

# FINAL EVALUATION REPORT

(As per Rule 35 of PP Rules, 2004)

|                                |                                                                                           |
|--------------------------------|-------------------------------------------------------------------------------------------|
| 1. Name of Procuring Agency    | IGNITE National Technology Fund                                                           |
| 2. Method of Procurement       | RFP                                                                                       |
| 3. Title of Procurement        | SAP Skills Development & Employment Facilitation Program                                  |
| 4. Tender Inquiry No           | IGNITE/SAP/2025-26/0015/Proc                                                              |
| 5. PPRA Ref. No. (TSE)         | TS744562E                                                                                 |
| 6. Date & Time of Bid Closing  | January 12, 2026, 1500 Hrs                                                                |
| 7. Date & Time of Bid Opening  | January 12, 2026, 1530 Hrs                                                                |
| 8. No. of Bids Received        | 04                                                                                        |
| 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               | Scores     |            | Evaluated Cost<br>(inclusive of Taxes) | Basis of Technical<br>Rejection/Acceptance as per<br>Rule 35 of PP Rules, 2004 |
|------------------------------|------------|------------|----------------------------------------|--------------------------------------------------------------------------------|
|                              | Technical* | Financial* | PKR                                    |                                                                                |
| M/s. Excellence<br>Delivered | 61.66      | 21.55      | 971,553,560                            | Most Advantageous Bidder                                                       |
| M/s. TMC                     | 49.14      | 30.00      | 697,892,719                            | 2 <sup>nd</sup> Most Advantageous Bidder                                       |

\*weighted average score

Signature: Samiullah

Official Stamp



## Criteria for BID Evaluation

## Annexure-I

| # | Criteria                                                                                                                                                                                                                                                                               | Sub Marks | Total Marks |
|---|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|-------------|
| 1 | <b>Profile (Only Lead Bidder) (Form B2)</b>                                                                                                                                                                                                                                            |           | 40          |
|   | a. Registered age of the lead bidder on the date of submission of this proposal:                                                                                                                                                                                                       |           |             |
|   | i. Experience of less than 3 years will carry no points.                                                                                                                                                                                                                               |           |             |
|   | ii. 3 years to less than 4 Years = 4                                                                                                                                                                                                                                                   |           |             |
| 2 | iii. 4 years to less than 5 Years = 7                                                                                                                                                                                                                                                  | 10        | 80          |
|   | iv. 5 years or more than 5 years = 10                                                                                                                                                                                                                                                  |           |             |
|   | b. Financial Position - Net worth of the Lead Bidder (in Million PKR) (on the basis of last 3 years of audited financial accounts)                                                                                                                                                     |           |             |
|   | Net worth of up to Rs.25 Million carries no marks. Every additional Rs.1 Million in the Net Worth (most recent audited financial with period ended not older than 18 months) carries 1 mark. Maximum marks 30.                                                                         | 30        |             |
| 3 | <b>Facility Requirements (Lead bidder or any bidder in case of consortium/JV) (Form B3)</b>                                                                                                                                                                                            |           | 80          |
|   | a. Location of the proposed training center, its distance from nearest public transport station and commercial/residential area.                                                                                                                                                       | 20        |             |
|   | b. Strategy to distribute number of seats for SAP training in each City                                                                                                                                                                                                                | 20        |             |
|   | c. Availability of classrooms & labs to accommodate and train 2500 trainees (for batch-I and batch-II) within the locations proposed for each city.                                                                                                                                    | 20        |             |
| 3 | d. Availability of computing facilities, SAP Certification tools and assessment, SAP learning hub, licensed software and other hardware/software/allied facilities in the lab necessary for the training and performing hands-on, step by step exercises including certification exam. | 20        | 80          |
|   | <b>Relevant Experience (Lead bidder or any bidder in case of consortium/JV) (Form B4)</b>                                                                                                                                                                                              |           |             |
|   | a. Experience of conducting similar set of programs/trainings in Tier 1 ERP Software domain (Form B4-1)                                                                                                                                                                                |           |             |
|   | i. Experience of less than 1 year will carry no points.                                                                                                                                                                                                                                |           |             |
| 3 | ii. 1 year to less than 2 Years = 2                                                                                                                                                                                                                                                    | 20        | 80          |
|   | iii. 2 years to less than 3 Years = 5                                                                                                                                                                                                                                                  |           |             |
|   | iv. 3 years to less than 5 Years = 10                                                                                                                                                                                                                                                  |           |             |
|   | v. 6 years to less than 10 Years = 15                                                                                                                                                                                                                                                  |           |             |
| 3 | vi. More than 10 years = 20                                                                                                                                                                                                                                                            |           |             |
|   | b. Number of trainees successfully graduated from similar set of programs/trainings in Tier 1 ERP Software (Form B4-2).                                                                                                                                                                |           |             |
|   | i. Number of trainees less than 500 will carry no points.                                                                                                                                                                                                                              |           |             |
|   | ii. 501 to 700 trainees = 5                                                                                                                                                                                                                                                            | 30        |             |
| 3 | iii. 701 to 900 trainees = 10                                                                                                                                                                                                                                                          |           | 80          |
|   | iv. 901 to 1100 trainees = 15                                                                                                                                                                                                                                                          |           |             |
|   | v. 1101 to 1300 trainees = 20                                                                                                                                                                                                                                                          |           |             |
|   | vi. More than 1300 = 30                                                                                                                                                                                                                                                                |           |             |
| 3 | c. Number of trainees secured job after completing the program/training in Tier 1 ERP Software (Form B4-3).                                                                                                                                                                            |           | 80          |
|   | i. Number of trainees less than 400 will carry no points.                                                                                                                                                                                                                              |           |             |
|   | ii. 401 to 600 trainees = 5                                                                                                                                                                                                                                                            |           |             |
|   | iii. 601 to 800 trainees = 10                                                                                                                                                                                                                                                          | 30        |             |
| 3 | iv. 801 to 1000 trainees = 15                                                                                                                                                                                                                                                          |           | 80          |
|   | v. 1001 to 1200 trainees = 20                                                                                                                                                                                                                                                          |           |             |
|   | vi. More than 1200 = 30                                                                                                                                                                                                                                                                |           |             |
|   |                                                                                                                                                                                                                                                                                        |           |             |

