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**Government of Pakistan  
Ministry of Aviation (Aviation Division)  
Pakistan Meteorological Department  
(Indent and Purchase Section)**

Sector H-8/2, Post Box No. 1214, **Islamabad, Pakistan**  
URL: <http://www.pmd.gov.pk/>

**REQUEST FOR EXPRESSION OF INTEREST (EOI)**

1. Pakistan Meteorological Department (PMD) invites Expression of Interest (EOI) from duly registered and active tax payers Consultancy Firms / Research Organizations / Academia / Consortium for exploring avenues in weather market & developing business model for meteorological and seismological products.
2. Method of Quality and Cost based selection under regulation 3(B) of the Procurement of Consultancy Services Regulations, 2010 will be used. Expression of Interest (EOI) documents having detailed TORs are available free of cost at the website [www.pmd.gov.pk](http://www.pmd.gov.pk) or can be obtained at the address given at the end.
3. EOI, prepared in accordance with the instructions in the TORs, must reach at **Director (I&P), Pakistan Meteorological Department, Pitras Bukhari Road, H-8/2, Islamabad** on or before **27.12.2022 till 1030 hrs. PST**. This advertisement is available at [www.pmd.gov.pk](http://www.pmd.gov.pk) as well as [www.ppra.org.pk](http://www.ppra.org.pk)

**(Maj. (R) Muhammad Kaleem Khan)**  
Director (I&P)  
Pakistan Meteorological Department  
H-8/2, Islamabad  
Ph. 051-9250286

## **Terms of Reference (TORs)**

**FOR**

### **EXPRESSION OF INTEREST (EOI) REGARDING HIRING OF CONSULTANCY SERVICE FOR EXPLORING AVENUES IN WEATHER MARKET & DEVELOPING BUSINESS MODEL FOR PAKISTAN METEOROLOGICAL DEPARTMENT (PMD)**

#### **1. Introduction:-**

Pakistan Meteorological Department (PMD) is an Executive Department of Government of Pakistan, Ministry of Aviation (Aviation Division), Islamabad. PMD provides valuable meteorological & seismological services to different stakeholders in the country including private and public sector. The market of weather and seismological products is emerging around the globe. PMD intends to explore business opportunities through research, development and technology advancement (collectively referred to as 'body of work') in the market for the department as well as entrepreneurs in Pakistan's economy. While establishing this market in the country, PMD will step further for economic growth of the country.

#### **2. Objectives:-**

Meteorology and seismology is a costly business. Collection of data, observation system, weather radars etc. require huge investments which is usually difficult to be managed by private sector. But PMD being National Meteorological Service (NMS) & public organization has already established its network to provide the services while producing basic weather & seismological services. Tailoring of these services as per customers' needs lead to revenue generation for public sector as well as private bodies. The users specific information gives the customers new vision for taking profitable and beneficial decisions in an effort to reduce losses and enhance productivity.

In developed countries weather market has grown rapidly. Now PMD is also taking steps to extend the benefits of its services to business community, entrepreneurs, commercial organizations along with the existing stakeholders. In this regard there is requirement of extensive research on cost-benefit analysis of PMD products, 'AS IS' and 'TO BE' analysis, analysis of socio-economic benefits of meteorological services, market research, developing PMD's business model towards becoming a self-sustaining organization, devising National Meteorological Policy and regulating through legislation. Through this body of work, PMD will not only build its capacity but will also provide business opportunities to interested stakeholders.

#### **3. Necessary instructions:-**

The data of PMD is a valuable asset and of sensitive nature. During the research phase data of stakeholders like aviation, marine, defence services may also be required. Therefore, PMD requires services of trustworthy organization / consultancy service which may keep the confidentiality of relevant data and not further share it without prior permission of PMD. The required body of work will also be carried out in close liaison with PMD human resource including researchers, meteorologists & engineers. The products will be discussed at level of different ministries and government bodies. The consultancy service will be required to defend PMD's stance at all appropriate levels. Accordingly, some necessary instructions in this regard are as follows:-

- i. To make Pakistan as weather resilient society, there is a dire need to devise a meteorological policy on urgent basis.
- ii. All of the tasks will be time bound with certain limitations.

- iii. The data relating to meteorological and seismological services will be provided by PMD. The consultancy service is requested not to further share the data / information without prior approval of PMD.
- iv. The consultancy service must have proper institutional structure including managerial capabilities, human resource, operational arrangements and legal eligibility for providing consultancy, conducting surveys, to carry out research and give policy recommendations.
- v. Keeping in view the diverse nature of the assignment, PMD reserves the right to assign tasks as per strengths of each EOI or may go for consortium with proper justification on agreed terms.
- vi. Shortlisting of EOIs shall be made as per criteria given below. Request for Proposal shall be made to only shortlisted organizations and/or consortiums as the case may be.
- vii. PMD reserves the right to reject all the EOIs at any stage under PPRA Rules.

#### **4. Last Date of EOI:-**

EOIs as per the TORs are required by **27-12-2022 till 1030 hrs. PST.** Same shall be opened in front of concerned representatives **on the same day at 1100 hrs.**

#### **5. Form of contract:-**

It will be a contract to perform body of work wherein the organization/ consortium and PMD will jointly perform the tasks on agreed terms. Contract will be effective from the date of award and last maximum to 30.06.2023. However, for implementation of deliverables (if required afterwards) the organization/ consortium will be required to defend the body of work along with PMD before the relevant fora within same financial proposals as per agreed terms. Being a unique body of work and keeping in view the diversity of the tasks involved, PMD reserves the right to make contract on part of the deliverables as per strengths of the proposals evaluated on the basis of the criteria.

#### **6. Deliverables:-**

Keeping in view the objectives, the deliverables are listed below. EOIs must contain concept notes on these deliverables along with the methodology and proper timeline. In case of any query, Director (I&P) may be contacted:-

- i. Categorization of Public & Private goods and services of PMD products.
- ii. Cost-benefit analysis and valuation of PMD products and services.
- iii. 'AS IS' and 'TO BE' analysis.
- iv. Pilot API's and portals for priority products and services.
- v. Analysis of Socio-Economic Benefits of Meteorological services in Pakistan with future prospects.
- vi. Develop suitable and sustainable business model for PMD catering to the local needs of Pakistani population.
- vii. Assist PMD in preparation of National Meteorological Policy and give necessary input in legislation.

#### **7. General Terms & Conditions:-**

- i. EOI must be submitted on behalf of relevant authority of organization/ consortium. No proposals in individual capacity shall be accepted.
- ii. EOI containing unsubstantiated and/or incorrect information shall be liable to disqualification.

- iii. Incomplete or late received EOI will not be considered.
- iv. PMD reserves the right to reject all the proposals as per PPRA Rules.

**8. Evaluation Criteria:-**

Following criteria for evaluation of EOIs shall be followed:-

Sr. No.	Criteria	Evaluation
i.	It is validly incorporated under the laws of Pakistan (to the extent applicable);	05 Marks
ii.	Demonstrated knowledge, experience, capability in research, weather industry and associated weather technology – not more than 1400 words	25 Marks
iii.	Relevant direct team profile	10 Marks
iv.	Responses in the form of a high-level plan to each deliverable – not more than 2400 words.	30 Marks
v.	Idea incubation presentation	30 Marks
		100 Marks