

**Bid Evaluation Report**

1. Name of Procuring Agency: Institute of Business Administration, Karachi
2. Tender Reference No: SS/01/15-16
3. Tender Description/Name of work/item: Security Services
4. Method of Procurement: Single Stage Two Envelope
5. Tender Published: Newspaper "Dawn", "Jang" & "Waka" on May 7, 2016 SPPRA Serial # 28385  
*Print & Electronic Media (SPPRA ID No. & News papers names with dates)*
6. Total Bid documents Sold; 7 companies have collected Tender Documents
7. Total Bids Received: 03 companies
8. Technical Bid Opening date: (if applicable) May 24, 2016 (Provide details in separate form)
9. No. of Bid technically qualified (if applicable): 02 bids technically qualified
10. Bid(s) Rejected: ONE : Non-qualified
11. Financial Bid Opening date: May 26, 2016

**12. Bid Evaluation Report:**

S No	Name of Firm or Bidder	Cost offered by the Bidder	Ranking in terms of cost	Comparison with Estimated cost	Reasons for acceptance/rejection	Remarks
0	1	2	3	4	5	6
1.	M/s Mustang Security	Option A : Civilian Guards 12 Hrs Shift Rs. 2,005,300/- p.m Rs. 24,063,600/-p.a <b>Option A Ex-Servicemen 12 Hrs Shift Rs. 2,142,470/- p.m Rs. 25,709,640/-p.a</b> Option B : Civilian Guards 8 Hrs Shift Rs.3,099,250/- p.m Rs.37,191,000/-p.a Option B : Ex-Servicemen 8 Hrs Shift Rs.3,333,990/-p.m Rs.40,007,880/-p.a	Lowest bidder	---	Accepted on the basis of technical evaluation and quoted lowest cost / charges. Comparative Statement is attached.	91.6% secured in Technical Evaluation
2.	M/s Askari Guards	Option A : Civilian Guards 12 Hrs Shift Rs. 2,159,850/- p.m Rs. 25,918,200/-p.a Option A Ex-Servicemen 12 Hrs Shift Rs. 2,462,900/- p.m Rs. 29,554,800/-p.a Option B : Civilian Guards 8 Hrs Shift Rs.3,271,125/- p.m Rs.39,253,500/-p.a Option B : Ex-Servicemen 8 Hrs Shift Rs.3,639,986/-p.m Rs.43,679,842/-p.a	2nd Lowest	---		86.8% secured in Technical Evaluation
3.	M/s. OREL	Doesn't Arise		---	Sealed envelope returned as technically disqualified	68% secured in Technical Evaluation

**Note : Minimum eligible percentage for technically qualification was 70%**

**Signatures of the Members of the Committee**

With reference to the Tender # SS/01/15-16 'Security Services' for the campuses and premises of the IBA, Karachi. It is to inform you that the Technical Evaluation Committee in its meeting held on May 25, 2016 intended to visit the offices to ascertain the claim precisely. The visit would be carried on May 26, 2016 to May 30, 2016 and informed to all three security services agencies in writing & on phone accordingly. Hence the Financial Proposals opening was held on June 01, 2016 at 11:30am in IBA, Main Campus.

The Procurement Committee meeting held on June 02, 2016 and approved to award the Security Services to M/s Mustang Security Services (Pvt) Ltd, for ex-servicemen at Rs. 2,142,470.00 per month & Rs. 25,709,640.00 per year.

