

EOI # 18

KARANDAAZ PAKISTAN

REQUEST FOR EXPRESSION OF INTEREST

Country:	Pakistan
Title of EOI:	Landscaping and Segmentation of Women Led Businesses in Pakistan
EOI Number:	18
Issuance date of EOI:	16-June-2020
Last date for Queries:	24-June-2020
Response to Queries:	26-June-2020
Closing date of EOI:	06-July-2020
Project Duration:	4 months
Address EOI response to:	Procurement Department
E-mail Address:	procurement@karandaaz.com.pk

About Karandaaz Pakistan

KARANDAAZ PAKISTAN, established in August 2014, promotes access to finance for small businesses through a commercially directed investment platform, and financial inclusion for individuals by employing technology enabled digital solutions. The company has financial and institutional support from leading international development finance institutions; principally the United Kingdom Department for International Development (DFID) and the Bill & Melinda Gates Foundation.

Karandaaz Pakistan has four business lines:

1. **Karandaaz Capital** provides wholesale structured credit and equity-linked direct growth capital investments in micro, small and mid-size enterprises (MSMEs) with compelling prospects for sustainable growth and employment generation in Pakistan.
2. **Karandaaz Digital** focuses on expanding the poor's access to digital financial services in Pakistan by working across the ecosystem with all stakeholders including regulators, policy-makers, government departments, businesses and researchers and academics with activities arranged in four key work areas—Policy and Regulation, Seeding Innovation, Experimentation and Solutions Development, and Scale and Outreach.
3. **Karandaaz Innovation** manages the Innovation Challenge Fund and Karandaaz Women Ventures. Through these flagship initiatives Karandaaz provides risk capital and grants to partners and MSMEs with an aim to generate innovative solutions to complex problems in areas of financial inclusion and entrepreneurship and crowd in private risk capital.
4. **Knowledge Management and Communications** supports the company's core financial inclusion goal by developing and disseminating evidence-based insights and solutions to influence markets and the financial ecosystem.

Introduction and Study Context

Karandaaz Pakistan has been facilitating women led SME businesses through its flagship Women Entrepreneurship Challenge (WEC) since 2017. Between 2017-19, Karandaaz has invested in a total of 18 women-led SMEs. In addition, 67 women led businesses have been supported through free business development services by Karandaaz. Most of the participating women-led businesses were from the services sector, including fashion and design, education, food, beauty and health.

Karandaaz's intervention is structured to provide capital on sub-commercial terms to selected women-led businesses.

In addition to women-led SMEs, many women are involved in micro enterprises (less than ten employees) which are largely serviced through microfinance institutions (MFIs), donor supported non-profit organizations, and public sector programs such as the graduation initiative under the Benazir Income Support Programme (BISP). While MFIs have commercially priced financial instruments, these are limited to debt usually with a tenor of up to one year. A number of the non-profits and public sector programs focus on capacity development and skills training; some include elements of financial support. Most of these initiatives have a significant element of subsidy. Achieving scale has also remained a challenge.

While these interventions are an important part of the support ecosystem for the economic integration of women, they impact a relatively small proportion of the women led businesses' universe. To this extent, Karandaaz seeks to commission a study to determine the potential scope of its intervention primarily through scoping the size of the market constituting micro, small and medium enterprises i.e. the enterprise can be a single owner/manager or multiple employee firm. The study will be a deep dive in women led businesses and segmentation on the basis of industry sectors, geographic location, urban/rural, capital invested, business advisory demand and short & long-term financing demand

The study will also provide recommendations on the sectors that are poised for and hold potential for growth but are largely untapped i.e., financially excluded. It will also map existing programs, both women-focused and gender agnostic, in the form of advisory, skills training, incubation, acceleration, mentoring and financing that enable women led SMEs to grow and scale their operations.

Background

While women's potential as drivers of social change is routinely harnessed for developmental progress, investment in women as agents of macroeconomic growth is limited. With their participation concentrated in the informal sector, women's contributions remain obscured. South Asian countries are experiencing burgeoning working age population, and declining dependency ratios. Pakistan in particular, is transitioning towards two-parent income households to support increasing costs of living. Such demographic changes tend to encourage increased female labour participation. However, Pakistan is failing to benefit from this underutilization of human capital. According to the World Bank's *Pakistan at 100: Shaping the Future* report, to absorb the rapidly increasing labour force, the economy will need to create 2.1 million jobs annually. For Pakistan and countries with similar predicaments, entrepreneurship, with a focus on women's financial inclusion, can facilitate job creation, spur the absorption of the informal economic activity into the formal sector and improve a country's macroeconomic outlook.

