

**FMD VACCINE PRODUCTION PROJECT**  
**REQUEST FOR PRE-QUALIFICATION (RFQ)**

**EXPRESSION OF INTEREST DOCUMENT**

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**INSTRUCTIONS TO PROSPECTIVE CONSULTANTS FOR CONSULTANCY SERVICES**  
**FOR**



**FOOT & MOUTH DISEASE VACCINE**  
**PRODUCTION PROJECT**

**LIVESTOCK & FISHERIES DEPARTMENT**  
**GOVERNMENT OF SINDH**

ISSUED TO: \_\_\_\_\_

ISSUE DATE: \_\_\_\_\_

SIGNATURE \_\_\_\_\_

## GLOSSARY

<b>ARTICLES OF ASSOCIATION</b>	<b>The Articles of Association of the Prospective Consultant.</b>
<b>ANNEXURE</b>	The term shall mean the annexure of this Expression of Interest Document.
<b>BOARD OF DIRECTORS</b>	The Board of Directors of the Prospective Consultants.
<b>CGMP</b>	current Goods Manufacturing Practices
<b>CONSORTIUM</b>	The term shall bear the meaning as ascribed thereto in Section 3.1.1.
<b>CONSULTANT SELECTION COMMITTEE</b>	The Consultant Selection Committee notified by the Procuring Agency/ Government of Sindh pursuant to SPPRA rules to undertake procurement process to hire Consultants for the Project.
<b>DFI</b>	Development finance institution
<b>ESTIMATED TIMETABLE</b>	The term shall bear the meaning as ascribed thereto in Section 4.8.1.
<b>GOS</b>	Government of Sindh
<b>INVITATION FOR EXPRESSION OF INTEREST</b>	The term shall bear the meaning as ascribed thereto in Section 3.
<b>LEAD MEMBER</b>	The term shall bear the meaning as ascribed thereto in Section 3.1.2
<b>MEMORANDUM OF ASSOCIATION</b>	The Memorandum of Association of the Prospective Consultant.
<b>NON-SHORTLISTED CONSULTANT</b>	The term shall bear the meaning as ascribed thereto in Section 6.2.3.
<b>PEC</b>	Pakistan Engineering Council
<b>POWER OF ATTORNEY</b>	The Power of Attorney to be provided by the Prospective Consultant in the form prescribed in <b>ANNEXURE 4 (POWER OF ATTORNEY)</b> .
<b>EXPRESSION OF INTEREST APPLICATIONS</b>	The Expression of Interest application and documents required to be submitted by the Prospective Consultants in terms of and in accordance with this Expression of Interest Document.
<b>EXPRESSION OF INTEREST APPLICATION FORM</b>	An application duly executed by the duly authorized representative of the Prospective Consultant (or if the Prospective Consultant is a Consortium, the duly authorized represented of the Lead Member) in the form attached hereto at <b>ANNEXURE 2 (EXPRESSION OF INTEREST APPLICATION FORM)</b> .
<b>SHORTLISTED CONSULTANT</b>	The term shall bear the meaning as ascribed thereto in Section 6.2.2.

<b>EXPRESSION OF INTEREST APPLICATION SUBMISSION DEADLINE</b>	The term shall bear the meaning as ascribed thereto in Section 5.3.
<b>EXPRESSION OF INTEREST CRITERIA</b>	The term shall bear the meaning as ascribed thereto in Section 4.3
<b>EXPRESSION OF INTEREST DOCUMENT</b>	This ‘Expression of Interest Document, Instruction to Prospective Consultants’, including all annexures attached hereto.
<b>PROCURING AGENCY</b>	The ‘Livestock & Fisheries Department’, Government of Sindh.
<b>PROSPECTIVE CONSULTANT</b>	An enterprise or consortium that submits the Expression of Interest Applications in response to this Expression of Interest Document.
<b>RESPONSE TO QUESTIONS DOCUMENT</b>	The term shall bear the meaning as ascribed thereto in Section 4.7(Clarification).
<b>SECTION</b>	The term shall mean any section of this Expression of Interest Document.
<b>PROJECT</b>	The ‘Food and Mouth Disease Vaccine Production Project,’ as described in Section 2.
<b>TECHNICAL CRITERION</b>	The term shall mean the Technical Criterion prescribed in Section 4.3.

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## **1. INTRODUCTION & SCOPE**

### **1.1 INTRODUCTION**

The Livestock & Fisheries Department, Government of Sindh invites Expression of Interest Applications from Prospective Consultants for feasibility study (technical, financial, legal & environmental) and transaction advisory services for Foot & Mouth Disease (FMD) Vaccine Production Project.

