REQUEST FOR PROPOSAL

FOR

TRAINING SERVICES: PREPARING
PAKISTANI IT FIRMS TO WIN U.S. STATE,
LOCAL, AND EDUCATION CONTRACTS

A (01)/PSEB/2025-44

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RFP FOR TRAINING SERVICES: PREPARING PAKISTANI IT FIRMS TO WIN U.S. STATE, LOCAL, AND EDUCATION CONTRACTS

1. Pakistan Software Export Board (G) Ltd, An Introduction

Pakistan Software Export Board (PSEB) was established by the Government of Pakistan for the facilitation and development/advancement of the local IT industry globally. It is a guaranteed limited company totally owned and funded by the Government of Pakistan working under the Federal Ministry of Information Technology & Telecommunication. The company has its own Board of Directors, which is chaired by the Federal Minister of IT and Telecommunication.

Since the date of its inception, being the apex body within the Government charged with the task of accelerating/enhancing Pakistan's IT and IT enabled Services (ITeS) industry, PSEB has done a tremendous job by providing timely and relevant policy input and by supporting the IT & ITeS industry through the introduction of several projects and programs in the areas of Infrastructure Development, Human / Intellectual Capital Development, Company Capability Certification, International Marketing and Image Building, etc.

2. Introduction & Background

The United States State, Local, and Education (SLED) procurement market is among the largest procurement ecosystems globally and has remained underutilized by Pakistani stakeholders. For decades, U.S.–Pakistan bilateral engagement has concentrated on defense and hardware sectors, with no institutional framework to facilitate participation in government-backed service procurement. In the absence of such a framework, Pakistani Small and Medium Enterprises (SMEs), entrepreneurs, and freelance professionals have relied on volatile gig platforms and generic lead-generation methods. This dependency has contributed to an estimated annual foreign exchange outflow of approximately USD 2 billion, primarily through digital advertising and client acquisition costs on platforms such as YouTube, Facebook, X, and TikTok.

Recent independent estimates value the U.S. SLED contracting market at **USD 1.5–2.0 trillion annually**, spanning more than ninety thousand (90,000) government entities, including state governments, counties, municipalities, school districts, and public higher education institutions. The market is decentralized, transparent, and highly competitive, with procurement volumes surpassing those of federal contracting in both size and diversity. It provides a stable platform for qualified international service providers to engage in long-term, recurring opportunities.

This training initiative would prepare Pakistani firms and professionals to identify opportunities, ensure compliance, and execute strategic outreach within the SLED procurement landscape. By doing so, the program would directly contribute to national objectives, including increased IT export revenues, enhanced foreign exchange inflows, creation of high-value employment, and sustainable participation in previously inaccessible global procurement ecosystems.

Pakistan possesses an English-proficient and cost-competitive professional workforce that is uniquely positioned to capture a measurable share of the U.S. procurement ecosystem. The decentralization and accessibility of the **State, Local, and Education (SLED)** market creates an unprecedented entry point for structured participation.

This RFP therefore seeks a qualified training provider to design and deliver a structured U.S. SLED Procurement Training Program that benchmarks against U.S. best practices, addresses Pakistan's workforce readiness gaps, and directly connects participants with real projects and prime contractor opportunities.

This training initiative, under PSEB's mandate via the Ministry of IT & Telecom (MoITT), aims to enhance Pakistan's IT and ITeS sector competitiveness. As part of PSEB's International IT Workforce Development framework, the **U.S. State, Local, and Education (SLED) Training Program** will build capacity, strengthen export readiness, and enable Pakistani IT firms to access high-value U.S. public sector opportunities. The Government of Pakistan, through the Ministry of Information Technology & Telecommunication (MoITT) and its executing agency, the Pakistan Software Export Board (PSEB), will oversee the implementation of this program.

3. Objectives of the Assignment
Training Objectives

The objective of this training is to build the capacity of Pakistani IT firms to compete effectively in the United States State, Local, and Education (SLED) procurement market. The program will enable participating firms to establish structured sales pipelines with U.S. prime contractors, thereby ensuring sustained participation and long-term integration into global procurement ecosystems.

