**PUNJAB BOARD OF TECHNICAL EDUCATION (PBTE)**
**EXPRESSION OF INTEREST (EOI) NOTICE**

# Hiring of a Consultancy Firm for the Development of an Integrated Digital Solution for Digital Transformation of Punjab TVET Assessment System

1. **Punjab Board of Technical Education (PBTE)** invites EOI/Pre-Qualification through the Punjab e-Procurement System of Punjab Procurement Regulatory Authority (PPRA).
2. Details of the procurement are as follows:

| Applicable Rules | Estimated Cost (PKR) |
|---|---|
| PPRA Rules 2014 (amended upto date) | Approximately 34.2 million |

3. All interested applicants are required to register on Punjab e-Procurement System to be eligible for participation. EOI Document containing detailed requirements, terms and conditions are available for the registered applicants on Punjab e-Procurement System at www.ep.punjab.gov.pk and Punjab Procurement Regulatory Authority (PPRA) website http://eproc.punjab.gov.pk/ViewTender.aspx . The response time shall be calculated exclusively from the date of publication of the advertisement on the website of the Authority (PPRA).
4. The EOI/Pre-qualification following the instructions in the EOI document, must be submitted on Punjab e-Procurement System on or before **10-12-2026**, no later than **11:00 AM**. EOI/pre-qualification will be opened on the same day on Punjab e-Procurement System at **11:30 AM**. Any proposal received through any mode other than Punjab e-Procurement System shall not be considered.
5. In case, the last date for submission of the proposal is declared public holiday then the next working day will be considered for proposal submission & opening.
6. The URL of the website of the PPRA is https://ep.punjab.gov.pk/ViewTender.aspx and response time shall be calculated exclusively from the date of publication of the advertisement on the website of the PPRA

SECRETARY

Punjab Board of Technical Education
21-Kashmir Block Allama Iqbal Town, Lahore
**Tel: 042-99260277**

## PUNJAB BOARD OF TECHNICAL EDUCATION

# EXPRESSION OF INTEREST (EOI)

### Hiring of Consultancy Firm for Digital Transformation of Punjab TVET Assessment and Examination System

Under the Punjab Procurement Regulatory Framework

**Procuring Agency**
Punjab Board of Technical Education (PBTE)
21-A, Kashmir Block, Allama Iqbal Town, Lahore

**EOI Reference No.: PBTE/P&M/2026/1401**
**Publication Date: 24-11-2026**
**Submission Deadline: As specified in the EOI notice / Punjab e-Procurement System**

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## 1. INVITATION FOR EXPRESSION OF INTEREST

Punjab Board of Technical Education (PBTE), Lahore, invites Expressions of Interest (EOIs) from eligible and legally registered software development / consultancy firms for pre-qualification for the assignment titled “Hiring of Consultancy Firm for Digital Transformation of Punjab TVET Assessment and Examination System” (Package-B).

The purpose of this EOI is to identify firms having the requisite legal status, financial soundness, relevant software-development and integration experience, cybersecurity capability, and qualified personnel to undertake the proposed assignment. Applicants meeting the mandatory eligibility requirements and qualifying under the prescribed evaluation criteria may be shortlisted / pre-qualified in accordance with the applicable Punjab procurement rules and the EOI notice.

The estimated cost of the assignment stated in the underlying tender document is PKR 34.20 million, inclusive of taxes. The EOI is for pre-qualification only; submission of an EOI does not confer any right to award of contract. The subsequent procurement stage, if undertaken, shall be governed by the bidding documents issued by PBTE and the applicable procurement framework.

Applicants shall submit their EOI through the Punjab E-Procurement Application (EPADS), where required by the EOI notice, by the date and time stated in that notice. Any deadline, reference number, contact particulars or submission instructions not stated in this document shall be specified in the published EOI notice / EPADS.

## 2. BACKGROUND AND PURPOSE

The Government of Punjab, through PBTE, is undertaking a digital transformation initiative to modernize the Technical and Vocational Education and Training (TVET) assessment, examination, certification, institutional monitoring and student-service ecosystem. The initiative is intended to replace fragmented and manual processes with integrated, secure and technology-enabled solutions covering the assessment and examination lifecycle.