## **2. PROJECT DESCRIPTION**

### **2.1 GENERAL**

- 2.1.1 Pakistan is endowed with a large livestock population. Productivity of livestock in Pakistan is generally low. One of the main reasons of low productivity is frequent occurrence of infectious diseases particularly Foot-and-mouth disease (FMD). The FMD is a highly contagious viral disease that affects mainly cloven-hoofed animals (i.e. buffaloes, cows, sheep, goats, pigs). Its symptoms include fever, blisters in the mouth, lesions on the feet, which can cause lameness, weight loss and a drop in milk production. The FMD is a severe plague for animal farming, since it is highly infectious and can be spread by infected animals through aerosols, through contact with contaminated farming equipment, vehicles, clothing or feed, by domestic and wild predators and by escape through research and vaccine production laboratories. Its containment demands considerable efforts in vaccination, strict monitoring, trade restrictions and quarantines, and occasionally the elimination of millions of animals.
- 2.1.2 In developed countries, the FMD infected animal is burned or culled to control FMD, however, in developing countries such as Pakistan, vaccination is the only option. The best and proven way to control the FMD is by effective mass vaccination. Currently, Pakistan is importing FAO recognized FMD vaccine produced at Russia and from Turkey. FMD Vaccines are only applied to healthy animals to prevent them from that specific upcoming disease. At least 2 doses of FMD are required per animal per annum. But where there is more prevalent infection like in cattle colonies the doses sometimes are 4 per annum required. Vaccines are only applied to healthy animals to prevent them from upcoming disease.
- 2.1.3 The per dose price of imported vaccine is quite high and is un-affordable for subsistent farmers. Secondly, the FMD vaccine is imported in low quantities, which cannot cater to whole of the animal population. Furthermore, the imported vaccine is sometimes ineffective to local veterinary animals due to difference antigenic properties of disease causing agent as compared to the vaccine exporting country. Therefore, Pakistan need to have custom-made FMD vaccine for application to local animals, within Pakistan.

2.1.4 Neighbouring countries of Pakistan i.e. China, Turkey and India established FMD vaccination manufacturing plants in 1970s, whereas Iran established such facility in 1980s. Unfortunately, Pakistan has not established even a single FMD vaccine manufacturing plant at commercial scale over 70 years-period.

2.1.5 The Sindh province has competitive advantage for establishing FMD vaccine manufacturing plant due to following factors:

- Karachi is the economic hub of the country having sea, land and airports connected internationally with major transit routes of Africa, Europe and Asia. Furthermore, Karachi harbors millions of cattle & buffaloes at Landhi cattle colony, Khawaja Bhains colony and large scale private farms.
- Historically there have been reports of FMD outbreaks associated with the use and manufacture of FMD vaccines & research when activity is performed on mainland. Consequently, there is global trend of shifting FMD vaccination production facilities to islands. The Sindh province has more than 30 small islands within the range of 50 km of radius at coastal area of Karachi adjoining Thatta.
- The significance of establishing such facility at island can be gauged from the fact that once due to extensive vaccination when country is declared FMD free, the facility handling FMD virus on mainland needs to be shut-down. Whereas, facility on island may continue to produce FMD vaccine and can earn foreign exchange by export of the same.
- Sindh Institute of Animal Health Karachi erstwhile Sindh Poultry Vaccine Centre is the largest vaccine production centre of Pakistan established in 1974 through USAID, FAO and UNDP funding by the Government of Sindh and it is pioneer in viral vaccine production. It is backed by legal framework through passage of provincial legislation in 2018 and has been re-mandated for vaccine production in Sindh as well as supply throughout country, whereas as all other veterinary institutes of country may lack such legal framework and mandate.
- Strong Public Private Partnership (PPP) framework of Sindh has gained great credibility of international multilateral institutions and ranked 6<sup>th</sup> in Asia by The Economist survey in 2018. The Sindh province has implemented successfully array of projects in road, bridges, health and education sector to name the few.

2.1.6 In view of above, the Livestock & Fisheries Department intends to establish FMD vaccine production unit project under PPP modality. The Livestock & Fisheries Department considers the *Khiprianwala* Island as a suitable location for this project. However, the suitable location will be finalized based on feasibility outcomes either on island or mainland.

## 2.2 Project Objectives

- Establishment of Internationally accredited FMD vaccine production unit;

- Technical support in FMD surveillance and distribution network;
- Development of effective and sustainable model of FMD vaccine production and marketing;
- Assist public sector in R&D activities regarding FMD and other livestock diseases;
- Public sector capacity building in handling FMD and other relevant disease matters;

### **2.3 SCOPE OF CONSULTANTS**

The detailed scope of work for Consultant will be provided in detail later at request for proposal (RFP) stage, however, broadly below is in summarized form as follows:

#### **2.3.1 FMD Technical Feasibility Study**

- i. Need Analysis for setting-up FMD Vaccine production in Sindh:
  - a) Assess FMD vaccine importance and issues worldwide and in Pakistan. In particular, FMD vaccine import and requirement of vaccine doses in Pakistan;
  - b) Review and assess FMD Vaccine production projects globally and its implementation modalities. Similar projects under PPP modality, if any;
- ii. Prepare and analyze demand-supply analysis;
- iii. Review technical capacity of the Government Procuring Agency;
- iv. Choice of Location:
  - a) The Consultant should undertake surveys regarding project location and propose at least two suitable locations (on islands or main land as per technical suitability) and describe briefly their natural, administrative, economic and social conditions;
  - b) Assess the advantages and disadvantages of each location option in terms of proximity to the market and customers; availability of new materials and fuel supply; availability of labor, availability of supporting infrastructure for transport, power and water supply; land use and construction planning, environmental and social impacts, and topographic and geotechnical conditions;
  - c) Determine whether there are any constraints, which would pose problems for the implementation of the project or of its possible extension in the future;
  - d) Seek project site selection approval from the Livestock & Fisheries Department (so that further feasibility be conducted in view of the same);
- v. **FMD Vaccine proposed manufacturing plant:**
  - a) Provide an overview of technological options, which are available in Pakistan and abroad, and describe them briefly, including the main technical parameters and basic charts of the technological processes involved;
  - b) Assess the advantages and disadvantages of each technological option, taking into account the relevant factors such as its track record, appropriateness for the local conditions, O&M requirements, economics, and environmental impact;



