



Leveraging ICT for Growth, Employment and Governance Project
Bangladesh Computer Council (BCC)

Information and Communication Technology Division
Ministry of Posts, Telecommunications and Information Technology
ICT Tower, Plot # E-14/X, Agargaon, Dhaka-1207, Bangladesh.
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Date: 23 November 2016

Request for Bids
Non-Consulting Services
(Two-Envelope Bidding Process)

Employer: Bangladesh Computer Council (BCC)

Project: Leveraging ICT for Growth, Employment & Governance Project

Contract title: Strategic CEO Outreach Services on IT/ITES Business Development for Bangladesh

Country: Bangladesh

Credit No. : IDA 5911-BD

RFB No: AF-NS2

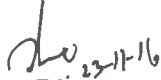
Issued on: 23 November 2016

1. The People's Republic of Bangladesh has received a credit from the World Bank toward the cost of the Leveraging ICT for Growth, Employment & Governance Project (LICT), and intends to apply part of the proceeds toward payments under the contract for Strategic CEO Outreach Services on IT/ITES Business Development for Bangladesh.
2. The Bangladesh Computer Council (BCC) represented by the Project Director, Leveraging ICT for Growth, Employment & Governance Project now invites sealed Bids from eligible Bidders for Strategic CEO Outreach Services on IT/ITES Business Development for Bangladesh. The objective of the service is to implement strategic CEO outreach services on international business development/strategic sales activities for Bangladesh's IT/ITES industry.
3. Bidder Qualification Criteria: The bidder's major qualification requirements are as follows (additional details are provided in the Bidding Documents):
 - a) The bidder must have experience in design, development and delivery of IT/ITES industry business development programs based on international best practices for five years;
 - b) The bidder must have experience as prime bidder in the provision of at least one service contract of a nature and complexity equivalent to the Services over the last 5 years (to comply with this requirement, cited Service contract should be at least 70 percent complete) with minimum amount of contract value US\$ 3 Million or equivalent amount. The bidder will submit certificate from the previous employer (s) stating successful completion of delivery against their claimed experiences;
 - c) The bidder must have completed contracts on IT/ITES job creation programs and business development in at least two countries. The bidder will submit certificate from previous employers stating successful implementation of the contract(s);
 - d) The bidder must have proven record of partnering (such as MOU, JV, Consortium, etc.) with at least 3 IT/ITES industry bodies for at least 5 years;
 - e) The bidder must have proven record in working with at least 3 technology companies of Fortune 1,000 companies in outsourcing and off-shoring experience;
 - f) The bidder must have proven record in working with major IT/ITES companies globally;
 - g) The Bidder must have capacity of minimum US\$ 3 million or equivalent amount as liquid assets and/or line of credit from a reputable Bank and an eligible country (in case the Bank is located outside the Employer's country, it shall have a correspondent Bank in the Employer's country to make it enforceable);

- h) The bidder must demonstrate Average Annual Volume of Services of US\$ 5 million or equivalent amount within best three years out of the last five years; and
- i) The bidder must demonstrate a team with required educational qualification and experience as follows:
- **Team leader:** Minimum of 10 years' relevant experience in a leadership role in developing and implementing business development programs at a national or industry level specially in emerging markets. Have at least bachelor's qualifications in business, marketing or relevant disciplines at a minimum.
 - **Expert in IT/ITES Industry:** Graduate in relevant field with minimum of 8 years' relevant experience in the IT/ITES industry from a consulting perspective, preferably in the areas of IT/ITES industry promotion activities, for at least two countries. Have wide experience, knowledge and contacts in the global IT/ITES industry. Successful track record of working in or collaborating with one or more leading global IT/ITES companies preferred.
 - **Expert in business development:** Minimum 8 years' relevant experience in business development at a national or industry level. Track record in business development on a large scale, and possess advanced degree business or relevant disciplines. Preferably have knowledge of the IT/ITES industry, and experience with large scale business development for at least 2 similarly globalized industries: Successful track record of working in or collaborating with one or more globalized industries preferred.
4. Bidding will be conducted through international competitive procurement using a Request for Bids (RFB) as specified in the World Bank's "Procurement Regulations for IPF Borrowers -" *July 2016* ("Procurement Regulations"), and is open to all eligible as defined in the Procurement Regulations.
5. Interested eligible Bidders may obtain further information from Project Director, Leveraging ICT for Growth, Employment and Governance Project, ICT Tower, Plot # E-14/X, Agargaon, Sher-e-Bangla Nagar, Dhaka -1207, Bangladesh. For the convenience of the Bidders an unofficial electronic copy of bidding document can also be viewed at website www.bcc.gov.bd (for inspection purpose only).
6. The bidding document (official hard copy) in **English** may be purchased by interested eligible Bidders upon the submission of a written application to the address below and upon payment of a nonrefundable fee of Bangladesh Taka (BDT) 6,000 (BDT Six Thousand only) or in US\$ 75 (US\$ Seventy Five only). The method of payment will be Bank Draft or Pay Order in favor of Project Director, Leveraging ICT for Growth, Employment and Governance Project. For overseas delivery, the bidder may obtain the bidding document by instructing any international courier service to collect the same from Project Director, Leveraging ICT for Growth, Employment and Governance Project, ICT Tower, Plot # E-14/X, Agargaon, Sher-e-Bangla Nagar, Dhaka -1207, Bangladesh.
7. Bids must be delivered to the address below on or before 11 January 2017 up to BST 15:00 hours (GMT+6 hours). Electronic Bidding will not be permitted. Late Bids will be rejected. Bids will be publicly opened in the presence of the Bidders' designated representatives and anyone who chooses to attend at the address below on BST 15:30 hours (GMT +6:00 hours) on 11 January 2017.
8. All Bids shall be valid for a period of 150 days after bid closing and must be accompanied by bid security of United States Dollar (US\$) 120,000 (US\$ One Hundred Twenty Thousand only) or BDT 9,600,000 (BDT Nine Million Six Hundred Thousand Only) or an equivalent amount in a freely convertible currency.



9. A Pre-bid meeting with the representatives of prospective bidders will be held at BST 11: 00 hours (BST= GMT + 6:00 hours) on 14 December 2016 at a venue of Conference Room (2nd Floor), Bangladesh Computer Council (BCC), ICT Tower, Plot # E-14/X, Agargaon, Sher-e-Bangla Nagar, Dhaka – 1207, Bangladesh.
10. The authority reserves the right to accept or reject any or all bids without assigning any reason thereof.
11. The address referred to above is:



Project Director

Leveraging ICT for Growth, Employment and Governance Project
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