

F.No. 1(1)CS/2024  
Prime Minister's Office  
**BOARD OF INVESTMENT**  
6<sup>th</sup> Floor, Kohsar Block, Pak – Secretariat  
Islamabad

**Expression of Interest (EOI)**  
**Hiring of Consultancy Firm for Preparation & Implementation of  
Strategy to Attract FDI in Pakistan.**

The Board of Investment (BOI) was established with broad based responsibilities of promotion of investment in all sectors of economy, facilitation of local and foreign investors for speedy materialization of their projects, enhancement of Pakistan's international competitiveness and contribution to economic and social development.

According to section 9 of Board of Investment Ordinance 2001, BOI's intends to hire the services of reputed consultancy firm registered with the Sales Tax and Income Tax Department during FY-2024-25 for Preparation & Implementation of Strategy to Attract FDI in Pakistan.

Electronic EOI document, containing detailed requirements, terms and conditions is available on e-Pak Acquisition and Disposal System (EPADS) at (<https://eprocure.gov.pk>), PPRA ([www.ppra.org.pk](http://www.ppra.org.pk)) and BOI's (<https://invest.gov.pk/upcoming-tenders>) websites.

The Electronic EOI (Proposals) shall only be received through EPADS on or before **21<sup>st</sup> November, 2024 at 1400 hours PST**. Copy of Proposals submitted electronically through EPADS shall be required manually also. The electronic EOI shall be opened on the same day through EPADS at 1430 hours PST.

In terms of Rule 48 of Public Procurement Rules, 2004 Grievance Redressal Committee (GRC) is constituted for subject consultancy. Notification of said GRC is available on BOI website (<https://invest.gov.pk/upcoming-tenders>) and on EPADS at (<https://eprocure.gov.pk>).

**Zulfiqar Ali**  
Director General (Policy & Reforms)  
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Prime Minister's Office  
Kohsar Block, Pak – Secretariat  
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## **Expression of Interest (EOI)**

Consultancy Services for Preparation & Implementation of Strategy to  
Attract FDI in Pakistan.

**(November 2024)**

## 1. Introduction

- The Board of Investment (BOI) was established with broad based responsibilities of promotion of investment in all sectors of economy, facilitation of local and foreign investors for speedy materialization of their projects, enhancement of Pakistan's international competitiveness and contribution to economic and social development.
- According to section 9 of Board of Investment Ordinance 2001, BOI's intends to hire the services of reputed consultancy firm registered with the Sales Tax and Income Tax Department during FY-2024-25 for Preparation & Implementation of Strategy to Attract FDI in Pakistan.
- In order to develop and implement the strategy to attract FDI in Pakistan in line with the best international practices, Board of Investment invites electronic Expression of Interest (EOI) from the reputed Consultant(s)/ Consultancy Firm(s) for 'Provision of Consultancy Services to attract FDI in Pakistan" Method of selection will be 'Quality and Cost Based'.

## 2. Instructions for EOI

- The electronic EOI document, containing detailed requirements, terms and conditions is available on e-Pak Acquisition and Disposal System (EPADS) at (<https://eprocure.gov.pk>), PPRA ([www.ppra.org.pk](http://www.ppra.org.pk)) and BOI (<https://invest.gov.pk/upcoming-tenders>) websites.
- The Electronic EOI shall only be submitted through EPADS on or before on **21<sup>st</sup> November, 2024 at 1400 hours PST**. Only bids submitted electronically through EPADS shall be received manually also. The electronic EOI shall be opened on the same day through EPADS at 1400 hours PST and will be opened on same day at 1430 hours.
- In terms of Rule 48 of Public Procurement Rules, 2004 Grievance Redressal Committee (GRC) is constituted for subject consultancy. Notification of said GRC is provided on BOI website (<https://invest.gov.pk/upcoming-tenders>) and on EPADS at (<https://eprocure.gov.pk>).
- The Consultant(s)/ Consultancy Firm(s) firm should possess proven

qualification for technical, legal as well as financial expertise in the space regulatory domain. It should possess substantive vast previous experience in development of national space regulatory frameworks. Details of the qualification and experience should be provided in the EOI.

