

## A. TENDER ADVERTISEMENT (FOR NATIONAL DAILIES & PPRA)

**Government of Pakistan**  
**Ministry of Industries & Production**  
**Engineering Development Board (EDB)**

### REQUEST FOR PROPOSALS (RFP)

Hiring of Consultant/Consultancy Firms for Sector Studies in Engineering Industries

Engineering Development Board (EDB), Ministry of Industries & Production, Government of Pakistan invites sealed proposals from reputable consultant/consulting firms for undertaking the following studies:

Sr. No.	Title	Sr. No.	Title
1	Study on Home Appliances	2	Study on Electrical & Power Equipment
3	Study on Automotive Products & Parts Industry	4	Study on Capital Goods
5	Study on Pumps, Motors & Valves	6	Study on Sanitary Fittings

#### Scope

Each study involves assessment of the above sectors for the financial year 2025 in the following areas.

- i. National productive capacity in each of the sectors defined above.
- ii. National consumer demand in each of the sectors per annum.
- iii. Installed capacity of each sector.
- iv. Export potential of each sector in US Dollar (per annum)
- v. Ten key potential export markets for producers in Pakistan within the sectors mentioned above , categorized by country

**Procurement:** Single Stage – Two Envelope Procedure (Technical & Financial Proposals separately as per PPRA rule 36 (b))

#### Eligibility Criteria

- i. Individual consultants with active NTN status/ consulting firm with active NTN and STRN
- ii. Proven experience in conducting market research and analysis
- iii. Strong analytical and work experience in macro-economic analysis

**RFP Documents:** RFP documents can be downloaded from:

- i. PPRA website ([www.ppra.org.pk](http://www.ppra.org.pk)),
- ii. EDB website ([www.engineeringpakistan.com](http://www.engineeringpakistan.com))

**Submission Details:** Deadline: May 07, 2026 at 11:00hrs on PPRA E-PADs 2.0

Address: Engineering Development Board, Islamabad.

Technical Proposals will be opened on the same day in the presence of bidders at 11:30hrs.

**General Manager (Admin/PDG)**

Address: Second Floor, EDB Complex, 5-A Constitution Avenue, Islamabad.

Contact: 051-9203140| Email: [asim@edb.gov.pk](mailto:asim@edb.gov.pk)

EDB reserve the right to accept/reject all or any bids as per PPRA rules

## **B. DETAILED RFP DOCUMENT**

### **1. Introduction**

Engineering Development Board (EDB), under Ministry of Industries & Production, intends to engage consulting firms to undertake six (06) short studies in engineering industries to support policy formulation and industrial planning.

These studies are based on approved Terms of Reference covering the following scope.

### **2. Assignment Overview**

The consultancy/consultancy firms shall cover the following sectors:

- i. Home Appliances
- ii. Electrical & Power Equipment
- iii. Automotive Products & Parts
- iv. Capital goods
- v. Pumps, Motors and Valves
- vi. Sanitary fittings

Each assignment is independent, and consultant/consultancy firms may apply for one or multiple sector (study).

### **3. Scope of Work**

The scope shall include:

- i. National productive capacity in each of the sectors defined above.
- ii. National consumer demand in each of the sectors per annum.
- iii. Installed capacity of each sector.
- iv. Export potential of each sector in US Dollar (per annum)
- v. Ten key potential export markets for producers in Pakistan within the sectors mentioned above, categorized by country

### **4. Deliverables**

The selected firm shall submit:

- i. Inception Report (Within 5 days of work order)
- ii. Draft Report (Within 15 days of work order)
- iii. Final Report (Incorporating feedback) (within 20 days of work order)
- iv. Submission of 05 color copies of final report to EDB including 02 copies in soft form

**5. Duration:** 15–20 days each study (from the award of work order)

### **6. Methodology**

- i. Secondary data review
- ii. Stakeholder consultations (if required)

### **7. Eligibility Criteria**

- i. Registered consultant/ consultancy firm with tax authorities
- ii. Minimum 05 years' consultancy experience with 10 years of progressive work experience in the field of economics/ public policy

- iii. Consultant/consulting firm with an international consultant/s as part of the team will receive preference.