In alignment with the mandate of the Ministry of Information Technology and Telecommunication (MoITT) and the Pakistan Software Export Board (PSEB), the quality and deliverables of this training program will be contributing to national priorities, including:

- Enhancement of IT export revenues;

- Generation of foreign exchange earnings;

- Creation of high-value employment opportunities; and

- Entry into global procurement markets that have historically remained inaccessible to Pakistani firms.

The specific objectives are to:

1. Develop the capacity of PSEB member IT companies to acquire comprehensive expertise in the United States State, Local, and Education (SLED) procurement framework.

2. Ensure compliance readiness of participants with United States regulatory and statutory standards.

3. The program will prepare participants to interpret, adopt, and apply the regulatory requirements in the context of SLED procurement, ensuring that Pakistani firms demonstrate full compliance and are positioned as credible partners for U.S. prime contractors.

4. Strengthen pre-sales and business development capabilities, covering opportunity identification, RFI/RFP analysis, pricing strategies, and competitor benchmarking.

5. Build technical proficiency in the use of the particular platform connecting Pakistani Companies / IT professionals with USA based primes and AI-driven tools for pipeline development, segmentation, and outreach.

6. Conduct simulation exercises replicating pre-bid "war-room" environments to prepare firms for evaluator-level scrutiny.

7. Position Pakistani IT firms as credible, long-term partners to U.S. prime contractors.

8. Advance national economic objectives by expanding IT exports, creating employment, and diversifying access to global markets.

Core Outcomes

The training program shall deliver the following outcomes:

1. Participants will gain knowledge of structured sales pipeline management and approaches to engaging in subcontracting opportunities, which can support their efforts toward international business growth.
2. Pakistani IT Firms will develop an understanding of international procurement practices, particularly in the U.S. SLED market, enabling them to explore pathways that may contribute to export growth.
3. Participants will acquire insights into how participation in international procurement processes may facilitate foreign exchange inflows at the firm and sector level.
4. By applying learning from the program, firms will be better positioned to create potential employment opportunities in high-value IT services as their international engagements grow.
5. Firms will be introduced to strategies and tools that can help them access new international procurement markets, thereby diversifying their potential opportunities.

Note: The outcomes described above represent the intended learning and capacity-building objectives of the training program. Actual business results, including sales growth, export revenues, foreign exchange inflows, and job creation, are dependent on the independent efforts of participating firms, prevailing market conditions, and other external factors beyond the control of PSEB.

4. Scope of Work (SOW)

The selected training provider shall be responsible for the design, delivery, and management of a comprehensive United States State, Local, and Education (SLED) Procurement Training Program. The program shall be structured around **two verticals** and implemented through a **three-horizon model** (**Strategy & Planning → Design & Management → Execution & Enablement**).

The work plan shall be phased in alignment with the training duration

- **Stage 1: Core Training**
- **Stage 2: Applied Simulation**

4.1 Core Training (Stage 1)

The training provider shall:

a) Develop curriculum to build the knowledge of PSEB member IT Firms in U.S. SLED procurement systems. This shall include solicitation processes, compliance requirements, FAR/DFARS fundamentals, state-level regulations, and decentralized purchasing structures.

b) Deliver structured modules on **pre-sales enablement**, emphasizing its definition, scope, and strategic importance within U.S. SLED procurement. Pre-sales shall be introduced as the set of activities that occur prior to a formal bid submission, bridging technical capability, compliance alignment, and business development strategy.

- Introduction to pre-sales as a key function in U.S. procurement, distinct from direct sales.
- How structured pre-sales activities can build trust, improve win chances, and support compliance.
- Using procurement data and market insights to identify opportunities, qualify leads, and prioritize pipelines.
- Practical instruction on designing and managing structured sales pipelines, supported by case examples.
- Overview of pre-sales activities before submission (compliance, pricing, outreach) and after award (execution support, alignment, reporting).
- Equipping firms to respond effectively to opportunities while also developing long-term relationships and recurring participation in international procurement markets.

c) Provide instruction in CRM platforms, AI-powered sales appointments, and digital collaboration tools for effective pre-bid support and pipeline management.

