



**Special Technology Zones Authority**

Cabinet Division

Government of Pakistan

**Expression of Interest (EOI) for Pre-Qualifying Firms to Conduct the National Special Technology Zones Study for Demand Assessment and Impact Analysis for Special Technology Zones Authority**

1. STZA, an autonomous body established under the Special Technology Zones Authority Act 2021 invites Expressions of Interest (“EOI”) from firms who are on the Active Taxpayers List of the Federal Board of Revenue for conducting the “National Special Technology Zones Study for Demand Assessment and Impact Analysis”. The purpose of this EOI is to pre-qualify eligible bidders for participation in the subsequent Request for Proposal (RFP), which will be issued following the results of this EOI.
2. EOI advertisement and documents, (containing detailed terms and conditions, etc. are available on the STZA website [www.stza.gov.pk](http://www.stza.gov.pk), website of Public Procurement Regulatory Authority [www.ppra.org.pk](http://www.ppra.org.pk) and EPADs at <https://eprocure.gov.pk>. All applicants who intend to participate must send an email to [mehwish.iqbal@stza.gov.pk](mailto:mehwish.iqbal@stza.gov.pk) with their contact details for any clarifications prior to the submission.
3. The expression of interest, prepared in accordance with the instructions in the EOI documents, should be submitted up to 10 February 2025 by 1100 hours. **Bidders are also required to submit their proposal on EPADs at <https://eprocure.gov.pk>. In case the bid is not submitted on EPADs, it will not be accepted by the STZA in hard form.** The Bids will be opened on the same date 10 February 2025 at 1130 Hours in the presence of the Bidders’ representatives who may choose to be present at the address below.

**Mehwish Iqbal**

Manager Procurement

[mehwish.iqbal@stza.gov.pk](mailto:mehwish.iqbal@stza.gov.pk)

Special Technology Zones Authority

16th Floor, New State Life Tower, Plot # 61, Jinnah Avenue, Islamabad



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**EXPRESSION OF INTEREST FOR  
PRE-QUALIFYING FIRMS TO CONDUCT THE NATIONAL SPECIAL TECHNOLOGY ZONES  
STUDY FOR DEMAND ASSESSMENT AND IMPACT ANALYSIS  
FOR SPECIAL TECHNOLOGY ZONES AUTHORITY**

## **INSTRUCTIONS TO BIDDERS**

### **1. BACKGROUND**

- 1.1. Special Technology Zones Authority (“**STZA**”) is an autonomous body established under the Special Technology Zones Authority Act, 2021. The Authority has been mandated to provide institutional and legislative support for the technology sector with internationally competitive and export-oriented structures and ecosystem, to attract FDI, to connect academia, research and technology industry, to increase the productivity and decrease the costs of production through high-tech interventions, intensive innovation and futuristic entrepreneurship, to enable job creation, to commercialize technological knowledge and more. This will be manifested through creation of Special Technology Zones (STZs or Zones) across the country bearing science and technology parks, incubation centers, R&D centers, technology production centers, universities, technical training centers etc. More details can be obtained from STZA website [www.stza.gov.pk](http://www.stza.gov.pk), website of Public Procurement Regulatory Authority [www.ppra.org.pk](http://www.ppra.org.pk) and EPADs at <https://eprocure.gov.pk>.
- 1.2. STZA intends to pre-qualify eligible **firms** through this request for an Expression of Interest (“**EOI**”).
- 1.3. Those bidders who pre-qualify in this EOI will be invited to participate in a Request for Proposal (“**RFP**”) process.

### **2. INVITATION TO SUBMIT AN EXPRESSION OF INTEREST**

- 2.1. Eligible firms are invited to submit a proposal to participate in STZA’s pre-qualification process for engaging firms to provide services to STZA on conducting the National Special Technology Zones Study for Demand Assessment and Impact Analysis, and ancillary matters. Firms should submit their proposals, detailing their experience and qualifications in the form provided in this document.

### **3. TERMS AND CONDITIONS**

- 3.1. This request for EOI will be subject to the Public Procurement Regulations 2004, and/or Procurement of Consultancy Services Regulations 2010 and any other relevant rules.
- 3.2. STZA will ensure all data submitted by prospective applicants is treated as confidential. All bidders will be expected to keep any information received from STZA confidential.
- 3.3. All expenses related to participating in this request for EOI will be borne by the applicants.