Given the low base of financial inclusion for women, it's not surprising that Pakistan has one of the lowest rates of women entrepreneurship. The *Global Gender Gap Index 2018* ranked Pakistan as one of the worst-performing countries where less than 7% of managerial positions are held by women. The general lack of access to finance for SMEs in Pakistan, coupled with low levels of financial inclusion of women, disproportionately impacts women-led enterprises. According to the World Bank's findings in the *Pakistan Startup Ecosystem Report 2019*, between 2015-18 only 21 investments were made in women-led businesses. Of these 21, twelve (12) were attributable to Karandaaz.¹ In terms of the investment amount, Karandaaz's portfolio of PKR 257 million makes up 43% of the total investments raised by women-led businesses during the same period. However, when viewed against the global backdrop, the number and value of investments is miniscule. According to the 2017 KPMG *Global Analysis of Venture Funding* Report, approximately USD 155 billion was invested by venture capital firms globally, ranging across all stages of the funding lifecycle (seed, series A and onwards). Of this, Pakistan's share was merely USD 23.1 million in the same period. While there has been a surge in VC activity over the last few years in Pakistan, there are considerable funding gaps in the entrepreneurial ecosystem, and as expected, these impact women-led businesses more intensely.

Current Status of Female Labour Force Participation

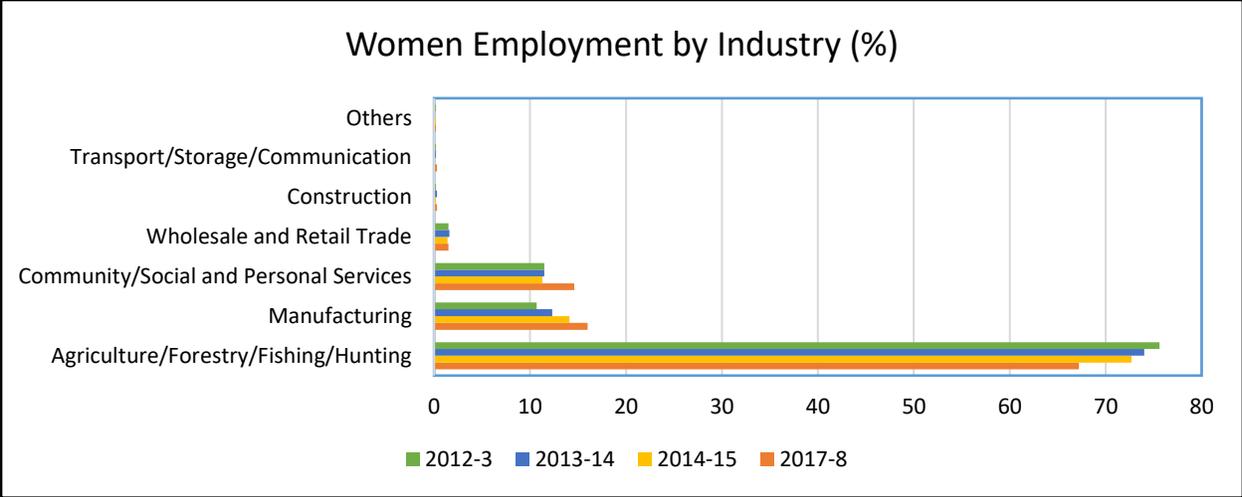
As per the labour force survey 2017-18, there are approx. 13.5 million women employed in Pakistan, which amounts to 25% of the adult female population. There has been an increase in female participation, however, the increase is mainly fuelled by rural female labour force participation from 16% to 32% versus only 7% to 11% for urban women between 1992-2014.

The categories of labour force participation include employers (with continuous full time employees), own account workers (women running their own business with ad-hoc employees), contributing family workers (those that contribute to household economic activity) and employees. As expected, the largest proportion fall into the 'employed' category.

