



# **Standard Procurement Documents**



# **Gwadar Lasbela Livelihoods Support Project Phase II (GLLSP-II)**

## **Request Expression of Interest**

*Consulting Services*  
*for*  
*Institutional Strengthening, Capacity Building and*  
*Policy Development of the Project Management Unit*  
*(PMU) of GLLSP-II*

Ref No: PAK-2000002331-0073-CS-QCBS

Issue Date: 4<sup>th</sup> May 2025



# Foreword

This document has been prepared by Gwadar Lasbela Livelihoods Support Project Phase II (GLLSP-II) and is based on the 1<sup>st</sup> edition of the IFAD-issued standard procurement document for expression of interest available at [www.ifad.org/project-procurement](http://www.ifad.org/project-procurement). This bidding document is to be used for the procurement of services using *Quality-Cost Selection Method* in projects financed by IFAD.

IFAD does not guarantee the completeness, accuracy or translation, if applicable, or any other aspect in connection with the content of this document.

4<sup>th</sup> May 2025

## Instructions to Consultants<sup>1</sup>

Ref No: PAK-2000002331-0073-CS-QCBS

### *Consulting Services*

*for the*

### *Institutional Strengthening Capacity Building and Policy Development for the Project Management Unit (PMU) of GLLSP-II*

1. The Islamic Republic of Pakistan has received has received financing from the International Fund for Agricultural Development (“the Fund” or “IFAD”) towards the cost of Gwadar-Lasbela Livelihoods Support Project – Phase II (GLLSP-II (“the client” or “procuring entity”), and intends to apply part of the proceeds for the recruitment of consulting services, for which this REOI is issued.

The use of any IFAD financing shall be subject to IFAD’s approval, pursuant to the terms and conditions of the financing agreement, as well as IFAD’s rules, policies and procedures. IFAD and its officials, agents and employees shall be held harmless from and against all suits, proceedings, claims, demands, losses and liability of any kind or nature brought by any party in connection with Gwadar-Lasbela Livelihoods Support Project – Phase II (GLLSP-II)

2. This request for expressions of interest (REOI) follows the general procurement notice that appeared in *The Daily Jang, Balochistan times, Century Express, Eagle Hub etc.* newspaper on 5<sup>th</sup> May 2025 on the IFAD website and on UNDB
3. This Request for Expression of Interest of interest (EOIs) from legally constituted consulting firms (not individual consultants) (“consultants”) to provide *consulting services for the* Institutional Strengthening of Fisherfolk Cooperative Societies
4. More details on these consulting services are provided in the preliminary terms of reference (PTOR) attached as **Annex 1**. The consultant may sub-contract selected activities provided that said services do will not exceed 20% of the total consultancy work.
5. Before preparing its EOIs, the consultant is advised to review the preliminary terms of reference attached as **Annex 1**, which describe the assignment and **Annex 2** that details the evaluation of the technical qualifications.

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<sup>1</sup> This document refers to legally constituted consulting firms as “consultant”.

6. The consultant shall not have any actual, potential or reasonably perceived conflict of interest. A consultant with an actual, potential or reasonably perceived conflict of interest shall be disqualified unless otherwise explicitly approved by the Fund. A consultant including their respective personnel and affiliates are considered to have a conflict of interest if they a) have a relationship that provides them with undue or undisclosed information about or influence over the selection process and the execution of the contract, b) participate in more than one EOI under this procurement action, c) have a business or family relationship with a member of the client's board of directors or its personnel, the Fund or its personnel, or any other individual that was, has been or might reasonably be directly or indirectly involved in any part of (i) the preparation of this expression of interest, (ii) the selection process for this procurement, or (iii) execution of the contract. The consultant has an ongoing obligation to disclose any situation of actual, potential or reasonably perceived conflict of interest during preparation of the EOI, the selection process or the contract execution. Failure to properly disclose any of said situations may lead to appropriate actions, including the disqualification of the consultant, the termination of the contract and any other as appropriate under the IFAD Policy on Preventing Fraud and Corruption in its Projects and Operations<sup>2</sup>.
7. All consultants are required to comply with the Revised IFAD Policy on Preventing Fraud and Corruption in its Activities and Operations (hereinafter, "IFAD's Anticorruption Policy") in competing for, or in executing, the contract.
  - a. If determined that a consultant or any of its personnel or agents, or its sub-consultants, sub-contractors, service providers, suppliers, sub-suppliers and/or any of their personnel or agents, has, directly or indirectly, engaged in any of the prohibited practices defined in IFAD's Anticorruption Policy or integrity violations such as sexual harassment, exploitation and abuse as established in IFAD's Policy to Preventing and Responding to Sexual Harassment, Sexual Exploitation and Abuse<sup>3</sup> in competing for, or in executing, the contract, the EOI may be rejected or the contract may be terminated by the client.
  - b. In accordance with IFAD's Anticorruption Policy, the Fund has the right to sanction firms and individuals, including by declaring them ineligible, either indefinitely or for a stated period of time, to participate in any IFAD-financed and/or IFAD-managed activity or operation. The Fund also has the right to recognize debarments issued by other international financial institutions in accordance with its Anticorruption Policy.
  - c. Consultants and any of their personnel and agents, and their sub-consultants, sub-contractors, service providers, suppliers, sub-suppliers and any of their personnel and agents are required to fully cooperate with any investigation conducted by the Fund, including by making personnel available for interviews and by providing full access to any and all accounts, premises, documents and records (including electronic records) relating to this selection process or the execution of the contract

