

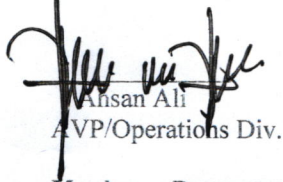
**Technical & Financial Evaluation Report**  
**Supply and Installation of Communication Links**

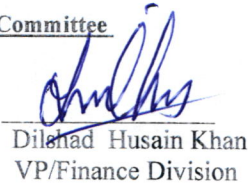
|    |                                 |  |
|----|---------------------------------|--|
| 1  | Name of Procuring Agency        | Sindh Bank Ltd.                                |
| 2  | Tender Reference No.            | SNDB/COK/ADMIN/TD/429/2013                     |
| 3  | Tender Description              | Supply and Installation of Communication Links |
| 4  | Method of Procurement           | Single Stage One Envelop Bidding Procedure     |
| 5  | Tender Published                | SPPRA S No.18085                               |
| 6  | Total Bid Documents Sold        | 5  |
| 7  | Total Bids Received             | 2  |
| 8  | Technical Bid Opening Date      | 12/12/2013                                     |
| 9  | Financial Bid Opening Date      | 12/12/2013                                     |
| 10 | No of Bid Technically Qualified | 2  |
| 11 | Bid(s) Rejected                 | 0  |

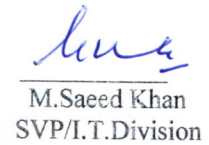
| S. No. | Name of Company    | Cost Offered by Bidder                   | Ranking in Terms of Cost | Comparison with Estimated Cost (Rs.500,000) | Reason for Acceptance/ Rejection | Remarks          |
|--------|--------------------|--|--------------------------|---|----------------------------------|------------------|
| 0      | 1                  | 2  | 3                        | 4   | 5                                | 6                |
| 2      | M/s Wateen Telecom | Rs.385,000/-<br>(Per Branch for 2 years) | Qualified Bidder         | Rs.115,000/- below the estimated cost       |                                  | Qualified Bidder |

**Note:** M/s Wateen Telecom is selected for Supply and Installation of Communication Links to Sindh Bank Ltd in 6 Branches, as mentioned in the quotation dated 27-2-2014 of M/S Wateen Telecom.

**Members Signatures – Pre & Post Evaluation Committee**

  
Ahsan Ali  
AVP/Operations Div.

  
Dilshad Husain Khan  
VP/Finance Division

  
M.Saeed Khan  
SVP/I.T.Division

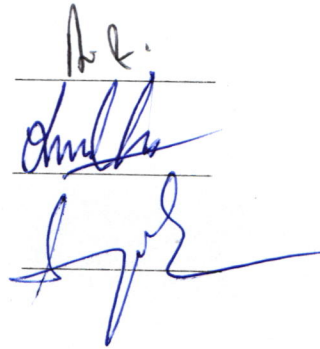

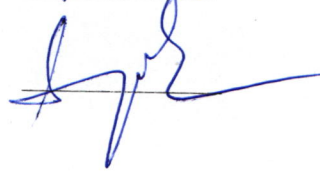
**Members – Procurement Committee**

(Anis Iqbal)  
Head of I. T. Division

(Dilshad Hussain Khan)  
Chief Financial Officer

(Syed Muhammad Aqeel)  
Chief Manager (IDBL) Karachi

**Signature**



Quotation ID: WTN/SBL/FIBER/270214  
Quotation Date: 27th February, 2014  
This quotation is valid for 30 days

Quoted Currency PKR

Project Code Fiber\_SBL\_16 site

Customer: Sindh Bank Limited

Address: 3<sup>rd</sup> Floor, Federation House, Clifton, Karachi

Phone: 21-35829443

Attn: Mr. Muhammad Faraz Khan

Account Manager: Beenish Syed  
Manager Corporate Accounts  
Cell No. +92-321-3914530

Initials: BS

| S.No   | Branch Name           | Communication          | Communication Link Monthly Recurring Charges "B" |
|--|-----------------------|------------------------|--|
|  |                       | Link One Time Cost "A" |  |
| 1  | Sukkur, Military Road | 25,000                 | 15,000   |
| 2  | Jamshoro              | 25,000                 | 15,000   |
| 3  | Qazi Ahmed            | 25,000                 | 15,000   |
| 4  | Toba Tek Singh        | 25,000                 | 15,000   |
| 5  | Vehari                | 25,000                 | 15,000   |
| 6  | Hayatabad, Peshawar   | 25,000                 | 15,000   |
| Sub Total PKR  |                       | 150,000                | 90,000   |
| Grand Total (A+B) PKR  |                       | 240,000                |  |
| *Lowest Evaluation Cost = Sub Total 'A'+(Sub Total 'B' x 24) |                       | PKR 385,000            |  |

**Terms & Conditions:**

1. Charges quoted are exclusive of any taxes.
2. 100% of OTC to be paid in advance at the time of giving order.
3. Prices are valid for 30 days from the date of the submission of the price quote.
4. Payment Cycle is on Quarterly Basis payable in advance.
5. Annual maintenance charges are payable in advance.
6. Prices are exclusive of all taxes where and if applicable and subject to change with the change in duty structure from the Government.
7. All permissions/N.O.C's required for inside buildings will be the responsibility of customer.
8. The minimum agreement period will be 03 years.

**Delivery time:**

8 to 10 weeks after getting confirm PO in writing and signing the contract.

