General Queries and its response on EOI

Query No. 1

Query Date: Saturday, 13 June 2026

To:Khurram Shahzad - Procurement Officer <khurram@ifrap.org.pk>

Subject: Query regarding Hiring of a Firm for National Digital Communications, Visibility, and Strategic Amplification Support

Dear Mr Khurram,
I hope this email finds you well. I am writing to your good office with some queries regarding the TOR issued by your good office. If you can, please let us know:

1. In case of a JV, will the experience of the lead firm be considered, or will the experience of both be combined and considered if two companies are applying as a JV

2. The TOR mentions both firm and consultants, can you please let us know who all can apply? Firms and consultants, or just firms?

3. What documentation is required to be submitted with the proposal for eligibility?
Will be grateful if you can reply to these queries at the earliest.
Sincerely Yours

Response/reply Date Tuesday, June 16, 2026

Subject: Re: Query regarding Hiring of a Firm for National Digital Communications, Visibility, and Strategic Amplification Support

Dear Concerns

Thank you for your email and your interest in this assignment. Please find below the formal clarifications to your queries:

1. Joint Venture (JV) Experience Evaluation

- Clarification: In the case of a Joint Venture (JV), the technical experience, financial capacity, and overall qualifications of all partners will be combined to determine whether the applicant meets the EOIs' evaluation criteria.

- However, please note that all partners in a JV must individually meet the basic eligibility criteria (such as not being debarred by the World Bank and PPRA). Additionally, the lead firm must be clearly designated and must demonstrate a majority share of the required capabilities, as JV partners are held jointly and severally liable for the execution of the contract.

2. Eligibility to Apply (Firms vs. Individual Consultants)

- Clarification: This specific procurement process is restricted to Consulting Firms (legal entities).
- The terms "firm" and "consultant" are used interchangeably, where the contracted organization is legally referred to as the "Consultant." Individual consultants are not eligible to apply independently for this assignment; however, they may be proposed by a bidding firm or JV as part of their team of Key Experts.

3. Required Documentation for Eligibility

To demonstrate eligibility and capability at the initial Expression of Interest (EOI) stage, the following documentation must be submitted with your proposal:

- Legal Status: Valid Certificate of Incorporation or Registration of the firm (and of all partners, if applying as a JV).
- Tax Compliance: Valid and active national tax registration certificates (NTN/Sales Tax, as applicable).
- JV Agreement/Intent: A formal Letter of Intent to form a Joint Venture or an existing JV Agreement, clearly identifying the lead partner.
- Financial Soundness: Audited financial statements or turnover details for the last three (3) years to demonstrate financial capacity.
- Fiduciary Declaration: A signed declaration confirming that the firm (and JV partners) is not under suspension or debarred by the World Bank Group or national regulatory authorities, and has no conflict of interest.
- Corporate Profile & Experience: A list of similar assignments successfully completed, including proof of contract execution (e.g., completion certificates or reference letters), including a list of key and non-key experts indicated in the TORs.

For any further details or information related to this REOI query, please feel free to contact the undersigned or visit our website at [Procurements – IFRAP] for updates. We look forward to receiving your proposal within the stipulated deadline.

Best Regards,

FPMU-IFRAP

Query No. 2

Query Date: Monday, 15 June 2026

Subject: Request for Sharing of Annex 1 – Communication Strategy Document (IFRAP Tender)

Dear Khurram,

I hope you are doing well.

With reference to the tender titled **“Hiring of a Firm for National Digital Communications, Visibility, and Strategic Amplification Support for the Integrated Flood Resilience and Adaptation Project (IFRAP),"** it is stated in the TOR that the communication strategy is attached as Annex 1.

However, we were unable to locate this document in the provided tender pack. As the TOR indicates that Annex 1 is to be reviewed as part of the submission, we would appreciate it if you could kindly share the missing document at your earliest convenience.

Your support in this regard will be highly appreciated.

Best Regards,

Response/reply Date Tue, 16 Jun 2026

From: Khurram Shahzad - Procurement Officer <khurram@ifrap.org.pk>

Dear Concerns,

Thank you for your email and for pointing this out.

We acknowledge that the communication strategy referred to as **Annex 1** was inadvertently missing from the initial REOI pack. Please be informed that the document is being processed and will be officially uploaded to the IFRAP website now. You will be able to access and download it directly from the same procurement link mentioned in the advertisement.

For any further details or information related to this REOI query, please feel free to contact the undersigned or visit our website Procurements – IFRAP for updates.

We appreciate your patience and interest in this assignment under the Integrated Flood Resilience and Adaptation Project (IFRAP).