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<sup>2</sup> The policy is accessible at [www.ifad.org/anticorruption\\_policy](http://www.ifad.org/anticorruption_policy).

<sup>3</sup> The policy is accessible at <https://www.ifad.org/en/document-detail/asset/40738506>.

and to have such accounts, premises, records and documents audited and/or inspected by auditors and/or investigators appointed by the Fund.

- d. Consultants have the ongoing obligation to disclose in their EOI and later in writing as may become relevant: (i) any administrative sanctions, criminal convictions or temporary suspensions of themselves or any of their key personnel or agents for fraud and corruption, and (ii) any commissions or fees paid or to be paid to agents or other parties in connection with this selection process or the execution of the contract. As a minimum, consultants must disclose the name and contact details of the agent or other party and the reason, amount and currency of the commission or fee paid or to be paid. Failure to comply with these disclosure obligations may lead to rejection of the EOI or termination of the contract.
  - e. Consultants are required to keep all records and documents, including electronic records, relating to this selection process available for a minimum of three (3) years after notification of completion of the process or, in case the consultant is awarded the contract, execution of the contract.
8. The Fund requires that all beneficiaries of IFAD funding or funds administered by IFAD, including the client, any consultants, implementing partners, service providers and suppliers, observe the highest standards of integrity during the procurement and execution of such contracts, and commit to combat money laundering and terrorism financing consistent with IFAD's Anti-Money Laundering and Countering the Financing of Terrorism Policy.<sup>4</sup>
  9. **Procedure:** the selection process will be conducted using *Quality-Cost Selection Method* as laid out in the IFAD Procurement Handbook that can be accessed via the IFAD website at [www.ifad.org/project-procurement](http://www.ifad.org/project-procurement). The client will evaluate the EOIs using the criteria provided in **Annex 2**. The shortlisted consultant(s) will be provided with the detailed TORs and asked to submit a detailed technical and financial offer. The evaluation will include a review and verification of qualifications and past performance, including a reference check, prior to the contract award.
  10. Consultants may associate with other firms to enhance their qualifications but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.
  11. Any request for clarification on this REOI including the PTOR should be sent via e-mail to the address below [pr.sp@gllsp.org.pk](mailto:pr.sp@gllsp.org.pk) no later than **11.30 AM 15<sup>th</sup> May 2025**. The client will provide responses to all clarification requests by **3.00 PM 23<sup>rd</sup> May 2025**.
  12. **Submission Procedure:** please submit your expression of interest using the forms provided for this purpose. Your EOI should comprise **one (1) original copy** of each EOI

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<sup>4</sup> The policy is accessible at <https://www.ifad.org/en/document-detail/asset/41942012>.

form annexed to this document **along with one copy and one soft copy in a flash drive**. EOIs shall be submitted to the address below no later than **11.30 AM Thursday 5<sup>th</sup> June 2025**.