- c) Select the most suitable technological option for the project;
  - d) Technical standards;
  - e) Scope;
  - f) Project components;
  - g) Operational expertise and maintenance;
  - h) Utility (electricity, gas, water etc.) requirements;
  - i) Production capacity (FMD vaccine dose per annum) and size and required capacity of the project facilities, and technology transfer;
  - j) Waste management issues and treatment;
  - k) Preventive measures against virus outbreak/ HACCP analysis;
  - l) Cost of complete plant;
  - m) Operational & maintenance expenditures per annum;
  - n) Cost of FMDV per dose at the proposed site and plant;
- vi. Preliminary Design:
- a) Prepare preliminary design of the Project (manufacturing plant, residential colonies, administration block, sewage drawings, civil works drawings etc) including the main technical specifications, which would be documented in the bid documents;
  - b) Confirm that the preliminary design meet good engineering design and construction practices, cGMP compliant and standards as specified by the Drug Regulatory Authority of Government of Pakistan or relevant international Pharmacopeia standards and best practices accepted internationally, and that the preliminary design is in accordance with the relevant laws and regulations of the Government;
- vii. Scope of the Project:
- a) Identify all factors determining the scope such as the market, growth rates and other service providers, and analyse their likely future development
  - b) Identify all limiting factors and constraints such as affordability and risks
  - c) Based on an analysis of the above factors and distinguishing between inputs and outputs, determine the scope of the project in terms of physical facilities and their capacity (inputs) and service to be provided (outputs)
  - d) Determine project phasing, if needed
- viii. Devise Marketing & distribution plan, R&D plan, assistance to public sector on R&D and other related matters;
- ix. The Consultant should summarize all findings under this FMD feasibility into a Business Model/Plan for this project;

### **2.3.2 Engineering Feasibility Study**

The engineering feasibility shall be conducted for proposed project location as agreed under FMD Technical Feasibility Study by the Procuring Agency. The Engineering Feasibility atleast shall be composed of following and compliant to cGMP, PEC and International Pharmacopeia:

- i. Topographic survey;
- ii. Soil investigation;
- iii. Geo-technical investigation of Project site;

- iv. Preparation of all Preliminary Drawings;
- v. Preparation of utility folders;
- vi. Preparation of detailed preliminary Structural, Mechanical, Electrical & Plumbing Drawings with respect to American Association of Highway and Transportation Officials (AASHTO) Standards and PEC as well as cGMP;
- vii. Drainage plan should be prepared and drainage provision of the surrounding area and the area upon which the Project will be established should be according to the standard guide lines of AASHTO etc.
- viii. Details of fire-fighting arrangements;
- ix. Details of accessibility to proposed project site, to facilitate the best arrangement for the general public and investors;
- x. Preparation of cost estimates;

### **2.3.3 Environmental Assessment including effects of Climate change**

- i. Carryout the initial environment examination (IEE) of the project considering all aspects of environment;

### **2.3.4 Socio-Economic Viability**

- i. **Social Impact Assessment:**
- ii. **Stakeholder Consultations:**
- iii. **Land acquisition and resettlement plans:**

*Note: The Transaction Advisor would be responsible to undertake all related surveys needed for preparation of feasibility study report.*

### **2.3.5 Financial Viability Assessment**

- i. **Viable Transaction Structure:**
  - a) Prepare a viable transaction structure for implementation of the Project;
  - b) Identify possible Government support may be required by developer, both financial and other;
  - c) Explain the rationale and form of viability gap funding (if any);
- ii. **Financial Model:**
  - a) Develop financial model of the Project covering the projected revenues, and costs estimates of construction/development (EPC), Non-EPC, interest during construction and operations & maintenance cost estimates over the life of the Project;
  - b) Must cover the entire term of the proposed concession agreement;

- c) The financial model must be properly constructed in a standard spreadsheet program such as MS Excel;
- d) Sheets with cash flow statement, profit and loss account, and balance sheet of the project company;
- e) Results and summary sheets demonstrating the impact of different assumptions on the project's cash flow.
- f) The Consultant should prepare a manual so that the model can be used throughout the PPP process to continually assess the impact of different pricing, financing, and service scenarios, update or confirm decisions about project structure;
- g) The financial model should allow sensitivities and scenario analysis based on various parameters;

### **2.3.6 PPP Options Analysis**

- i. PPP Options Analysis
- ii. Project Risks:
- iii. Economic Analysis:

### **2.3.7 Legal and Regulatory Assessment**

**2.3.8 Bid Management** shall include but not limited to the following components:

#### **2.3.8.1 Marketing**

- a) Prepare information memorandum (IM) for the project;
- b) Sensitize potential investors, operators and financiers for the project and seek their feedback for incorporation in the project structure;
- c) Seek investor interest and feedback on project prior to launch of official solicitation;
- d) Assist the Procuring Agency to establish a data room which will include all the relevant documents and information on the project for investor due diligence.

#### **2.3.8.2 Procurement Package**

- a) Prepare Notice for **Pre-qualifications**, pre-qualification criteria, pre-qualification document, request for proposal (the **RFP**) documents, concession agreements and project information memorandum for bidders;
- b) Presentation of feasibility study outcomes and proposed project structure to the PPP Policy Board for necessary approvals;

#### **2.3.8.3**

Submission of Bid Evaluation Report

Issuance of Letter of award/acceptance

1.1.1 **PHASE 3: Transaction Negotiation and Financial Closure** shall include but be not limited to the following:

#### 1.1.1.1 **Transaction Negotiation and Execution**

#### 1.1.1.2 **Financial Closure**

### **3. PROSPECTIVE CONSULTANTS**

#### **3.1 CONSORTIUM-LEAD MEMBERS**

3.1.1 A Prospective Consultant for the Project may be a single entity or may take the form of a consortium (a “**Consortium**”) comprising of companies, firms, corporate bodies or other legal entities as defined in Companies Ordinance 1984.