Wateen Telecom (Pvt.) Limited  
6th Floor, Dawood Centre, Main M. T. Khan Road, Karachi  
Fax: 021 8005147



2-E-II Oberoi House,  
Gulberg III, Lahore.  
UAN: 111-999-919 Fax: +92-42-35787000  
Email: info@wateen.com  
Web: www.wateen.com

# SINDH PUBLIC PROCUREMENT REGULATORY AUTHORITY

## CONTRACT EVALUATION FORM

**TO BE FILLED IN BY ALL PROCURING AGENCIES FOR PUBLIC CONTRACTS OF WORKS, SERVICES & GOODS**

- 1) NAME OF THE ORGANIZATION / DEPTT. SINDH BANK LTD I.T Division
- 2) PROVINCIAL / LOCAL GOVT / OTHER Scheduled Bank
- 3) TITLE OF CONTRACT Supply & Installation of Communication Links
- 4) TENDER NUMBER SNDB/COKADMIN/TD/429/2013
- 5) BRIEF DESCRIPTION OF CONTRACT Supply & Installation of Communication Links
- 6) FORUM THAT APPROVED THE SCHEME Procurement Committee
- 7) TENDER ESTIMATED VALUE Rs. 500,000 Per Link
- 8) ENGINEER'S ESTIMATE  
(For civil works only) \_\_\_\_\_
- 9) ESTIMATED COMPLETION PERIOD (AS PER CONTRACT) 24 Months
- 10) TENDER OPENED ON (DATE & TIME) Technical / Financial(12-12-13 at 12:00p.m)
- 11) NUMBER OF TENDER DOCUMENTS SOLD 05  
(Attach list of buyers)
- 12) NUMBER OF BIDS RECEIVED 2
- 13) NUMBER OF BIDDERS PRESENT AT THE TIME OF OPENING OF BIDS 2
- 14) BID EVALUATION REPORT 17th December 2013 (Sindh Bank Website)  
(Enclose a copy)
- 15) NAME AND ADDRESS OF THE SUCCESSFUL BIDDER PTCL South Zone Clifton Karachi
- 16) CONTRACT AWARD PRICE Rs. 409,760 Per Branch
- 17) RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT  
(i.e. 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> EVALUATION BID).  
PTCL (1st Lowest)  
Watson Telecom (2nd Lowest)

18) METHOD OF PROCUREMENT USED : - (Tick one)

- a) SINGLE STAGE - ONE ENVELOPE PROCEDURE YES  Domestic/ Local
- b) SINGLE STAGE - TWO ENVELOPE PROCEDURE \_\_\_\_\_
- c) TWO STAGE BIDDING PROCEDURE \_\_\_\_\_
- d) TWO STAGE - TWO ENVELOPE BIDDING PROCEDURE \_\_\_\_\_

PLEASE SPECIFY IF ANY OTHER METHOD OF PROCUREMENT WAS ADOPTED i.e. EMERGENCY, DIRECT CONTRACTING ETC. WITH BRIEF REASONS:

19) APPROVING AUTHORITY FOR AWARD OF CONTRACT \_\_\_\_\_

20) WHETHER THE PROCUREMENT WAS INCLUDED IN ANNUAL PROCUREMENT PLAN?

|     |                                     |    |                          |
|-----|-------------------------------------|----|--------------------------|
| Yes | <input checked="" type="checkbox"/> | No | <input type="checkbox"/> |
|-----|-------------------------------------|----|--------------------------|

21) ADVERTISEMENT :

i) SPPRA Website  
(If yes, give date and SPPRA Identification No.)

|     |   |
|-----|---|
| Yes | SSPRA ID 18085/2013 at 28th November 2013 |
| No  |   |

ii) News Papers  
(If yes, give names of newspapers and dates)

|     |   |
|-----|---|
| Yes | Express, Ibraat and Business Recorder at 28th November 2013 |
| No  |   |

22) NATURE OF CONTRACT

|                |                                     |      |                          |
|----------------|-------------------------------------|------|--------------------------|
| Domestic Level | <input checked="" type="checkbox"/> | Int. | <input type="checkbox"/> |
|----------------|-------------------------------------|------|--------------------------|

23) WHETHER QUALIFICATION CRITERIA WAS INCLUDED IN BIDDING / TENDER DOCUMENTS?  
(If yes, enclose a copy)

|     |                                     |    |                          |
|-----|-------------------------------------|----|--------------------------|
| Yes | <input checked="" type="checkbox"/> | No | <input type="checkbox"/> |
|-----|-------------------------------------|----|--------------------------|

24) WHETHER BID EVALUATION CRITERIA WAS INCLUDED IN BIDDING / TENDER DOCUMENTS?  
(If yes, enclose a copy)

|     |                                     |    |                          |
|-----|-------------------------------------|----|--------------------------|
| Yes | <input checked="" type="checkbox"/> | No | <input type="checkbox"/> |
|-----|-------------------------------------|----|--------------------------|

25) WHETHER APPROVAL OF COMPETENT AUTHORITY WAS OBTAINED FOR USING A METHOD OTHER THAN OPEN COMPETITIVE BIDDING?

|     |                          |    |                                     |
|-----|--------------------------|----|-------------------------------------|
| Yes | <input type="checkbox"/> | No | <input checked="" type="checkbox"/> |
|-----|--------------------------|----|-------------------------------------|

26) WAS BID SECURITY OBTAINED FROM ALL THE BIDDERS?

|     |                                     |    |                          |
|-----|-------------------------------------|----|--------------------------|
| Yes | <input checked="" type="checkbox"/> | No | <input type="checkbox"/> |
|-----|-------------------------------------|----|--------------------------|

27) WHETHER THE SUCCESSFUL BID WAS LOWEST EVALUATED BID / BEST EVALUATED BID (in case of Consultancies)

|     |                                     |    |                          |
|-----|-------------------------------------|----|--------------------------|
| Yes | <input checked="" type="checkbox"/> | No | <input type="checkbox"/> |
|-----|-------------------------------------|----|--------------------------|

28) WHETHER THE SUCCESSFUL BIDDER WAS TECHNICALLY COMPLIANT?

|     |                                     |    |                          |
|-----|-------------------------------------|----|--------------------------|
| Yes | <input checked="" type="checkbox"/> | No | <input type="checkbox"/> |
|-----|-------------------------------------|----|--------------------------|

29) WHETHER NAMES OF THE BIDDERS AND THEIR QUOTED PRICES WERE READ OUT AT THE TIME OF OPENING OF BIDS?

|     |                                     |    |                          |
|-----|-------------------------------------|----|--------------------------|
| Yes | <input checked="" type="checkbox"/> | No | <input type="checkbox"/> |
|-----|-------------------------------------|----|--------------------------|

30) WHETHER EVALUATION REPORT GIVEN TO BIDDERS BEFORE THE AWARD OF CONTRACT?