The selected firm is expected to provide end-to-end services including requirements analysis, process blueprinting, system architecture, user-interface and user-experience design, software development, database design, integration, testing, deployment, documentation, training, knowledge transfer, stabilization and agreed technical support. The firm shall work closely with PBTE and comply with PBTE’s review, approval, security and acceptance requirements.

## 3. SCOPE OF THE PROPOSED ASSIGNMENT

The proposed integrated digital platform is expected to include, inter alia, the following components:

- Live Dashboard for real-time monitoring, analytics, visualization and automated reporting.
- Computerized Question Bank for secure question creation, classification, moderation, syllabus coverage, versioning and automated paper generation.
- Online Examination System for approved MCQ and subjective assessment formats, integrated with the Question Bank and PBTE systems.
- OMR and Result Processing Software, including OMR sheet design, scanning, recognition, validation, image processing, result computation and integration with PBTE existing system.
- Centralized Sessional / Formative Assessment Portal for institutes for continuous monitoring and reporting of student sessional / formative performance.
- PBTE Portal and Online Student Services, including approved online applications, status tracking, result access, digital result cards / digital certificates and other authorized services.

- PBTE Mobile Application for mobile services, field monitoring, inspection, attendance, scanning and approved examination functions.
- Robust Examination Management System (EMS), including enhancement and integration of existing examination-related systems and secure API-based interoperability with relevant provincial / national TVET systems.

The detailed scope, deliverables, acceptance criteria, implementation strategy, service levels, intellectual-property provisions and handover requirements shall be as specified in the subsequent RFP / tender documents and Terms of Reference (TORs). The Consultancy Firm shall ensure the availability of Development Team onsite. The company shall provide One Year maintenance support from the date of handover. The underlying tender document states an overall implementation period of seven (7) months from the date of award of contract.

## 4. INSTRUCTIONS TO APPLICANTS

- All information and supporting documents shall be submitted in English. Supporting documents in another language shall be accompanied by an English translation where required.
- Applicants shall provide complete, accurate and verifiable information in the prescribed schedules. PBTE may verify information with issuing authorities, clients, banks, tax authorities or other relevant entities.
- An applicant shall submit only one EOI, either independently or as a member of a joint venture / consortium, subject to the terms expressly permitted in the EOI notice. Participation in more than one application, where prohibited, may result in rejection.
- Where a joint venture / consortium is expressly permitted by the EOI notice, the lead firm shall meet all mandatory eligibility requirements. For evaluation, the financial soundness, experience and personnel capabilities of the lead firm shall be considered, consistent with the underlying tender document.
- Subcontractors, experts or personnel shall not be associated with more than one applicant where such multiple association is prohibited by the procurement documents.
- Applicants shall disclose actual or potential conflicts of interest. Failure to disclose a material conflict or submission of false / misleading information may result in rejection and any further action permissible under the applicable rules.
- Firms blacklisted or debarred by PBTE, Punjab Procurement Regulatory Authority (PPRA), or another competent authority, where such status makes them ineligible, shall not be eligible to participate.
- All costs incurred in preparing and submitting an EOI shall be borne by the applicant. PBTE shall not be responsible for such costs.
- PBTE reserves the right to verify submissions, seek clarification in accordance with the applicable rules, reject non-responsive applications, amend the process or annul the process where legally permissible. No post-submission document shall be accepted where prohibited by the procurement documents / applicable rules.
- An EOI / pre-qualification exercise does not constitute a commitment by PBTE to issue an RFP, award a contract, or reimburse any applicant.

## 5. MANDATORY ELIGIBILITY REQUIREMENTS

Applicants must meet all mandatory requirements below. Failure to submit the required evidence may render the application non-responsive.