3.1.2 Each Consortium shall appoint and authorize one (1) lead member (the “**Lead Member**”) to represent and irrevocably bind all members of the Consortium in all matters connected with the Expression of Interest and tendering process including but not limited to the submission of the Expression of Interest Application on behalf of the Consortium.

#### **3.2 CONSORTIUM PARTICIPATION RESTRICTIONS**

3.2.1 No Prospective Consultant or Consortium member may prequalify if it owns more than five per cent (5%) of the shares (directly or indirectly, in terms of voting rights and/or rights to dividends) of another Prospective Consultant or member of another Consortium.

3.2.2 No Prospective Consultant or Consortium member may prequalify if it has any representative on the Board of Directors of another Prospective Consultant or member of another Consortium.

3.2.3 No Prospective Consultant or Consortium member may prequalify if it does not possess any experience in relevant field.

#### **3.3 INELIGIBILITY OF A PROSPECTIVE CONSULTANT**

3.3.1 If the Prospective Consultant or a Consortium member has been barred by any central, state or local government or government instrumentality in Pakistan or in any other jurisdiction to which the Prospective Consultant or a Consortium member belongs or in which the Prospective Consultant or a Consortium member conducts its business, from participating in any project on a private participation basis and the bar subsists as on the Expression of Interest Application submission deadline, such entity shall not be eligible to submit a Expression of Interest Application, either individually or as a Consortium member.

3.3.2 A Prospective Consultant (and in the case of a Consortium, any member) should not have, in the 5 (five) years preceding the Expression of Interest Application Submission Deadline:

- (a) failed to perform any contract with the Government, federal government, or local or provincial governments, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Prospective Consultant or Consortium member as the case may be; or
- (b) been expelled from any project or contract by any public entity or authority; or
- (c) had any contract terminated by any government or government instrumentality for breach by such Prospective Consultant or Consortium member.

**3.3.3 The Prospective Consultant or any of a Consortium member have**

- (a) no international experience of feasibility for establishing FMD vaccine production
- (b) no experience of establishing cGMP compliant vaccine production unit
- (c) no experience of carrying out feasibility studies and providing transaction advisory services in PPP projects

**3.4 COSTS**

3.4.1 The Prospective Consultant shall bear all costs, fees and expenses associated with the preparation and submission of its Expression of Interest Application, including, without limitation, all costs and expenses related to the Prospective Consultant's preparation of responses to questions or requests for clarification.

**3.5 NO CONTRACT**

3.5.1 No contract whatsoever is created by or arises from this Expression of Interest Document, which, under no circumstances, constitutes an offer to enter into any contract or arrangement of any nature whatsoever with any party whatsoever.

3.5.2 The Government, the Procuring Agency and any of their departments, employees and/or personnel shall not have any obligation, responsibility, commitment, or legal liability of any nature whatsoever towards any Prospective Consultant arising from this Expression of Interest Document or any Expression of Interest Applications submitted in response to it.

**4. EXPRESSION OF INTEREST: PREPARATION**

**4.1 LANGUAGE OF EXPRESSION OF INTEREST APPLICATION**

4.1.1 The Expression of Interest Applications prepared by the Prospective Consultant, and all correspondence and documents related to the Expression of Interest Applications shall be submitted in English, as specified in ANNEXURE 1 (*DATA SHEET*).

**4.2 DOCUMENTS COMPRISING THE EXPRESSION OF INTEREST APPLICATION**

4.2.1 The Expression of Interest Applications submitted by the Prospective Consultant shall comprise the following documents:

- (a) Part I – the information required by Section 4.3;
- (b) Part II – the documents or information required by Section 4.4;
- (c) Part III – where the Prospective Consultant is a Consortium, the documents required by Section 4.5; and
- (d) Part IV – the power of attorney required by Section 4.6.

Expression of Interest Applications shall contain no fees or fees schedules or other reference to rates and fees for undertaking the Project. Expression of Interest Applications containing such fee related information will be rejected.

**4.3 PART I – EXPRESSION OF INTEREST CRITERIA**

In Part I of the Expression of Interest Application, the Prospective Consultant shall submit

proof that it meets the Expression of Interest criteria set out below (the “**Expression of Interest Criteria**”).

Qualification Criteria	Required Documents/Forms
<p><b>QC1: Technical Criterion 1</b></p> <p>The Prospective Consultant, or if the Prospective Consultant is a Consortium, shall have experience in below given areas:</p> <p>i. Feasibility study of Foot &amp; Mouth Disease vaccine manufacturing unit projects.</p> <p>ii International experience of establishing cGMP compliant vaccine manufacturing plant.</p> <p>iii. Experience of civil engineering design for buildings, roads and/or design of any manufacturing plants/ units.</p> <p>iv. Experience of conducting feasibility/advisory for PPP Projects.</p>	<p><b>DQC1: Experience</b></p> <p>The Prospective Consultant, or if the Prospective Consultant is a Consortium, the relevant Consortium members, shall provide its list of relevant projects/sites in the form presented in <b>ANNEXURE 5 (EXPERIENCE FORM)</b>.</p>
<p><b>QC2: Financial Criterion 1</b></p> <p>The Prospective Consultant, or if the Prospective Consultant is a Consortium, the Lead Member, shall have average turn-over of at least PKR 50 million of the last two (2) full financial years.</p>	<p><b>DQC2: Audited Financial Statements</b></p> <p>The Prospective Consultant, or if the Prospective Consultant is a Consortium, the relevant Consortium member, shall provide the required financial data in the forms presented in <b>ANNEXURE 6 (FINANCIAL DATA FORM)</b>, along with (i) audited financial statements, duly certified by a certified chartered accountant, for the most recent two (2) full financial years for which such statements are available, including the consolidated balance sheet, income statement, statement of cash flows and the accompanying notes.</p>