## 8. Proposal Submission

Two Envelope System:

- i. Envelope 1: Technical Proposal
- ii. Envelope 2: Financial Proposal

## 9. Evaluation Criteria

Technical (80 Marks)

Criteria	Marks
Consultant/consulting firm with an international consultant/s as part of the team	30
Consultant/ consultancy firms with minimum 05 years' consultancy experience with 10 years of progressive work experience in the field of economics/ public policy	10
Consultant/ consulting firm or a member within the team with an international experience in a similar assignment/s	30
Consultant/ consulting firm with maximum number of team members with foreign qualifications (Master/PhD)	10

Minimum qualifying score: 70%

Financial (20 Marks)

- i. Lowest quoted consultant/consultancy firms

## 10. Award of Contract

- i. Contract will be awarded to most advantageous bidder
- ii. Separate award per sectoral study

## 11. Payment Schedule

Milestone	% Payment
Inception Report	40%
Draft Report	40%
Final Report	20%

## 12. Instructions to Bidders

- i. Proposals must be complete
- ii. No overwriting
- iii. Validity: 30 days
- iv. Late submissions rejected

## 13. General Conditions

- i. PPRA Rules applicable
- ii. Conflict of interest must be declared
- iii. Confidentiality required

## **C. BIDDING DOCUMENT (STANDARD FORMS)**

### **1. Technical Proposal Forms**

Form T-1: Cover Letter

- i. Consultant/ Consultancy Firm name
- ii. Assignment title
- iii. Commitment statement

Form T-2: Firm Profile

- i. Legal status
- ii. Years of experience
- iii. Core expertise

### Form T-3: Relevant Experience

| Project | Client | Year | Scope |

### Form T-4: Methodology

- i. Approach
- ii. Data sources
- iii. Work plan

### Form T-5: Key Personnel

| Name | Qualification | Experience | Role |

*(In case of individual consultant, relevant experience and relevant assignment completed should be mentioned)*

## 2. Financial Proposal Forms

### Form F-1: Financial Summary

| Item (Study Name) | Cost (PKR) |

### Form F-2: Breakdown

- i. Professional fees
- ii. Applicable Taxes
- iii. Miscellaneous costs

## 3. Bid Security

- 2% of bid value

## 4. Contract Agreement Template

Includes:

- i. Scope of work
- ii. Payment terms
- iii. Deliverables
- iv. Termination clause
- v. Arbitration clause

### 4.1. Evaluation Sheet (Internal Use)

| Bidder | Tech Score | Financial Score | Total |

## 5. Termination Clause

### 5.1 Termination for Default

The Client (EDB) may, by written notice, terminate the Contract in whole or in part, if:

- i. The consultant/consultancy firms fails to perform any obligation(s) under the Contract;
- ii. The consultant/consultancy firms fails to deliver outputs within the stipulated timelines without justified reasons;

- iii. The consultant/consultancy firms submits unsatisfactory, incomplete, or substandard deliverables;
- iv. The consultant/consultancy firms engages in corrupt, fraudulent, collusive, or coercive practices as defined under PPRA Rules;
- v. The consultant/consultancy firms become insolvent, bankrupt, or otherwise unable to perform the Contract.

## 5.2 Termination for Convenience

The Client may terminate the Contract at any time, in whole or in part, for its convenience by giving 07 days' prior written notice, without assigning any reason.

## 5.3 Termination by Consultant/ Consultancy Firm

The consultant/consultancy firms may terminate the Contract by giving 15 days prior written notice, subject to:

- i. Submission of all completed work up to the date of termination;
- ii. Settlement of all outstanding obligations.