| No. | Requirement | Evidence to be submitted |
|---|---|---|
| 1 | Valid legal status / software-sector registration | Valid registration certificate from Pakistan Software Export Board (PSEB). |

| | | |
|---|---|---|
| 2 | Company / firm registration | Valid certificate of incorporation / registration from SECP or registration with the Registrar of Firms, as applicable. |
| 3 | Tax registration | Valid Income Tax and Sales Tax registration certificates with the relevant authorities, as applicable. |
| 4 | Non-performance declaration | Affidavit on PKR 100 non-judicial stamp paper or on the applicant's letterhead declaring that no contract non-performance has occurred during the last five (5) years. |
| 5 | Non-blacklisting declaration | Affidavit on PKR 100 non-judicial stamp paper or on the applicant's letterhead declaring that the applicant is not currently blacklisted / defaulted by the Employer and/or PPRA for procuring agencies. |
| 6 | Truthfulness declaration | Separate affidavit on PKR 100 non-judicial stamp paper or on the applicant's letterhead confirming that all information supplied is correct. |
| 7 | Income tax returns and financial audit reports | Income tax returns filed with FBR and financial Audit Reports for the last three (3) years. |
| 8 | Minimum completed software projects | Evidence of successful completion of software-development projects, during the last three (3) years. Submit the relevant work orders / letters of award and corresponding completion certificates showing consultancy value and completion date. |
| 9 | Office in Lahore | The firm must have at least one office in Lahore, Pakistan. |

## 6. PRE-QUALIFICATION EVALUATION CRITERIA

Applications meeting the mandatory eligibility requirements shall be evaluated against the following categories and weightages reproduced from the underlying tender document:

| Category | Evaluation area | Maximum marks | Pass Criteria |
|---|---|---|---|
| A | Financial Soundness | 30 | 50% |
| B | Experience Record | 50 | 80% |
| C | Personnel Capabilities | 20 | 100% |
| | TOTAL | 100 | |

Minimum qualifying thresholds: an applicant must secure at least 50% in category-A, 80% in category-B and 100% in category C of the marks in each Category A, B and C, and at least 70% overall. Where a joint venture / consortium is permitted, the lead partner must meet all eligibility criteria and secure the required overall qualifying score; evaluation of financial soundness, experience and personnel capabilities shall be based on the lead firm, as stated in the underlying tender document.

### 6.1 Category A — Financial Soundness (30 marks)

Average annual turnover for the last three financial years shall be calculated from the income tax returns filed with FBR and financial audit reports. "A" means average annual turnover during the last three financial years, expressed in PKR. Full marks shall be awarded where A is equal to or greater than 100% of the estimated project cost (PKR 34.20 million). For turnover below 100% of the project cost, marks shall be calculated proportionately as (A ÷ project cost) × 30. No marks shall be awarded where A is below 25% of the project cost. No marks shall be awarded if the latest income tax return filed with FBR and financial audit report is not attached.

### 6.2 Category B — Experience Record (50 marks)

| Sub-category | Assessment basis | Marks | Required evidence | |
|---|---|---|---|---|
| B(a) — Work experience | Cumulative projects completed in the last three | 10 | Work order / LOA and completion or | Recent experience in |

| | | | | |
|---|---|---|---|---|
| (Mobile App Crossplatform) | tax years involving Mobile Apps. Projects below PKR 5 million are inadmissible. Full marks where qualifying cumulative value is at least 100% of project cost; proportionate marks below that threshold, subject to the tender's stated minimum threshold. | | taking-over certificate from the competent authority showing consultancy value and completion date. | completed mobile app projects and their cumulative value demonstrate the firm's capacity to deliver PBTE's proposed app at a comparable scale. |
| B(b) — Work experience (OMR/OCR) | Cumulative value of qualifying projects completed in the last three tax years involving OMR/OCR applications. Projects below PKR 5 million are inadmissible. Full marks where qualifying cumulative value is at least 100% of project cost; proportionate marks below that threshold, subject to the tender's stated minimum threshold. | 10 | Work order / LOA and completion or taking-over certificate from the competent authority showing consultancy value and completion date. | OMR/OCR experience demonstrates the firm's ability to automate examination processing, reduce manual intervention and ensure accurate results. |
| B(c) — Work experience (Web Applications) | Cumulative value of qualifying projects completed in the last three tax years involving web applications in .NET core and API. Projects below PKR 5 million are inadmissible. Full marks where qualifying cumulative value is at least 100% of project cost; proportionate marks below that threshold, subject to the tender's stated minimum threshold. | 20 | Work order / LOA and completion or taking-over certificate from the competent authority showing consultancy value and completion date. | .NET Core experience demonstrates the firm's ability to develop secure, scalable portals and APIs, integrate with PBTE's systems and support ongoing maintenance. |
| B(d) — International presence | Office established in at least one PPRA-approved country outside Pakistan. | 10 | Documentary evidence of the overseas office and its establishment in the relevant country. | An established overseas office indicate exposure to international clients, delivery practices and quality standards, while facilitating access to global |

| | | | | |
|---|---|---|---|---|
| | | | | expertise, emerging technologies relevant to the project. |