4.2 Applied Skills & Simulation Training (Stage 2)

The training provider shall implement an applied skills development component to ensure participants can translate knowledge into practice. This stage shall replicate real-world procurement environments and require participants to demonstrate pre-sales and bid-readiness competencies through hands-on exercises.

- Conduct simulation exercises replicating U.S. pre-bid workflows, including RFP response drills, compliance checks, and pricing exercises.
- Deliver project-based assignments where participants prepare sample pre-bid packages with opportunity analysis, compliance, pricing, and outreach plans.
- Use verified datasets of U.S. prime contractors to practice subcontracting pathways and pipeline development.
- Organize evaluation panels simulating procurement reviews, assessing submissions on compliance, technical fit, pricing, and readiness.

This stage shall ensure that all training outputs are directly benchmarked against U.S. procurement practices, enabling Pakistani firms to demonstrate evaluator-ready skills and establish credibility with U.S. prime contractors.

5. Participant Requirements

The training program shall be designed to equip participants with the requisite skills and competencies to effectively operate within real-world United States State, Local, and Education (SLED) procurement environments from the inception of the program. The design shall emphasize participant readiness, individual accountability, and the practical application of procurement tools and techniques, explicitly avoiding reliance on institutional surveys or abstract theoretical frameworks.

The program shall be aligned with the strategic directives of the Ministry of Information Technology and Telecommunication (MoITT) and Pakistan Software Export Board (PSEB) to support national priorities, including the enhancement of IT sales, augmentation of export revenues, increase in foreign exchange earnings, job creation, and penetration into global SLED procurement ecosystems. The participation will be through the nominations from PSEB Member IT Companies.

5.1 Group Size

- **Pilot Cohort**: The program shall commence with a pilot group of **fifty (50)** IT professionals, nominated by PSEB member IT/ITeS companies, with final selection determined by PSEB. No batch shall commence without prior approval from PSEB.

5.2 Participant Prerequisites (Mandatory)

All participants must meet the following baseline criteria to ensure effective engagement in both **Core Training** and **Applied Simulation** stages of the U.S. SLED Procurement Training Program:

- **Educational Background**: Minimum bachelor's degree in Business, Management, IT, or a related discipline.
- **Professional Experience**: At least 2–3 years of experience in IT/ITeS sector roles such as business development, sales, project management, proposal writing, compliance, or related functions.
- **Technical Competence**:
  - Hands-on experience with basic sales, bid, or proposal development workflows (e.g., RFP responses, pricing inputs, compliance checks).
  - Familiarity with CRM platforms and/or collaboration tools (MS Teams, Slack, or similar).

- **Digital Literacy**: Proficiency in email communication, web navigation, MS Office/Google Workspace (Word, Excel, PowerPoint/Sheets), and online research.
- **Personal Equipment**: Each participant must have a personal laptop or device with reliable internet connectivity to engage in both live sessions and simulation exercises.
- **Language Proficiency**: Strong command of English (written and verbal) to comprehend U.S. procurement documents and participate in simulations effectively.

5.3 Award of Course Completion Certification

Upon successful completion of all assessment requirements, participants will be awarded:

- A portfolio of professional documents, including opportunity assessments, compliance checklists, pricing strategies, competitor evaluations, and campaigns.
- Completion of multiple capstone projects across both training stages.
- Certification as a qualified SLED procurement specialist.

6. Legal, IP & Data Governance

Intellectual Property

- Curricula and training content, Learner outputs, reports, and deliverables shall be owned by PSEB.

- The LMS shall remain the property of the service provider. Monitoring access shall be granted to PSEB, and platform access shall remain available to trainees and PSEB for one (1) year following the completion of the training program.

Confidentiality & Data

- All records and documents shall be treated as confidential.

