

Plot No: 134, 135 & 136, Industrial Estate Phase V, Hayatabad, Peshawar, Khyber Pakhtunkhwa, Pakistan \$\\$091-5891513, 091-5891516, Fax, 091-5891511

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Date: 22nd December, 2022

MINUTES OF THE PRE-BID MEETING IN RESPECT OF HIRING OF CONSULTANCY FIRM(S) FOR PROVISION OF DIGITAL SKILLS TRAINING SERVICES AT DESC MARDAN.

The meeting was held on dated: December 22nd, 2022 at 03:00 PM in the office of KPITB Peshawar.

The following Committee members attended the meeting:

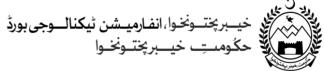
#	Name	Designation and Deptt.	Role in Committee
1	Mr. Zulfiqar Khan	Deputy Director – KP Data Center	Chairman
2	Mr. Muhammad Shoaib	Project Manager-YEP, KPITB	Member
3	Mr. Imran Mohmand	Assistant Director (Procurement), KPITB	Member
4	Mr. Syed Umer Hayat Shah	Manager Networks- KP Data Center	Member
5	Mr. Wajid Anwar	Planning Officer, ST&IT Department	Member

The representatives of the following firms participated in the meeting.

- 1. M/S Aptech Media
- 2. M/S Microcare
- 3. M/S Corvit
- 4. M/S MetaPi
- 5. M/S Sky Green
- 6. M/S NIDA Pakistan-NCITE
- 7. M/S Maxinvo
- 8. M/S Khyber Impex
- 9. M/S Tech Art
- 10. M/S Encoderbytes
- 11. M/S WQ Softwares
- 12. M/S Antonx Pvt. Ltd
- 13. M/S Enablers
- 14. M/S Nerd Camp
- 15. M/S Geneses
- 16. M/S IT Artificers

While some other companies also participated via google meet.





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The Project Manager-YEP welcomed all the participants and gave a brief background on the scope of the subject consultancy. Consequently, all the participated bidders also gave a brief intro of their respective firms and few queries were made by the bidders which were heard by the Committee and were accordingly responded for further clarification. The questions asked by the participants and the responses of the Committee are as followed.

S No.	Queries of Bidders	Response of Committee
	Where will the training be hosted?	The trainings will be hosted in the Digital
1		Economy & Skills Center Mardan, wherein
1.		labs and all other allied facilities will be
		provided by KPITB.
	15% female participation may be	The Committee apprised that KPITB is already
2.	difficult to achieve which may be	undertaking such projects and historically the
	relaxed?	said percentage has proven to be achievable.
	Travelling and lodging of the	It was informed that such provision is not
3.	trainees from other districts may be	available in the project.
	incentivized?	
4.	Can the firms apply in joint	Yes, firms may apply in Joint Venture.
4.	venture?	
	Sharing of trainee's data	As there is no other means of verifying the
5.	(Verifiable list of trainees having CNIC, Phone Numbers and Email	trainee data, the committee decided to keep the requirement intact.
3.	IDs) will be a challenge, the	
	committee is requested to relax the criteria.	
	Can the students of the universities/institutes running by	The students of universities and institutes cannot be counted directly as beneficiaries.
	the bidders be counted as a trainee	They can only be counted if, the individuals
6.	and can be submitted in the firm's	were trained under a contract/PO for training
	profile as experience?	services by another organization/entity, or the individuals has trained directly under the
		regular digital skills training of the bidder, for
	What is the trainees age bracket and	which necessary proof will also be required. The age bracket will be 18 – 35 years, however
7.	selection criteria.	the final selection criteria will be devised by the
	Is it mandatory for the firm to be	successful bidders and KPITB. Yes, the firms need to be an accredited with the
8.	accredited with the relevant	relevant principal/accreditation bodies, for the
	accreditation bodies? For how long the trainers'	relevant packages mentioned in the RFP. At the time of bidding the trainers/bidders
9.	certificates will be valid?	needs to be certified from the relevant
7.		principal/accreditation bodies, however if the
		certification/accreditation is expiring after the



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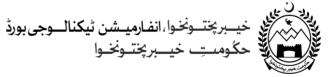
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		bidding dates, the firm upon selection needs to renew that prior to contract signing for a minimum till the contract duration.
10.	The deadline for bid submission may be extended?	As there is already sufficient time available to prepare proposal, therefore deadline cannot be
		extended.

The meeting ended with the vote of thanks.





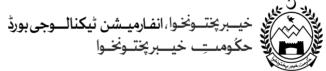
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Digital Skills and Certifications

Given below is the list of various digital skills courses and certifications that can be considered for the Digital Skills and Economy Center to be established at Shankar.

