



**PROJECT MANAGEMENT UNIT  
DRINKING WATER HUB  
PHASE II-750 PLANTS**

**SPECIAL INITIATIVE DEPARTMENT  
GOVERNMENT OF SINDH**

**Procurement & Installation of Nano Filtration /  
Ultra Filtration / Reverse Osmosis  
Plants in Sindh**

**FINANCIAL BID EVALUATION REPORT**

**1.0 INTRODUCTION**

The Special Initiative Department established under GoS, set-up a Project Management Unit headed by Project Director for implementing the project "Drinking Water Hub" (DWH) to facilitate the villages of Sindh Provinces spread in all Districts of Sindh with the supply of potable water as per WHO guideline through installation of UF/Nano/RO Technology Water Filtration Plants.

**1.1 SCOPE OF WORK**

The 750 Nr of Water Filtration Plants based on UF/Nano/RO technology as per site condition will be installed under the project "Drinking Water Hub" phase-II, Each Plant having capacity of 15000 GPD with Eighteen hours of daily operation.

**2.0 BIDDING PROCESS**

The Bids were invited by the PMU on Single Stage Two Envelope system.

**2.1 Eligible Bidders**

The tenders were invited, through publication in local press from the contractors who are enlisted with Pakistan Engineering Council in the relevant disciplines.

**2.2 Number of firms to whom Tender documents were sold**

Tenders documents were purchased by Nine (09) tenderers as named below:

1. M/s Marathon Construction Company
2. M/s Uni Drip Irrigation Technologies
3. M/s Pak Oasis Industries (Pvt) Ltd



4. M/s National Power & Water Company (Pvt) Ltd.
5. M/s KSB Pumps Company Ltd
6. M/s Water Security Company (Pvt.) Ltd.
7. M/s Ideal Hydro Tech System
8. M/s K.K.B. Kaim Khani & Bros. Engineering & Construction
9. M/s Coal Energy (Pvt) Ltd.

### **2.3 Addendum issued**

No Addendums were issued for the Contract.

### **3.0 BID SUBMISSION & OPENING**

#### **3.1 Bid Submission Deadline**

The deadline for submission of bid was advertised to be 19th July 2012, 12:00 Noon for submission and 2.00 P.M. for opening of bids on the same day by the tender opening committee.

#### **3.2 Opening of Technical Bids**

Out of Nine (09) only two Tender was received and the Technical Bid was opened by the bid opening committee, detail of bids as follows:

1. M/s. Pak Oasis Industries (Pvt) Ltd.
2. M/s Coal Energy (Private) Limited.

The Bid of M/s Coal Energy (Private) Limited is found non responsive and therefore not considered for further detail technical evaluation and rejected.

#### **3.3 Bid Validity Period**

According to terms and conditions of the contract the validity period of bid was fixed as 90 days from the deadline for submission of tender.

#### **3.4 Financial Bid**

The Financial Bid of bidder was in separate sealed cover and was retained in the custody of the PMU without being opened.

### **4.0 Recommendations of Technical Evaluation**

M/S Pak Oasis Industries (Private) Limited submitted bid in accordance with the requirement of Notice of inviting of Bid and the Bidding Document and their Technical Proposal is declared as Technically Responsive Bid



## 5.0 Opening of Financial Bid

The Financial Bid of technically qualified bidder, M/s Pak Oasis Industries (Pvt) Ltd., was opened on 07/08/2012 at 1.00 P.M. at the office of P.D (PMU). The bid price was announced in the presence of the representative of the M/s Pak Oasis Industries (Pvt) Ltd.

S. No.	TENDER	READ OUT AMOUNT
1	M/s Pak Oasis Industries (Pvt) Ltd.	Rs. 3,848,344,970/-

After opening the Financial Bid, the Tender Document was subjected to necessary scrutiny & evaluation.

## 6.0 PRELIMINARY EXAMINATION OF TENDERS

The preliminary examination of tender was made to identify and reject the bid if it is incomplete, invalid or substantially non-responsive to the bidding documents. The following checks have been applied

### a) Verification

1. Is the bid properly signed
2. If the bidders are a joint venture, agreement is submitted.

### b) Eligibility

1. Is the bidder has been qualify technically.
2. Is the bidder affiliated with a firm that has provided related consulting service?

### c) Bid Security

They have submitted a Bank Guarantee LG 12900100000856 dated 17-07-2012 payable at Shaheen Complex Branch of JS Bank Ltd amounting to Rs. 78,200,000/- as the required Bid Security. Bid Security submitted is in excess of 2% of the announced Bid Price.

