



External Auditor - Request for quotation submission

Summary of Bids received.

Criteria	Score	Penn & Company	BDO	Su'ama Pauga & Associates
Audit Firm Experience	20	More than 40 years' experience in Auditing working as an Auditor and Partner	More than 26 years in the auditing including international donor funded organisations and regional organisations. BDO have qualified and certified Xero Advisers. It is a global organisation with 8 offices around the Pacific Region.	More than 15 years' experience as a Chartered Accountant.
Experience in working with International organisations and Not for Profit sector	10	Experience in international organisation like Asiaciti Trust Pacific Cook islands.	Worked in all sectors including Regional organisation like SPREP, PIFS, UNDP Cook Islands, UNDP Niue and Samoa, SUNGO and Pacific Water Association, Pacific Islands Development Forum.	Experience locally mainly in local private sector organisation.
Audit Partner- Qualifications	7.5	Member of the Samoa Institute of Accountants.	Member of Samoa Institute of Accountants, CPA Australia, Public Practice License.	Bachelor of Commerce and a member of Samoa Institute of Accountants.
Audit Partner- Relevant experience	7.5	More than 10 years	20 years' experience as advisory and assurance experience in Samoa and across the Pacific.	More than 10 years' experience in auditing.
Internal Audit Manager- Qualifications	10	Masters in Professional Accounting-NZ	Bachelor of Commerce - USP	Chartered Accountant (CA) Samoa Member of the Samoa Institute of Accountant
Internal Audit Manager- Experience	10	5 years' experience as Senior Auditor	8 years' Experience working as Manager and Senior Auditor for BDO in Fiji and Samoa	No clear indication in the submission
Senior Auditor- Qualifications	7.5	BCOM in Commerce	BCOM in Commerce	Bachelor of Commerce Audit Software planning
Senior Auditor relevant Experience	7.5	7 years' experience As Senior Accountant	3.5 years' experience looking after SPREP accounts and UNDP Samoa	No clear indication in the submission
Proposed Methodology	20	The Audit approach is planning, control,	Scoping, Identifying and Assess Risks, Design	Risk Based Audit approach and substantive

Criteria	Score	Penn & Company	BDO	Su'ama Pauga & Associates
		Evaluation, Substantive testing, Completion	Audit response, Obtain Evidence, Form Opinion and Report.	method with limited explanation on the details of the methodology.
<b>Total</b>	<b>100</b>	The company just formed in January 2021 as the name before was Lesa Ma Penn before the passing of the last Partner Afa Lesa. Now currently operating as Penn & Company Auditing company with 12 staff which includes father and son as Auditing partners. Note that the original company of Lesa Ma Penn formed in 1994 with the purchase of the PWC practise. All staff of Lesa Ma Penn transferred to Penn and Co on 01 Jan 2021. The company carries out auditing work in Samoa and American Samoa for International Accounting firms which include PWC, KPMG, Ernest & Young and Deloitte. They also audit State Owned Enterprise for the Samoa Auditor General which includes Public Trust Office, Office of the Regulator, Samoa Sports Lotto, Samoa Ports Authority and Samoa Fire and Emergency Services.	BDO is the only international Professional Auditing firm in Samoa which operates around 167 countries which includes 8 BDO offices in our Region. They have 28 staff and considered one of the largest professional firms in Samoa. BDO has also been PIDC External Auditor for the past 4 years. BDO is a digitally transformed organisation early to adopt new technology with cloud based enabling the staff to share resources and access data anywhere, anytime, all year round.	The two partners Su'ama Pauga are members of the Chartered Accountants of NZ and Australia. The proposal shows that the Auditing firm have no regional Audit experience in donor funded organisations as well as Regional organisations. They mainly have audit experience for the local market in Samoa. They currently have 14 staff which includes 2 trainee and 2 consultants.
<b>Total Fee Quoted</b>		<b>WST 28,601.94</b>	<b>WST 14,000</b>	<b>WST 18,576</b>