



**GOVERNMENT OF PAKISTAN  
PLANNING COMMISSION  
MINISTRY OF PLANNING, DEVELOPMENT AND SPECIAL  
INITIATIVES**

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**Hiring of Consultant for Third Party Evaluation of Special  
Communication Organization's Network in AJ&K and GB**

The Government of Pakistan, Planning Commission invites sealed proposals from reputed consultancy firms, duly registered with Income Tax & Sales Tax Department for “**Third Party Evaluation of Special Communication Organization's Network in AJ&K and GB**”. Single stage – two envelopes procedure of the PPRA Rules will be followed for this procurement.

Detailed ToRs indicating scope of work, eligibility criteria and procurement procedure are available on the websites of the Planning Commission and PPRA; [www.pc.gov.pk](http://www.pc.gov.pk) & [www.ppra.org.pk](http://www.ppra.org.pk). The bids must be accompanied with 2% call deposit in the name of the undersigned. The proposals may reach the office of the undersigned on or before 20<sup>th</sup> September, 2021 by 1400 hrs which shall be opened on the same date at 1430 hrs.

**(S.R. Usmani)  
Project Director  
Strengthening of Ministry of Planning and Special Initiatives in M&E of PSDP  
Projects,  
PPMI Complex H-8/1 Islamabad.  
Tel: 051-9269768**

# **Terms of Reference**

**FOR HIRING OF SHORT TERM CONSULTANCY SERVICES TO  
EVALUATE THE TELECOM PROJECTS OF SPECIAL  
COMMUNICATION ORGANIZATION (SCO) IMPLEMENTED IN  
AJK& GB**



**GOVERNMENT OF PAKISTAN  
PLANNING COMMISSION  
M/O PLANNING, DEVELOPMENT & SPECIAL  
INITIATIVES  
PROJECTS WING**

## **1. About Planning Commission of Pakistan**

1.1 The Planning Commission is one of the core institutions of the Government of Pakistan with a mandate to undertake policy research, provide medium- to long-term economic vision of the country and play a central role in public sector development planning, management and monitoring. The Planning Commission, Ministry of Planning, Development and Special Initiatives works in close collaboration with the Ministry of Finance (MoF), other federal ministries and departments and with provincial governments.

Some of the key planning documents produced and managed by the Planning Commission are:

- Pakistan Vision 2025
- Medium-term Development Framework (3 year rolling development programme)
- Public Sector Development Programme (annual development programme, with projects and budget allocations by ministry/ division)
- Manual for Development Projects

## **2. About Public Sector Development Programme (PSDP)**

2.1 The Public Sector Development Programme (PSDP) is an important document – developed annually and as part of the budget – that reflects the public sector investments on development programmes and projects prepared by the Federal Government and its ministries/ division.

2.2 The PSDP is designed to induce growth as set out in the Vision 2025, accelerate economic growth, ensure equitable socio-economic development across the regions and provinces, and create an enabling environment for private sector investments. The PSDP only reflects projects and programme being funded by the Federal Government, and these are in addition to resources that are invested by provincial and local governments for the development in country.

2.3 The PSDP projects are implemented and managed by the sponsoring ministries and executed by different departments/institutions, whereas Planning Commission provides oversight, coordination, monitoring and evaluation role.

2.4 The PSDP for 2021-22 has 1,198 projects with an outlay of Rs. 900 billion. 360 projects are mega projects costing Rs. 2 billion and above. The projects are spread all over the country, and in a range of sectors such as:

- Infrastructure development, including projects relating to the construction of large dams and water conservation systems; large-scale bridges, roads, highways and motorways; inter-provincial and regional connectivity projects, airport, energy and housing, public health and education facilities, etc.
- Social sector, including health, education, social protection, increasing employment and livelihood opportunities, reducing regional disparities, sustainable development goals achievement programmes, youth programmes, etc.
- Productive sectors, including enhancing agricultural productivity & ensuring food security; SMEs, industries and large-scale manufacturing; services sector and building knowledge economy, expo centres etc.
- Environment and climate change, including projects relating to climate change mitigation and adaptation, green Pakistan programme, etc.
- Special development packages, including the Accelerated Development Plan for Southern Balochistan, Karachi Transformation Plan, Socio-Economic Development of Gilgit Baltistan, Sindh Development Plan for 14+ Priority Districts and enhanced allocation for Newly Merged Districts of Khyber Pakhtunkhwa., etc. meant to addressing regional disparities.