(Attach copy of the bid evaluation report)

|     |                                     |    |                          |
|-----|-------------------------------------|----|--------------------------|
| Yes | <input checked="" type="checkbox"/> | No | <input type="checkbox"/> |
|-----|-------------------------------------|----|--------------------------|

31) ANY COMPLAINTS RECEIVED  
(If yes, result thereof)

|     |    |
|-----|----|
| Yes |    |
| No  | No |

32) ANY DEVIATION FROM SPECIFICATIONS GIVEN IN THE TENDER NOTICE / DOCUMENTS  
(If yes, give details)

|     |    |
|-----|----|
| Yes |    |
| No  | No |

33) WAS THE EXTENSION MADE IN RESPONSE TIME?  
(If yes, give reasons)

|     |    |
|-----|----|
| Yes |    |
| No  | No |

34) DEVIATION FROM QUALIFICATION CRITERIA  
(If yes, give detailed reasons.)

|     |    |
|-----|----|
| Yes |    |
| No  | No |

35) WAS IT ASSURED BY THE PROCURING AGENCY THAT THE SELECTED FIRM IS NOT BLACK LISTED?

|     |                                     |    |                          |
|-----|-------------------------------------|----|--------------------------|
| Yes | <input checked="" type="checkbox"/> | No | <input type="checkbox"/> |
|-----|-------------------------------------|----|--------------------------|

36) WAS A VISIT MADE BY ANY OFFICER/OFFICIAL OF THE PROCURING AGENCY TO THE SUPPLIER'S PREMISES IN CONNECTION WITH THE PROCUREMENT? IF SO, DETAILS TO BE ASCERTAINED REGARDING FINANCING OF VISIT, IF ABROAD:  
(If yes, enclose a copy)

|     |                          |    |                                     |
|-----|--------------------------|----|-------------------------------------|
| Yes | <input type="checkbox"/> | No | <input checked="" type="checkbox"/> |
|-----|--------------------------|----|-------------------------------------|

37) WERE PROPER SAFEGUARDS PROVIDED ON MOBILIZATION ADVANCE PAYMENT IN THE CONTRACT (BANK GUARANTEE ETC.)?

|     |                                     |    |                          |
|-----|-------------------------------------|----|--------------------------|
| Yes | <input checked="" type="checkbox"/> | No | <input type="checkbox"/> |
|-----|-------------------------------------|----|--------------------------|

38) SPECIAL CONDITIONS, IF ANY  
(If yes, give Brief Description)

|     |    |
|-----|----|
| Yes |    |
| No  | No |

39) Date of Award of Contract: 20/11/2014

Signature & Official Stamp of  
Authorized Officer

*M. Raza*



**FOR OFFICE USE ONLY**

**SPPRA, Block. No.8, Sindh Secretariat No.4-A, Court Road, Karachi**  
Tele: 021-9205356; 021-9205369 & Fax: 021-9206291

Print

Save

Reset

Date: 13-12-2013

| <b>Technical &amp; Financial Evaluation Report</b>    |                                 |  |
|---|---------------------------------|--|
| <b>Supply and Installation of Communication Links</b> |                                 |  |
| 1   | Name of Procuring Agency        | Sindh Bank Ltd.                                |
| 2   | Tender Reference No.            | SNDB/COK/ADMIN/TD/429/2013                     |
| 3   | Tender Description              | Supply and Installation of Communication Links |
| 4   | Method of Procurement           | Single Stage One Envelop Bidding Procedure     |
| 5   | Tender Published                | SPPRA S No.18085                               |
| 6   | Total Bid Documents Sold        | 5  |
| 7   | Total Bids Received             | 2  |
| 8   | Technical Bid Opening Date      | 12/12/2013                                     |
| 9   | Financial Bid Opening Date      | 12/12/2013                                     |
| 10  | No of Bid Technically Qualified | 2  |
| 11  | Bid(s) Rejected                 | 0  |

| S. No. | Name of Company    | Cost Offered by Bidder                   | Ranking in Terms of Cost      | Comparison with Estimated Cost (Rs.500,000) | Reason for Acceptance/ Rejection        | Remarks |
|--------|--------------------|--|-------------------------------|---|---|---------|
| 0      | 1                  | 2  | 3                             | 4   | 5                                       | 6       |
| 1      | M/s PTCL           | Rs.409,760/-<br>(Per Branch for 2 years) | 1 <sup>st</sup> Lowest Bidder | Rs. 90,240/- below the estimated cost       | 1 <sup>st</sup> Lowest Evaluated Bidder |         |
| 2      | M/s Wateen Telecom | Rs.505,000/-<br>(Per Branch for 2 years) | 2 <sup>nd</sup> Lowest Bidder | Rs.5,000/- above the estimated cost         | 2 <sup>nd</sup> Lowest Bidder           |         |

**Note:** M/s PTCL is selected for Supply and Installation of Communication Links to Sindh Bank Ltd being the 1<sup>st</sup> lowest qualified bidder.

Members Signatures – Pre & Post Evaluation Committee

  
Anis Ali  
AVP Operations Div.

  
Dilshad Hussain Khan  
VP/Finance Division

  
M. Saeed Khan  
SVP/I.T. Division

Members – Procurement Committee

(Anis Iqbal)  
Head of I. T. Division

(Dilshad Hussain Khan)  
Chief Financial Officer

(Syed Muhammad Aqeel)  
Chief Manager (IDHL) Karachi

Signature



# TENDER DOCUMENT BUYERS COLLECTION RECORD

Tender Name: Supply & Installation Of Communication Links

| S. No. | Date       | Company Name  | Representative Name | Contact No. | E-mail Address            | Amount | Bank's Name     | P O No.  | Signature of Authorized Company Representative | Signature of Receptionist |
|--------|------------|---------------|---------------------|-------------|---------------------------|--------|-----------------|----------|--|---------------------------|
| 01     | 29/10/13   | Ablo Telecom  | Taha Suhail         | 0321 249735 | taha@ablo.com.pk          | 500/-  | Sunat Bank      | 0017699  | [Signature]                                    | [Signature]               |
| 02     | 29/11/2013 | wateer telcom | Zakeer              | 0346 275800 | Becmish. s.jed@wateer.com | 500/-  | AK Falah        | 0121282  | [Signature]                                    |                           |
| 03     | 3/12/2013  | G.C.S ARUD    | Masood ul haq       | 0345296678  | Masood.rahim3@arud.com    | 500/-  | Genaral Chandra | 03165610 | [Signature]                                    |                           |
| 04     | 5/12/13    | wateer call   | Mubeen usman        | 0321 242114 | mubeenuddin820@yahoo.com  | 500/-  | NIB             | 2053966  | [Signature]                                    |                           |
| 05     | 9/12/13    | PTCL          | ADMAN               | 0321 242102 | ADMAN.SADIQ@PTCL.COM.PK   | 500/-  | UBL             | 7549846  | [Signature]                                    |                           |
|        |            |               |                     |             |                           |        |                 |          |  |                           |
|        |            |               |                     |             |                           |        |                 |          |  |                           |
|        |            |               |                     |             |                           |        |                 |          |  |                           |
|        |            |               |                     |             |                           |        |                 |          |  |                           |