- Data shall be anonymized, encrypted, and access-controlled per GoP standards.

- U.S. data handling shall comply with FERPA, FOIA, RBAC, SSL/HTTPS.

Quality Assurance

- PSEB reserve review rights over learner feedback, metrics, and results.

- Certification shall depend on final test and capability demonstration.

Code of Conduct

- All staff and participants shall sign anti-fraud, anti-corruption, and conflict-of-interest undertakings.

- Breaches shall result in disqualification or termination.

7. Deliverables, Milestones & Acceptance Criteria

1. Training Deliverables

The training program shall be comprising of 140–150 hours of live instructions and LMS-based assignments, to be completed in max 06 weeks. Training shall progress sequentially in two stages:

Stage / Course	Timeline	Deliverables
Pre-Training Setup	1 week	• Curricula and training content • Inception Report (schedule, LMS setup, learner support plan) • Enrollment of 50 participants • Tech readiness check • Trainer roster & support desk
Stage 1 – Core Training Path (Courses A, B, C)	02 weeks	• Course A: Pre-Sales Package covering the distinctions between pre-sales, pre-bid, and post-award phases, and the structure of U.S. federal vs. SLED procurement systems. • Course B: RFP Analysis Report + Compliance Documentation demonstrating understanding of prime–agency relationships, remote service provider roles, and U.S. compliance frameworks (FOIA, ADA, HIPAA, CJIS, etc.). • Course C: CRM Workflow + Outreach Plan, including digital handling of procurement data, sales appointment scheduling with primes, and structured outreach workflows.
Stage 2 – Simulation Training	02 weeks	• Simulation Assignments: Opportunity Briefs, Compliance Checklists, Pricing Snapshots, Competitor Scans • Capstone: Full Prime-Panel Pre-Bid Package
Final Review & Certification	01 week	• Final learner portfolios (15+ deliverables per participant) • Participant presentations to simulated evaluator panel • Graduation Ceremony • Final Program Report with outcomes & scale-up plan

2. Milestone Schedule & Payments

Milestone	Linked Outputs	Payment %
M1 – Pre-Training Setup Accepted	Inception Report, Enrollment (50 participants), Readiness Checks	-
M2 – Stage 1 Deliverables Accepted	Stage 1 Learner Portfolios (Courses A–C + 3 capstones)	30%
M3 – Stage 2 Simulation Outputs Accepted	Simulation Assignments + Pre-Bid Package	-
M4 – Final Report & Certification Accepted	Learner Portfolios, Certificates, Final Report, Executive Summary	70%

3. Acceptance Criteria

Criteria	Description
Alignment	Outputs must strictly follow training outline (Stage 1 → Stage 2 → Certification).
Quality	Deliverables shall be professional, accurate, and aligned with U.S. SLED procurement standards.
Completeness	Each learner portfolio must contain the minimum required briefs, checklists, pricing notes, competitor scans, CRM workflows, and capstones.
Evidence-Based	Capstones and simulations must be grounded in live SLED projects and validated by trainers.
Timeliness	All deliverables shall be submitted in line with the milestone schedule

8. Consortium/Joint Venture (JV) Requirements

Local training service providers may form Joint Venture (JV) with relevant firms that have relevant experience and market access within US State-Level Education Departments (SLED). A formal Joint Venture (JV) or Consortium Agreement must be submitted, clearly defining each member's roles, responsibilities, and contributions, and designating a Lead Partner authorized to represent and act on behalf of the group for all contractual and administrative matters.

The consortium must primarily focus on delivering capacity-building and training programs for SLED, with proven experience, technical expertise, and demonstrated access to SLED markets. In addition, the consortium or its members must possess a Digital Learning Management System (LMS) capable of delivering, tracking, and managing the proposed training content effectively. The LMS must support scalable deployment, learner analytics, content management, and interactive digital learning tools aligned with PSEB's operational timelines, standards, and program objectives.

All consortium members, whether collectively or individually as mentioned in criteria, must comply with PSEB's eligibility, legal, and professional requirements, including the submission of relevant registrations, certifications, and performance documentation as part of the tender process.