A notable pattern in the women employment statistics is that 67% are employed in the agriculture, forestry, fishing and hunting sector. In 2012-13, this proportion exceeded 70%. Other sectors where women are employed include manufacturing, social and personal services, wholesale and retail, construction and transportation/storage/ communication. In recent years, the number of women employed in agri has declined, while the proportion for manufacturing and services has increased, however, there is very limited occupational diversity or choice of occupations for women in service oriented jobs such as shop keeping, accounting, retail or in digital technology.

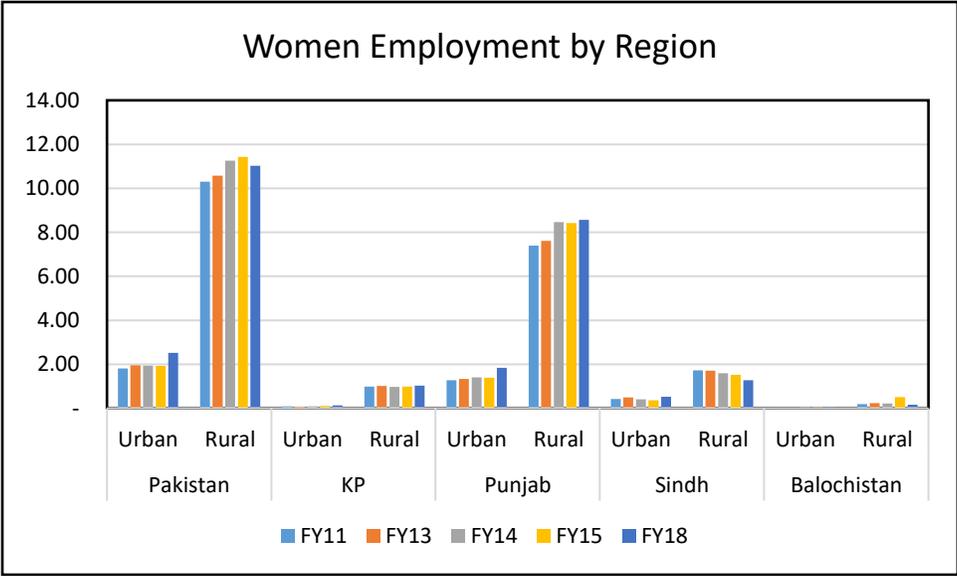
It is worth noting that the sectoral spread covered through the Labor Force Survey are not reflective of smaller segments which have become attractive to women (technology, digital design, etc.). More granular insights may be provided by the databases maintained by women-focused incubator and accelerator initiatives, including Karandaaz's own database under the WEC.

¹ Since then Karandaaz has invested in six (6) additional businesses, raising the total number of investments to 18.



