proposed Incubator (10 Marks) d. Engagement of Proposed Accelerator (10 Marks) e. Overall value proposition and positioning after engagement of International Players having global track record (20 Marks)	60	
4.	<b>Proposed Methodology (Form B5)</b>		<b>150</b>
	<b>a. Outreach Plan</b>	20	
	i. Advertisements, Promotions, branding	10	
	ii. Ability to create local & international collaborations with relevant entities	10	
	<b>b. Start-up Selection and Graduation Criteria</b>	30	
	i. Start-up Selection Process & Criteria for Incubation Program	10	
	ii. Start-up Selection Process & Criteria for Acceleration Program	10	
	iii. Start-up graduation criteria	10	
	<b>c. Incubation Cycle Activities</b>	30	
	i. Training & Mentorship Programs	5	
	ii. Workshops & Events	5	
	iii. Customized programs relevant to FinTech / Cybersecurity / Industrial Automation and bespoke programs for women empowerment	10	
	iv. Mentoring Strategy & Approach	5	
	v. Culture & Work Environment	5	
	<b>d. Project Management Plan</b>	20	
	i. Program Charter	4	

	ii. Gantt Chart & Timelines	4	
	iii. Monitoring & Evaluation Process	4	
	iv. Project Success, Scalability Plan etc.	4	
	v. Monitoring Mechanism & KPI's to assess the performance of Startup	4	
	<b>e. Investor linkages</b>		<b>50</b>
	i. Methodology/content for local investor education workshops	10	
	ii. List of Venture Capitalists, Angel Funding, Private Equity etc. with which the bidder has raised funding in the past	10	
	iii. Methodology for connecting investors and large businesses and corporations for engagement with startups for possible mergers/ acquisitions/ investments	20	
	iv. Perks/Incentives and special discount offers such as AWS etc for Startups.	10	
<b>5.</b>	<b>Proposed Curriculum (Form B6)</b>		<b>50</b>
	a. Objectives and outcomes b. Quality of Curriculum content c. Pedagogy and methodology d. Faculty expertise and qualifications e. Evaluation and assessment All points carry equal marks	<b>40</b>	
	f. Number of incubators/accelerator where curriculum has been used (2.5 points for each incubator)	10	
<b>6.</b>	<b>Proposed Project Team (Form B7)</b>		<b>60</b>
	<b>a) Qualification and Competence of the proposed Team Members–Full Time/Part time/ On-call (Forms B7)</b>		
	i. Proposed Team Structure ( <b>Form B7-1</b> )	10	

	ii. Project Director Experience in startup ecosystem and Businesses ( <b>Form 7-2</b> )	10	
	iii. Qualifications, Total experience, and Professional Certifications/Memberships ( <b>Form 7-3</b> )	20	
	iv. Proposed mentors/consultants/Experts ( <b>Form B7-4</b> )	20	
	<b>Total</b>		<b>500</b>