2.5 The Planning Commission is an apex organization of the Government of Pakistan which is, inter alia, mandated to undertake monitoring and evaluation of the development projects funded through PSDP. The PSDP 2021-22 is having financial volume of Rs. 900 billion, covering 1198 development projects of all sectors of the economy.

2.6 Every project represents a unique scope, volume and geographical coverage. This makes it less feasible for Planning Commission to build an extended outreach team of M&E and sector experts, beyond those who are managing the M&E function and its oversight, with such a diversified sectoral experience to undertake M&E of all project activities. It is therefore, recommended to hire specialized, task specific and deliverables based services for M&E tasks set out by different forums of the Planning Commission.

### **3. Objectives:**

3.1 The CDWP in its meeting held on 18-01-2021 has decided that **“a third-party elevation of SCO’s network in AJK and GB will be conducted under the supervision of Member (I&M) in coordination with ICT Section of Planning Commission”**. Hence, Projects Wing, Ministry of Planning, Development & Special Initiative (PD&SI) intends to hire a qualified Consultancy firm having proven capability and expertise in the monitoring and evaluation of Telecom Sector projects. The consultant, selected for the assignment, shall evaluate PSDP funded telecom sector development projects of SCO in AJK and GB.

### **4. Scope of Work:**

4.1 The evaluation to be performed shall include, but not be limited to:

- a) To review and evaluate the Telecom sector development projects of SCO, implemented in AJ&K and GB in terms of technological competitiveness, services coverage, quality, cost effectiveness and financial viability keeping in view the latest developments and trends in the cellular/ telecom sector.
- b) Mid-term evaluation of ongoing projects and Ex-post evaluation of the all completed telecom projects by SCO in AJ&K and GB and cost –benefit analysis of the investment.
- c) Comparative analysis of the services, coverage, consumers, unit cost of the other networks with SCO networks in terms of equity, investment made so far, performance in terms of revenue generation and network efficiency.
- d) Preparation of detailed Evaluation Report which shall be inclusive of all the relevant details about the projects, including the purpose of project, its relevance, objectivity, scope, efficiency of implementation, bottlenecks, risks, effectiveness of the results, outcome and sustainability and future expansion.
- e) The report shall provide detailed analysis of the current trends and developments in telecom sector and technological development in near future and sustainability/ competitiveness of the network.

- f) Recommendations about a) technical and financial Viability of the network b) sustainability and expansion of existing SCO infrastructure cost/return analysis, c) efficacy of the demand /market forces driven services through private cellular companies and d) prospective review of the network for privatisation.

## **5. The TPE tasks &sub-tasks:**

- a) Inception report, defining the objectives, scope, methodology, sampling, data collection tools, data analysis approach, field plan, outline of the M&E report, and overall timelines of the M&E task.
- b) Data collection, both primary and the secondary data; quantitative and qualitative, using data collection tools and formats as agreed/ approved in the inception report.
- c) Analysis and presentation of findings to the PCP/ M&E focal persons and other staff as PCP would deem relevant.
- d) Development of a draft report, as per the outline approved in the inception report.
- e) Receiving and incorporating PCP's feedback and comments in the draft report
- f) Finalizing and submitting the report, written in English, formatted and copy-edited.

## **6. Execution regime**

6.1 The consultant shall work in AJ&K and GB and would study and analyse data of all the networks in AJK & GB in the context of services provided by SCO. In seeking to attain the stated objectives, the consultant shall carry out the evaluation as specified under the scope of work and any additional aspect, the Client deem necessary to meet the objectives.

6.2 The consultants shall provide a detailed plan of work, including milestones, checklists and reviews required by the ministry and for progress monitoring. The field work and Final Evaluation Report shall be completed within two calendar months from commencement of the work or work order.

6.3 The firm will report to Project Director Strengthening of M/o PD&SI in M&E of PSPD Project, located in PPMI Complex H-8/1 Islamabad or Member I&M Planning Commission of Pakistan P Block Islamabad.