The authenticity of the subject Guarantee to be verified by PMU.

### d) Substantial Responsiveness to Tender requirements

Are the Bids substantially responsive to the requirements of the tender documents without material deviation or reservation? A material deviation is one (1) which effects in any substantial way the scope and quality of performance work. (2) Which limits in any substantial way inconsistent with the tender documents, the employers rights or the tenders obligation under the contract?



The results are described and commented here-under about the status of bidder.

**6.1 M/s.Pak Oasis Industries (Pvt) Ltd.**

**a) Verification**

1. The Tender Documents are signed & stamped.
2. No joint venture agreement.

**b) Eligible**

1. The Technical Bid was found qualified
2. Not applicable

**c) Bid Security**

M/s.Pak Oasis Industries (Pvt) Ltd have submitted a Bank Guarantee LG 12900100000856 dated 17-07-2012 payable at Shaheen Complex Branch of JS Bank Ltd amounting to Rs. 78,200,000/- as the required Bid Security. Bid Security submitted is in excess of 2% of the announced Bid Price.

The authenticity of the Subject Bank Guarantee is being verified from issuing bank by PMU.

**d) Substantial Responsiveness to Tender Requirements**

No material deviation or reservations were noticed in the bid.

**7.0 DETAILED EXAMINATION OF FINANCIAL BID**

**7.1 Corrected Bid Price**

The calculation of Bill of quantities of bidder has been checked arithmetically & and corrections were made accordingly, as shown in Annexure-A. The corrected bid price come to **Rs.3,837,308,010/=** and should be corrected on Letter of Price Bid and summary of schedule of Price accordingly.

**7.2 Evaluated Bid Price**

The Evaluated bid price comes to **Rs.3,737,308,010/=** after deducting the provisional sum of **Rs.100,000,000/=** from the Corrected amount of bid Rs. **3,837,308,010/=**.



## 8.0 COMPARATIVE STATEMENT WITH RECENTLY PROCURED PROJECTS

A comparative statement of bidder corrected quoted price with that of PC-I estimate is presented with this report which clearly reflect that the bidder corrected price is about 2.25% lower than the PC-I estimate of the project. It may be noted that the PC-I estimate of the project is based on the prices of plant received for the phase-I of the project.

## 9.0 DETERMINATION OF AWARD

In view of the position as stated in this report, the Bid of M/s Pak Oasis Industries (Pvt) Limited is lowest evaluated bid.

## 10. CONCLUSION / RECOMMENDATIONS

The bid is found technically qualified offered by M/s Pak Oasis Industries (Pvt) Ltd. for the corrected amount of Rs. 3,837,308,010/= (including provisional sum of Rs.100.00 million) may be considered for the award of the Contract, subject to following conditions:

- i. The Bidder shall be asked to furnish the Names & Titles of his technical staff such as Project Manager, Site Engineer, Surveyor and Quantity Surveyor to be deployed on this particular work.
- ii. An assurance is also required that the Bidder possesses the adequate financial resources and should ensure that the progress of work will not suffer due to financial constraints or non-availability of Material, Machinery or Equipment.
- iii. The Bidder has to furnish an undertaking, that for any item of works in Contract BOQ, for which the Bidder has not quoted his rate, the cost of performing the works under such pay items are deemed to be included in other items of BOQ and the Bidder shall not be entitled to claim for any additional payment, in this regard.
- iv. Any item leftover for completion of plants by the bidder is deemed to be considered as to be done by the bidder without any additional cost.
- v. Proper arrangements for disposal of waste acceptable to client shall be made by the bidder without any additional cost.



(ABDUL HALBEM MEMON)  
Secretary, PC/PMU  
Project Engineer

(LATIF KHAN)  
Member, D.G (M&E)  
Local Government Department

(ABDUL FATAH TUNIO)  
Member, P&D Department  
Government of Sindh

(MUHAMMAD IQBAL)  
Member Deputy Secretary  
Finance Department Govt of Sindh

(MUHAMMAD IQBAL)  
Member PC, SID  
Dy. Director (ACCOUNT)

(Ghulam Mustafa)  
Member  
Public Health Engineering Department

(IMTIAZ-UD-DDIN)  
Convener, PC, PMU  
Superintending Engineer



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**BID TECHNICAL EVALUATION REPORT**

**1.0 INTRODUCTION**

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**1.1 Scope of Work**

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**2.0 BIDDING PROCESS**

**2.1 Eligible Bidders**

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**2.2 Number of firms to whom Tender documents were sold** Tenders documents were purchased by Nine (09) tenders as named below :-

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8. M/s. K.K.B. Kaim Khani & Bros. Engineering & construction
9. M/s. Coal Energy (Pvt) Ltd.