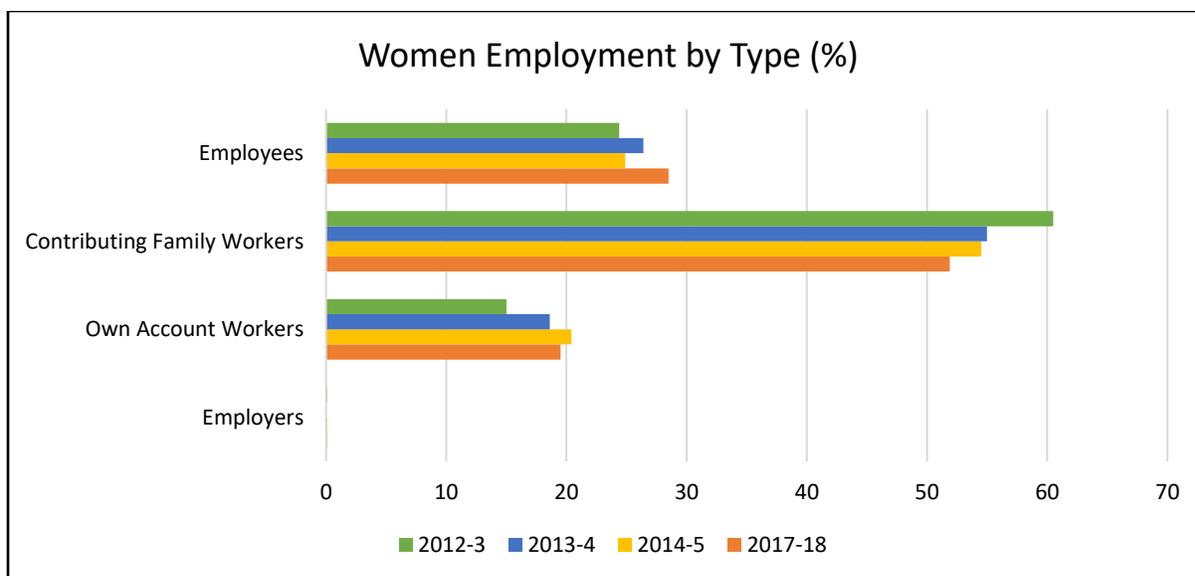
Source: Labour Force Survey

The Labor Force Survey also shows that employment numbers for women in rural areas far exceed those in urban areas. This is in line with the number of women employed in the agri sector and the cottage industry. Urban employment of women in Baluchistan and Khyber Pakhtunkhwa is virtually non-existent.



Source: Labour Force Survey

Within the self-employed category, the employers sub-category (with at least one employee on a continuous basis) is negligible (13,540 i.e., 0.1%). The own account workers sub-category (those businesses with employees on an ad-hoc basis) on the other hand, is a larger proportion (2.6 million i.e., 19.5%) of the total women employed.



Source: Labour Force Survey

We assume, while the former sub-category will include some SMEs, the latter sub-category is likely to constitute micro businesses. The incidence of own account workers in Pakistan is a lot higher than the OECD average (6.9%) but a lot lower than the latter's average for employers (2.2%).²

According to the World Bank's note on *Female Labor Force Participation in Pakistan: What Do We Know?* women in the labor force also remain primarily involved in low-paid and low-skilled work. While the proportion of women with no education has declined from 2/3rd to little more than half the adult female population in the last two decades, skills training for women which could fill the gap in formal education, has also been inadequate, typically following "traditional gendered patterns and [are] less diversified for women than men."³ Over 50% of women remain engaged in unpaid work. The note asserts that women remain employed mostly in low-skilled work, with some in high-level professional work, with very few enjoy middle-skilled positions.

Aside from the Pakistan Bureau of Statistics' (PBS) Labour Force Surveys, World Bank's *Enterprise Survey 2013* also provides some data on gender indicators such as female ownership of assets and managerial roles in large, medium and small sized enterprise. Despite the availability of data from the aforementioned surveys, several aspects of women owned businesses remained unknown. To address some of these gaps, it is proposed that the following datasets available in Pakistan be accessed and assessed:

Data Sources on Pakistan Including Gender Specific Statistics

Source	Dataset/Survey	Years Available	Indicators
Pakistan Bureau of Statistics	Household Integrated Economic Survey (HIES); Household Integrated Income and Consumption Survey (HIICS)	2004/5, 2005/6, 2007/8, 2010/11, 2011/12, 2013/4, 2015/6	Employment Status, Industry, Occupation and Basic and ICT Literacy

² Countries for which data are available

² Karandaaz Study on Challenges and Opportunities for Driving Women's Financial Inclusion and Economic Empowerment, 2019

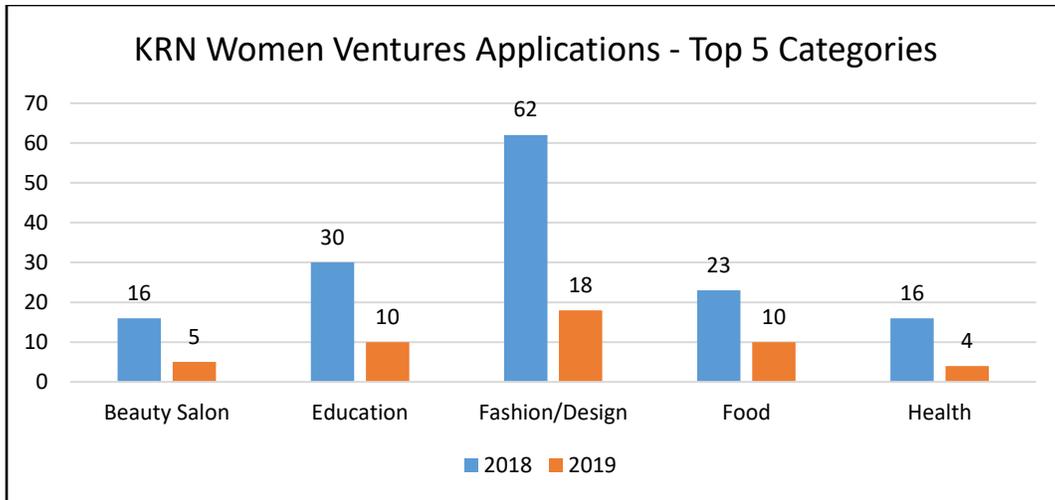
³ World Bank Group. *Female Labor Force Participation in Pakistan: What Do We Know?*