## 5.4 Effect of Termination

Upon termination:

- i. The consultant/consultancy firms shall immediately cease all work;
- ii. All reports, data, documents, and materials shall be handed over to the EDB;
- iii. Payments shall be made only for satisfactorily completed deliverables, as determined by the Client;
- iv. Any advance payments, if made, shall be adjusted or recovered.

## **6. Liquidated Damages (Penalty for Delay & Non-Performance)**

### 6.1 Delay in Deliverables

In case of delay attributable to the Consultant/Consultancy Firm, liquidated damages shall be imposed at the rate of 0.1% of total contract value per day, subject to a maximum of 10% of the contract value.

### 6.2 Substandard Deliverables

If submitted deliverables are found unsatisfactory:

- i. The consultant/consultancy firms shall rectify deficiencies within 03 days at no additional cost;
- ii. Failure to rectify may result in deduction up to 10% of milestone payment or termination.

### 6.3 Non-Performance

In case of persistent non-performance:

- i. Contract may be terminated;
- ii. Performance security (if applicable) may be forfeited;
- iii. The consultant/consultancy firm may be blacklisted in accordance with PPRA Rules.

## **7. Performance Security**

The successful bidder shall furnish Performance Security equivalent to 5% of contract value within 03 days of award of contract, refundable upon satisfactory completion.

## **8. Force Majeure**

Neither party shall be liable for failure due to events beyond reasonable control including natural disasters, war, strikes, or government actions. The affected party shall notify within 03 days of occurrence.

## **9. Confidentiality & Data Ownership**

- i. All data, reports, and outputs shall remain the property of EDB;
- ii. The consultant/consultancy firms shall not disclose any information without prior written approval;
- iii. Obligation survives termination.

## **10. Conflict of Interest**

The consultant/consultancy firms shall disclose any actual or potential conflict of interest. Failure to disclose may lead to termination and disqualification.

## **11. Intellectual Property Rights**

All intellectual property generated under this assignment shall vest solely with Engineering Development Board (EDB).

## **12. Governing Law**

This Contract shall be governed by the laws of the Islamic Republic of Pakistan.

## **13. Dispute Resolution**

Any dispute shall be resolved through:

- i. Amicable settlement within 03 days;
- ii. Failing which, arbitration under Arbitration Act, 1940 in Islamabad.

## **14. Blacklisting (PPRA Mandatory Clause)**

The consultant/consultancy firms may be blacklisted in accordance with PPRA Rule 19, in case of:

- i. Fraudulent practices
- ii. Non-performance
- iii. Submission of false information

## **15. Inspection & Audit Rights**

EDB reserves the right to inspect, review, and audit all records related to the assignment at any stage.

## **16. Assignment & Subcontracting**



## **CONSULTANCY AGREEMENT**

This Agreement is made between:

Engineering Development Board (EDB)

AND

[Consultant/Consultancy Firm Name]

### **1. Scope of Work**

- i. National productive capacity in each of the sectors defined above.
- ii. National consumer demand in each of the sectors per annum.
- iii. Installed capacity of each sector.
- iv. Export potential of each sector in US Dollar (per annum)
- v. Ten key potential export markets for producers in Pakistan within the sectors mentioned above, categorized by country

### **2. Duration**

The assignment shall be completed within 15–20 days.

### **3. Payment Terms**

Payments shall be made as follows:

- 40% upon Inception
- 40% upon Draft Report
- 20% upon Final Report

### **4. Obligations of Consultant/Consultancy Firm**

The Consultant/Consultancy Firm shall ensure quality, confidentiality, and timely delivery.

## 5. Termination

The Client i.e., EDB may terminate the contract in case of non-performance.

## 6. Dispute Resolution

Disputes shall be resolved under applicable laws of Pakistan.

## 7. Signatures

Client: \_\_\_\_\_

Consultant/Consultancy Firm: \_\_\_\_\_

### Terms of Reference (ToRs) Study on Home Appliances Sector

#### 1. Background

The home appliances sector is an important part of Pakistan's engineering industry. It has strong linkages with electronics, plastics, sheet metal, and component manufacturing. The sector has shown steady growth due to rising population, urbanization, and increasing consumer demand. At the same time, there is potential to expand exports in regional and international markets.