**AVAILABILITY OF ID**  
 FROM 26 - 11 - 2013  
 TO 11 - 12 - 2013

**LAST DATE OF SUBMISSION OF ID**  
 DATE 12 - 12 - 2013  
 TIME 11:00

### 3 SCOPE OF WORK / TECHNICAL SPECIFICATION

Sindh Bank (SNDB) requires Supply and Installation of Communication links in its 34 upcoming countrywide branches (List of Branches attached as Annexure "H"), details are as follows:

| Technical Requirement                             |  |
|---|--|
| Requirement of Communication Link on Fiber Optics |  |
| 1   | Bandwidth Required For 34 new Branches: (List Attached)  |
| 1.1   | <p>2 Mbps CIR data link is required for 34 branches with aggregation site Karachi and DR site Lahore.</p> <p>SNDB require Fiber Optic link having layer 3 connectivity to create Virtual Private Network (VPN) over physical connectivity.</p> <p>Bidder should quote for all the branches where fiber is available however bidder quoting less than 15 branches will not be considered and disqualified from the very outset.</p> <p>Ethernet interfaces should be provided at both sides i.e branches and aggregation side.</p>  |
| 1.2   | <p>Appropriate links on metro fiber for Aggregation Sites shall be provided at SNDB Head Office Karachi and SNDB DR Site Lahore.</p> <p>Aggregation/DR Site link cost must be covered with branch link i.e. no separate charges will be paid for Aggregation at HO and DR site.</p> <p>Addresses for Aggregation at HO and DR Site are as follows:</p> <p><u>Aggregation Site:</u></p> <p>Sindh Bank Head Office, 3<sup>rd</sup> Floor, Federation House, Abdullah Shah Ghazi Road, Clifton, Karachi.</p> <p><u>DR Site:</u></p> <p>Sindh Bank DHA Y Block Branch, Plot 159, Sector Y, Commercial Area, D.H.A, Lahore Cantt. Lahore.</p> <p>Site/Branch Location for 34 branches are attached in tender document as Annexure H</p> |



|     |  |
|-----|--|
| 1.3 | <p>Standard sealed cabling with all the accessories (UPVC piping) should be used at branch and aggregation ends to terminate the link within the branch building/premises.</p> <p>Service provider will be responsible for the transportation, boarding &amp; lodging of its engineering/support team at all sites without any additional cost to SNDB.</p> <p>Link must be installed and handed over within 20 days after the order of installation anywhere in Pakistan.</p> |
| 1.4 | <p>Bidder should have its own MPLS or equivalent Network at core end to provide Layer 3 connectivity i.e. IP based connectivity on SNDB branches and SNDB Aggregation Sites.</p> <p>Link must have the capability of data bandwidth up gradation for future expansion requirements.</p>  |
| 1.5 | <p>The proposed solution must comply with PTA regulations for IT Infrastructure Security for all types of processes. The bidder should have all necessary licenses from PTA for data communications.</p>   |

**Note:**

1. In order to qualify, all Technical requirements as mentioned above must be met. Fail to qualify a single requirement will result disqualification.
2. Any miss-commitment may lead to disqualify even after the award of contract and onus will lie on the bidder.
3. In case of service provider has failed to provide the required service to the desired standards SNDB has the right to cancel the services on one month notice period and arrange the required services from other service provider.
4. 95% uptime would be required and selected bidder will sign SLA with appropriate penalty clauses:
  - Equal or more than 6 hours and less than 12 hours = 1 day amount deducted
  - Equal or more than 12 hours and less than 18 hours = 3 days amount deducted
  - Equal or more than 18 hours and less than 24 hours = 1 week amount deducted
  - Equal or more than 24 hours = 1 month amount deducted

5. Formula for selecting lowest Financial Bid Value:

$$\text{Bid Value} = \frac{(\text{Total OTC of all branches quoted})}{(\text{No. Of Branches on Fiber})} + \frac{(24 \times \text{Total MRC of all branches quoted})}{(\text{No. Of Branches on Fiber})}$$

OTC = One Time Cost

MRC = Monthly Recurring Charges

**Eligibility/Technical Criteria**

SNDB shall evaluate Technical Proposals using the following eligibility/technical criteria.