## **7. Deliverables**

7.1 The deliverable shall be:

- i). Activity timelines and checklist spread over 2 months
- ii) Inception Report -one week
- iii). Interim Report – Four weeks.
- iv). Consolidated Final Evaluation Report -three weeks.

## 8. Reporting Requirements

8.1 The consultant will report to DG Monitoring, Projects Wing of Planning Commission. The Evaluation Report shall be drafted in English language.

8.2 The work must clearly be compatible with Government Rules and Regulation and specific Rules of the Telecom Sector.

8.3 The report must cater all the technical and non-technical aspect including future developments and prospects of further investment in the telecom sector.

## 9. Cost of the Assignment:

9.1 The financial proposal / quotation should provide cost estimates for consultancy services to be rendered inclusive of all taxes and duties (no hidden or additional charges will be admissible):

- a) Man days of the Consultants.
- b) Support staff required by the Consultant.
- c) Transport costs to complete the assignment.
- d) Cost of printing and publication.
- e) Accommodation costs / Daily Allowance per Diem.

OR

- f) Lump sum cost for the assignment

## 10. Payment to the Consultant:

10.1 Payment to the consultant will be made as per following installments:

- a) Submission of inception Report 25%
- b) Submission of Interim Report 25%
- c) Submission of final report after approval/acceptance 50%

## 11. Procurement process - Procedures of open competitive bidding (as per PPRA rules)

11.1 Single stage – two envelopes procedure will be followed. This means that each bid (submitted by interested firms) will comprise of Technical and Financial proposals in separate sealed envelopes. The bids will be evaluated on the basis of respectively 70:30 of technical to financial bids and the Evaluation criteria for the technical bids is as follows:

S. #	Criteria point	Total score	Scoring criteria
1	Relevant experience and past performance	40	
	- General experience in designing, managing and delivering M&E assignments, particularly third-party verification and external evaluations	10	Years of experience <ul style="list-style-type: none"><li>• 2 marks per project of Rs. 20 million and above as consultancy services</li></ul>
	- Relevant Experience in Telecom Sector	20	Number of assignments <ul style="list-style-type: none"><li>• 5 marks per project worth Rs. 500 million</li></ul>

S. #	Criteria point	Total score	Scoring criteria
			<p>on above or Rs. 20 million as consultancy cost.</p> <ul style="list-style-type: none"> <li>3 marks per project worth Rs. 200 million or above or Rs. 10 million as consultancy cost.</li> </ul>
	- Experience of working with the Federal and/or provincial governments (in public sector, and related to planning, appraisal, implementation, and monitoring and evaluation of development projects)	10	2 marks per project of Rs. 20 million and above as consultancy charges.
2	Capabilities with respect to personnel, technology & geographical coverage	45	
	- Core team of M&E and sectoral professional in Telecom sector (current)	35	<p>Team on payroll</p> <ul style="list-style-type: none"> <li>Telecom professionals: 20marks (5 marks per professional with 10 years and above experience)</li> <li>Finance, audit, Accounts and Procurement experts: 15 marks (5 marks per professional with 10 years and above experience)</li> </ul>
	- Geographical experience, with existence and outreach in one or more geographical areas of the PSDP projects	10	<p>Presence in Pakistan's geographical area (direct/firm's offices/ staff or through partners</p> <ul style="list-style-type: none"> <li>All four provinces: 10 marks</li> <li>Two provinces: 6 marks</li> <li>Federal (only): 2 marks</li> </ul>
3	Financial position	15	
	- Annual turnover in PAK Rupees (last three years, verified from financial and audit reports)	10	<p>Annual turnover in PAK Rupees (last three years, verified from financial and audit reports)</p> <ul style="list-style-type: none"> <li>Rs. 20 million or more: 10 marks</li> <li>Rs. 11-19 million: 5-9 marks</li> <li>Rs. 10 million or less: 0-4 marks</li> </ul>
	- Audited reports	5	<p>Number of years for which audit reports are available</p> <ul style="list-style-type: none"> <li>3 or more years: 5 marks</li> <li>1-2 years: 1-4 marks</li> </ul>
	<b>Total</b>	<b>100</b>	

***(SR Usmani)***  
***Project Director***