#### **4.4 PART II – EXPRESSION OF INTEREST FORM AND OTHER DOCUMENTS**

In Part II of the Expression of Interest Application, each Prospective Consultant shall provide the following:

- (a) A Expression of Interest Application signed by the Prospective Consultant (or if the Prospective Consultant is a Consortium, the Lead Member) in the form of **ANNEXURE 2 (EXPRESSION OF INTEREST APPLICATION FORM)**.
- (b) The following legal documents and background information:
  - (i) basic information on the Prospective Consultant (or if the Prospective Consultant is a Consortium, each member of a Consortium), as detailed in **ANNEXURE 3 (BASIC INFORMATION FORM)**, including an up-to-date list

of shareholders of the Prospective Consultant (or one list for each Consortium member);

- (ii) A certified true copy of Memorandum of Association and Articles of Association of the Prospective Consultant (or if the Prospective Consultant is a Consortium, the Memorandum of Association and Articles of Association of each member of a Consortium, however, for foreign member of Consortium a non-certified copy of such document will be suffice at EOI stage.
  - (iii) A certified copy of the Prospective Consultant's certificate of incorporation (or if the Prospective Consultant is a Consortium, the incorporation certificate of each member of a Consortium, however, for foreign member of Consortium a non-certified copy of such document will be suffice at EOI stage) and
- (c) An Affidavit, in the form of **ANNEXURE 7 (AFFIDAVIT)**, confirming that the Prospective Consultant (or, if the Prospective Consultant is a Consortium, each member of the Consortium):
- (i) is not in bankruptcy or liquidation proceedings;
  - (ii) has not been convicted of fraud, corruption, collusion or money laundering;
  - (iii) is not aware of any conflict of interest or potential conflict of interest arising from prior or existing contracts or relationships which could materially affect its capability to comply with the obligations under the Concession Agreement; and
  - (iv) does not fall within any of the circumstances for ineligibility listed in Section 3.3 (Ineligibility of a Prospective Consultant).

#### **4.5 PART III – CONSORTIA DOCUMENTS AND REQUIREMENTS**

If the Prospective Consultant is a Consortium, there must be a Lead Member who is duly authorized (through a power of attorney signed in front of a notary, as described in Section 4.6) by all other Consortium members to act on their behalf and provide an undertaking that there will be no change in the constitution of the Consortium without the prior written consent of the Procuring Agency.

#### **4.6 PART IV – POWER OF ATTORNEY**

Each Prospective Consultant (or if the Prospective Consultant is a Consortium, each Consortium member) shall provide, as Part IV of the EOI Application, a written power of attorney in the form attached hereto as Annexure 4 (Power of Attorney), duly notarized, indicating that the person (s) signing the EOI Application has(ve) the authority to sign. Whereas, for foreign member of Consortium, the power of attorney on its letter head will be required.

#### **4.7 CLARIFICATIONS**

A Prospective Consultant requiring any clarification on the Expression of Interest Document, Applications, Expression of Interest Criteria or any of the requirements set out herein, may send an electronic request for clarification to the Procuring Agency at the e-mail addresses

indicated in **ANNEXURE 1 (DATA SHEET)**. Any such request for clarification shall be addressed before 2:00 P.M. (Pakistan time) on October 31, 2020.

Electronic copies of the response, including an explanation of the query without identification of its source (the “**Response to Questions Document**”), will be sent to all Prospective Consultants who have requested for clarifications and the same shall be uploaded on Procuring Agency’s website and other referred websites. If similar or repeated queries are made by Prospective Consultants, those queries may be listed as one query and responded to only once.

#### **4.8 TIMETABLE**

4.8.1 The estimated timetable is as follows (the “**Estimated Timetable**”):

**Indicative Transaction Timetable\***

<b>Activity</b>	<b>Target Date</b>
Issuance of EOI Documents	<b>October 09, 2020</b>
Clarification Requests Deadline	<b>October 31, 2020</b>
<b>Expression of Interest Applications Submission Deadline</b>	<b>November 10, 2020 at 02:00 PM</b>
<b>Expression of Interest Applications Opening Date &amp; time</b>	<b>November 10, 2020 at 03:00 PM</b>
Announcement of Shortlisted Consultants	<b>November 18, 2020</b>

*\* The timetable is presented for indicative purposes only.*

The Procuring Agency may, in its sole discretion and without prior notice to the Prospective Consultants, amend the Estimated Timetable. Prospective Consultants shall not rely in any way whatsoever on the Estimated Timetable and the Procuring Agency shall not incur any liability whatsoever arising out of amendments to the Estimated Timetable. The Procuring Agency shall notify the Prospective Consultants of changes to the Estimated Timetable.