| S. No.             | Description   | Marks      | Marks Obtained | Remarks                           |
|--------------------|---|------------|----------------|-----------------------------------|
| 1                  | Bidder must have already deployed Fiber Links at more than 20 cities all over Pakistan for banks only.<br>(Attach Purchase Order as documentary proof as Annexure-1)      | 20         | 20             | 20 and above cities               |
|                    |   | 10         |                | 10 to 19 cities                   |
|                    |   | 5          |                | 5 to 9 cities                     |
|                    |   | 0          |                | less than 5 cities                |
| 2                  | Bidder must have provided required connectivity to at least 5 Banks in last 3 years.<br>(Attach Purchase Order as documentary proof as Annexure-2)                        | 14         | 14             | 5 and above banks                 |
|                    |   | 7          |                | 3 to 4 banks                      |
|                    |   | 0          |                | less than 3 banks                 |
| 3                  | The Bidder should have Verifiable Presence/Support/Branch offices in all over Pakistan.<br>(Attach Location Details as documentary proof as Annexure-3)                   | 16         | 16             | 10 and above cities               |
|                    |   | 8          |                | 5 to 9 cities                     |
|                    |   | 4          |                | 2 to 4 cities                     |
|                    |   | 0          |                | Only in 01 city                   |
| 4                  | The Bidder must be in Data Connectivity Services Business for at least 05 Years.<br>(Attach documentary proof as Annexure-4)  | 10         | 10             | If Provided                       |
|                    |   | 0          |                | Not Provided                      |
| 5                  | The Bidder must provide list of clients other than banks to provide the Fiber connectivity in last 3 years.<br>(Attach Purchase order as documentary proof as Annexure-5) | 10         | 0              | 15 and above clients              |
|                    |   | 3          |                | 7 to 14 Clients                   |
|                    |   | 0          |                | less than 6                       |
| 6                  | Company must have turnover of at least Rs.50-Million per year for Last 3- Years.<br>(Attach audited financial statement for last 3 years as Annexure-6)                   | 20         | 20             | 50 million & Above for 3 years    |
|                    |   | 10         |                | 50 million for 2 years            |
|                    |   | 5          |                | 50 million for 1 year             |
|                    |   | 0          |                | less than 50 million last 3 years |
| 7                  | Bidder should have its own service medium and not relying on any other 3rd party or partner<br>(Attach Nationwide network connectivity diagram as proof as Annexure-7)    | 10         | 10             | If Provided                       |
|                    |   | 0          |                | Not Provided                      |
| <b>Total Marks</b> |   | <b>100</b> | <b>90</b>      | <b>Qualified / Disqualified</b>   |

**Note**


1. Qualifying marks for the bid is minimum 70% for Technical Phase.
2. Financial bid of only qualifying bidder will be opened.
3. The financial bid of the bidder acquiring less than 70% marks will be returned un-opened.
4. SNDB has the right to ask for evidence/justification. Fail to provide evidence or false evidence will lead to disqualification.
5. Company will be considered disqualified if specification of the Communication links does not meet the specification given in the tender document.
6. If Company not active Tax payer it will consider as a disqualified (Attached Proof as Annexure-8).

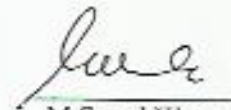
*(Handwritten signature)*

*(Handwritten mark)*

7. Bidder must provide valid CVAIS (Class Value Added Licensed Services) or relevant data services license from P.T.A. (Attach PTA Certificate as documentary proof as Annexure-9)
8. Bank reserves the right to verify all or any document at any time. In case any fake documents are found at any stage, the company will be disqualified as per SPPRA Rule 30(1) and may be subject to legal proceedings.

  
Ahsan Ali  
AVP/Operations Div.

  
Dilshad Husain Khan  
VP/Finance Division

  
M. Saeed Khan  
SVP/I.T. Division

**Signature – Procurement Committee Members for IT Infrastructure**

Head of IT

Chief Financial Officer

Chief Manager (IDBL)

  
Three horizontal lines with handwritten signatures above them.

PTCL

**Eligibility/Technical Criteria**

SNDB shall evaluate Technical Proposals using the following eligibility/technical criteria.

| S. No.             | Description  | Marks      | Marks Obtained | Remarks                          |
|--------------------|--|------------|----------------|----------------------------------|
| 1                  | Bidder must have already deployed Fiber Links at more than 20 cities all over Pakistan for banks only.<br>(Attach Purchase Order as documentary proof as Annexure-1)     | 20         | 20             | 20 and above cities              |
|                    |  | 10         |                | 10 to 19 cities                  |
|                    |  | 5          |                | 5 to 9 cities                    |
|                    |  | 0          |                | less than 5 cities               |
| 2                  | Bidder must have provided required connectivity to at least 5 Banks in last 3 years.<br>(Attach Purchase Order as documentary proof as Annexure-2)                       | 14         | 14             | 5 and above banks                |
|                    |  | 7          |                | 3 to 4 banks                     |
|                    |  | 0          |                | less than 3 banks                |
| 3                  | The Bidder should have Verifiable Presence/Support/Branch offices in all over Pakistan.<br>(Attach Location Details as documentary proof as Annexure-3)                  | 16         | 16             | 10 and above cities              |
|                    |  | 8          |                | 5 to 9 cities                    |
|                    |  | 4          |                | 2 to 4 cities                    |
|                    |  | 0          |                | Only in 01 city                  |
| 4                  | The Bidder must be in Data Connectivity Services Business for at least 05 Years.<br>(Attach documentary proof as Annexure-4)   | 10         | 10             | If Provided                      |
|                    |  | 0          |                | Not Provided                     |
| 5                  | The Bidder must provide list of clients other than Banks to provide the Fiber connectivity in last 3 years<br>(Attach Purchase order as documentary proof as Annexure-5) | 10         | 9              | 15 and above clients             |
|                    |  | 3          |                | 7 to 14 Clients                  |
|                    |  | 0          |                | less than 6                      |
| 6                  | Company must have turnover of at least Rs 50-Million per year for Last 3-Years.<br>(Attach audited financial statement for last 3 years as Annexure-6)                   | 20         | 20             | 50 million & Above for 3 years   |
|                    |  | 10         |                | 50 million for 2 years           |
|                    |  | 5          |                | 50 million for 1 year            |
|                    |  | 0          |                | less than 50 million last 3years |
| 7                  | Bidder should have its own service medium and not relying on any other 3rd party or partner<br>(Attach Nationwide network connectivity diagram as proof as Annexure-7)   | 10         | 10             | If Provided                      |
|                    |  | 0          |                | Not Provided                     |
| <b>Total Marks</b> |  | <b>100</b> | <b>93</b>      | <b>Qualified / Disqualified</b>  |

**Note**

1. Qualifying marks for the bid is minimum 70% for Technical Phase.
2. Financial bid of only qualifying bidder will be opened.
3. The financial bid of the bidder acquiring less than 70% marks will be returned un-opened.
4. SNDB has the right to ask for evidence/justification. Fail to provide evidence or false evidence will lead to disqualification.
5. Company will be considered disqualified if specification of the Communication links does not meet the specification given in the tender document.
6. If Company not active Tax payer it will consider as a disqualified (Attached Proof as Annexure-8).