*[Signature]*  
MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
Karachi  
Syed Jehanzeb  
Assistant Manager - IBA

*[Signature]*  
CHAIRPERSON  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
Karachi  
Dr. Raheeq Khalid  
Academic Director - IBA

*[Signature]*  
MEMBER (EXTERNAL)  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
Karachi  
Harris Qureshi  
PPRA Advisor - HEJ

**Comparative Statement Security Services**  
Tender # SS/01/15-16

**OPTION A - CIVILIAN GUARDS**

12 HOURS SHIFT				M/s Mustang Security Services (Pvt) Ltd			M/s Askari Guards (Pvt) Ltd		
S.#	Designation	Total Req.	Rate / month Rs.	Amount / Month Rs.	Cost Per Year Rs.	Rate / month Rs.	Amount / Month Rs.	Cost Per Year Rs.	
1	(ES Serviceman) including one supervisor each for main & city campus during day and night	58	20,750.00	1,203,500.00	14,442,000.00	21,750.00	1,261,500.00	15,138,000.00	
2	Supervisor Boys Hostel	1	25,500.00	25,500.00	306,000.00	30,000.00	30,000.00	360,000.00	
	Armed Security Guards								
3	(ES Commandos from Pak Army, Navy of Air force)	6	67,000.00	402,000.00	4,680,000.00	70,000.00	420,000.00	5,040,000.00	
4	Lads Searchers	4	20,500.00	82,000.00	984,000.00	25,500.00	102,000.00	1,224,000.00	
5	CCTV Operators	4	22,500.00	90,000.00	1,080,000.00	30,000.00	120,000.00	1,440,000.00	
6	CCTV Technician	1	32,000.00	32,000.00	384,000.00	30,000.00	30,000.00	360,000.00	
	<b>TOTAL</b>	<b>74</b>		<b>1,823,000.00</b>	<b>21,876,000.00</b>	<b>1,963,500.00</b>	<b>1,963,500.00</b>	<b>23,562,000.00</b>	
	Total for one month & one year (12 months)			182,300.00	2,187,600.00	196,350.00	2,356,200.00		
	SST			2,005,700.00	24,063,600.00	2,159,850.00	25,918,200.00		
	Total Amount for one month & one year (12 months)								

**OPTION B - CIVILIAN GUARDS**

8 HOURS SHIFT				M/s Mustang Security Services (Pvt) Ltd			M/s Askari Guards (Pvt) Ltd		
S.#	Designation	Total Req.	Rate / month Rs.	Amount / Month Rs.	Cost Per Year Rs.	Rate / month Rs.	Amount / Month Rs.	Cost Per Year Rs.	
1	(ES Serviceman) including one supervisor each for main & city campus during day and night	97	19,500.00	1,891,500.00	22,698,000.00	19,750.00	1,913,750.00	22,989,000.00	
2	Supervisor Boys Hostel	2	24,250.00	48,500.00	582,000.00	28,000.00	56,000.00	672,000.00	
	Armed Security Guards								
3	(ES Commandos from Pak Army, Navy of Air force)	12	58,000.00	696,000.00	8,352,000.00	65,000.00	780,000.00	9,360,000.00	
4	Lads Searchers	4	20,900.00	83,600.00	984,000.00	25,500.00	102,000.00	1,224,000.00	
5	CCTV Operators	3	22,500.00	67,500.00	810,000.00	30,000.00	90,000.00	1,080,000.00	
6	CCTV Technician	1	32,000.00	32,000.00	384,000.00	30,000.00	30,000.00	360,000.00	
	<b>TOTAL</b>	<b>119</b>		<b>2,817,500.00</b>	<b>33,810,000.00</b>	<b>2,973,750.00</b>	<b>2,973,750.00</b>	<b>35,685,000.00</b>	
	Total for one month & one year (12 months)			281,750.00	3,381,000.00	297,375.00	3,568,500.00		
	SST			3,099,250.00	37,191,000.00	3,271,125.00	39,253,500.00		
	Total Amount for one month & one year (12 months)								