### 2.3 Addendum issued

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### 3.0 BID SUBMISSION & OPENING

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#### 3.3 Bid Validity Period

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#### 3.4 Financial Bid

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### 4.0 EVALUATION OF TENDER

First of all the preliminary examination of bids were carried out to determine whether the bids are responsive or non responsive to the bidding documents, upon responsiveness the detailed Technical Evaluation was carried out to identify whether the bids qualify for Financial Proposal opening or not.

Primarily, the scoring in Technical Evaluation is based on following criteria:

1. No. of UF / Nano / RO Water Project under progress / successfully completed and operational – one (01) point for each project.
2. Successful Operation and maintenance experience of UF / Nano / RO water filtration Plant –one (01) point for each project.
3. Available Technical Force on ground and skills to undertake, complete, Operate and maintain the project – maximum 10 point





4. Offered Design and technical specification of UF / Nano / RO water filtration Plants certified and warranted by the technology provider- maximum 9, 11 and 5 point for RO, UF and Nano water filtration plant respectively.
5. Proposed Methodology in terms of quality, timeliness, reliability, after sales services, upgrade ability, price, source, and the combination of whole – life cost and quality to meet the procuring agency requirements-maximum 10 point.
6. Response to TOR / Tender Document-maximum 5 point.

The finding and results of preliminary and detailed tender Technical evaluation are summarized below:-

**4.2 M/s. Pak Oasis Industries (Pvt.) Ltd.**

**Mandatory Requirements and Preliminary Examinations and Responsiveness:**

1. Bid is properly signed.
2. Appendices, Schedules and proformas are properly addressed.
3. Proof of Registration with PEC is attached.
4. Mandatory 03 years audited report is provided.
5. Certificate that firm has never been blacklisted or in litigation is provided.
6. Certificates from technology providers confirming that they are working with the bidder on specific project and their proposed design, technical specifications and comprehensive warranty terms are fully supported based on the design submitted by the bidder on the basis of their technology to treat and convert the Raw/Feed Water, is provided.

The bid is found responsive and considered for detailed Technical Evaluation.

**Technical Evaluation:**

The Technical evaluation of Pak Osais Industries (Pvt) Ltd is summarized below:

- I. The Pak Osais Industries (Pvt) Ltd provide the design of the offered RO plant along with the equipment specification.
- II. The Criteria for evaluation of technical bid is as per the following details.



<b>Evaluation Criteria</b>	<b>Findings</b>
No. of RO Water Filtration Plant Projects under progress/ successfully completed and operational.	378 RO Water Filtration Projects
No. of Ultra Water Filtration Plant Projects under progress . successfully completed and operational.	118 UF Water Filtration Projects
No. of Nano Water Filtration Plant Projects under progress . successfully completed and operational.	200 Nano Water Filtration Projects
Successful Operation and Maintenance experience of RO water Filtration Plants.	List of Plan, copy of O & M agreement and performance certificate provided.
Successful Operation and Maintenance experience of Ultra water Filtration Plants.	List of Plan provided
Successful Operation and Maintenance experience of Nano water Filtration Plants.	List of Plan provided
Available Technical force on ground and skills to undertake, complete, operate and maintain the project.	List of available Technical Force is provided.
<b>Offered Technology, Technical specifications of the equipments and methodology to undertake and complete the projects</b>	
Offered Design and technical specification of RO Water Filtration Plants certified and warranted by the technology providers.	Manufacturers certificate attached
Offered Design and technical specification of Ultra Water Filtration Plants certified and warranted by the technology providers.	Manufacturers certificate attached
Offered Design and technical specification of Nano Water Filtration Plants certified and warranted by the technology providers.	Manufacturers certificate attached



Proposed Methodology in terms of quality, timeliness, reliability, after sales service, upgrade ability, price, source, and the combination of whole-life cost and quality to meet the procuring agency's requirements,	Presentation on the procurement of goods from renowned manufacturers and execution of the job and O& M of the installed plants seems satisfactory.
Response to TOR / Tender Documents	Satisfactory Substantially responsive bid

On the basis of above following marks are the average of the mark numbers given by each member of the Procurement committee to M/s. Pak Osais Industries (Pvt) Ltd.