*[Handwritten signature]*

*[Handwritten signature]*

7. Bidder must provide valid CVAIS (Class Value Added Licensed Services) or relevant data services license from P.T.A. (Attach PTA Certificate as documentary proof as Annexure 9)
8. Bank reserves the right to verify all or any document at any time. In case any fake documents are found at any stage, the company will be disqualified as per SPPRA Rule 30(1) and may be subject to legal proceedings.

  
Ahsan Ali  
AVP/Operations Div.

  
Dilshad Husain Khan  
VP/Finance Division

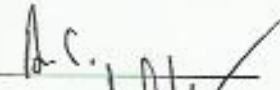
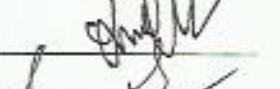

  
M. Saeed Khan  
SVP/I.T. Division

**Signature – Procurement Committee Members for IT Infrastructure**

Head of IT

Chief Financial Officer

Chief Manager (IDBL)

IN MEMORY OF SHAHEED MOHTARMA BENAZIR BHUTTO



Tender Ref No. SNDB/COK/ADMIN/ID/429/2013

Date: 20-01-2014

Farhan Ahmed,  
Key Accounts Executive  
PTCL Corporate Services South Zone Office,  
Hatim Alvi Road Clifton,  
Karachi.

Subject: Contract Award- Supply and Installation of Communication Links

The management of Sindh Bank Ltd is pleased to award the subject contract to M/S PTCL

Please acknowledge.

Sincerely,

Muhammad Rashid Memon  
Acting VP/I.T. Division

Received  
alif

184407.157  
21/1/14



**Khurram Ali Stamp Vendor**

L. No: 35, 28, Mezanine Floor  
Zohra Square M.A. Jinnah Road, Karachi. 31/12/12  
SR. NO. 13561 DATE  
ISSUED TO WITH ADDRESS  
THROUGH WITH ADDRESS  
PURPOSE  
VALUE RS. 50 ATTACHED  
STAMP VENDOR SIGNATURE

**CONTRACT**

Stamp Office, City Road  
Karachi  
21 JAN 2014

This Agreement is made on this 20th day of January 2014 ('Effective Date')

Between

**Sindh Bank Limited** having its head office at 3<sup>rd</sup> Floor, Federation House, Clifton, Karachi (hereinafter called the 'Bank' / 'Purchaser' through its authorized representative which expression shall, where the context so permits, include its successors-in-interest and permitted assigns) of the one part;

And

**Pakistan Telecommunication Company Limited (PTCL)** having its Registered office at Corporate Services South Zone Office, Hatim Alvi Road Clifton, Karachi, Pakistan (hereinafter called the 'Vendor' through its authorized representative which expression shall, where the context so permits, include its successors-in-interest and permitted assigns) of the other part.

(The Purchaser / Bank and the Vendor shall hereinafter also be referred to individually as a "Party" and collectively as "Parties").

WHEREAS the Vendor is the Supplier/Service Provider of Communication Links, data connectivity services etc.

AND WHEREAS, the Bank is desirous of procuring services from the Vendor which will enable the Bank to establish data connectivity between its branches and the Head Office ('Services').

AND WHEREAS, to provision the Services, the Vendor shall install / commission the Fiber Communication Links as detailed below ('Links') on the terms and conditions laid down hereinafter, including the payment of the one time cost equivalent to Rs.750,000 ('One Time Cost') to be made by the Bank against the installation and commissioning of the Links and monthly recurring charges equivalent to Rs.224,850 ('Monthly Recurring Charges') against the provisioning of Services.



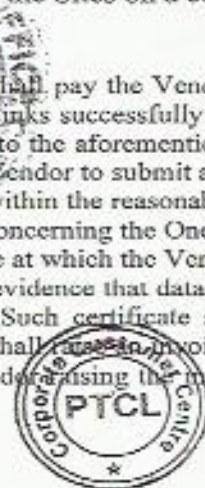
Detail of Links is as follows.

| S#   | Branch                             | Communication Link One Time Cost "A" | Communication Link Monthly Recurring Charges "B" |
|--|------------------------------------|--------------------------------------|--|
| 1  | Clifton Karachi                    | PKR 50,000                           | PKR 14,990                                       |
| 2  | Sikri Road Quetta                  | PKR 50,000                           | PKR 14,990                                       |
| 3  | Ghousepur, Distt. Kashmir Kandhkot | PKR 50,000                           | PKR 14,990                                       |
| 4  | Digri, Distt. Mirpurkhas           | PKR 50,000                           | PKR 14,990                                       |
| 5  | Badah, Distt. Larkana              | PKR 50,000                           | PKR 14,990                                       |
| 6  | Pir Jo Goth, Distt. Khairpur       | PKR 50,000                           | PKR 14,990                                       |
| 7  | Naushero Feroz                     | PKR 50,000                           | PKR 14,990                                       |
| 8  | Shahdadkot                         | PKR 50,000                           | PKR 14,990                                       |
| 9  | Mithi                              | PKR 50,000                           | PKR 14,990                                       |
| 10   | Raiwind Road Lahore                | PKR 50,000                           | PKR 14,990                                       |
| 11   | Mughalpura, Lahore                 | PKR 50,000                           | PKR 14,990                                       |
| 12   | DHA Phase V, Lahore                | PKR 50,000                           | PKR 14,990                                       |
| 13   | Chiniot                            | PKR 50,000                           | PKR 14,990                                       |
| 14   | Ferozpur Road, Lahore              | PKR 50,000                           | PKR 14,990                                       |
| 15   | Manawala                           | PKR 50,000                           | PKR 14,990                                       |
| Sub Total  |                                    | PKR 750,000                          | PKR 224,850                                      |
| Grand Total (A+B)  |                                    | PKR 974,850                          |  |
| *Lowest Evaluation Cost = $\frac{\text{Sub Total 'A'} + (\text{Sub Total 'B'} \times 24)}{\text{No. Of Branches}}$ |                                    | PKR 409,760                          |  |

Terms & Conditions:

The Vendor shall establish data connectivity between the branches of the Purchaser and its Head Office or any given site /location through L3 VPNs over the Vendor's MPLS based network, by installing and commissioning of Links at the sites specified hereinabove ('Sites').

