

ELIGIBILITY AND QUALIFICATION CRITERIA

The qualification method is QCBS (Quality and Cost based) - 90% Technical Score + 10% Financial Score - Passing marks shall be 70 out of 100

ELIBILITY CRITERIA				
S#	Mandatory Eligibility Criteria	PPRA-Compliant Requirement Definition	Specific Required Documentary Evidence	
E-01	Tax Registration & Active Status	Valid registration with Federal Board of Revenue (FBR) for NTN and active status on ATL.	Valid FBR Registration Certificate and ATL Status Verification Document	
E-02	Relevant Business Standing	Minimum five (05) years of status being separate taxable entity in Pakistan delivering Technology Services.	SECP Certificate of incorporation along with Memorandum & Articles of Association or Registrar of Firms / Partnership Deed	
E-03	Non-Blacklisting Undertaking		Legal Affidavit on stamp paper of appropriate value.	
E-04	OEM's (of offered product) Eligibility Criteria			
E-04A	OEM Ecosystem & Localization	The proposed OEM (of offered product) must exist in Pakistan as an Entity OR Liaison office, and must have an established Office in Pakistan.	Please attach OEM office location and address of quoted OEM.	
E-04B	OEM ERP Product	The offered ERP product must be recognized as a Leader in the relevant ERP category by a reputable independent industry analyst/research organization, such as Gartner or IDC, based on the latest applicable published assessment available on the bid submission date.	Relevant Gartner/IDC report / website, the proposed OEM must reflect as Leader for ERP.	
E-04C	Core ERP Product Type	The offered product must be available on-premise for Core ERP (including Finance, SCM, Projects, Commercial & Estate, Asset Maintenance). Non-core components may be cloud-based	The bidder or OEM must submit declaration on it's Letterhead.	
E-04D	OEM's Offered product footprints in Public Sector in Pakistan	The proposed ERP product shall have been implemented in at least four (04) distinct Public Sector legal entities, Organizations, Autonomous Bodies, or State-Owned Enterprises in Pakistan.	List of Entities where the OEM's ERP is implemented.	
E-05	Implementation Services Partner's Eligibility Criteria			
E-05A	OEM Partner	The Bidder shall have been an authorized Services Partner of the proposed ERP OEM.	OEM Published Status available on OEM Website.	
E-05B	Financial Capacity	The Bidder Average Annual Turnover of at least PKR 2.5 Billion over the last three (03) fiscal years.	Financial Statements for the last three (03) completed financial years duly signed by bidder's authorized representative	
E-05C	International Quality Certifications	The Bidder must be an Active ISO 27001 (ISMS) or ISO 20000-1 or CMMI Level 3 (or higher) certifications in software/consulting services.	Valid ISO 27001 or ISO 20000-1 or CMMI Accreditation Certificates issued in the name of Bidder	
E-05D	Local Presence & Support Infrastructure	Fully functional local office in Pakistan	Lease Agreements / Utility Bills.	
E-05E	Resource Capacity	The Bidder must have at least thirty (30) full-time ERP technical and functional consultants who are trained on the same OEM ERP product being offered.	Undertaking on Bidder's Letterhead signed by Bidder's authorized representative	
QUALIFICATION CRITERIA / TECHNICAL CRITERIA SCORING BASED				
S#	Sub-Criteria Description	Objective Scoring Breakdown	Specific Required Documentary Evidence	Max Marks
1	OEM Market Position & Industry Deployments			30
1.1	OEM Global Aviation & Airports Deployments	The OEM's ERP Solutions must be implemented in at least ten (10) distinct organizations/entities within the global aviation sector	Official OEM Published Case Studies or Published Customer Success Stories, or OEM Reference List (signed by OEM's authorized representative) or any other verifiable document.	10
1.2	ERP OEM's deployment in Public Sector in Pakistan	Proposed OEM ERP platform is implemented in Pakistani Public Sector Organizations / Autonomous Bodies / State-Owned Enterprises (SOEs): 12 or more : 20 Marks 10 or more : 16 Marks 08 or more: 12 Marks 06 or more: 08 Marks 04 or more : 04 Mark	Copy of OEM Client Reference List in Pakistan Public Sector accompanied by either OEM's Letterhead undertaking or verified completion/go-live certificates or client confirmation letters or any verifiable document that verifies that OEM's ERP is deployed in Public Sector	20
2	Financial Position & Capacity of OEM Service Partner			20
2.1	Average Annual Turnover (Last 3 Years)	• More than PKR 6.5 Billion: 20 Marks • More than PKR 5.5 Billion up to PKR 6.5 Billion: 16 Marks • More than PKR 4.5 Billion up to PKR 5.5 Billion: 12 Marks	Financial Statements for the last 3 years duly attested by the Bidder	20