Pakistan Bureau of Statistics /Punjab Small Industries Corporation/Urban Unit	Small and Household Manufacturing Industries (SHMI) Survey/ Census of Small & Household Manufacturing Establishments	2015/6	N.A
Pakistan Bureau of Statistics	Labour Force Survey	Several; Latest 2017/8	Employment Type, Region, Industry
Pakistan Bureau of Statistics	Population Census	Latest 2017	Demographics (age, gender), Literacy, and Location
World Bank	Enterprise Survey	2013	Women ownership, managers by size of organization and industry
Punjab Commission on the Status of Women	Expansive Database on Women including ownership of assets, sources of livelihood, access to justice, etc. (was meant to go live in 2019 but is not yet available on line)		
ILO	ILO Labor Force Statistics		
	Labour Skills Survey	2013, 2015	
	Home Based Workers	2011, 2006-15	

While these datasets can provide some overview of the labour force trends and insight into the economic status of women, they do not contain adequate information on women-led businesses (formalization, no. of employees, placement in value chain, etc.), and also qualitative indicators like business aspirations and how these aspirations correlate with opportunities.

Karandaaz's Intervention

Karandaaz Pakistan has been facilitating women led businesses through its flagship Women Entrepreneurship Challenge (WEC) since 2017. A total of 245 applications were received during the 2018 challenge and 87 applications in the 2019 round. Of these, a total of 18 businesses have received investment from Karandaaz, while 67 women led businesses have been supported through business development services. Most WEC applicants were from the services sector, including fashion and design, education, food, beauty and health.



Karandaaz maintains a dataset of all its applicants and investees, which could provide a valuable source of data for research on women entrepreneurs, while providing insight on the business development services sought for growth, formalization and scale up.⁴

Recently, the WEC has been rebranded as the *Women Ventures* program that will focus on market segmentation. Karandaaz women investees fall in the *missing middle* category that is neither served by the micro lending institutions nor commercial banks. The missing middle is further divided into two broad categories:

- 1) **Crowded and Low Productivity (CLP):** these are businesses that operate in apparel, tailoring, beauty salons, baking and other similar sectors. They tend to be the lower end of small businesses with limited potential for growth.
- 2) **High Productivity and High Impact (HPHI):** these are businesses that operate in manufacturing, technology and services sectors. HPHI businesses have a strong growth and employment creation potential

The current portfolio includes businesses from both categories of the missing middle. However, going forward *Women Ventures* will have separate approaches for CLP and HPHI. *The WEC direct investment model will be institutionalized and run on rolling basis focusing on HPHI women led businesses only.* To stoke the demonstration effect in this category, the focus will be on the quality of investment rather than large numbers.

To respond to the financial needs of CLP category businesses, a new financial product will be developed in partnership with a commercial bank, Fintechs, NBFIs etc. Product development for the CLP category may also be explored through an ICF round to strike the right partnership for developing and testing solution for this market gap. A partnership focused approach will also be adopted for the CLP category to not only expand Karandaaz's outreach and level of impact, but also demonstrate the financial viability of businesses in the *missing middle* space.

Other Interventions

⁴ It is useful to note that the applicant database will fall within a specific category as per the criteria applied to the WEC cohorts for 2017, 2018 and 2019.

