

Scoring Criteria and Guidelines for Bid Qualification Parameters

Parameter	Weight/ Score	Scoring Guidelines
1. Organizational Experience (Minimum 10 years operational existence and supervision of similar projects)	20	20 points: 15+ years and evidence of multiple similar projects 15 points: 10-14 years and at least 2 similar projects 10 points: 10 years with 1 project evidence 0 points: Less than 10 years or no relevant project evidence
2. Relevant Assignments in Last 5 Years (At least 1 similar assignment)	10	10 points: 3+ assignments in the last 5 years 7 points: 2 assignments 5 points: 1 assignment 0 points: No assignment conducted
3. Annual Turnover (Minimum PKR 50 million in any of the last 5 years)	10	10 points: Annual turnover ≥ PKR 80 million 7 points: PKR 65-79 million 5 points: PKR 50-64 million 0 points: Less than PKR 50 million
4. Financial Capacity (Minimum liquid assets/credit facilities ≥ PKR 25 million)	10	10 points: Liquid assets/credit facilities ≥ PKR 50 million 7 points: PKR 35-49 million 5 points: PKR 25-34 million 0 points: Less than PKR 25 million
5. Regional Footprint in Sindh & Punjab	15	15 points: Strong presence in both Sindh and Punjab 12 points: Presence in one province with partial coverage in the other 10 points: Presence in only one province 0 points: No significant presence in Sindh or Punjab
6. Deployment Capability in Rural Areas (Multilingual Resource Persons)	10	10 points: Extensive experience with rural economies and energy interventions 7 points: Experience in rural economies with some exposure to energy access 5 points: Limited rural experience with no energy-related projects 0 points: No relevant rural or energy-related experience
7. Knowledge of Solar Technology & KfW Requirements	10	10 points: Up-to-date expertise in solar technology and compliance with KfW standards 7 points: Knowledge of solar technology with limited KfW exposure 5 points: Basic solar technology understanding only 0 points: No demonstrated knowledge
8. Field Data Collection and GIS Tracking Capability	10	10 points: Proven capacity to collect field data and track GIS coordinates 7 points: Limited GIS capability with past field data collection experience 5 points: Some data collection capacity without GIS capability 0 points: No relevant data collection or GIS tracking capability
9. Understanding of Microfinance Business and Loan Processes	5	5 points: Comprehensive understanding of MFP loan sanctioning processes 3 points: Basic understanding of microfinance operations 0 points: No relevant microfinance knowledge

Scoring Guidelines and Evaluation Approach

Total Possible Score: 100 points

Minimum Qualification Score: 70 points (or as defined by the procuring committee)