Best regards,

Query No. 3

Query Date Saturday, 13 June 2026

Subject: Query regarding Hiring of a Firm for National Digital Communications, Visibility, and Strategic Amplification Support

Dear Mr Khurram,

I hope this email finds you well. I am writing to your good office with some queries regarding the TOR issued by your good office. If you can, please let us know:

1. In case of a JV, will the experience of the lead firm be considered, or will the experience of both be combined and considered if two companies are applying as a JV

2. The TOR mentions both firm and consultants, can you please let us know who all can apply? Firms and consultants, or just firms?

3. What documentation is required to be submitted with the proposal for eligibility?

Will be grateful if you can reply to these queries at the earliest.
Sincerely Yours

Response/reply Date Tuesday, June 16, 2026

Subject: Re: Query regarding Hiring of a Firm for National Digital Communications, Visibility, and Strategic Amplification Support

Dear Sir,

Thank you for your email and your interest in this assignment. Please find below the formal clarifications to your queries:

1. Joint Venture (JV) Experience Evaluation

- **Clarification:** In the case of a Joint Venture (JV), the technical experience, financial capacity, and overall qualifications of **all partners will be combined** to determine whether the applicant meets the EOIs' evaluation criteria.
- However, please note that all partners in a JV must individually meet the basic eligibility criteria (such as not being debarred by the World Bank and PPRA). Additionally, the lead firm must be clearly designated and must demonstrate a

majority share of the required capabilities, as JV partners are held jointly and severally liable for the execution of the contract.

2. Eligibility to Apply (Firms vs. Individual Consultants)

- **Clarification:** This specific procurement process is restricted to **Consulting Firms (legal entities)**.
- The terms "firm" and "consultant" are used interchangeably, where the contracted organization is legally referred to as the "Consultant." Individual consultants are not eligible to apply independently for this assignment; however, they may be proposed by a bidding firm or JV as part of their team of Key Experts.

3. Required Documentation for Eligibility

To demonstrate eligibility and capability at the initial Expression of Interest (EOI) stage, the following documentation must be submitted with your proposal:

- **Legal Status:** Valid Certificate of Incorporation or Registration of the firm (and of all partners, if applying as a JV).
- **Tax Compliance:** Valid and active national tax registration certificates (NTN/Sales Tax, as applicable).
- **JV Agreement/Intent:** A formal Letter of Intent to form a Joint Venture or an existing JV Agreement, clearly identifying the lead partner.
- **Financial Soundness:** Audited financial statements or turnover details for the last three (3) years to demonstrate financial capacity.
- **Fiduciary Declaration:** A signed declaration confirming that the firm (and JV partners) is not under suspension or debarred by the World Bank Group or national regulatory authorities, and has no conflict of interest.
- **Corporate Profile & Experience:** A list of similar assignments successfully completed, including proof of contract execution (e.g., completion certificates or reference letters), including a list of key and non-key experts indicated in the TORs.

For any further details or information related to this REOI query, please feel free to contact the undersigned or visit our website at Procurements – IFRAP for updates. We look forward to receiving your proposal within the stipulated deadline.

Best Regards,

FPMU-IFRAP

Query No. 4

Query Date: On Jun 19, 2026,

To: FPMU-IFRAP

I hope you are doing well.

Could you please confirm whether the methodology is required as part of the Expression of Interest (EOI) submission or if it will be required at a later stage?

Best Regards,

Response/reply Date Saturday, June 20, 2026

Subject: Re: Request for Sharing of Annex 1 – Communication Strategy Document (IFRAP Tender)

Dear Concern,

Methodology is not required at this stage.

Regards,

Query No. 5

Query Date: June 23, 2026

To: khurram@ifrap.org.pk

Subject: Request for Annex-1 Communication Strategy - for Hiring of Firm for IFRAP

Dear Mr. Khurram,

Please refer to the TORs for the *Hiring of a Firm for National Digital Communications, Visibility, and Strategic Amplification Support for the Integrated Flood Resilience and Adaptation Project (IFRAP)*.

We noted that the TOR document refers to a Communication Strategy attached as Annex-1; however, the annex does not appear to be included in the shared package.

Could you kindly share the Communication Strategy document at your earliest convenience, as it is an important reference for preparing the technical proposal and understanding the expected approach for operationalization and implementation?

Thank you, and we look forward to your response.

Best Regards,

Response/reply Date June 24, 2026 by FPMU-IFRAP

Subject: Re: Request for Annex-1 Communication Strategy - for Hiring of Firm for IFRAP

Dear Concern,

Thank you for bringing this to our attention, and we appreciate your interest in the EOI for the *Hiring of a Firm for National Digital Communications, Visibility, and Strategic Amplification Support for the Integrated Flood Resilience and Adaptation Project (IFRAP)*

With reference to your query, please note that **Annex-1 (Communication Strategy)** is available on our website. You can download it directly from our official procurement page at the following link, as advertised in the EOI: **IFRAP Procurement Portal** or **(https://ifrap.org.pk/procurements-ifrap/)** as Annex to TORs.

Please let us know if you experience any technical issues downloading the document. We look forward to receiving your proposal.

Best Regards,