However, the sector is not working at its full potential. There is a need to clearly assess installed capacity, actual production, and productivity gaps. A focused study will help identify key issues and provide practical recommendations for improving output and competitiveness.

#### 2. Objective of the Study

The objective of the study is to undertake a brief and practical review of the home appliances sector in Pakistan with focus on:

- i. Total installed capacity and actual production
- ii. Current gaps and recommendations to improve productivity
- iii. Export potential of the sector

#### 3. Scope of Work: The study shall be limited to the following areas:

- i. National productive capacity in each of the sectors defined above.
- ii. National consumer demand in each of the sectors per annum.
- iii. Installed capacity of each sector.
- iv. Export potential of each sector in US Dollar (per annum)
- v. Ten key potential export markets for producers in Pakistan within the sectors mentioned above, categorized by country

#### 4. Methodology

The study shall be conducted using a simple and practical approach:

- i. Review of available secondary data, industry reports, and official statistics
- ii. Limited consultations with manufacturers and stakeholders (if required)

- iii. Analysis of capacity, production, and export data
- iv. Identification of gaps and preparation of clear recommendations

**5. Deliverables:** The consultant/consultancy firm shall submit:

- i. Inception Report (Within 5 days of work order)
- ii. Draft Report (Within 15 days of work order)
- iii. Final Report (Incorporating feedback) (within 20 days of work order)
- iv. Submission of 05 color copies of final report to EDB including 02 copies in soft form

## **6. Timeline**

The study shall be completed within 15–20 days from the date of award of work.

### **Terms of Reference (ToRs)**

#### **Study on Electrical & Power Equipment Sector of Pakistan**

##### **1. Background**

The electrical and power equipment sector is an important component of Pakistan's engineering and industrial base. It supports the power, construction, manufacturing, and infrastructure sectors through products such as transformers, switchgear, wires and cables, meters, panels, and other electrical equipment. The sector has strategic importance due to its linkage with power generation, transmission, distribution, industrial expansion, and renewable energy integration. A focused study is required to assess the present position of the sector, its broad industrial structure, product base, market role, and major development issues. This study will provide a concise basis for future policy and industrial planning.

##### **2. Objective of the Study**

The objective of the study is to undertake an overall analysis of Pakistan's electrical and power equipment sector, covering its present structure, major product segments, industrial profile, key constraints, and broad opportunities for growth.

##### **3. Scope of Work:**

- i. National productive capacity in each of the sectors defined above.
- ii. National consumer demand in each of the sectors per annum.
- iii. Installed capacity of each sector.
- iv. Export potential of each sector in US Dollar (per annum)
- v. Ten key potential export markets for producers in Pakistan within the sectors mentioned above, categorized by country

**4. Methodology:** The study shall be conducted through an assessment approach, including:

- i. Review of available secondary data, sector reports, and official information
- ii. Limited consultations with manufacturers, associations, and relevant stakeholders
- iii. Brief analysis of sector.
- iv. Preparation of a concise analytical report with findings and recommendations

**5. Deliverables:** The consultant/consultancy firm shall submit:

- i. Inception Report (Within 5 days of work order)
- ii. Draft Report (Within 15 days of work order)
- iii. Final Report (Incorporating feedback) (within 20 days of work order)
- iv. Submission of 05 color copies of final report to EDB including 02 copies in soft form

**6. Timeline:** The duration of the assignment shall be 15–20 days from the date of award of work.

**Terms of Reference (ToRs)**  
**Study on Automotive Products & Parts Industry**

**1. Background**

The automotive products and parts industry is an important part of Pakistan’s engineering sector. It supports vehicle manufacturing including cars, motorcycles, commercial vehicles, and emerging electric vehicles. The sector has strong linkages with steel, plastics, rubber, electronics, and machining industries.