### 6.3 Category C — Personnel Capabilities (20 marks)

Personnel shall be assessed against the positions and numbers specified in the tender document. Applicants shall submit CVs, qualification / experience evidence and any applicable professional-registration verification required by the tender documents. The source tender identifies the following positions and allocated marks:

| No. | Position | Required number | Marks per person | Total marks |
|---|---|---|---|---|
| 1 | Project Manager / Team Lead | 1 | 3 | 3 |
| 2 | Software Developers | 3 | 2 | 6 |
| 3 | Database Specialist | 1 | 2 | 2 |
| 4 | QA / Test Engineer | 2 | 1 | 2 |
| 5 | UI/UX / Frontend Specialist | 2 | 1 | 2 |
| 6 | Mobile Application Developer | 1 | 2 | 2 |
| 7 | AI/ML / Image Processing Specialist | 1 | 3 | 3 |
| | | | | 20 |

### 6.4 Key Expertise

| Position/Expertise | Minimum Suggested Qualification | Relevant Experience | Job Description |
|---|---|---|---|
| Project Manager / Team Lead | Master's in CS/IT/Project Management or equivalent | 8+ years software/project experience; substantial large-system delivery experience | Lead the planning, coordination and delivery of all components of the Digital Transformation of Punjab TVET Assessment System, ensuring compliance with the approved scope, timelines and quality standards. |
| Software Developers | Bachelor's/Master's in CS/IT or equivalent | 5+ years relevant development experience | For Development of Question Bank Software, Online Examinations, Analytical Dashboards, Formative Assessment Institute Portal, Digital Paper generation, Digital certificates, Student E-services, integration with provincial / national databases |
| Database Specialist | Bachelor's/Master's in CS/IT or equivalent | 5+ years database design, optimization and administration | For Front end development |
| QA/Test Engineer | Bachelor's/Master's in CS/IT or equivalent | 5+ years QA, automation, performance and UAT | For Quality Assurance and testing |
| UI/UX / Frontend Specialist | Bachelor's/Master's in CS/IT/Design or equivalent | 3+ years relevant experience | For database management |
| Mobile Application Developer | Bachelor's/Master's in CS/IT or equivalent | 3+ years Android/iOS/cross-platform experience | For OMR Sheet Development, Scanning & Result Tabulation |
| AI/ML & Image Processing Specialist | Bachelor's/Master's in AI/CS/IT Data Science or equivalent | 3+ years in image processing/OCR/ML; relevant OMR experience preferred | For Development of Mobile Application |

## 7. DOCUMENTS TO BE SUBMITTED

- Signed EOI application / letter of interest by the authorized representative.
- Power of Attorney / authorization for the person signing the application.
- Company / firm registration documents and PSEB registration, where applicable.
- Income Tax and Sales Tax registration certificates, as applicable.
- FBR income tax returns and financial Audit report for the last three financial years.

- Required affidavits / undertakings regarding non-performance, non-blacklisting and correctness of information.
- Completed applicant profile and ownership / organizational information.
- Completed project experience schedules, with work orders / LOAs and completion / taking-over certificates as applicable.
- Evidence supporting projects, international office where claimed.
- CVs and documentary evidence for proposed key personnel, including qualifications and experience.
- Joint venture / consortium agreement or letter of intent and authorizations, only where JV / consortium is expressly permitted by the EOI notice.
- Any additional document specifically required in the EOI advertisement / EPADS.