#### **5. EXPRESSION OF INTEREST APPLICATION: SUBMISSION**

##### **5.1 FORMAT AND SIGNING OF THE EXPRESSION OF INTEREST APPLICATION**

5.1.1 Each Prospective Consultant shall prepare and submit one (1) printed original, two (2) printed copies and (1) electronic copy (on DVD or USB drive) of its relevant Expression of Interest Application, as specified in **ANNEXURE 1 (DATA SHEET)**, clearly marking each one as “**ORIGINAL**”, “**COPY NO. 1**”, “**COPY NO. 2**”, etc., as appropriate. In the event of any discrepancy between the copies and the original, the original shall prevail.

5.1.2 The original and all printed copies of the Expression of Interest Application, each consisting of the documents listed in Section 4.2, shall be typed or written in indelible ink. The person or persons duly authorized to bind the Prospective Consultant shall sign the Expression of Interest Application by:

- (i) signing the original of the relevant Expression of Interest Application; and



- (ii) initialling all of the pages of the original of the relevant Expression of Interest Application.

5.1.3 The relevant Expression of Interest Application shall contain no alterations, omissions or additions, unless such corrections are signed by the person or persons signing the Expression of Interest Applications.

5.1.4 The DVD or USB drive requested shall include a table of contents, shall be free of any virus and shall contain non compressed and non protected files in printable and reproducible formats.

## **5.2 SEALING AND MARKING OF EXPRESSION OF INTEREST APPLICATIONS**

5.2.1 The Prospective Consultant shall seal the original Expression of Interest Application and each copy in separate envelopes, each containing the documents specified in Section 4.2, and shall mark the envelopes as “**EXPRESSION OF INTEREST APPLICATION – ORIGINAL**” and “**EXPRESSION OF INTEREST APPLICATION – COPIES**” (all duly marked as required herein). The envelopes shall be sealed in an outer envelope. The inner and outer envelopes shall:

- (i) be addressed to the Procuring Agency at the following address:

### **LIVESTOCK & FISHERIES DEPARTMENT**

Name: Dr. Nazeer Hussain Kalhoro

Executive Director/ Director General,

Sindh Institute of Animal Health,

Animal Science Complex near Singer Chowrangi, Korangi, Karachi-74900

Phone: +92-21-35123347, Cell: +92-311 4605474, siah.care@gmail.com

and

- (ii) bear the words: “**FMD PROJECT. DO NOT OPEN BEFORE 2:00 P.M. PAKISTAN TIME, NOVEMBER 10, 2020**”

The inner envelopes shall each indicate the name and address of the Prospective Consultant (in case of a Consortium, the name and address of the Lead Member) to enable the relevant Expression of Interest Application to be returned unopened in the event that it is declared “late”.

If the outer envelope is not sealed and marked as required in this Section 5.2, the Procuring Agency will assume no responsibility for any Expression of Interest Application's misplacement or premature opening. If the outer envelope discloses the Prospective Consultant's identity, the Procuring Agency will not guarantee the anonymity of the submission, but this disclosure will not constitute grounds for rejection.

5.2.2 The DVD or USB drive requested shall be submitted together with the printed Expression of Interest Application as provided in **ANNEXURE 1 (DATA SHEET)**. For the avoidance of doubt, it is expressly specified that the Prospective Consultants shall not be allowed to submit their Expression of Interest Applications by e-mail.

## **5.3 EXPRESSION OF INTEREST APPLICATIONS ISSUANCE AND DEADLINE FOR SUBMISSION**

Expression of Interest Applications shall be issued from 09<sup>th</sup> October 2020 and shall be

submitted to the Procuring Agency at the address specified above no later than **2:00 P.M. PAKISTAN TIME, NOVEMBER 10, 2020** (the “**Expression of Interest Application Submission Deadline**”).

Any Expression of Interest Application submitted after the Expression of Interest Application Submission Deadline shall be rejected and shall be returned unopened to the Prospective Consultant (or in case of a Consortium, to the Lead Member) who sent it.

**6. EXPRESSION OF INTEREST APPLICATION: OPENING AND EVALUATION**

**6.1 OPENING OF EOI AND PRELIMINARY EXAMINATION OF EXPRESSION OF INTEREST APPLICATIONS**

The Expression of Interest Applications shall be opened on **10<sup>th</sup> November 2020 at 03:00 PM (Pakistan Standard Time)** and Consultant Selection Committee will carry out a preliminary examination of each Expression of Interest Application to determine whether it is complete, whether the documents have been properly signed, and whether it is generally in order.

Where the Procuring Agency deems it convenient or necessary, it may request supplementary information or documentation from a Prospective Consultant (including each member of a Consortium) for determining its eligibility for Expression of Interest by such date as may be specified by the Procuring Agency.

Any Expression of Interest Application found to be non-responsive will be rejected by the Consultant Selection Committee and not included for further consideration of the substance of the application.

**6.2 EVALUATION OF THE EXPRESSION OF INTEREST APPLICATION**

6.2.1 The Consultant Selection Committee will carry out a detailed evaluation of the Expression of Interest Applications that have not been rejected after the preliminary examination in order to determine whether they are substantively responsive to the Expression of Interest Criteria. In order to reach such a determination, the Consultant Selection Committee will examine the information supplied by the Prospective Consultants, pursuant to this Section 6.2, and other requirements, taking into account the following factor:

**Expression of Interest Criteria specified in Section 4.3 Part I are based on "pass"/"fail" for each such criteria.**

6.2.2 A Prospective Consultant whose Expression of Interest Application is determined by the Consultant Selection Committee to be substantively responsive and as meeting the Expression of Interest Criteria specified in Section 4.3 Part I and the other requirements in Section 4 shall be designated as a “**Shortlisted Consultant**”.