In addition to the national level datasets, there also exist some bespoke datasets of women-focused entrepreneurship and business development projects and programs, including the ones given in the table below. While this list is not exhaustive, it could provide a useful additional source of information which is likely to be more granular in nature, provided these datasets are being maintained as per quality requirements.

Bespoke Data Sources for Women Entrepreneurship in Pakistan

Source	Dataset/Survey	Years Available	Indicators
World Bank	Women X Program – survey of 500 plus women entrepreneurs in Karachi	2014	N.A
Karandaaz Pakistan	Karandaaz Women Ventures	2017, 2018	Ownership, Status of Formalization, Age of Enterprise, Sector/Industry, Size of Business (Annual Revenue), No. of Employees
Institute of Business Administration (IBA)	Acceleration Services for Women Entrepreneurs	N/A	Business Development Services
BUIITEMS, Quetta	Datasets of women entrepreneurs		
Women-Focused MFIs (Kashf, DAMEN, RSPs, etc.)	Annual data and occasional surveys	N/A	Financial Data
Jazz, Telenor Mobile Financial Services	Data gained through analysis for marketing and product development for business/entrepreneurs	N/A	Financial data and opportunities for digital expansion and business development marketing
Chambers of Industries and Commerce	Data on Women Owned Businesses	N/A	
IFC and other partners	Women Entrepreneurs in Finance Initiative (WE-FI) - Data on 114,000 women owned businesses across 50 countries	2017-19	

The consultant will be expected to conduct a systematic review and assessment of the women entrepreneurship landscape, including identification of programs that promote women-owned businesses in the MSME space (segregated for micro, small and medium), to answer the following research question:

How can Karandaaz incrementally increase its current intervention to expand its pipeline for number of women owned SMEs and funding provided?

This key question may be answered by systematically answering the questions listed below:

- Number of women-owned/led micro, small and medium sized businesses. This sizing or mapping should be categorized by low, medium or higher literacy women and their potential opportunities and skill-gaps.
- Geographic Distribution, preferably at district level and sectoral distribution of women owned MSMEs, sectoral spread including informal businesses especially in the agri and cottage industry space that can be formalized with mentorship and guidance.
- What are the high potential and growth sectors in Pakistan? What is the existing participation rate of women in these sectors and how can it be increased?
- Segmentation and profiling of the women-led businesses – size of business (revenue and employees), placement in value chain, level of formalization, age and education profile of owners, financial literacy and capacity, etc.
- The mid-level occupations there are/can be for women and how they can be expanded i.e. what would it take to move/transition lower-literacy women from low skilled or unpaid work or agricultural into more mid-level educational attainment jobs.
- The normative and structural barriers in the labour force than hinder female participation.
- Financial inclusion of women entrepreneurs and the services/products availed by source (formal and informal, including financing via MFIs, public sector initiatives, FIs, value chain credit, personal sources, etc.). – What are the barriers at different stages of the process and how do women overcome them or not – so what works (with provincial disaggregation preferably) and what doesn't have alternate solutions – where donors, government or NGOs can provide solutions?
- What are the underpinnings of successful programs in terms of number of businesses impacted, size of formal financing, increase in employment?
- Identification of key structural barriers for establishing and growth of women owned SMEs – over the business life cycle and stages
- How is public sector promoting women entrepreneurship? What are successes and gaps in the existing and recent initiatives. Where are the opportunities for public private partnerships to support women entrepreneurship?
- Recommendations for Karandaz Women Ventures, especially to impact greater number of women by targeting larger women segments (sectors, geographies, segments) and providing more varied financial products. Any regulatory bottlenecks should also be identified with potential solutions that have worked elsewhere globally.
- To answer these questions adequately, it is recommended the consultant use primary as well as secondary means, i.e., in addition to the national level datasets, review bespoke datasets, such as WEC applicant database, to gain required insights.⁵

⁵ The national datasets are more focused on female labour force participation, leaving gaps in the knowledge regarding women entrepreneurs. For example, while the Labour Force Survey provides distribution across four/five sectors, we need more granularity, especially with regard to tech and services

It is expected that the successful applicant will conduct background research on publicly available information and data. However, given the nature of this study and its focus on the entrepreneurship niche within the larger women segment, it is expected that the scope for secondary research will not be sufficient and will have to be supplemented with primary research in the form of quantitative and qualitative data such as key informant interviews, focus groups, surveys, selected case studies etc.

