



Addendum to the Request for Proposal

For

**Appointment of Consultant(s) for the Due Diligence of Summit
Bank Limited (“Target Bank”)**

1.2 Evaluation of Proposals

Evaluation of proposals shall be on **Quality and Cost Based Selection method** and the proposals received shall be ranked according to their combined technical and financial score as detailed below. Evaluation of Bids shall be under (quality and cost based selection method specified as per SPPRA Rule 72 (3)).

Evaluation of Technical and Financial Proposals related to (i) Financial (including Tax) Due Diligence and (ii) Legal Due Diligence & other legal services will be separately evaluated.

Quality being the primary criteria for selection, only Consultant(s), attaining at least 70 marks (out of a 100) on their Technical Evaluation will be eligible for evaluation of their respective financial proposals.

Weightage of **(55%)** will be applied to the final combined Marks obtained as a result of evaluation of Technical proposals of both the Financial Due Diligence and Legal Due Diligence & other legal services Consultants and **(45%)** weightage will be applied to the final combined Marks obtained as a result of evaluation of Financial proposals of the Financial Due Diligence and Legal Due Diligence & other legal services Consultants. *The Consultant(s) obtaining the highest combined marks will be declared as successful.*

For Technical Proposals of Financial (incl. Tax) Due Diligence services Consultant(s), a 50% weightage will be applied to the Marks achieved on their evaluation while a 50% weightage will be applicable to the Marks derived by Legal Due Diligence & Other legal services Consultant(s).

For Financial Proposals of Financial (including Tax) Due Diligence Consultant(s), a 80% weightage will be applied to the Marks achieved on their evaluation while a 20% weightage will be applicable to the Marks derived by Legal Due Diligence & Other legal services Consultant(s).

The marks obtained by the Consultant(s) in respect of their financial proposals, will be calculated with reference to the marks obtained by the lowest financial proposal e.g. if only 3 financial bids of PKR 2 million, PKR 3 million and PKR 4 million are received, marks (out of 100) assigned to the lowest bid of PKR 2 million will be 100, the second lowest bid of PKR 3 million will be assigned 66.67 (i.e. $2m/3m \times 100$) and the highest bid of PKR 4 million will be assigned 50 marks (i.e. $2m/4m \times 100$).

An illustration of the Scoring/Marking procedure is given below:

Consultant Category	Score	Weightage	Final Score
Financial Due Diligence	70*	50%	35
Legal Due Diligence	80**	50%	40
Total			75
Combined for Technical Proposal		55%	75x55% = 41.25

Table A
(Technical
Proposals
(55%)
weightage)

Table B (Financial Proposals 70% (45%) weightage)

Consultant Category	Score	Weightage	Final Score
Financial	70*	80%	56
Legal	80*	20%	16
Total			72
Weightage Combined Technical		Revised 45%	72x45% = 32.4

*Based on method stated above

Combined Total (revised) Technical+ Financial) = (41.25+32.4) = 73.65

3.5.1-Submission and Opening of Proposal

- Submission of Proposals 25th January, 2017 by 10:30 am
- Opening of Technical Proposal 25th January, 2017 by 11:30 am

3.7 - Clarification of Proposal Documents

An interested party/consultant, who has obtained proposal documents, may request for clarification of contents of the Request for Pproposal document in writing and SNDB shall respond to such queries in writing within three calendar days, provided they are received at least **five (5)** calendar days prior to the date of opening of proposal.

It should be noted that any clarification to any query by an Interested Party shall also be communicated to all other parties, who have obtained the proposal documents.