9. Mandatory Eligibility & Compliance

It will be imperative to mention here that documentary evidence of each criteria shall be attached with the proposal, and missing of evidence may lead to disqualification.

Criteria	Requirement	Proof / Supporting Documents	Compliance (Yes/No)
Registration	Local Training Service Providers must be registered with SECP and JVs firms should provide relevant registration documentation	SECP Certificate of Incorporation / Registration	
Financial Standing	Audited financial reports for the last 2 fiscal years of Lead Bidder. (Minimum average turnover of PKR 10 million)	Audited financial statements signed by a Chartered Accountant	
Team Capacity & Structure	Maintain full time team of trainers. Submit organizational chart; signed CVs of trainers, managers, IT/LMS staff; availability letters confirming commitment.	Organizational chart; Signed & dated CVs; Availability letters	
Executive Summary	Clear overview of bidder's approach for SLED-focused training	Executive summary document in proposal	
Understanding of ToRs	Demonstrated comprehension of objectives, U.S. SLED focus, learner-centered approach	Written narrative in proposal	
Training Methodology	Detailed design for Stage 1 (Core Training) & Stage 2 (Simulation) with pacing & assessments	Training methodology to be submitted in proposal	
Work Plan & Timeline	Gantt chart aligned with training schedule	Work plan & Gantt chart	
Resourcing Plan	Defined roles of trainers, facilitators, IT/LMS support, learner assistance	Resourcing plan with staff roles and responsibilities	
Quality & Risk Management	QA framework aligned with U.S. SLED standards; risk register with mitigation	Quality assurance framework & risk register document	
Relevant Experience	Evidence of past training projects delivered **(Minimum 3 projects)**	Project references / POs / Contracts / completion certificates	
Joint Venture / Consortium	Local training service providers may form Joint Venture (JV) with relevant firms that have relevant experience and market access within US State-Level Education Departments (SLED)	JV/consortium agreement defining roles, responsibilities, contributions, and designating a lead partner authorized to represent the group	

10. Technical Evaluation Criteria (70% Technical; 30% Financial)

Proposals submitted by the **Bidder (Training Provider)** will be evaluated using single stage two envelope bidding procedure.

The evaluation will assign **70% weight to Technical criteria** and **30% weight to Financial criteria**. A minimum technical score of **70 out of 100** is required for financial proposals to be considered.

Category	Sub-Criteria	Detailed Breakdown	Max Marks	Proof / Evidence Required
Firm's Profile & Relevant Experience (25 Marks)	a. Years of experience in training and capacity building (Lead Bidder)	- 1- 2 years = 5 marks - 3 - 5 years =7 marks - 5+ years = 10 marks	10	Company profile, registration certificate, project history
	b. Experience in delivering training programs (training projects during the last five (5) years).	- 5 marks for each project (maximum 15 marks)	15	POs / Contracts, / completion certificates
Proposed Training Methodology & Approach (20 Marks)	a. Understanding of project objectives and context	- Generic = 2 marks - Good = 3 marks - Excellent contextual understanding = 5 marks	5	Technical proposal
	b. Training design, structure, and delivery approach	- Logical structure = 3 marks - Incorporates adult learning/blended model = 4 marks - Innovative and scalable = 3 marks	10	Methodology write-up, training samples
	c. Monitoring, Evaluation and Reporting (M&E) mechanisms	- Basic M&E = 2 marks - Defined framework = 3 marks - Advanced outcome tracking tools = 5 marks	5	M&E plan, sample tools
Learning Management System (LMS) Capability (10 Marks)	a. Availability and functionality of LMS	- No LMS = 0 marks - Basic LMS (content upload, tracking) = 3 marks - Advanced LMS (quizzes, analytics, reporting, AI-	5	System demo, screenshots, access link