		• More than PKR 3.5 Billion up to PKR 4.5 Billion: 08 Marks • PKR 2.5 Billion up to PKR 3.5 Billion: 04 Mark		
3		Relevant Implementation Experience		23
3.1	The Bidder having the experience of Implementation of the quoted OEM's Core ERP each valuing USD 1.0 Million or above excluding license / Subscription fees / Equipment (Local experience with in last ten years) *Core ERP means complete implementations of core modules including but not limited to Finance & SCM	• 05 or more projects: 05 Marks • 04 projects: 04 Marks • 03 projects: 03 Marks • 02 projects: 02 Marks • 01 project: 01 Mark	Verifiable clientele list alongwith the details of Scope of Services clearly mentioning the implementation Services of USD 1.0 Million or Equivalent excluding License / Subscription Fees / Equipment.	5
3.2	The Bidder having the experience of Implementation of the quoted OEM's Core ERP each valuing USD 1.0 Million or above excluding license /Subscription fees / Equipment (Global experience with in last ten years) *Core ERP means complete implementations of core modules including but not limited to Finance & SCM	• 05 or more projects: 05 Marks • 04 projects: 04 Marks • 03 projects: 03 Marks • 02 projects: 02 Marks • 01 project: 01 Mark	Verifiable clientele list alongwith the details of Scope of Services clearly mentioning the implementation Services of USD 1.0 Million or Equivalent excluding License / Subscription Fees / Equipment.	5
3.3	The Bidder must have an experience of at least one Business Process Re-engineering (BPR) assignment in Pakistan during the last ten (10) years, involving assessment and transformation of business processes, including development/revision of policies, SOPs, procedures or regulations. (Local experience with in last ten years)	• 03 or more projects: 03 Marks • 02 projects: 02 Marks • 01 project: 01 Mark	Verifiable clientele list alongwith the details of Scope of Services clearly mentioning the Business Process Re-engineering.	3
3.4	The Bidder must have an experience of at least one Fixed Asset Register Development assignment in Pakistan during the last ten (10) years, including physical verification, data cleansing and asset tagging.	• 05 or more projects: 05 Marks • 04 projects: 04 Marks • 03 projects: 03 Marks • 02 projects: 02 Marks • 01 project: 01 Mark	Verifiable clientele list mentioning Fixed Asset Physical Verification, Asset Tagging and Data Cleansing Activities in Scope of Services	5
3.5	The Bidder must have an experience of at least one Core ERP implementation of the quoted OEM's ERP for an Aviation-sector organization during the last ten (10) years. Core ERP means an integrated implementation covering the principal core modules, including at minimum Finance and SCM/Procurement.	01 or more project : 05 Marks	Verifiable clientele list alongwith the details of Scope of Services clearly mentioning the implementation Services of Core ERP in Aviation sector	5
4		Resource Capacity		5
4.1	Staffing Capacity – OEM-Trained ERP Consultants Marks shall be awarded based on the number of OEM-trained ERP consultants	70+ : 5 Marks 60+ : 4 Marks 50+ : 3 Marks 40+ : 2 Marks 30+ : 1 Mark	Verifiable list of OEM Trained Consultants in bidder's organization.	5
5		Key Personnel Qualifications & Experience		12
5.1	Proposed Project Manager	The Project Manager must have experience of 15+ years in OEM ERP Full Scale Implementation as Project Manager in atleast (04) ERP Implementations	Comprehensive CV, PMP/OEM Training evidence, and Project Experience Sheets.	5
5.2	Proposed Functional & Technical Lead Consultants	Requirement: Dedicated Lead Consultants for each core module domain Marking Criteria: - Lead (Finance)+ 5 years Experience + OEM Trained = 01 - Lead(SCM) + 5 years Experience + OEM Trained = 01 - Lead(Projects) + 5 years Experience + OEM Trained = 01 - Lead(Asset Management) + 5 years Experience + OEM Trained = 01 -Lead (Estate Management)+ 5 years Experience + OEM Trained = 01 Total = 05 Marks	Detailed Resumes, OEM Trained evidence, Professional Certificates /Global certificate for relevant trainings.	5
5.3	Integration & Architecture Experts	Solution Architect & Integrations Team Leader Experience: (10+ years exp.)	Detailed Resume and relevant training Credentials.	2
6				
6.1		Project Implementation Methodology (including Business & Data Transformation /equivalent), Governance, QA, risk and escalations)		2

6.2	Implementation Approach & Work Plan	Change Management, Training, Knowledge Transfer & user Adoption Strategy		1
6.3		Detailed Project Schedule, Milestones and Deliverables		1
6.4		The Bidder shall provide evidence of its project governance and corrective-action mechanism for managing schedule and cost deviations, supported by at least one relevant case study.		1
7	Partner Product Capability			5
7.1	OEM validated accelerator packages developed by the bidder.	• 05 or more : 05 Marks	The accelerator products of bidder must be available and reflected on offered OEM official website as OEM Validated Accelerators	5
		• 04 : 04 Marks		
		• 03 : 03 Marks		
		• 02 : 02 Marks		
		• 01 : 01 Mark		
CUMULATIVE MAXIMUM SCORE				100
SPECIAL NOTES				
1	Experience of a subcontractor, independent consultant, consortium member, JV member or unrelated third party shall not be considered as the Bidder's experience			
2	Bidder means "Organization / Affiliate / Group Company / Network Firm (Local/Global)" means the bidding entity itself or an entity that is demonstrably part of the Bidder's global network, group or affiliated corporate structure. Experience & Credentials of an Affiliate, Group Company or Network Firm may be considered for the purpose of evaluation, subject to submission of documentary evidence establishing the relationship between the Bidder and the entity whose experience is being claimed.			
3	Historical Experience Evaluation: For the purpose of evaluating past project experience or completed contract values expressed in currencies other than PKR/USD, the value shall be converted using the official exchange rate prevailing on the date of signing of that specific historical contract, Purchase Order, or Letter of Award, as published by the State Bank of Pakistan (SBP) or the respective central bank.			
4	Misrepresentation / Incorrect Information: In the event that any information, document, statement, or experience claimed by the Bidder is found to be false, incorrect, misleading, or materially misrepresented at any stage of the procurement process or during the execution of the Contract, PAA shall have the right to take appropriate action in accordance with the applicable procurement laws, rules, regulations, and bidding documents. Such action may include disqualification of the Bidder, forfeiture of bid/performance security, blacklisting/debarment in accordance with applicable law, and/or termination of the Contract, as applicable. In case of termination on account of such misrepresentation or fraudulent claim, PAA shall not be liable to make any payment for the affected/unperformed portion of the Contract, without prejudice to PAA's right to recover any loss, damage, or other amounts recoverable under the Contract and applicable law.			