- 3.4. STZA reserves the right to verify any information submitted by the applicants.
- 3.5. Any information which is found by STZA to be false will be ground for rejection. Any misstatement or concealment will also be grounds for rejections.
- 3.6. STZA reserves the right to, at any time, cancel this procurement process without notice and disclaims all and any liability in that instance.
- 3.7. All queries must be in writing or through email.
- 3.8. In responding to this request for EOI, all bidders accept the responsibility fully to understand this EOI document in its entirety, and in detail, including making any inquiries to STZA as necessary to gain such understanding. STZA reserves the right to disqualify any firm who demonstrates less than such understanding. Further, STZA reserves the right to determine, at its sole discretion, whether the firm has demonstrated such understanding. That right extends to cancellation of award if award has been made. Such disqualification and/or cancellation shall be at no fault, cost, or liability whatsoever to STZA.
- 3.9. In case of successful prequalified bidders, the evaluation criteria followed in the RFP will be QCBS (Quality and Cost Based Selection).

#### **4. DEADLINE FOR SUBMISSION AND PROCEDURE**

- 4.1. All prospective applicants must send an email to mehwish.iqbal@stza.gov.pk with their contact details. STZA will not be liable for any missed communications due to a failure to provide this information.
- 4.2. By 11.00 hours on 10 February 2025, all proposals must be submitted and proposals will be opened at 1130 hours on **10 February 2025** at the STZA office located at:

**16<sup>th</sup> Floor, STZA Office, New State Life Tower, Jinnah Avenue, Islamabad**

- 4.3. Submission of documents cannot be through email.
- 4.4. Bidders are also required to submit their proposal on EPADs at <https://eprocure.gov.pk>. In case the bid is not submitted on EPADs, it will not be accepted by the STZA in hard form.
- 4.5. All envelopes must be sealed, include all documents required and must be clearly marked:

**“EOI for Pre-qualifying firms to conduct the National Special Technology Zones Study for Demand Assessment and Impact Analysis for STZA”**

#### **5. TERMS OF REFERENCE**

- 5.1. Successful bidders will be required to provide the following services:
- i. Conduct a comprehensive demand assessment to gauge the interest of both the public and private sectors in potential Zones, Zone Developers and Zone Enterprises across the country along with associated support factors. This demand assessment may be via a combination of survey and existing data along with analyses.
  - ii. Quantify and forecast the economic impacts associated with the Zones and the technology businesses that will be hosted within these Zones. This analysis should align with the key strategic objectives of STZA.
  - iii. Document, analyze, and compare global best practices in the development of scientific and technological ecosystems.

## 6. DOCUMENTS

6.1. All applicants **must** submit in a sealed envelope:

6.1.1. An Expression of Interest in a sealed envelope (and labelled as "EXPRESSION OF INTEREST" and indicating the firm's name) which includes:

- 6.1.1.1. A letter of introduction briefly detailing the prospective firm's suitability for this assignment;
- 6.1.1.2. A profile of the firm;
- 6.1.1.3. Original Affidavit (not more than 30 days old) on Stamp Paper of at least Rs 100 value that the Bidder is not insolvent, bankrupt, or blacklisted or debarred by any public agencies;
- 6.1.1.4. Audited financial statements, tax returns or any other equivalent statutory document to ensure financial capacity for the past three (03 years); and
- 6.1.1.5. Firm's incorporation certificate along with NTN certificate.

## 7. EVALUATION CRITERIA AND PROCESS

- 7.1. Applicants must meet all the minimum required qualification criteria mentioned in section 8 to qualify. Failure to meet any of the mentioned criteria will disqualify a bidder.
- 7.2. Applicants who fail to submit any of the documents detailed in Section 6 and Section 8 will be rejected.
- 7.3. Pre-qualification will be subject to the provision of references and verification of those references by STZA in its sole discretion.

- 7.4. Only those bidders who are found technically responsive and clear the qualification criteria laid out in section 8 will be invited to the request for proposal (RFP) process.

## 8. PREQUALIFICATION CRITERIA

Table 1: Minimum Criteria for Prequalification

Sr #	Qualification / Experience	Condition
1	<p>The Consultant, or in the case of a consortium, the lead consultant must have successfully completed at least one project (01) in Pakistan in areas such as research, demand assessment, or impact analysis at the national-level.</p> <p><b>Documents Required</b> : For project of similar nature, completion certificates or equivalent documents are required. Explain whether the research etc. was at the primary and/or secondary level.</p>	Must
2	<p>The Consultant, or in the case of a consortium, the lead consultant must demonstrate financial capacity with an average annual turnover of at least PKR 500 million over the past three years.</p> <p><b>Documents Required</b> : Audited Financials for the past three years are required.</p>	Must
3	<p>The team lead must possess a minimum of a master's degree or equivalent qualification, have at least 15 years of experience and have led at least one project of similar scale in a lead role.</p> <p><b>Documents Required</b> : Detailed CV of the proposed team lead along with the completion certificate and a brief summary of the project completed.</p>	Must

4	<p>The team should comprise of a Technology Ecosystem Specialist / Technology Business Specialist and an Economist with a minimum of bachelors degree in the relevant fields.</p> <p><b>Documents Required</b> : The detailed CVs of the proposed professionals.</p>	Must
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