

# Request for Proposal (RFP)

## ENGAGEMENT OF INTERNATIONAL TECHNICAL CONSULTANTS TO EVALUATE THE MAGNITUDE OF GAS LOSSES DUE TO VARIOUS FACTORS

**RFP No: INTL(SIFC)-SNGPL-SSGC-2025-004/01**

25<sup>th</sup> April 2025

Petroleum Division, Ministry of Energy, Government of Pakistan through its SOEs i.e. Sui Northern Gas Pipelines Limited (SNGPL) and Sui Southern Gas Company Limited (SSGC) has issued a Request for Proposal (“RFP”) under a special programme (“Programme”) approved by the Federal Government and the Special Investment Facilitation Council (“SIFC”) for engagement of top-tier international consulting firms capable of providing world-class advisory services across various sectors.

The primary purpose of the RFP is to select and contract a consultancy firm that will offer expert advice and consulting support to Petroleum Division, Ministry of Energy through its SOEs i.e. SNGPL and SSGC (collectively the “Client”) to assess and mitigate Unaccounted for Gas (UFG) losses. The firm will conduct a comprehensive evaluation to quantify UFG losses, identify root causes, and develop actionable, locally tailored solutions. Additionally, it will benchmark best practices against global standards and provide a structured implementation roadmap with clear, measurable outcomes to effectively reduce UFG losses of Sui companies (SNGPL & SSGC).

Pursuant to the framework approved by the Federal Government and the SIFC for the Programme for hiring top-tier consulting firms (“Government Approved Framework”), for each consulting assignment, a category of firms will be shortlisted as per the methodology specified in the Government Approved Framework. Accordingly, for the RFP, the following consulting firms (“Consulting Firms”) have been shortlisted (and this RFP is addressed to these short-listed firms only):

- |    |                               |    |                 |
|----|-------------------------------|----|-----------------|
| 1  | Accenture                     | 11 | Baringa         |
| 2  | BCG (Boston Consulting Group) | 12 | Capgemini       |
| 3  | Deloitte                      | 13 | Credera         |
| 4  | McKinsey & Company            | 14 | EY              |
| 5  | Abeam Consulting              | 15 | Kearney         |
| 6  | ABS Group of Companies        | 16 | KPMG            |
| 7  | AECOM                         | 17 | PwC             |
| 8  | AFRY                          | 18 | Roland Berger   |
| 9  | Alvarez & Marsal              | 19 | Seimens Advanta |
| 10 | Bain & Company                | 20 | Wood Mackenzie  |

Pursuant to the Government Approved Framework, this tender notice for the RFP has been published on the websites of Sui Companies. Further, regional/global offices of the Consulting Firms have been informed through email (where available on their websites) or the Contact Us section of their respective websites. Further, representatives of the aforementioned firms may also email to Sui Companies at [ufgstudy@sngpl.com.pk](mailto:ufgstudy@sngpl.com.pk) to obtain a copy of the RFP. The deadline for submission of proposals under the RFP is 28<sup>th</sup> May, 2025, 1700 hrs Pakistan Standard Time.



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