Stakeholder groups to be tapped should be clearly specified in the proposal e.g., academics, incubators and accelerators, MFIs, FIs, rural support programs, urban initiatives and women focused competitions and challenges. The consultant will be expected to identify all sectors with significant groups of women entrepreneurs such as health, education, food, fashion, IT, etc. Scope and structure of the primary research component should be addressed in detail in the proposal, indicating clearly which research tool will fill which information gap, building the case of the level of effort required for completing the assignment.

QUERIES

Bidders are requested to submit queries, if any, regarding this EOI through email address: procurement@karandaz.com.pk **no later than 5:00 PM Pakistan Standard Time on or before 24-June-2020**. All correspondence and/or inquiries regarding this EOI must reference the EOI number.

CLARIFICATION TO EOI

List of the questions raised and the responses given will be uploaded at Karandaz website under procurement section by **05:00 PM Pakistan Standard Time on 26-June-2020**.

No phone calls or in-person inquiries will be entertained; all questions and inquiries must be in writing.

Only written answers will be considered in the EOI process and subsequent evaluation. Any verbal information received from a Karandaz employee or other entity should not be considered as an official response to any questions regarding this EOI.

Reporting, Timeline and Deliverables

The Contractor will report to the Director, Knowledge Management & Communications (KMC) in Karandaz. The task manager will sign off on deliverables and invoices.

The engagement shall commence in July 2020 and is expected to be concluded by October 2020. The Contractor will be required to provide the following final deliverables by the end of the engagement and remain available to respond to any queries thereafter. The outcome of the study will be:

- Word Document Report
- PowerPoint Presentation (30-35 slides)
- In-person presentation to the Karandaz Management

Deliverable No.	Deliverable Items	Timeline
Deliverable 1	Kick Off Meeting	Week 1
	Inception Report and Final Methodology	Week 2 of Project
Deliverable 2	Secondary Research Report and Final Primary Research Plan (including guides, questionnaires, quality control plan, etc.)	Week 5 of Project

Deliverable 3	Primary Research Findings, along with data sheets, and transcripts/meeting minutes	Week 12 of Project
Deliverable 4	Recommendations - Final Report (inclusive of primary and secondary research findings and recommendations), Final Presentation (PPT), Presentation to KRN Team	Week 14 of the Project

The contractor will organize bi-weekly update calls/meetings with the KMC team to inform of progress, findings to date and next steps.

The Karandaz Knowledge Management team will coordinate the engagement and participate in primary research activities where possible. The Contractor shall be responsible for making all logistical arrangements for their team required with respect to the engagement.

Vendor Qualifications, Evaluation Prerequisites and Criteria

Vendor Qualification

The ideal contractor will bring the following key elements, listed in no specific order of priority:

- Knowledge of the Employment and Entrepreneurship Landscape of Pakistan and other countries (developed and developing), especially the gendered perspective;
- The status of women and their financial inclusion in Pakistan and other countries (developed and developing);
- In-depth knowledge of the existing financial and economic ecosystem for women, the relevant stakeholder groups and sector infrastructure (financial inclusion, technical and vocational training, etc.); women entrepreneurs (in Pakistan and other developing countries) in mobilizing finance;
- Very strong analytical, writing and presentation skills; and
- Availability within the stipulated time frames for the assignment (on-site presence as required for the assignment will be highly preferred).

Consortiums may apply.

EOI Evaluation Prerequisites and Criteria

Round 1: Pre-Qualification Documents and EOI

Pre-Qualification Documents

- Cover Letter (in case of consortium, this should be a joint letter, co-signed by all consortium partners, and clearly specifying consortium lead)
- Company Registration and Tax Number (all applying firms in case of consortium; CNIC for Individual Consultants)
- Audited accounts (mandatory for lead company) for a minimum of two financial years; Tax Returns for all applicants (firms must supply tax document for applying entity; individuals engaged for project should apply personal tax returns)

If any of the documents specified above are not received the applicant and consortium partners will stand disqualified at EOI stage. Only applicants prequalified on above shall be further evaluated.