		assisted content, eCommerce, subscriptions, analytics, gradebook) = 5 marks		
	b. Scalability and user management (ability to train large batches, issue certificates, etc.)	- Limited capacity (10-20 users) = 2 marks - Moderate capacity (21-40 users) = 3 marks - Fully scalable (41+ users) = 5 marks	5	Technical documentation, demo credentials
Training Resources & Content Quality (10 Marks)	Quality and relevance of training content	- Basic outline = 3 marks - Well-structured material = 6 marks - Customized to SLED = 10 marks	10	Curriculum samples, manuals
Team Composition & Qualifications (20 Marks)	a. Team Leader / Project Manager	Experience: - 3–5 years = 5 marks - 5+ years = 10 marks	10	CVs mentioning relevant experience, qualification, certifications etc.
	b. Key Trainers / Subject Experts	Experience: - Avg. 3–5 yrs = 5 marks - 5+ yrs = 10 marks	10	CVs mentioning relevant experience, qualification, certifications etc.
Institutional Capacity & Logistics (10 Marks)	a. Infrastructure & facilities	- Setup for accommodating 20 - 40 trainees = 5 marks - Setup for accommodating 40+ trainees = 10 marks	10	Photos, asset list
Presentation by the Firm (5 Marks)	a. Clarity and coherence of presentation	- Poor = 1 mark - Good = 3 marks - Excellent = 5 marks	5	Evaluation during live presentation session (PPT or demo)
Total: 100 Marks (Qualifying: 70 Marks)			**100**	

Financial Evaluation

- The financial bids of only technically qualified bidders will be opened. The pricing shall include all applicable taxes, rates, duties, tolls, fees, etc.
- The evaluation of financial bids will be calculated as follows:
    - Financial Score Formula = (Lowest Bid ÷ Bid Offered) × 30
    - Final Score Calculation = Technical Score (70% weight) + Financial Score (30% weight)
    - The bidder with the highest aggregate score will be considered the Most Advantageous Bidder.

Component	Weight
Technical Evaluation	70% (100 marks; Pass mark 70)
Financial Evaluation	30%
Total	**100%**

- No payments beyond the quoted bid will be entertained.
- Currency – Must be quoted in PKR
- Quoted prices must remain valid for 180 days from the submission deadline.

Financial Evaluation (To be submitted in financial bid)

Sr. #	Description	QTY (A)	Unit Cost (Incl. all applicable taxes) (B)	Total Cost (Incl. all applicable taxes) (C=A*B)
1	SLED Training	50		

11. General Instructions & Requirements

- Single-stage, two-envelope bidding process will be followed. Technical and financial bids must be submitted separately in English via EPAD (mandatory for consideration).
- All Bidders/Firms will provide Earnest money/bid bond of **Rs. 100,000/-,** in the form of Bank Draft/Pay Order in favor of 'PSEB (Guarantee) Ltd.', must be delivered to PSEB (via courier or in person) before the bid closing date/time, with a copy uploaded on EPAD alongside the proposals.
- The successful Bidders/Firms will provide Integrity Pact on Legal Stamp paper (worth Rs. 500). Format attached as **Annex – A**.
- Only firms/companies whose Technical Proposals are accepted by the Technical Evaluation Committee will have their Financial Proposals opened. The final award will be made on the basis of the combined technical and financial score:

Proposal	Weight
Technical	70%
Financial	30%

- The proposals should be clear and elaborate.
- Bidders may request in writing, for clarification of any of the provisions of the RFP up till three (03) days before the submission date. All queries may be sent to **mailto:hkaramat@pseb.org.pk**. Responses to the queries will be emailed.
- The costs of preparing the proposal and of negotiating any subsequent funding, including visits for discussion with the PSEB are not reimbursable.
- Each bidding firm must provide an undertaking that it has not been blacklisted by any other firm/company/organization or Government department(s) in the past. Format attached as **Annex – B**.
- Each bidding firm must also provide details of any commercial litigation that it is currently involved in or has been involved in during the last five years.
- PSEB may reject all bids or proposals at any time prior to the acceptance of a bid or proposal. PSEB shall upon request communicate to any supplier or contractor who submitted a bid or proposal, the grounds for its rejection of all bids or proposals, but is not required to justify those grounds.
- Proposals should be submitted electronically ONLY through EPADS. For registration and training on EPADS or in case of any technical difficulty in using EPADS, prospective bidders may contact PPRA Team, Director MIS Room No.109, 1st Floor, FBC building Sector G-5/2, Islamabad. Contact Number 051-111-137-237.
- The proposals must be prepared and submitted in accordance with the instructions in the detailed RFP along with bid security instrument & Proof of Eligibility documents through EPADS latest by **11th December, 2025 at 03:00PM**, and will be opened on the same day at **03:30** pm at below