1. Link must be installed and handed over within 20 days after the order of installation in Pakistan. The Purchaser shall impose a fine of Rs. 500/- per day in case of failure to deploy the Links within committed timelines. Rs 500 fine will be imposed if vendor further fail to install links within 5 days of the Delivery Timelines with respect to such Sites and and Rs, 1000/ per day will be charged in case of failure of deploy the Links at the Un-Installed Sites within 15 days of the Delivery Timelines upto maximum of Rs100,000.00.
2. The One Time Installation Cost and the Monthly Recurring Costs includes all taxes, installation, software, labor including delivery charges upto the Sites on a countrywide basis.
3. Within seven (7) days from the Effective Date, the Purchaser shall pay the Vendor agreed One Time Costs mentioned in Vendor proposal with respect to the Links successfully deployed at 15 Installed Sites. The Vendor shall raise an invoice with respect to the aforementioned One Time Charges as soon as reasonably possible, however failure by the Vendor to submit a timely invoice shall not affect the Purchasers obligation to make the payment within the reasonable time subject to vendor raising the invoice even at a later date. The payment concerning the One Time Costs of the Un-Installed Sites shall be made within 7 days from the date at which the Vendor is issued a certificate of delivery/satisfaction from the Vendor which shall evidence that data connectivity at the Un-Installed Sites has been established with other Sites. Such certificate shall be issued pursuant to the criteria agreed between the parties. The Vendor shall raise an invoice with respect to the aforementioned One Time Charges within 7 days of vendor raising the invoice even at a later date.





4. In consideration of the Services being provisioned by the Vendor, the Purchaser shall be liable pay the Vendor as per attached list which is already mentioned in Vendor proposal as Monthly Recurring Charges ('MRC'). The accrued Monthly Recurring Charges with respect to the period starting from the 1<sup>st</sup> link installation /provisioning till the Effective Date shall be payable within seven days of the Effective Date.
5. Subject to Clause 4, the Monthly Recurring Charges shall be payable on a quarterly basis, in advance. Effective from when circuits gets commissioned in 2014, the aggregate Monthly Recurring Charges for the relevant quarter ('Aggregate Quarterly Charges') shall be payable within 30 days from the commencement of the quarter. The Vendor shall raise an invoice with respect to the aforementioned Aggregate Quarterly Charges as soon as reasonably possible.
6. All the payment due hereunder shall be effected either through wire transfer to the bank account designated by the Vendor or through pay order in favour of the Vendor.
7. The Bank would refund the bid security valuing Rs 1,260,000 /- submitted by the Vendor within 7 days from the submission of performance guarantee as per tender document.
8. Vendor is required to provide backup equipment as per clause 3.1 of the tender documents.
9. Vendor must provide min 95 % link availability with the following clauses of down time in terms of the SLA  
Equal or more than 6 hours and less than 12 hours = 1 day amount deducted  
Equal or more than 12 hours and less than 18 hours = 3 days amount deducted  
Equal or more than 18 hours and less than 24 hours = 1 week amount deducted  
Equal or more than 24 hours = 1 month amount deducted
10. The Vendor will provide the Bank with a performance security in the form acceptable to the Bank for an amount equivalent to 10% of the total contract price. The Bank shall release the performance security after 12 months from effective date of contract.
11. In case of any dispute at any point the matter will be settled amicably. If the parties do not reach a settlement the dispute will be referred to a sole arbitrator to be mutually agreed by the Parties. The award of the arbitrator shall be binding and final. The arbitration proceedings will be conducted in Islamabad and arbitration shall be condition precedent to any step in the legal proceedings..
12. Neither Party will be liable to the other for indirect, consequential, special, incidental, or punitive damages, even if such damages were foreseeable. Notwithstanding anything herein, the maximum limit of the Vendor's liability arising out of or related to this Contract, including without limitation liability for negligence, will not exceed the penalties / LD envisaged in the contract. .
13.
  - 13.1 The Purchaser may terminate this Contract in case of the occurrence of any of the events specified in paragraphs (a) through (d) of this Clause 13. In such an occurrence the Purchaser shall give 'not less than thirty days' written notice of termination to the Vendor:
    - a. If the Vendor does not remedy the failure in the performance of their material obligations under the Contract, within thirty (30) days after being notified, or within any further period as the Purchaser may have subsequently approved in writing;
    - b. If the Vendor becomes insolvent or bankrupt;
    - c. If the Vendor, based on evidence gathered by the Purchaser, has engaged in corrupt or fraudulent practices in competing for or in executing the Contract; and
    - d. If, as the result of Force Majeure, the Vendor is unable to perform a material portion of the Services for a period of not less than sixty consecutive (60) days;
  - 13.2 The Vendor may terminate this Contract, by not less than thirty (30) days' written notice to the Purchaser, such notice to be given after the occurrence of any of the events specified in paragraphs (a) and (b) of this Clause 15:
    - a. If the Purchaser fails to pay any money due to the Vendor pursuant to this Contract within the specified time;
    - b. If, as the result of Force Majeure, the Vendor is unable to perform a material portion of the Services for a period of not less than sixty (60) days.



Upon termination (or expiry) of the Contract, the Vendor shall forthwith cease the provisioning of the Services and would be entitled to immediately retrieve all Links and parts thereof and the Purchaser shall extend full support to the representatives of the Vendor with regards to, inter alia, their entrance into the Purchaser's premises for the purpose of decommissioning and retrieving the Links. Furthermore, immediately upon the execution of the Contract, the Purchaser shall pay the Vendor the One Time Set-Up Charges and / or Monthly Recurring Charges applicable till the date of termination or expiry of the Contract.