Expression of Interest (EOI)

Project Brief (no more than 5 pages – Font: Calibri; Font Size 11), including:

1. Status of the economic and financial inclusion of women (labor force and entrepreneurship, access to finance);
2. Proposed project methodology (including databases and resources to be accessed, and stakeholders to be consulted)
3. Clearly outlining relevant experience (market assessments and segmentation, sector research, projects, feasibility studies, etc. with at least two (02) examples of previous similar assignments completed

*NOTE: **EOI document exceeding 5 pages will be disqualified.** All categories (1-3) to be furnished in EOI will receive equally distributed marks out of 30 i.e., 3 categories will translate into 30 marks in total i.e. 10 marks per category. Firms with at least 20 marks against EOI will be eligible to participate in the second round of the evaluation i.e., submission to Karandaaz of a Technical Proposal and Presentation, and Financial Proposal.*

The EOI evaluation results shall be deemed final.

Document specifications: Font Calibri, Font Size 11.

Late proposals or those that exceed the page limit will not be entertained. The page limit for the EOI is 5 pages.

Submission Guidelines

The set of documents for the EOI stage should be submitted as follows:

- i). Prerequisites and signed Annexes A, B and C to EOI # 18 (1 copy); and
- ii). EOI Project Brief (4 copies)

Hard copies of both sets of documents should be separately sealed and then included in a large sealed package. Soft copy and hard copies of all documents must be mailed to the following postal and email address no later than **July 6, 2020**:

Office Address: 1 E, Ali Plaza, Nazim ud din Road, D-Chowk, Islamabad

Email: procurement@karandaaz.com.pk

Envelops should be marked: **“Landscaping and Segmentation of Women Led Businesses in Pakistan”**

All queries should be directed to procurement@karandaaz.com.pk no later than **June 24, 2020**.

Annexure - A

[LETTERHEAD OF THE ENTITY]

UNDERTAKING REGARDING AVAILABILITY OF THE PROJECT TEAM

It is hereby certified by **[Name of Organizations]** that the proposed consortium partners mentioned in the Expression of Interest (EOI) and any subsequent project team members will remain available for the duration of the project as per the requirement of the project.

In case of replacement of any proposed team member under extenuating and unforeseen circumstances a resource person with similar or better qualifications and experience will be made available after prior approval of Karandaaz.

Name of Signatory:

Signature of Authorized Signatory

Date: __/__/__

Company stamp:

Annexure - B

[LETTERHEAD OF THE ENTITY]

UNDERTAKING REGARDING NOT BEING BLACKLISTING

It is hereby certified that, **Name of Organizations**] has not been blacklisted by any Govt. agency / authority **as on Date**]. The Organization will immediately inform Karandaaz in case of any change in the status any time hereinafter.

Annexure - C
Avoidance of conflict of interest.

Any bidder participating in the procurement process should disclose any actual or perceived conflict of interest situation/condition. Any bidder to have a conflict of interest shall be ineligible for award of a contract.

A bidder shall be considered to have a conflict of interest in a procurement process if:

- a. Such bidder is providing goods, works, or non-consulting services resulting from or directly related to consulting services for the preparation or implementation of a project that it provided or were provided by any affiliate that directly or indirectly controls, is controlled by, or is under common control with that bidder; or
- b. An entity can participate only in one bid: as a single bidder, as a lead in a consortium/ joint venture or as a partner in a consortium / joint venture. Partnership firms or similar entities in different jurisdiction which work under common brand name or a part of affiliated network will be regarded as single entity and may not participate in more than one bid. Similarly associates and subsidiaries of an entity will be regarded as a part of a group and may not participate in multiple bids. Bidders may ask for clarification and any decision in this regard by Karandaaz shall be deemed to be final.
- c. Such bidder(including its personnel) has a close business or family relationship with one or more professional staff of Karandaaz Pakistan who: (i) is/are directly or indirectly involved in the preparation of the bidding documents or specifications of the contract, and/or the bid evaluation process of the contract; or (ii) would be involved in the implementation or supervision of the contract unless the conflict stemming from such relationship has been resolved in a manner acceptable to Karandaaz Pakistan throughout the procurement process and execution of the contract; or
- d. Such bidder falls under any other conflict of interest situation as specified in the standard bidding documents relevant to the specific procurement process.