## 8. EOI APPLICATION FORM

To: The Secretary
Punjab Board of Technical Education (PBTE)
21-A, Kashmir Block, Allama Iqbal Town, Lahore

Subject: EXPRESSION OF INTEREST FOR PRE-QUALIFICATION — DIGITAL TRANSFORMATION OF PUNJAB TVET ASSESSMENT AND EXAMINATION SYSTEM

Dear Sir/Madam,

Having examined the EOI document and the information relating to the proposed assignment, we hereby express our interest in being considered for pre-qualification for the above-mentioned assignment. We confirm that the information provided in this application and its annexures is true, complete and correct to the best of our knowledge and belief.

We authorize PBTE to verify the information and documents submitted by us with relevant authorities, clients and other sources. We understand that any false statement, concealment or misrepresentation may result in rejection of our application and any further action permissible under the applicable procurement rules.

We acknowledge that submission of this EOI does not guarantee shortlisting, issuance of a subsequent RFP, or award of contract. We agree to abide by the conditions stated in this EOI and the applicable procurement framework.

| Particular | Applicant's response |
|---|---|
| Legal name of applicant | |
| Registered address | |
| Name and designation of authorized representative | |
| Telephone / mobile | |
| Email address | |
| Company registration number and date | |
| NTN | |
| Sales Tax Registration No. (if applicable) | |
| PSEB registration No. (if applicable) | |
| Website | |
| EOI submission date | |

Authorized Signatory: _____ Name: _____

Designation: _____ Date: _____

Company seal (if applicable): _____

## 9. APPLICANT / FIRM PROFILE

| Information required | Details |
|---|---|
| Legal name of firm / company | |
| Legal form (company / partnership / other) | |
| Date of establishment / incorporation | |
| Registered office address | |
| Principal place of business | |
| Names of directors / partners / proprietors | |
| Ownership / beneficial ownership details | |
| Organizational structure and key business areas | |
| Number of permanent technical employees | |
| Relevant certifications / registrations | |
| Name and contact details of authorized focal person | |

Attach the organizational chart, list of directors / partners and beneficial ownership information, where applicable.

## 10. RELEVANT PROJECT EXPERIENCE

Provide a separate entry for each project claimed. Only experience legally undertaken by the applicant firm (or the eligible lead firm in a permitted JV / consortium) shall be claimed as firm experience. Individual experts' experience gained privately or through other firms shall not be claimed as the applicant firm's experience.

| No. | Project title / brief scope | Role on assignment (e.g Sole consultant/ Lead partner in JV/Consortium etc | Technology stack | Client / country | Start–completion dates | Contract / consultancy value (PKR) | Status and evidence attached |
|---|---|---|---|---|---|---|---|
| 1 | | | | | | | |
| 2 | | | | | | | |
| 3 | | | | | | | |
| 4 | | | | | | | |
| 5 | | | | | | | |

For each project, attach the work order / letter of award and the applicable completion / taking-over certificate. The certificate should identify the project value and completion date. Projects below the minimum value specified in the evaluation criteria shall not be counted.

## 11. FINANCIAL SOUNDNESS

| Financial year | Turnover as per filed FBR return (PKR) | FBR return attached (Yes/No) |
|---|---|---|
| Year 1 | | |
| Year 2 | | |
| Year 3 | | |
| Average annual turnover (A) | | |

Applicant's calculation against the estimated project cost of PKR 34.20 million:

| Calculation item | Amount / response |
|---|---|
| Average annual turnover (A) | PKR _____ |
| 100% of estimated project cost | PKR 34,200,000 |
| 25% of estimated project cost | PKR 8,550,000 |
| Average turnover as a percentage of project cost | _____ % |

## 12. INTERNATIONAL PRESENCE

### 12.1 International office

| Country (outside Pakistan) | Office address | Date established | Evidence attached |
|---|---|---|---|
| | | | |

## 13. KEY PERSONNEL INFORMATION

List the proposed personnel for the positions below. Attach a signed CV for each proposed expert and copies of relevant degrees, certificates, experience letters and professional registration verification where applicable. The detailed TOR / RFP shall govern the minimum qualifications and experience for each position.

| No. | Position | Required number | Name(s) | CV and evidence attached |
|---|---|---|---|---|
| 1 | Project Manager / Team Lead | 1 | | |
| 2 | Software Developers | 3 | | |
| 3 | Database Specialist | 1 | | |
| 4 | QA / Test Engineer | 2 | | |
| 5 | UI/UX / Frontend Specialist | 2 | | |
| 6 | Mobile Application Developer | 1 | | |
| 7 | AI/ML / Image Processing Specialist | 1 | | |