The industry includes a large number of vendors and parts manufacturers working with OEM assemblers and the aftermarket. It has good potential for growth due to rising demand for vehicles and replacement parts. At the same time, there is potential to increase exports in regional and global markets.

However, the sector is not fully utilizing its potential. There are issues such as high import dependence, low production efficiency, and limited export base. A focused study is required to assess installed capacity, actual production, and productivity gaps. The study will help identify key issues and provide simple recommendations for improving output, localization, and competitiveness.

**2. Objective of the Study**

The objective of the study is to undertake a brief and practical review of the automotive products and parts industry in Pakistan with focus on:

- i. Total installed capacity and actual production
- ii. Current gaps and recommendations to improve productivity
- iii. Export potential of the sector

**3. Scope of Work: The study shall be limited to the following areas:**

- i. National productive capacity in each of the sectors defined above.
- ii. National consumer demand in each of the sectors per annum.
- iii. Installed capacity of each sector.
- iv. Export potential of each sector in US Dollar (per annum)
- v. Ten key potential export markets for producers in Pakistan within the sectors mentioned above, categorized by country

**4. Methodology**

The study shall be conducted using a simple and practical approach:

- i. Review of available secondary data, industry reports, and official statistics
- ii. Limited consultations with manufacturers and stakeholders (if required)

- iii. Analysis of capacity, production, and export data
- iv. Identification of gaps and preparation of clear recommendations

## **5. Deliverables**

The consultant/consultancy firm shall submit:

- i. i. Inception Report (Within 5 days of work order)
- ii. Draft Report (Within 15 days of work order)
- iii. Final Report (Incorporating feedback) (within 20 days of work order)
- iv. Submission of 05 color copies of final report to EDB including 02 copies in soft form

**6. Timeline:** The study shall be completed within 15–20 days from the date of award of work.

**Terms of Reference (ToRs)**  
**Study on Capital Goods Sector**

**1. Background**

The capital goods sector is an important part of Pakistan's engineering industry. It includes machinery, industrial equipment, electrical equipment, and heavy engineering products used in manufacturing, construction, energy, and infrastructure. The sector has strong linkages with steel, fabrication, electronics, and precision engineering.

The sector has growth potential due to increasing demand from industrial expansion, energy projects, and infrastructure development. It also has potential to reduce imports and increase exports of selected machinery and equipment.

However, the sector is not working at its full potential. There is high dependence on imported machinery, limited local production of advanced equipment, and gaps in productivity. A focused study is required to assess capacity, production, and demand. The study will help identify key issues and provide simple recommendations for improving performance and competitiveness.

**2. Objective of the Study**

The objective of the study is to undertake a brief assessment of the capital goods sector in Pakistan with focus on estimating national capacity and demand, assessing installed capacity and actual production to determine utilization levels, and evaluating export potential in USD. The study will also identify key products with export potential and determine the top 10 country-wise export destinations for the sector.

**3. Scope of Work:**

- i. National productive capacity in each of the sectors defined above.
- ii. National consumer demand in each of the sectors per annum.
- iii. Installed capacity of each sector.
- iv. Export potential of each sector in US Dollar (per annum)
- v. Ten key potential export markets for producers in Pakistan within the sectors mentioned above, categorized by country

**4. Methodology**

The study shall be conducted using a simple and practical approach:

- i. Review of available secondary data, industry reports, and official statistics
- ii. Limited consultations with manufacturers and stakeholders (if required)
- iii. Analysis of capacity, production, and export data
- iv. Identification of gaps and preparation of clear recommendations

**5. Deliverables:**

The consultant/consultancy firm shall submit:

- i. i. Inception Report (Within 5 days of work order)
- ii. Draft Report (Within 15 days of work order)
- iii. Final Report (Incorporating feedback) (within 20 days of work order)

- iv. Submission of 05 color copies of final report to EDB including 02 copies in soft form

## **6. Timeline**

The study shall be completed within 15–20 days from the date of award of work.