|                                                                                                                                                                                                                                                     |            |            |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|------------|
| <b>Proposed methodology &amp; Project Management (Lead bidder or any bidder in case of consortium (Form B5))</b>                                                                                                                                    |            |            |
| i. Detailed project plan with Gantt Chart                                                                                                                                                                                                           | 10         | 200        |
| ii. Outreach and Communication Strategy (Selection of Social Media Platforms and other ATL (Above the line) and BTL (Below the line) activities                                                                                                     | 20         |            |
| iii. Strategy for recruitment/selection of the trainees                                                                                                                                                                                             | 10         |            |
| iv. Strategy to accommodate 2,500 (for batch-I and batch-II) trainees in classes/labs to complete the training in 5 months.                                                                                                                         | 10         |            |
| v. Training Delivery Strategy for both technical (classrooms & labs) and soft skills component including number of trainers to be engaged during the training. (Trainer to Trainee ratio will be considered).                                       | 20         |            |
| 4 vi. Profile of the headhunters and organizations employed to assess the demand across EU/ GCC/ Americas (functional area, age, gender, qualification mix etc.)                                                                                    | 20         |            |
| vii. Profile of the organizations employed for imparting soft skill training (reputation, experience and other related parameters will be used to assess the profile of the employed organizations)                                                 | 20         |            |
| viii. Profile of the headhunters employed for the placement of the graduate trainees (reputation, experience and other related parameters will be used to assess the profile of the employed organizations)                                         | 20         |            |
| ix. Performance Assessment Strategy of Trainees including Performance Assessment tools from SAP OEM.                                                                                                                                                | 20         |            |
| x. Strategy employed to maximize the placement of graduated trainees.                                                                                                                                                                               | 25         |            |
| xi. Strategy employed to facilitate the process of visa facilitation in EU/GCC/Americas (minimize the visa processing time and rejections)                                                                                                          | 25         |            |
| <b>Proposed team and trainers (Lead bidder or any bidder in case of consortium (Form B6))</b>                                                                                                                                                       |            |            |
| i. Visual representation (Organogram) of proposed team's structure, roles and relationships.                                                                                                                                                        | 10         | 100        |
| 6 ii. Profile, Qualification, Experience & Roles and Responsibilities (in this project) of each member of the proposed team including Trainers (Please attach CVs, signed by the respective proposed team members including trainers, with Form B6) | 90         |            |
| <b>Total</b>                                                                                                                                                                                                                                        | <b>500</b> | <b>500</b> |