6.2.3 A Prospective Consultant whose Expression of Interest Application is determined by the Consultant Selection Committee to be substantively non-responsive or as not meeting the Expression of Interest Criteria specified in Section 4.3 Part I and the other requirements in Section 4 shall be designated as a “**Non-Shortlisted Consultant**”.

**7. INVITATION FOR BIDS**

At the end of the Expression of Interest Applications evaluation, the Procuring Agency will either:

- (a) notify a Prospective Consultant that it has been designated as being a Non-Shortlisted Consultant as its Expression of Interest Application has been rejected

on the grounds of being substantively non-responsive, or that it does not meet the Expression of Interest Criteria and other requirements set forth in Section 4; or

- (b) notify a Prospective Consultant that it has been designated as being a Shortlisted Consultant and will receive an invitation for bids.

If the Shortlisted Consultant is a Consortium, it shall not change the structure of the Consortium without the prior written consent of the Procuring Agency.

The specific details of the tendering process, including the deadline and content for submission of bids, will be specified in the tender documents to be issued by the Procuring Agency shortly after the announcement of Shortlisted Consultants.

**ANNEXURE 1 - DATA SHEET**

The following specific data shall supplement the provisions in the Expression of Interest Document.

<b>1</b>	<b>Project Name</b>	<b>FMD Vaccine Production Project</b>
<b>2</b>	<b>Address and Contact Person of Procuring Agency</b>	<b>Livestock &amp; Fisheries Department,</b> Name: Dr. Nazeer Hussain Kalhoro Executive Director/ Director General, Sindh Institute of Animal Health, Animal Science Complex near Singer Chowrangi, Korangi, Karachi-74900 Phone: +92-21-35123347, Cell: +92-311 4605474, siah.care@gmail.com
<b>3</b>	<b>Address for Submission of Expression of Interest Applications</b>	Name: Dr. Nazeer Hussain Kalhoro Executive Director/ Director General, Sindh Institute of Animal Health, Animal Science Complex near Singer Chowrangi, Korangi, Karachi-74900 Phone: +92-21-35123347, Cell: +92-311 4605474, siah.care@gmail.com
<b>6</b>	<b>Expression of Interest Application Issuance, Submission &amp; opening dates</b>	The document of EOI issued <b>from 9<sup>th</sup> October, 2020 to 10<sup>th</sup> November 2020</b> , shall be submitted at <b>02:00 P.M. (Pakistan time) on 10<sup>th</sup> November, 2020</b> and proposals would be opened on the same day at <b>03:00 P.M. (Pakistan time)</b> .
<b>7</b>	<b>Language of Expression of Interest Application</b>	English
<b>8</b>	<b>Number of Copies of Expression of Interest Application</b>	- one (1) printed original together with one (1) electronic copy (DVD or USB drive); and - two (2) printed copies.

## ANNEXURE 2 - EXPRESSION OF INTEREST APPLICATION FORM

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**To:** Livestock & Fisheries Department  
Address:

**Re:** Consultancy Services of FMD Vaccine Production Project (the “**Project**”)

[Date]

Dear [Sir/Madam],

Pursuant to the Invitation for Expression of Interest dated [*Please insert the relevant date*] , [*Name of Prospective Consultant*] hereby submits its Expression of Interest Application in conformity with the Expression of Interest Document, Instruction to Prospective Consultants dated [●] (as amended and/or supplemented from time to time) (the **Expression of Interest Document**) and requests to be considered for Expression of Interest for the Project.

*All capitalized terms unless defined herein shall bear the meaning as ascribed thereto in the Expression of Interest Document.*

[*Name of Prospective Consultant*] hereby applies to become a Shortlisted Consultant in the invitation for bids for the Project.

[*Name of Prospective Consultant*] hereby confirms that it:

- (a) agrees to comply with all the tender rules, laws and regulations governing the tender as issued by the relevant authorities from time to time.
- (b) accepts the right of the Livestock & Fisheries Department to (i) request additional information reasonably required to assess the application, (ii) amend the procedures and rules or make clarifications thereof, and (iii) extend or amend the schedule of the Expression of Interest and the tender;
- (c) accepts the exclusive application of the provincial laws of Sindh with respect to these Expression of Interest procedures; and
- (d) fully and completely understands and accepts the terms of the Expression of Interest Document and hereby undertakes to comply with the same.

[*Name of Prospective Consultant*] hereby represents and warrants that as of the date of this letter:

- (a) all of the information submitted in this Expression of Interest Application, including the enclosed forms and documents, is accurate in all respects;
- (b) [*Name of Prospective Consultant*], [including any of our Consortium members], has(ve) not been subject to any voluntary or involuntary bankruptcy or insolvency or similar proceeding during the last five (5) years; and
- (c) [*Name of Prospective Consultant*], [including any of our Consortium members], has(ve) paid all taxes due, except those which are being contested in good faith by appropriate proceedings and for which adequate reserves have been established.

Attached herewith to this Expression of Interest Application are the following documents, as appropriate:

- (a) Basic Information Form (Annexure 3)
- (b) Power of Attorney (Annexure 4);
- (c) Experience Form (Annexure 5);
- (d) Financial Data Form (Annexure 6); and
- (e) Affidavit (Annexure 7);
- (g) Other documents required in Section 4 of the Expression of Interest Document.