- The Consultant(s)/ Consultancy Firm(s) will state the key considerations, the envisaged scope of work, development methodology and deliverables in its proposal against EOI for the following work packages, and any additional warranted, envisaged for **“for Preparation & Implementation of Strategy to Attract FDI in Pakistan”** based on the requirements defined in the Request for proposal in-line with the best international practices.
- The Consultant(s)/ Consultancy Firm(s) will be short-listed based on the ‘Evaluation Criteria’ comprising Qualification, Experience as mentioned in section 4. The EOI should accordingly provide relevant information in sufficient detail covering the aspects mentioned therein to aid evaluation.
- The Request for Proposals (RFP) will only be shared with the short-listed Consultant(s)/ Consultancy Firm(s) at later stage in accordance with Procurement of Consultancy Services Regulations, 2010.

### 3. **Scope of the consultancy services**

<b>Scope of Work</b>	<b>Timelines</b> *	<b>Fee</b>
<p>Conducting detailed feasibilities studies on selected opportunities to attract investment which the BOI has already identified.</p> <p>These include:</p> <ol style="list-style-type: none"> <li>1. Feasibility study to identify and analyze sectors* where Pakistan has a comparative advantage to attract global companies seeking to reroute supply chains and manufacturing as a result of changes in tariff regimes and other measures.</li> </ol> <p>Analysis should be developed from the perspective of an operator thus outlining financial impact to the company of such</p>	3 Months	100%

<p>investment into Pakistan. This should also include a high-level estimate of potential investment into Pakistan should a selected number of such joint ventures or investment plans realize.</p> <p>*Sectors should not include those that the BOI is already exploring - these include: Leather articles, Textiles, Medical &amp; surgical equipment, Plastics, Fruit and Vegetable products, Edible meat / fisheries, Animal fodder and poultry feed</p> <p>Development of customized value propositions to targeted Pakistani expatriates that can directly invest or enable investment into Pakistan.</p> <p><b>Key activities include:</b></p> <p>Establish a criteria to screen and identify senior Pakistani expatriates that can be targeted for investment outreach</p> <p>Develop value propositions for the companies (led or supported by said expatriates) to consider investment into Pakistan. Calculate high level financial and / or economic impact of such investment to both the company and Pakistan</p> <p>High level global benchmarking of comparable outreach and expatriate engagement initiatives and their effectiveness. Any successful case studies should be profiled</p> <p>High level implementation strategy developed through analysis of comparable efforts by other governments or similar bodies</p>		
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**4. Evaluation criteria**

The following evaluation criteria will be followed for short-listing of the

consulting firms:

<b>Criteria</b>		<b>Score</b>
Relevant Experience	Experience in supporting the development of national or regional FDI strategies for governments or public institutions  03 or more Assignments      40marks 02 Assignments                      30marks 01 Assignment                          15marks	40
	Expertise in international trade and investment climate analysis  03 or more Assignments      25marks 02 Assignments                      18marks 01 Assignment                          10marks	25
Key Personnel (Age limit = 60 years)	Team Leader                      12 marks Investment Strategy Expert    08 marks Economic & Financial Analyst 05 marks	25
Approach & Methodology	Work Approach & Proposed Methodology  <i>(Note that, 'Work Approach &amp; Proposed Methodology' presented by any Bidder in its Technical Proposal, shall not be more than 5,000 words.)</i>	10
<b>Total</b>		<b>100</b>

#### 5. Point of Contact (PoC)

The Point of Contact (PoC) of BOI for the subject EOI is as follows:

**Zulfiqar Ali**

Director General (Policy & Reforms)

Board of Investment

Prime Minister's Office

6<sup>th</sup> Floor, Kohsar Block, Pak – Secretariat

Tel: 051-9206164



Money sent successfully.

Transaction ID  
12500458382

Transaction Date & Time  
10/18/2024 4:43:01 PM

Transaction Amount  
15000.00

From Account Title  
WAHID AKSEER

Beneficiary Name  
PUBLIC PROCUREMENT

Beneficiary Account/ IBAN  
\*0701

Comments  
Miscellaneous

Channel  
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