**MEMBER**  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI  
Syed Sevanjeb  
Assistant Manager  
IRBA

**OPTION A WITH EX-SERVICEMEN GUARDS**

12 HOURS SHIFT				M/s Mustang Security Services (Pvt) Ltd			M/s Askari Guards (Pvt) Ltd		
S.#	Designation	Total Req.	Rate / month Rs.	Amount / Month Rs.	Cost Per Year Rs.	Rate / month Rs.	Amount / Month Rs.	Cost Per Year Rs.	
1	(ES Serviceman) including one supervisor each for main & city campus during day and night	58	22,900.00	1,328,200.00	15,938,400.00	26,500	1,537,000	18,444,000	
2	Supervisor Boys Hostel	1	25,500.00	25,500.00	306,000.00	30,000	30,000	360,000	
	Armed Security Guards								
3	(ES Commandos from Pak Army, Navy of Air force)	6	65,000.00	390,000.00	4,680,000.00	70,000	420,000	5,040,000	
4	Lads Searchers	4	20,500.00	82,000.00	984,000.00	25,500	102,000	1,224,000	
5	CCTV Operators	4	22,500.00	90,000.00	1,080,000.00	30,000	120,000	1,440,000	
6	CCTV Technician	1	32,000.00	32,000.00	384,000.00	30,000	30,000	360,000	
	<b>TOTAL</b>	<b>74</b>		<b>1,927,700.00</b>	<b>23,172,400.00</b>	<b>2,239,000.00</b>	<b>2,239,000.00</b>	<b>26,868,000.00</b>	
	Total for one month & one year (12 months)			194,770.00	2,337,240.00	223,200.00	2,686,800.00		
	SST			2,142,470.00	25,709,640.00	2,462,200.00	29,554,800.00		
	Total Amount for one month & one year (12 months)								

**OPTION B - CIVILIAN GUARDS**

8 HOURS SHIFT				M/s Mustang Security Services (Pvt) Ltd			M/s Askari Guards (Pvt) Ltd		
S.#	Designation	Total Req.	Rate / month Rs.	Amount / Month Rs.	Cost Per Year Rs.	Rate / month Rs.	Amount / Month Rs.	Cost Per Year Rs.	
1	(ES Serviceman) including one supervisor each for main & city campus during day and night	97	21,700	2,104,900	25,558,800	22,307	2,151,079	27,012,948	
2	Supervisor Boys Hostel	2	24,250	48,500	582,000	28,000	56,000	672,000	
	Armed Security Guards								
3	(ES Commandos from Pak Army, Navy of Air force)	12	58,000	696,000	8,352,000	65,000	780,000	9,360,000	
4	Lads Searchers	4	20,500	83,600	984,000	25,500	102,000	1,224,000	
5	CCTV Operators	3	22,500	67,500	810,000	30,000	90,000	1,080,000	
6	CCTV Technician	1	32,000	32,000	384,000	30,000	30,000	360,000	
	<b>TOTAL</b>	<b>119</b>		<b>3,030,900.00</b>	<b>36,170,800.00</b>	<b>3,109,779.00</b>	<b>3,109,779.00</b>	<b>39,178,948.00</b>	
	Total for one month & one year (12 months)			303,090.00	3,637,080.00	310,979.00	3,730,828.80		
	SST			3,333,990.00	40,807,880.00	3,619,808.80	43,909,818.80		
	Total Amount for one month & one year (12 months)								

**CHAIRPERSON**  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI  
Dr. Rameez Khalid  
Academic Director  
IRBA

**MEMBER**  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI  
Harris Qureshi  
PPRA Advisor  
HEJ

## Muhammad Hanif / Executive I (Purchase) @ Main Campus

**Subject:** SPPRA - PC Minutes of Bid Opening Meeting

**From:** Secretary Procurement Committee @ IBA

**Sent:** Thursday, June 02, 2016 12:42 PM

**To:** Muhammad Sohail Khan / Manager Purchase and Stores @ IBA; Khalid Javed. Rishi\ Manager Security @ Main Campus

**Cc:** ahmedak1952; ahmedalikhan84; Asjad Asad Siddiqi / Manager Procurement & Customer Support @ IBA; Haris Quersh; Syed Jehanzeb / Asst. Manager Finance (Projects) @ Main Campus; Muhammad Hanif / Executive I (Purchase) @ Main Campus; Mushtaque Ahmed / Manager Operations & Maintenance @ IBA; Syed Muhammad Rizwan / Manager Administration @ City Campus; Ahmed Zaheer / Registrar @ IBA; Moeid Sultan / Director Finance @ Main Campus; Syed Fahad Jawed / Manager (Finance) @ Main Campus; Dr. Rameez Khalid / Academic director PGD (SCM); Dr. Sayeed Ghani / Acting Dean and Director @ IBA

