



Securities and Exchange Commission of Pakistan
63-NIC Building, Blue Area, Islamabad
(Support Services Division)
(Administration Department)

Subject: Hiring of Consultancy Services for Business Climate Survey in Pakistan

The Commission requires Consultancy Services for Business Climate Survey in Pakistan to conduct a diagnostic study for the rehabilitation of weak but viable corporate entities.

Detailed “**Terms of Reference**” of said requirement is attached as Annex “A”.

Terms & Conditions

- **Prices** (as lump sum cost of the whole service) must be inclusive of all taxes applicable by Govt. of Pakistan.
- **Quotation Validity** Minimum 30 days from the quoted date.
- **Bid/Quotation Submission Time** is December 15, 2013.
- **Purchase Order:** Services will be acquired by issuing a Purchase Order to the best evaluated firm/consultant.
- **Invoice Processing:** Invoices against subject services will be processed for payment after verification by user.
- **Service Satisfaction:** In case, services of selected firm are not as per requirement then Commission may cancel the issued Purchase Order and reserves the right to make or does not make any payment to the selected firm/consultant in this case.

If you are interested, you may submit sealed quotation for the above item/services to the undersigned SECP, 63-NIC Building, Jinnah Avenue, Blue Area, and Islamabad within the specified period.

With best regards,

M. Ubaidullah Khalid
Assistant Director (Admin)

Hiring of Consultancy Services for Business Climate Survey in Pakistan

The SECP has envisaged hiring the services of a consultant to carry out diagnostic assessment for rehabilitation of weak but viable companies and liquidation of insolvent entities, which will work out on the following broader areas;

- i. Data gathering of sick corporate entities;
- ii. Root cause analysis;
- iii. Challenges for rehabilitation;
- iv. Recommendation and Opportunities.

In order to carry out the study in respect of each of the above areas, the terms of reference are hereunder:

TERMS OF REFERENCE

1. To prepare comprehensive database of all companies that are classified by SBP and/or SECP as sick industry, along with requisite data.
2. To undertake an analysis of the reasons leading to the financial losses of companies in different sectors/industries on the basis of information available on record as well as through a survey questionnaire through outsider consultants.
3. To make an assessment of the needs and challenges faced by sick companies in their revival efforts.
4. To develop an objective criteria for deciding upon cases filed for revival of sick industrial units as to whether the case is to be considered for revival or for winding up the company owing to its bad financial condition.
5. To work out the unique challenges faced by large vs. small companies in their efforts to revive their operations.
6. To assess the capacity of judicial authorities as to their effectiveness in handling cases for revival of sick companies.
7. To make an assessment of the changes required in the legal framework so as to facilitate revival of sick companies.
8. To make recommendations for simplification of the administrative and regulatory procedures for expediting the revival of sick companies, and for making winding up process fast, relatively unhindered and cost effective.
9. To undertake a root-cause analysis of the factors leading to inefficiency and lack of governance responsible for insolvency of companies.
10. Matter related or ancillary to the above and other matters assigned or referred to the consultant.