**Addressed to**  
**The Project Director,**  
**Gwadar Lasbela Livelihoods Support Project Phase II (GLLSP-II)**

**Attn:** *Hummal Shad*  
*Procurement Specialist*  
*House 26-B, 6<sup>th</sup> Lane*  
*Opposite Jamia Masjid Jinnah Town*  
*Quetta 87300*  
**Tel:** +92 81 2503177  
**E-mail:** pr.sp@gllsp.org.pk

Yours sincerely,

**Rehmat Dashti**

**Project Director**  
**Gwadar Lasbela Livelihoods Support Project Phase II**  
**(GLLSP-II)**

# Form EOI-1

## EOI Submission Form

[Location, date]

[Authorized official]

**Re: Consulting Services for [insert assignment]**

**Ref: [insert]**

We, the undersigned, declare that:

1. We are expressing our interest in providing the consulting services for the above-mentioned assignment and have no reservations to the REOI, the instructions to the consultants and any addenda thereto.
2. Our expression of interest is open for acceptance for a period of ninety (90) days.
3. Our firm, its associates, including any subcontractors or suppliers for any part of the contract, have not been declared ineligible by the Fund and have not been subject to sanctions or debarments under the laws or official regulations of the client's country or not been subject to a debarment recognized under the Agreement for Mutual Enforcement of Debarment Decisions (the "Cross-Debarment Agreement")<sup>5</sup>, beyond those declared in paragraph 9 of this EOI submission form.
4. We acknowledge and accept the IFAD Revised Policy on Preventing Fraud and Corruption in its Activities and Operations. We certify that neither our firm nor any person acting for us or on our behalf has engaged in any prohibited practices as provided in ITC Clause 6. Further, we acknowledge and understand our obligation to report to [anticorruption@ifad.org](mailto:anticorruption@ifad.org) any allegation of prohibited practice that comes to our attention during the selection process or the contract execution.
5. No attempt has been made or will be made by us to induce any other consultant to submit or not to submit an EOI for the purpose of restricting competition.
6. We acknowledge and accept the IFAD Policy on Preventing and Responding to Sexual Harassment, Sexual Exploitation and Abuse. We certify that neither our firm nor any person acting for us or on our behalf has engaged in any sexual harassment, sexual

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<sup>5</sup> The Cross-Debarment Agreement was entered into by the World Bank Group, the Inter-American Development Bank, the African Development Bank, the Asian Development Bank and the European Bank for Reconstruction and Development, additional information may be located at: <http://crossdebarment.org/>.

exploitation or abuse. Further, we acknowledge and understand our obligation to report to [ethicsoffice@ifad.org](mailto:ethicsoffice@ifad.org) any allegation of sexual harassment, sexual exploitation and abuse that comes to our attention during the selection process or the contract execution.

- The following commissions, gratuities, or fees have been paid or are to be paid with respect to the selection process: *[Insert complete name of each recipient, its full address, the reason for which each commission or gratuity was paid and the amount and currency of each such commission or gratuity.]*

Name of Recipient	Address	Reason	Amount	Currency

(If none has been paid or is to be paid, indicate “none.”)

- We declare that neither our consulting firm nor any of its directors, partners, proprietors, key personnel, agents, sub-consultants, sub-contractors, consortium and joint venture partners have any actual, potential or perceived conflict of interest as defined in ITC Clause 5 regarding this selection process or the execution of the contract. *[insert if needed: “other than the following:” and provide a detailed account of the actual, potential or perceived conflict].* We understand that we have an ongoing disclosure obligation on such actual, potential or perceived conflicts of interest and shall promptly inform the client and the Fund, should any such actual, potential or perceived conflicts of interest arise at any stage of the procurement process or contract execution.
- The following criminal convictions, administrative sanctions (including debarments) and/or temporary suspensions have been imposed on our consulting firm and/or any of its directors, partners, proprietors, key personnel, agents, sub-consultants, sub-contractors, consortium and joint venture partners:

Nature of the measure (i.e., criminal conviction, administrative sanction or temporary suspension)	Imposed by	Name of party convicted, sanctioned or suspended (and relationship to the consultant)	Grounds for the measure (i.e., fraud in procurement or corruption in contract execution)	Date and time (duration) of measure


If no criminal convictions, administrative sanctions or temporary suspensions have been imposed, indicate "none".

10. We acknowledge and understand that we shall promptly inform the client about any material change regarding the information provided in this EOI submission form.
11. We further understand that the failure to properly disclose any of information in connection with this EOI submission form may lead to appropriate actions, including our disqualification as consultant, the termination of the contract and any other as appropriate under the IFAD Policy on Preventing Fraud and Corruption in its Projects and Operations.
12. We understand that you are not bound to accept any EOI that you may receive.