Evaluation Criteria	Maximum Marks	Marks obtained
<b><u>Experience in relevant field &amp; Past Performance in similar type of contractors.</u></b>		
- No. of RO Water filtration Plant Projects under progress / successfully completed and operational.	09	9
- No. of Ultra Water filtration Plant Projects under progress / successfully completed and operational.	11	11
- No. of Nano Water filtration Plant Projects under progress / successfully completed and operational.	05	5
- Successful Operation and Maintenance experience of Ro Water Filtration Plants.	05	5
- Successful Operation and Maintenance experience of Ultra Water Filtration Plants.	05	5
- Successful Operation and Maintenance experience of Nano Water Filtration Plants.	05	3



<p>- Available Technical force on ground and skills to undertake, complete, operate and maintain the project.</p> <p><b>Documentary evidence viz. Agreement, Letter of award, proof of payment, certificate of completion, progress report, and other relevant details must be provided in the technical proposal.</b></p>	10	7
<b>Total</b>	<b><u>50</u></b>	<b><u>45</u></b>

<p><b>Offered Technology, Technical Specifications of the equipments and methodology to undertake and complete the projects.</b></p> <p>Offered Design and technical specification of RO Water Filtration Plants certified and warranted by the technology providers.</p> <p>Offered Design and technical specification of Ultra Water Filtration Plants certified and warranted by the technology providers.</p> <p>Offered Design and technical specification of Nano Water Filtration Plants certified and warranted by the technology providers.</p> <p>Proposed methodology in terms of quality, timeliness, reliability, after sales service, upgrade ability, price, source, and the combination of whole-life cost and quality to meet the procuring agency's requirements.</p>	09 11 05 10	8 9 4 7
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Response to TOR / Tender Documents.	05	4
<b>Total</b>	<b>40</b>	<b>32</b>

Total Marks obtained 77 out of 90 that is 85.87%

#### 4.3 M/s. Coal Energy (Pvt) Ltd.

##### **Mandatory Requirements and preliminary Examinations and Responsiveness:**

The following are the observation of preliminary examination of the bid

1. Letter of technical bid was not attached.
2. Proof of Registration with PEC is not attached.
3. Mandatory 03 years audited report is not provided.
4. Certificate that firm has never been blacklisted or in litigation is not provided.
5. Certificated from technology providers are not attached.

The bid is found non responsive and therefore not considered for further detail technical evaluation and rejected.

#### 5.0 **Recommendations of the Procurements Committee**

The Procurement Committee after detailed Evaluation of technical Proposal submitted by the Bidder M/s. Pak Osais Industries (Pvt) Ltd, thread –bare and keeping in view the sophisticated nature of the Project recommended the following result.


**M/s. Pak Osais Industries (Private) Limited submitted bid in accordance with the requirement of Notice of inviting of Bid and the Bidding Document and their Technical Proposal is declared as Technically Responsive Bid**

1. M/S. Pak Osais was registered since the year 2005 with SECP and also registered in Chamber of Commerce and with National Tax Authorities.
2. The bidder is registered member of Pakistan Engineering Council and has valid Registration Certificate up to 31<sup>st</sup> December 2012
3. The bidder has submitted Certificate from the Bank confirming that Bidder is maintain satisfactory bank accounts and has strength to undertake and complete mega projects.



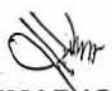
4. The bidder M/S Pak Oasis has submitted 3 years Financial /Audit Report
5. The Bidder submitted Certificate that firm has never been black listed or in litigation
6. Bidder M/S Pak Oasis is a manufacturer Authorization from leading international manufacturer i.e. Veolia, Grundfos, Dow and other.
7. Bidder M/S Pak Oasis has team of technical staff on ground with sufficient quantity of spares, chemicals, consumables and spares stock.


After evaluating technical proposal in detail, the Procurement Committee unanimously declared that bid submitted by M/S Pak Oasis Industries is found the only Technically Responsive Bid and qualify for opening of their Financial Bid.

  
(ABDUL HALEEM MEMON)  
Secretary, PC, PMU  
Project Engineer


  
(LATIF KHAN)  
Member, D.G (M&E)  
Local Government Department

  
(ABDUL FATAH TUNIO)  
Member, P&D Department  
Government of Sindh

  
(MUHAMMAD IQBAL)  
Member Deputy Secretary  
Finance Department Govt of Sindh

  
(MUHAMMAD IQBAL)  
Member PC, SID  
Dy. Director (ACCOUNT)

  
(Member *Co. Murtaza Schito*)  
Public Health Engineering Department

  
(IMTIAZ-UD-DDIN)  
Convener, PC, PMU  
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