[*Name of Prospective Consultant*] hereby designates [●] as its representative to receive notices in respect of the Expression of Interest and the tender at the following address, telephone and facsimile numbers:

[*Representative's address, telephone and facsimile numbers.*]

[*signature*]

In the capacity of [*position*]

Authorized to sign this Expression of Interest Application for [*Name of Prospective Consultant*]

### ANNEXURE 3 - BASIC INFORMATION FORM

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**PROSPECTIVE CONSULTANT INFORMATION:**

Name:

Type: (Company, Partnership, etc.)

Company incorporation n°:

Domicile:

Address of principal office:

Telephone number:

Fax number:

E-mail address:

Primary areas of business:

Shareholder certificate (attach separately)

**Consortium members information: (if applicable, fill in details for all members, identifying the Lead Member and/or the member(s) to be evaluated for each of the Expression of Interest Criteria set forth in Section 4.3 Part I)**

Name:

Type: (Company, Partnership, etc.)

Company incorporation n°:

Domicile:

Address of principal office:

Telephone number:

Fax number:

E-mail address:

Primary areas of business:

Shareholder certificate (attach separately)

**ANNEXURE 4 - POWER OF ATTORNEY**

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On this ..... day of .....

Before me

The Notary in this office

The undersigned

Mr./Ms. \_\_\_\_\_

In his capacity as \_\_\_\_\_

Nationality

Holder of Passport or ID no. \_\_\_\_\_

Issued from \_\_\_\_\_

Dated \_\_\_\_\_

Residing at \_\_\_\_\_

Hereby appoints Mr. / Ms. \_\_\_\_\_ in his capacity as \_\_\_\_\_, to:

- (a) Execute under hand, or under seal, and deliver to the competent authorities all the documents listed in Schedule 1 attached hereto;
- (b) Deliver and receive any document or instrument in relation to the documents listed in Schedule 1 attached hereto; and
- (c) Do all things necessary and incidental in respect of the matters set out herein including to do, execute and perform any other deed or act ought to be done executed or performed to perfect or otherwise give effect to the documents listed in Schedule 1.

And is hereby authorized to appoint others for all or part of the powers delegated by the present Power of Attorney.



**SCHEDULE 1**

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- A. DATED: [INSERT DATE OF EXECUTION]
- B. THE GRANTOR: [INSERT NAME OF PROSPECTIVE CONSULTANT/CONSORTIUM MEMBER]
- C. THE ATTORNEY: [INSERT NAME OF REPRESENTATIVE LEAD MEMBER]
- D. PLACE IN WHICH DOCUMENTS ARE TO BE EXECUTED AND DELIVERED: **LIVESTOCK & FISHERIES DEPARTMENT**  
NAME:  
Address:
- E. DOCUMENTS: ALL DOCUMENTS IN RESPECT OF THE INTEREST PROCURING AGENCY'S EXPRESSION OF APPLICATION IN RELATION TO THE PROJECT.

IN WITNESS WHEREOF the Grantor has executed this Power of Attorney [**under seal**] on the date set out above.

[SEAL] )  
)  
)  
)

\_\_\_\_\_  
[Name / Title of Grantor representative]

**ANNEXURE 5 – EXPERIENCE FORM (DQC1)**

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The Prospective Consultant, or if the Prospective Consultant is a Consortium, at least one of the Consortium members, should provide sufficient detail of its experience carrying out Feasibility study of Foot & Mouth Disease vaccine manufacturing unit projects, international experience of establishing cGMP compliant vaccine manufacturing plant, Experience of civil engineering design for buildings, roads and/or design of any manufacturing plants/ units, Experience of conducting feasibility/advisory for PPP Projects to enable the Procuring Agency to evaluate fulfilment of Technical Criterion as described in Section 4.3of this Expression of Interest Document.

<b>Company Name<sup>1</sup></b>	<b>Location / Site</b>	<b>Assignment Description &amp; Capacity</b>	<b>Your Company's Role</b>		
[add rows if necessary]					

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<sup>1</sup> If Company Name is different from your name, please indicate relationship with your company.

ANNEXURE 6 - FINANCIAL DATA FORM (DQC 2)

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(I) **TURN-OVER**

<b>Prospective Consultant</b> <b>(or if the Prospective Consultant is a Consortium, the Lead Member)</b>	
<b>Financial Year End</b> [ <i>insert the date and year</i> ]	<b>Financial Year End</b> [ <i>insert the date and year</i> ]
[ <i>insert the amount in PKR</i> ]	[ <i>insert the amount in PKR</i> ]

**ANNEXURE 7 - AFFIDAVIT**

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**To:** Livestock & Fisheries Department  
Address:  
Government of Sindh, Karachi, Pakistan

**Re:** Consultancy Services of FMD Vaccine Production Project (the "**Project**")

**[Date]**

Pursuant to the Expression of Interest Document dated [*Please insert the Date*] in respect of the FMD Vaccine Production Project,

[*Name of Prospective Consultant/Lead Member of Consortium*] hereby represents and warrants that, as of the date of this letter [*Name of Prospective Consultant/Lead Member of Consortium*], and each member of our Consortium (if applicable):

- (a) is not in bankruptcy or liquidation proceedings;
- (b) has not been convicted of, fraud, corruption, collusion or money laundering;
- (c) is not aware of any conflict of interest or potential conflict of interest arising from prior or existing contracts or relationships which could materially affect its capability to comply with the obligations under the Consultancy Services Agreement; and
- (d) does not fall within any of the circumstances for ineligibility listed in Section 3.4 (Ineligibility of a Prospective Consultant) of the Invitation for Expression of Interest .

Yours Sincerely,

Authorized Signature  
Name and Title Signatory  
Name of Firm  
Address