mentioned address in the presence of vendors/bidders or their authorized representatives who desires to attend the bid opening session.

- Original Bid Security instrument MUST BE submitted to the undersigned before closing hours of the bid's submission time.

12.   Mailing Address:

Director (International IT Workforce Development)
Pakistan Software Export Board (G) Limited,
Plot # 61, 06th Floor, New State Life Tower,
Jinnah Avenue, Blue Area, Islamabad
Email: hkaramat@pseb.org.pk
Phone # 051-9202295

Annex – A: Integrity PACT

(To be submitted on Legal Stamp Paper for successful bidder only)

Affidavit

Tender Number: _____

Date: _____

Tender Value: _____

Tender Title: _____

[name of Firm] hereby declares that it has not obtained or induced the procurement of any contact, right, interest, privilege or other obligation or benefit from Government of Pakistan or any administrative subdivision or agency thereof or any other entity owned or controlled by it Purchaser through any corrupt business practice.

Without limiting the generality of the foregoing, [name of firm] represents and warrants that it has fully declared the brokerage, commission, fees etc. paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside its affiliate , agent, associate, broker, consultant, director, promoter, shareholder, sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback, whether described as consultation fee or otherwise, with the object of obtaining or inducing the procurement of contact, right, interest, privilege or other obligation or benefit in whatsoever form from Purchaser, except that which has been expressly declared pursuant hereto.

[The Firm/Contractor] certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with the Purchaser and has not taken any action or will not take any action to circumvent the above declaration, representation or' warranty / support.

[The Firm/Contractor] accepts full responsibility and strict liability for making any false declaration, not making full disclosure, misrepresenting facts or taking any action likely to defeat the purpose of this declaration, representation and warranty / support. It agrees that any contract, right, interest, privilege or other obligation or benefit obtained or procured as aforesaid shall, without prejudice to any other right and remedies available to the Purchaser under any law, contract or other instrument, be voidable at the option of the Purchaser.

Notwithstanding any rights and remedies exercised by the Purchaser in this regard, [the Firm/Contractor] agrees to indemnify the Purchaser for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to the Purchaser in an amount equivalent to ten time the sum of any commission, gratification, bribe, finder's fee or kickback given by [the Firm/Contractor] as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever form from the Purchaser

_____

Authorized Signature & Stamp

Subscribed and sworn to me this_____. Day of _____20____

Annex – B: Undertaking Form

(To be Provided on Judicial Stamp Paper)

It is hereby solemnly confirmed that the undertaking is submitted in respect of PSEB's tender titled "**RFP FOR TRAINING SERVICES: PREPARING PAKISTANI IT FIRMS TO WIN U.S. STATE, LOCAL, AND EDUCATION CONTRACTS**".

Declaration

It is to certify that I have read, clearly understood, and agreed upon to all the terms and conditions mentioned in the tender documents. Further, I certify that all of the information provided e.g. (certificates, etc.) in our bid is true and accurate and genuine. If at any stage the information provided is found to be false than I/We and my firm shall be held accountable, and our bid shall be rejected.

Statement for Non–Blacklisting

I, _____ s/o Mr._____, Designation of M/s _____ holding CNIC _____ hereby confirms that our firm/company is not blacklisted by any Ministry / Division / Department of the Government / Semi government / Autonomous body of Federal or Provincial Government in Pakistan.