## 14. DECLARATIONS AND UNDERTAKINGS

The applicant hereby declares and undertakes that:

- It is a legally registered entity and is authorized to undertake the services relevant to this assignment.
- It is not currently blacklisted or debarred by PBTE, PPRA or any other competent authority in a manner that makes it ineligible to participate.
- No contract non-performance has occurred during the last five (5) years, as declared in the supporting affidavit.
- All information and documents submitted with this EOI are true, correct, complete and authentic. The applicant understands that PBTE may verify them.
- The applicant has disclosed any actual or potential conflict of interest relevant to this assignment.
- The applicant shall comply with the applicable Punjab procurement rules and the conditions of the EOI / subsequent procurement documents.

- The applicant understands that no document may be accepted after the submission deadline where the procurement documents or applicable rules prohibit post-submission supplementation.
- The applicant acknowledges that this EOI is for pre-qualification and does not constitute a financial proposal, offer of contract, or assurance of award.

## 15. SUBMISSION CHECKLIST

☐ Signed EOI application form

☐ Power of Attorney / authorization of signatory

☐ Company / firm registration certificate

☐ PSEB registration certificate, where applicable / required

☐ Income Tax and Sales Tax registration certificates, as applicable

☐ FBR income tax returns for the last three years

☐ Affidavit / undertaking regarding non-performance in the last five years

☐ Affidavit / undertaking regarding non-blacklisting / non-default

☐ Separate declaration confirming correctness of information

☐ Firm profile, ownership and organizational chart

☐ Project work orders / LOAs and completion / taking-over certificates

☐ International office evidence, if claimed

☐ Key personnel schedule, CVs and qualification / experience evidence

☐ JV / consortium documents, if expressly permitted

☐ Any additional item stated in the EOI notice / EPADS

## ANNEXURE A — PROJECT EXPERIENCE SCHEDULE

Complete one row per project and attach documentary evidence. Duplicate this page as necessary.

| Item | Information to be provided |
|---|---|
| Project reference / title | |
| Client / procuring agency and country | |
| Technology stack | |
| Project description and principal deliverables | |
| Start date and completion date | |
| Contract / consultancy value (PKR) | |
| Amount paid to applicant (if JV / consortium) | |
| Applicant's role (sole firm / lead member / other) | |
| Work order / LOA reference and date | |
| Completion / taking-over certificate reference and date | |
| Contact person at client organization (for verification) | |

## ANNEXURE B — KEY PERSONNEL SCHEDULE

| Item | Details |
|---|---|
| Proposed position | |
| Full name | |
| Nationality (if required) | |
| Highest qualification, institution and year | |
| Relevant professional certifications / registration | |
| Total years of relevant experience | |
| Relevant software projects | |
| Current employer / position | |
| Availability for the assignment | |
| CV attached (Yes/No) | |
| Degree / experience evidence attached (Yes/No) | |

## ANNEXURE C — AFFIDAVIT / UNDERTAKING FORMAT

To be executed on PKR 100 non-judicial stamp paper or on the applicant's letterhead where expressly permitted by the EOI notice.

I / We, _____, being the authorized representative of _____ (name of applicant), having its registered office at _____, do hereby solemnly affirm and declare that:

- The applicant has not experienced non-performance of a contract during the last five (5) years.
- The applicant is not currently blacklisted / debarred / defaulted by PBTE, PPRA or any procuring agency in a manner that makes it ineligible for this procurement.
- All information and documents furnished with the EOI are true, correct, complete and authentic to the best of our knowledge and belief, and may be verified by PBTE.
- The applicant has not concealed any material fact and has disclosed any actual or potential conflict of interest relevant to the assignment.
- The applicant understands that any false statement, forged document, concealment or misrepresentation may result in rejection and further action under the applicable laws / procurement rules.

Deponent / Authorized Signatory: _____

Name and designation: _____

CNIC / identification (if required): _____

For and on behalf of: _____

Date: _____ Company seal: _____

Verification / attestation by Oath Commissioner, where applicable: _____