



**MINUTES OF PRE-BID MEETING
(Clarifications)**

EXPRESSION OF INTEREST (EOI)

**“OUTSOURCING OF LOW-PERFORMING SCHOOLS IN KHYBER
PAKHTUNKHWA”**

The subject meeting was held in the Committee Room of **Elementary and Secondary Education Foundation (ESEF)**, Khyber Pakhtunkhwa on Thursday 30th of October 2024 at 11:00 HRS under the chairmanship of Managing Director, Elementary and Secondary Education Foundation. The meeting was attended by the prospective bidders, and representatives from the department. Attendance sheet of the prospective bidders who participated physically is attached. 76 prospective bidders also participated virtually via zoom.

After recitation of the Holy Quran, Mr. Zaheer Ud Din Baber, Additional Secretary (R&I), apprised the participants about the objectives of this initiative. He further emphasized that to make it more transparent, clear and result oriented, the forum is open to address any query related to this initiative. Any relevant change if agreed by the department can be incorporated in the EOI document, accordingly.

Various queries were raised by the participants which were addressed by the committee chaired by MD ESEF in details:

- In response to tax queries, it was clarified that all applicable taxes, including income tax, shall be applied as per prevailing regulations. However, the Elementary and Secondary Education Foundation will approach the relevant provincial authorities to explore the possibility of obtaining exemptions from provincial taxes.
- Participants inquired about the possibility of branding schools associated with the outsourced schools. It was communicated that it is currently premature to make definitive comments regarding school branding. However, the Elementary and Secondary Education Foundation will explore the possibility of co-branding or joint branding of schools in collaboration with successful implementation partners.
- A query was raised regarding the involvement of existing government teachers in schools proposed for outsourcing. It was communicated that the schools shall be outsourced without the inclusion of existing government teachers. The hiring of teachers and the implementation of teaching and learning processes will be the exclusive responsibility of the selected private partner.
- Participants raised queries regarding the enrolment potential of schools selected under the outsourcing initiative and the mechanism for adjusting fees in light of inflation. It was communicated that a comprehensive study was conducted by the Elementary and Secondary Education Department under the chairmanship of the concerned Deputy Commissioners to assess enrolment potential. As a result, 536 out of 4,147 schools were identified to have optimum enrolment capacity within their



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catchment areas. Regarding inflation, it was clarified that a 10% increase in fees shall be applied every three years to account for inflationary trends.

- A query was raised regarding the mechanism for disbursement of funds under the outsourcing initiative. It was clarified that an escrow account shall be established between the Elementary and Secondary Education Foundation (ESEF) and the private partner. Funds shall be released upon successful certification of Key Performance Indicators (KPIs) as defined and shall be agreed in the implementation framework.
- A query was raised regarding the standards and process for hiring teachers in schools outsourcing initiative. It was communicated that teachers hiring will be the responsibility of the private partners. However, they shall be required to adhere to the standards set by the government for the recruitment of primary school teachers.
- Clarification was sought regarding the submission process for the Expression of Interest (Eoi). It was communicated that submission shall be made via EPADs, in hard form to ESEF, and a soft copy in USB, as outlined in the Eoi Advertisement and Eoi Document.
- Participants raised a point about school allocation for different applicant groups. It was communicated that NPOs, Educationists, and Young Entrepreneurs shall apply under their respective predefined categories as specified in the Eoi document.
- A query was raised regarding applying for multiple districts. It was clarified that applicants may submit a single Eoi document indicating interest in multiple districts.
- Clarification was sought on the required student-teacher ratio. The KP-ESED standard of 1 teacher per 40 students shall be maintained. In cases of multiple classrooms, a teacher shall be provided even if student count is below 40. Each school must have 5 teachers and 1 principal as per defined criteria.
- Participants asked about compliance with minimum wage laws. It was explained that minimum wage compliance is not mandatory as teacher payments are considered stipends. Salaries shall be determined by mutual agreement between the private partner and the teacher.
- A query was raised regarding participation of existing ESEF/ESED partners. It was clarified that existing partners may participate unless they are blacklisted or otherwise ineligible under the law.
- Clarification was sought on compensation for student numbers exceeding 180. It was communicated that an additional fee of PKR 1,500 per student shall be paid to the private partner.
- Participants asked about the level of schools included. To which they were informed that the initiative is limited to primary schools only.
- Clarification was sought on how often funds will be released. It was explained that Funds shall be disbursed on a quarterly basis through escrow account.
- Participants asked about penalties for non-compliance with KPIs. It was clarified that penalties will be defined at the agreement stage. The contract will also include clauses addressing government non-compliance.
- A query was raised regarding involvement of current government employees. It was explained that employees of ESED, ESEF, and the Establishment shall not be engaged in this initiative.



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- Clarification was sought on rearranging school clusters. It was explained that cluster arrangements and school selections shall follow the table provided in the EoI document.
- Participants asked about PTC funding. Clarification was provided that PKR 29,000 per classroom shall be provided, subject to revision based on government decisions.
- In a query regarding Per Child Subsidy vs. PTC, clarification was sought on the distinction between per child subsidy and PTC. The clarification was provided that these are separate budget heads and will be disbursed at different frequencies.
- The participants inquired about classroom and Principal Room Availability and infrastructure readiness. To which clarification was provided that outsourced schools will have at least 4 classrooms and a dedicated principal room. ✓
- Clarification was sought on availability of individual school data to which it was responded that detailed school-level data shall be provided at the RFP stage.
- Participants asked about bid format for different applicant types. It was explained that NPOs/NGOs shall submit bids on a cluster basis, while educationists and young entrepreneurs shall submit bids on individual school basis, as per category definitions.
- In response to the query regarding fund management in joint ventures, it was explained that non-lead partners in a JV shall not receive or manage funds. The lead partner must have relevant education experience and will lead the initiative.
- Clarification was sought on verification of financial capacity. It was explained that the required PKR 1 million shall be verified through the applicant's bank account.

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Managing Director

Copy to:

- 1 Deputy Director e.Governance with request to upload the same on ESEF website.
- 2 Director EMIS with request to upload the same on E&SED website.
- 3 Members Procurement Committee for services.
- 4 Master File


Director HR & Admin