## **1. Background**

The pumps, motors, and valves sector is an important part of Pakistan's engineering industry. It supports key sectors such as agriculture, water management, oil and gas, power generation, construction, and manufacturing. The sector has strong linkages with casting, machining, electrical components, and fabrication industries.

The sector has good growth potential due to increasing demand from irrigation systems, industrial use, water supply schemes, and energy projects. There is also potential to reduce imports and increase exports of selected products.

However, the sector is not working at its full potential. There is high dependence on imported components, limited production of advanced products, and gaps in productivity. A focused study is required to assess capacity, production, and demand. The study will help identify key issues and provide simple recommendations to improve performance and competitiveness.

## **2. Objective of the Study**

The objective of the study is to undertake a brief assessment of the pumps, motors, and valves sector in Pakistan with focus on estimating national capacity and demand, assessing installed capacity and actual production to determine utilization levels, and evaluating export potential in USD. The study will also identify key products with export potential and determine the top 10 country-wise export destinations for the sector.

## **3. Scope of Work:**

- i. National productive capacity in each of the sectors defined above.
- ii. National consumer demand in each of the sectors per annum.
- iii. Installed capacity of each sector.
- iv. Export potential of each sector in US Dollar (per annum)
- v. Ten key potential export markets for producers in Pakistan within the sectors mentioned above, categorized by country

## **4. Methodology**

The study shall be conducted using a simple and practical approach:

- i. Review of available secondary data, industry reports, and official statistics
- ii. Limited consultations with manufacturers and stakeholders (if required)
- iii. Analysis of capacity, production, and export data
- iv. Identification of gaps and preparation of clear recommendations

## **5. Deliverables:**

The consultant/consultancy firm shall submit:

- i. i. Inception Report (Within 5 days of work order)
- ii. Draft Report (Within 15 days of work order)
- iii. Final Report (Incorporating feedback) (within 20 days of work order)
- iv. Submission of 05 color copies of final report to EDB including 02 copies in soft form

## **6. Timeline**

The study shall be completed within 15–20 days from the date of award of work.

**Terms of Reference (ToRs)**  
**Study on Sanitary Fittings**

**1. Background**

The sanitary fittings sector is an important part of Pakistan's engineering and construction-related industry. It includes products such as taps, mixers, showers, valves, pipes fittings, and other bathroom and plumbing accessories. The sector has strong linkages with metal casting, machining, electroplating, plastics, and finishing industries.

The sector has good growth potential due to rising demand from housing, commercial buildings, and infrastructure development. There is also increasing demand from renovation and replacement markets. At the same time, there is potential to increase exports of quality sanitary fittings to regional and international markets.

However, the sector is not working at its full potential. There is dependence on imported raw materials and high-end products, limited standardization, and gaps in productivity. A focused study is required to assess capacity, production, and demand. The study will help identify key issues and provide simple recommendations to improve performance and competitiveness.

## **2. Objective of the Study**

The objective of the study is to undertake a brief assessment of the sanitary fittings sector in Pakistan with focus on estimating national capacity and demand, assessing installed capacity and actual production to determine utilization levels, and evaluating export potential in USD. The study will also identify key products with export potential and determine the top 10 country-wise export destinations for the sector.

## **3. Scope of Work:**

- i. National productive capacity in each of the sectors defined above.
- ii. National consumer demand in each of the sectors per annum.
- iii. Installed capacity of each sector.
- iv. Export potential of each sector in US Dollar (per annum)
- v. Ten key potential export markets for producers in Pakistan within the sectors mentioned above, categorized by country

## **4. Methodology**

The study shall be conducted using a simple and practical approach:

- i. Review of available secondary data, industry reports, and official statistics
- ii. Limited consultations with manufacturers and stakeholders (if required)
- iii. Analysis of capacity, production, and export data
- iv. Identification of gaps and preparation of clear recommendations

## **5. Deliverables:**

The consultant/consultancy firm shall submit:

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The study shall be completed within 15–20 days from the date of award of work.