

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.

Date: 22nd December, 2022

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

Date: 22nd December, 2022

		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.

Date: 22nd December, 2022

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	<ul style="list-style-type: none"> • Shopify/Daraz/Amazon <ul style="list-style-type: none"> ○ Drop shipping ○ Product Hunting ○ Virtual Assistant 	N/A
Block Chain	<p>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;</p> <ul style="list-style-type: none"> • Ethereum and Solidity • Python and the Block chain Technology • Fintech: Foundations & Applications of FinancialTechnology <p>The courses may include:</p> <ul style="list-style-type: none"> • Block chain Architecture • Decentralized Applications • Blockchain Reaction • Cryptocurrency Transactions • Smart Contracts Creation • The 3-layer Model • Asymmetric Cryptography 	<ul style="list-style-type: none"> • 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) <p>* BTA is Blockchain Training Association</p>
Big Data Engineering	<p>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;</p>	<ul style="list-style-type: none"> • Amazon Web Services (AWS) Certified Data Analytics – Specialty • Cloudera Certified Associate (CCA) Spark and HadoopDeveloper • Cloudera Certified Professional (CCP): Data Engineer
	<ul style="list-style-type: none"> • AWS Data Analytics Specialty • Spark and Hadoop • CCP Data Engineering • Associate Big Data Engineer • Senior Big Data Engineer • IBM Big Data Engineering 	<ul style="list-style-type: none"> • Data Science Council of America (DASCA) AssociateBig Data Engineer • Data Science Council of America (DASCA) Senior BigData Engineer

Date: 22nd December, 2022

	<ul style="list-style-type: none"> • SAS Big Data Professional 	<ul style="list-style-type: none"> • Google Professional Data Engineer • IBM Certified Data Engineer – Big Data • SAS Certified Big Data Professional
AI and Machine Learning	<p>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;</p> <ul style="list-style-type: none"> • Artificial Intelligence • Deep Learning • Machine Learning • Natural Language Processing • Neural Networks • Computer Vision • TensorFlow 	<ul style="list-style-type: none"> • 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	<p>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;</p> <ul style="list-style-type: none"> • Cisco Network Associate • Cisco Network Professional • Huawei Network Associate • Huawei Routing & Switching • Azure Network Engineer Associate • Microsoft Solutions Associate • Microsoft Solutions Expert 	<ul style="list-style-type: none"> • 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	<p>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;</p> <ul style="list-style-type: none"> • Ethical Hacking • Threat Intelligence 	<ul style="list-style-type: none"> • 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

Date: 22nd December, 2022

	<ul style="list-style-type: none"> • Penetration Testing • Security Operations Center (SOC) Analytics • Information Security 	<ul style="list-style-type: none"> • Officer
Cloud Computing	<p>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;</p> <ul style="list-style-type: none"> • Solutions Architect • Solutions Developer • DevOps • SysOps 	<ul style="list-style-type: none"> • 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 DevOps Engineer • Google Associate Cloud Engineer
Business Intelligence	<p>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;</p> <ul style="list-style-type: none"> • BI Developer • BI Analyst 	<ul style="list-style-type: none"> • Certified Business Intelligence Professional (CBIP) • Microsoft Power BI Certification • Tableau Desktop Certified Associate – Analytics • Tableau Certified Associate Architect • Tableau Desktop Specialist
Foundation Level Digital Skills	<ul style="list-style-type: none"> • Web Development <ul style="list-style-type: none"> ○ WordPress Design and Development ○ HTML, CSS, JavaScript, PHP • Graphics Design <ul style="list-style-type: none"> ○ Branding ○ UI/UX ○ Visual Communication • Animation <ul style="list-style-type: none"> ○ 2D Animation ○ 3D Animation 	N/A

Date: 22nd December, 2022

	<ul style="list-style-type: none"> • Digital Marketing <ul style="list-style-type: none"> ○ Social Media Marketing • Search Engine Marketing 	
Nano Degrees/ High Impact Skills Bootcamps	<ul style="list-style-type: none"> • Artificial Intelligence • Data Science • Autonomous Systems • Programming • Product Management 	<p>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.</p>