*[Authorized signatory]*

*[Name and title of signatory]*

*[Name and address of firm]*

**Form EOI-2**  
**Organization of the Consultant**

**Re: Consulting Services for *[insert assignment]***

**Ref: *[insert]***

*[Provide a brief description of the background and organization of your firm/entity and of each associated firm for this assignment. Include the organization chart of your firm/entity. The EOI must demonstrate that the consultant has the organizational capability and to carry out the assignment. The qualifications document shall further demonstrate that the consultant has the capacity to field and provide experienced replacement personnel on short notice. Key staff CVs are not required at the shortlisting stage.]*

Name of the firm	
Date of establishment	
Country of registration	
Full address of the firm	
Focal point: name, position, contact information (telephone, email):	Name:
	Tel:
	Email:
Number of branches in the country	
Country(ies) of operations with number of branches in each country	
Number of full-time employees	
Number of part-time employees	
Field(s) of expertise of the firm	

Number of professional staff with experience related directly to the assignment	
Subsidiary and associated companies ( <i>wherever applicable</i> ): (details in the following format to be provided for all associates) – (i) Name of the company (ii) Nature of business (iii) Address of the company (iv) Website of the company (v) Brief description of company (maximum of 120 words)	
Any other information that the consultant would like to add:	

**Maximum 10 pages**

**Form EOI-3**  
**Experience of the Consultant**

**Re: Consulting Services for [insert assignment]**

**Ref: [insert]**

*[Using the format below, provide information on each relevant assignment for which your firm, and each associate for this assignment, was legally contracted either individually as a corporate entity or as one of the major companies within an association, for carrying out consulting services similar to the ones requested under the preliminary terms of reference included in this EOI. The EOI must demonstrate that the consultant has a proven track record of successful experience in executing projects similar in substance, complexity, value, duration, and volume of services sought in this procurement.]*

**Maximum 20 pages]**

Assignment name:	Approx. value of the contract (in current US\$):
Country: Location within country:	Duration of assignment (months):
Name of client:	Total No. of staff-months of the assignment:
Address, and contact details (including email address(es)):	Approx. value of the services provided by your firm under the contract (in current US\$):

Start date (month/year): Completion date (month/year):	No. of professional staff-months provided by associated consultants:
Name of associated consultants, if any:	Name of proposed senior professional staff of your firm involved and functions performed (indicate most significant profiles such as project director/coordinator, team leader):
Narrative description of project:	
Description of actual services provided by your staff within the assignment:	

Name of Firm: \_\_\_\_\_

# ANNEX 1

## TERMS OF REFERENCE

### for the

## **Institutional Strengthening Capacity Building and Policy Development for the Project Management Unit (PMU) of GLLSP-II**

### **1. Background**

The Government of Balochistan, in collaboration with the International Fund for Agricultural Development (IFAD), is implementing a development project “Gwadar Lasbela Livelihoods Support Project 2<sup>nd</sup> Phase (GLLSP-II) through a dedicated Project Management Unit (PMU) and Project implementations Unit (PIUs) at Gwadar and Lasbela districts. To ensure effective, transparent, and compliant operations aligned with national and donor standards, the PMU seeks to engage a qualified technical firm to develop a comprehensive set of internal management policies and guidelines.

### **2. Objectives**

The main objective of this assignment is to develop institutional policies and procedural manuals that will govern the internal operations of the PMU/ PIUs of GLLSP-II Project, ensuring good governance, accountability, transparency, and efficiency.

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

The selected technical firm will be responsible for reviewing the existent management and Policy documents, drafting required new policies, and finalizing the following policies and internal guidelines, ensuring alignment with Government of Balochistan regulations, IFAD requirements, and best international practices:

The consultancy firm will be responsible for developing the following policies and guidelines:

- **Update Project Implementation Manual:** Update the existing PIM in accordance with the portfolio and hierarchy of the Project.
- **Institutional Organogram:** The consulting firm will develop an updated institutional organogram, outlining the organizational structure, roles, and responsibilities of HR (grade wise) of the project to enhance operational efficiency and clarity.
- **Management Policy:** Defining decision-making processes, and internal communication protocols and systems of project management.
- **Administration Policy:** Defining administrative procedures, asset management, and office operations, inventory systems, recording and reporting templates, vehicle policies, employee insurance policies i.e. coverage, benefits, EOBI, asset insurance, Travel policies, TA&DA policies. Petty Cash management policies and Office Management.