- 13.3 For the purpose of clarity any failure or delay due to Force Majeure shall not be construed as any failure or delay in the performance by either party of its obligation to commence or to continue to provide or complete any assignment in any manner and within the time period required by the terms of the Contract, shall not be a breach of this Contract, if such failure or delay results from any act of God, governmental action (whether in its sovereign or contractual capacity), or any other circumstance reasonably beyond the control of Parties including, but not limited to, satellite outage or malfunction, meteorological or astronomical disturbances, cable cut, earthquake, hurricane, snowstorm, fire, flood, strikes, labor disputes, war, civil disorder, epidemics, quarantines, embargoes, act of terrorism, judicial act, governmental or semi-governmental act.
14. If any provision of this Contract is declared or held by any judicial or other competent authority to be void or otherwise unenforceable, the remaining provisions of this Contract shall remain in full force and effect. The Parties shall then attempt to find a new provision to replace the invalid or unenforceable one. The new provision shall be as close as possible to the Parties' original intentions.
15. The term of this Agreement shall be for a period two years, commencing from the date at which the first Link is installed by the Vendor.
16. The Purchaser acknowledges that the ownership of all rights in the trademarks, copyrights, design rights, patent rights or other intellectual property rights (collectively, the "Intellectual Property Rights") with respect to the Links or any other equipment installed by the Vendor, as well as all Intellectual Property registered by the Vendor or its affiliated companies (if any) reside in and shall remain exclusively in the original owner of the of the Intellectual Property Rights (with whom the Vendor has a contractual arrangement) or the Vendor (as the case maybe) and the Purchaser shall not take any action or commit any omission which would jeopardize in any way the rights of the Vendor and vice versa.
17. No addition or modification or variation of this Contract shall be effective or binding on either of the Parties hereto unless mutually agreed in writing and executed by the respective duly authorized representatives of each of the Parties hereto.
18. Notwithstanding anything contained hereof the Vendor shall not be liable for any interruption or fault in the Services provided to the Purchaser due to any reasons attributable to the Purchaser and/or the third parties or due to Force Majeure or the effects thereof.
19. The Vendor will not assign this Contract to any party without the consent of the Purchaser provided that it shall ensure that the assignee shall undertake to perform the obligations of the Vendor under this Contract.
20. Either Party may specifically waive any breach of this Contract by the other Party, provided that no such waiver shall be binding or effective unless in writing and no such waiver shall constitute a continuing waiver of similar or other breaches. A waiving Party may at any time, upon notice given in writing to the breaching Party, direct future compliance with the waived term or terms of this Contract, in which event the breaching Party shall comply as directed from such time forward.
21. Any notice, request, statement, intimation, reference or other communication provided for in this Contract shall be made in writing and shall be directed by registered mail or secured courier service or facsimile, as the case may be, to the Parties' authorized representatives on the address of the Parties as given below. If either Party wishes to make a change to the information of such Party shall give a written notice to the other Party at least five (5) days in advance.



All notices shall only be effective on receipt.

22. Notwithstanding anything contained herein, in the event of any conflict between the Contract and the Tender document, the Contract shall take precedence.

In witnesses hereunder both the parties have set their hands on the day and year above first mentioned.

PTCL

Sindh Bank

Attn:

Attn:



Signature \_\_\_\_\_

Signature \_\_\_\_\_

Name Abdul Rehman Das

Name \_\_\_\_\_

Designation SEVP Corporate Sales

Designation ANIS IQBAL  
EVP / Head of Information Technology

Company Name PTCL

Company Name SINDH BANK LIMITED  
Head Office, Karachi.

Address SEVP office; South  
Zone; Hatim Ali Alvi Road  
Karachi

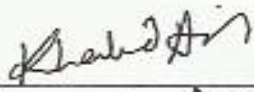
Address \_\_\_\_\_

Stamp

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Witness:

Witness:

Signature 

Signature 

Name Khalid Aziz

Name M. Raza

Designation S.M Corporate Sales

Designation Acting VP

Address SEVP office South  
Zone; Hatim Ali Alvi Road  
Karachi

Address Head office, Sindh Bank  
Karachi




Date: 13-12-2013

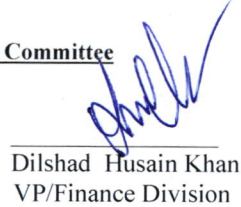
| <b>Technical &amp; Financial Evaluation Report</b>    |                                 |  |
|---|---------------------------------|--|
| <b>Supply and Installation of Communication Links</b> |                                 |  |
| 1   | Name of Procuring Agency        | Sindh Bank Ltd.                                |
| 2   | Tender Reference No.            | SNDB/COK/ADMIN/TD/429/2013                     |
| 3   | Tender Description              | Supply and Installation of Communication Links |
| 4   | Method of Procurement           | Single Stage One Envelop Bidding Procedure     |
| 5   | Tender Published                | SPPRA S No.18085                               |
| 6   | Total Bid Documents Sold        | 5  |
| 7   | Total Bids Received             | 2  |
| 8   | Technical Bid Opening Date      | 12/12/2013                                     |
| 9   | Financial Bid Opening Date      | 12/12/2013                                     |
| 10  | No of Bid Technically Qualified | 2  |
| 11  | Bid(s) Rejected                 | 0  |

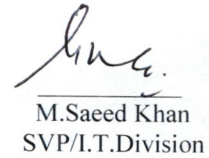
| S. No. | Name of Company    | Cost Offered by Bidder                   | Ranking in Terms of Cost      | Comparison with Estimated Cost (Rs.500,000) | Reason for Acceptance/ Rejection        | Remarks |
|--------|--------------------|--|-------------------------------|---|---|---------|
| 0      | 1                  | 2  | 3                             | 4   | 5                                       | 6       |
| 1      | M/s PTCL           | Rs.409,760/-<br>(Per Branch for 2 years) | 1 <sup>st</sup> Lowest Bidder | Rs. 90,240/- below the estimated cost       | 1 <sup>st</sup> Lowest Evaluated Bidder |         |
| 2      | M/s Wateen Telecom | Rs.505,000/-<br>(Per Branch for 2 years) | 2 <sup>nd</sup> Lowest Bidder | Rs.5,000/- above the estimated cost         | 2 <sup>nd</sup> Lowest Bidder           |         |

**Note:** M/s PTCL is selected for Supply and Installation of Communication Links to Sindh Bank Ltd being the 1<sup>st</sup> lowest qualified bidder.

**Members Signatures – Pre & Post Evaluation Committee**

  
Anis Iqbal  
AVP Operations Div.

  
Dilshad Husain Khan  
VP/Finance Division

  
M.Saeed Khan  
SVP/I.T.Division

**Members – Procurement Committee**

(Anis Iqbal)  
Head of I. T. Division

(Dilshad Hussain Khan)  
Chief Financial Officer

(Syed Muhammad Aqeel)  
Chief Manager (IDBL) Karachi

**Signature**  