Major Digital Skill Tracks	Digital Skills under the Major Tracks	Global Certifications
E-Commerce	 Shopify/Daraz/Amazon Drop shipping Product Hunting Virtual Assistant 	N/A
Block Chain	The courses can be selected as per the certification programs to be offered; however, the following are some of the main courses that can be considered in accordance with the certifications; • Ethereum and Solidity • Python and the Block chain Technology • Fintech: Foundations & Applications of FinancialTechnology	 BTA Certified Blockchain Business Foundations(CBBF) BTA Certified Blockchain Solution Architect (CBSA) BTA Certified Blockchain Developer Ethereum (CBDE) Certified Blockchain Developer Hyperledger Fabric(CBDH) BTA Certified Blockchain Security Professional (CBSP)
	The courses may include: Block chain Architecture Decentralized Applications Blockchain Reaction Cryptocurrency Transactions Smart Contracts Creation The 3-layer Model Asymmetric Cryptography	* BTA is Blockchain Training Association
Big Data Engineering	The courses can be selected as per the certification programs to be offered; however, the following are some of the main courses that can be considered in accordance with the certifications;	 Amazon Web Services (AWS) Certified Data Analytics – Specialty Cloudera Certified Associate (CCA) Spark and HadoopDeveloper Cloudera Certified Professional (CCP): Data Engineer
	 AWS Data Analytics Specialty Spark and Hadoop CCP Data Engineering Associate Big Data Engineer Senior Big Data Engineer IBM Big Data Engineering 	 Data Science Council of America (DASCA) AssociateBig Data Engineer Data Science Council of America (DASCA) Senior BigData Engineer

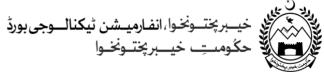




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	SAS Big Data Professional	 Google Professional Data Engineer IBM Certified Data Engineer Big Data SAS Certified Big Data Professional
AI and Machine Learning	The courses can be selected as per the certification programsto be offered; however, the following are some of the main courses that can be considered in accordance with the certifications; • Artificial Intelligence • Deep Learning • Machine Learning • Natural Language Processing • Neural Networks • Computer Vision • TensorFlow	 IBM AI Engineering Professional Certificate IBM Applied AI Professional Certificate AWS Certified Machine Learning – Specialty Google Certified Professional Machine Learning Engineer Microsoft Certified: Azure AI Engineer Associate
Computer Networking	The courses can be selected as per the certification programs to be offered; however, the following are some of the main courses that can be considered in accordance with the certifications;	 Cisco Certified Network Associate (CCNA) Cisco Certified Network Professional (CCNP) Huawei Certified Network Associate (HCNA) HCIE-Routing & Switching Certification Microsoft Certified: Azure Network Engineer Associate Microsoft Certified Solutions Associate (MCSA) Microsoft Certified Solutions Expert (MCSE)
Cyber Security	The courses can be selected as per the certification programs to be offered; however, the following are some of the main courses that can be considered in accordance with the certifications; • Ethical Hacking • Threat Intelligence	 EC-Council's Certified SOC Analyst (CSA) EC-Council's Certifies Ethical Hacking (CEH) EC-Council's Certified Penetration Tester (CPENT) EC-Council's Certified Threat Intelligence Analyst (C TIA) EC-Council's Certified Chief Information Security

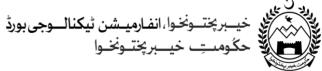




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	 Penetration Testing Security Operations Center (SOC) Analytics Information Security 	• Officer
Cloud Computing	The courses can be selected as per the certification programs to be offered; however, the following are some of the main courses that can be considered in accordance with the certifications; - Solutions Architect - Solutions Developer - DevOps - SysOps	 AWS Certified Cloud Practitioner AWS Certified Developer – Associate AWS Certified SysOps Administrator – Associate AWS Certified Solutions Architect – Associate AWS Certified DevOps Engineer – Professional AWS Certified Solutions Architect – Professional Google Professional Cloud Architect Google Professional Cloud Developer Google Professional Cloud Developer Google Associate Cloud Engineer Google Associate Cloud Engineer
Business Intelligence	The courses can be selected as per the certification programs to be offered; however, the following are some of the main courses that can be considered in accordance with the certifications; BI Developer BI Analyst	 Certified Business Intelligence Professional (CBIP) Microsoft Power BI
Foundation Level Digital Skills	Web Development WordPress Design and Development HTML, CSS, JavaScript, PHP Graphics Design Branding UI/UX Visual Communication Animation 2D Animation 3D Animation	N/A





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	 Digital Marketing Social Media Marketing Search Engine Marketing 	
Nano Degrees/ High Impact Skills Bootcamps	 Artificial Intelligence Data Science Autonomous Systems Programming Product Management 	These are Nano Degrees or High Impact Skills, and a completion certification is provided after successful completion of the training. Global Certification is not applicable to this.