- **Financial Policy:** Establishing procedures for budgeting, accounting, financial reporting. Development of Financial policies and Financial Manuals in accordance with GoB and IFAD. Development of checklists/templates for Internal Controls.
- **Human Resources (HR) Policy:** standardization of the contract, appointment, offer letters templates, development of Terms of References of all the employees of the Project, KPI's, Job Descriptions, Annual Performance Evaluations/Appraisal policy, templates, standardization of the position announcements templates. Recruitment, employee relations, Capacity Building based on TNA, TNA templates should be part of Performance Evaluation, and Fringe benefits of the employment.
- **Procurement Policy:** Develop a comprehensive procurement policy/framework consistent with BPPRA and IFAD procurement guidelines that incorporates sustainable procurement practices and enhanced procurement monitoring. Development of Project Procurement Handbook that covers all type of procurement with thresholds Standardization of the template of procurement consistent with IFAD templates. Development of National Shopping and RFQ templates for the project and developed of MOA's, MOU's and Direct Contracting policy/guidelines. Development of the Contract Management policy. Development of Recording and reporting of procurement and record keeping guidelines. Development of the Community Involved Procurement guidelines consistent with IFAD Procurement handbook for the project.

The procurement policy shall also focus on green procurement practices for environmentally responsible procurement, implementation of SECAP, contract management and capacity building of procurement staff and development of departmental staff organogram.

- **Knowledge Management & Communication Policy:** Reviewing the existing policies and procedures of internal and external communication mechanisms and align the policy with standard mechanisms and practices. Development of the visibility and Communication policy of the project. Development of Knowledge sharing policy (Controlled and public). Development of social and mainstream media handling policies and guidelines for the project.
- **Grievance Redressal Policies for the project:** Development of Grievance Redressal Policies for the project, Reporting, recording of the complaints and response mechanism. Investigation of the cases and public hearing mechanism. Constitution of committees according to the grievance complaints.
- **SECAP Policy (Social, Environmental and Climate Assessment Procedures):** Review of existing Environmental and Social Management Plan of GLLSP align with SECAP guidelines of IFAD and finalizing the ESMP, World Bank and Provincial Environmental Protection Agency of Balochistan. Development of Environmental Social Management Framework of the Project. Developing the recording and reporting checklist to be used by project staff in assessing and designing the sub-projects and checklists/guidelines/templates to be used to check the

compliance of IFAD SECAP guidelines and Project ESMP. Developing guidelines for Capacity building of project and partners staff on ESMP and SECAP for project.

- **Internal Audit Policy:** Developing internal audit policy and framework for the project that covers risk assessment, compliance checks, and reporting mechanisms to ensure transparency and accountability. Development of the guidelines and frequency of the internal audit, materiality levels, component and audit of the project partners.
- **Anti-Corruption Policy:** Development guidelines for promoting integrity and accountability with mechanisms to prevent and address the corrupt practices and minimize the risks.
- **Project Gender Policy:** Development of Project Gender policy align with IFAD guidelines and Balochistan Gender Policy 2016. Development of guidelines for project using the align with PSEA and international standards with protection of women from harassment at workplace align with Balochistan act of protection of women from harassment and sexual exploitation at workplace.
- **Poverty Targeting Policy/Strategy:** Development of poverty targeting policy/strategy guidelines align with overarching policy for the other people-centred policies such as the Policy on Engagement with Indigenous Peoples, the Disability Inclusion Strategy 2022-2027, the Private Sector Engagement Strategy, the Strategy and Action on Environment and Climate Change 2019-205, the Integrated Borrowing Framework and the Strategy on Biodiversity 2022-2025 and Aligning the policy and target group definition with IFAD's mainstreaming priorities
- **Targeting Policy for the Project:** Development of project targeting policy for beneficiaries align with IFAD targeting policy and IFADs corporate mainstreaming priorities related with Youth, Gender and Social Inclusion, Nutrition Sensitive project and Climate Change and IFAD Strategic Framework
- **Monitoring and Evaluation Policy:** Review of existing M&E Plan and Development of project Monitoring and evaluation strategy, M&E Plan, M&E Framework and checklist for recording and reporting. Development of Action Trackers for addressing the key issues identified by the project M&E department. Developing complete scope of work of M&E department, staff reporting mechanism and departmental structure. Guidelines for carrying out internal evaluation, reporting periods and standard templates for quarterly, biannually and annual reports for the project. Finalizing the Log-frame of the project with defined indicators, inputs, outcomes align with project design report.
- **Value Chain Strategy for Fisheries Component:** Reviewing the existing value chain strategy of the project and finalize the value chain strategy align with IFAD guidelines. Developing guidelines and template for business plan development considering the 4P's of IFAD model. Developing guidelines for linkage development with relevant stakeholders

- **Capacity Building of Project Staff:** Organizing training workshops and exposure visit for the project staff at least 15 to visit organizations (National and International) that have policies in place at National Level.
- **Other Internal Policies and Guidelines:** As identified during consultation process, such as risk management, data protection, or environmental sustainability policies etc.

#### 4. Responsibilities of the Firm

- Conduct stakeholder consultations, including with PMU staff, government representatives, and other stakeholders, where appropriate.
- Review existing policies, national laws, donor standards (especially IFAD's and Project Management guidelines, GOB and GOP policies and guidelines), and relevant international benchmarks.
- Perform a gap analysis to identify existing deficiencies in policy frameworks.
- Develop draft versions of all identified policies and share with the relevant PMU staff.
- Ensure compliance with the Government of Balochistan and IFAD regulations.
- Adhere to agreed timelines and deliverables as per the contract.
- Maintain confidentiality of all PMU-related information and data.
- Facilitate validation workshops to review and refine policies.
- Incorporate feedback and finalize policy documents.
- Provide brief orientation/training sessions to PMU/ PIU staff on the implementation of the developed policies.
- Submit a final comprehensive policy manual in both hard and soft formats.

#### 5. Deliverables

- Inception Report with workplan and methodology/ Strategy
- Draft versions of all policies and manuals
- Workshop facilitation reports
- Finalized and approved versions of all policy documents
- Orientation/training report
- Final report summarizing the process and recommendation

## 6. Duration

The assignment is expected to be completed within **150 Days** from the date of contract signing.

## 7. Required Qualifications of the Firm

- Minimum 5 years of experience in institutional development, policy development, and organizational strengthening.
- Registered legal entity and active taxpayer
- Demonstrated experience working with government agencies and donor-funded projects, preferably with UN agencies, WB and IFAD
- Multi-disciplinary team with expertise in HR, finance, procurement, administration, legal/regulatory frameworks, and gender/inclusion.
- Proven ability to deliver high-quality written policies in English and Urdu.

## 8. Budget

The shortlisted firm will be required to submit a detailed financial proposal outlining costs for each deliverable after issuance of the RFP.

## 9. Reporting

The firm will report to the **Project Director, PMU**, and work in close coordination with designated focal points from Project Management Unit (PMU) as required.

## 10. EOI must include:

- Company Profile and Relevant Experience.
- NTN and BRA Registration Certificates.
- Proposed Methodology and Work Plan.

## 11. Deadline for Submission of Proposals:

Interested firms should submit technical and financial proposals by:

**11:30 AM on 5<sup>th</sup> June 2025** at PMU GLLSP-II, House 26-B, 6<sup>th</sup> Lane  
Opposite Jamia Masjid Jinnah Town, Quetta.

The EOIs will be opened at **12:00 PM** on **same**

## ANNEX 2

### Qualification and Evaluation Criteria

Item	Criteria	Points
<b>For specific experience, evidence shall include successful experience in the execution of similar nature and scope of works</b>		
<b>A.</b>	<b>General Experience</b>	<b>50</b>
i	Firm has been in existence for 10 years and carried out capacity building of institutions	15
ii	Firm has completed assignment in remote and rural areas (5 marks for each assignment)	25
iii.	The firm has completed at least one assignment Balochistan	10
<b>B.</b>	<b>Specific Experience</b>	<b>20</b>
i	Experience in design and delivery of training programs for cooperatives or rural groups particularly in fisheries/marine/coastal livelihoods or similar sectors (5 marks for each assignment)	20
<b>C.</b>	<b>Adequacy of the Proposed Methodology and Workplan in Responding to the Term of Reference</b>	<b>30</b>
i.	Approach and methodology with reference to the TORS	10
ii.	Work Plan with detailed activity list	10
iii.	Time schedule	10
<b>Total:</b>		<b>100</b>

**The firm securing 70% marks will be issued the RFP**