**Subject:** Item : 1 Approval for Security Services

### Item # 1: Approval for Security Services

Discussion: The committee discuss 12 hours ex-services man, issues with civilian security guards with their capability and physical fitness. Letter of Intent should contain physical fitness requirements to be provided by Mr. Khalid Rishi

Decision: The committee approved the award of tender for security services to M/s Mustang Security Services at Rs, 25,709,640.00 per year including SST.

TOTAL	74		
Total for one month & one year (12 months)		1,947,700.00	23,372,400.00
SST		194,770.00	2,337,240.00
Total Amount for one month & one year (12 months)		2,142,470.00	25,709,640.00

### Attendance:

1. Dr. Rameez Khalid (Chairman)
2. Syed Jehanzeb
3. Asjad Asad
4. Haris Quersh
5. Ahmed Ali Khan
6. Mustaque Ahmed
7. Syed Rizwan Rizvi
8. Muhammad Hanif
9. Khalid Rishi

Muhammad Hanif,  
Secretary Procurement Committee



**BIDDERS QUALIFICATION REPORT**


NIT No: SS/01/15-16  
Description of Work: Security Services


Method & Procedure of procurement: Open Competitive Bidding  
Single Stage Two Envelope

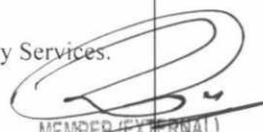
S. No	Eligibility Criteria	M/s Mustang Security Services	M/s Askari Security Guards	M/s OREL
1	Details of Weapon & Equip. held by the Agency / Firm	Qualified	Qualified	Not Qualified
2	Detail of Communication / Control Mechanism	Qualified	Qualified	Qualified
3	Detail of Agency / Firm Owned Transport	Qualified	Qualified	Not Qualified
4	Detail of Security Operation Province Wise	Qualified	Qualified	Not Qualified
5	Training Facility	Qualified	Qualified	Not Qualified
6	Risk Cover Security Guards / Staff	Qualified	Qualified	Qualified
7	Professional Security Staff on Agency / Firm Payroll	Qualified	Qualified	Qualified
8	IT Based Environments & ISO Certification	Qualified	Qualified	Not Qualified
9	Detail of Top 10 Reputable Educational Institutions where Agency / Firm Presently Providing Security Services	Qualified	Qualified	Qualified
10	Detail of Top 10 Natinoal / Multinational Organizations where Agency / Firm Presently Providing Security Services	Qualified	Qualified	Not Qualified

**Recommendations:**

- 1 With reference to the Tender # SS/01/15-16 'Security Services' for the campuses and premises of the IBA, Karachi. It is to inform you that the Technical Evaluation Committee in its meeting held on 25-05-2016 intended to visit the offices to ascertain the claim precisely.
- 2 The visit would be carried on May 26, 2016 to May 30, 2016 and informed to all three security services agencies in writing & on phone accordingly. Hence the Financial Proposals opening was held on June 01, 2016 at 11:30am in IBA. Main Campus.
- 3 The Procurement Committee meeting held on June 02, 2016 and approved to award the Security Services to M/s Mustang Security Services (Pvt) Ltd, for ex-servicemen at Rs. 2,142,470.00 per month & Rs. 25,709,640.00 per year.
- 4 Recommended to award the Work Order to the lowest qualified bidder i.e. M/s Mustang Security Services.

  
MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI  
Syed Jehanzeb  
Assistant Manager  
IBA

  
CHAIRPERSON  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI  
Dr. Rameez Khalid  
Academic Director  
IBA

  
MEMBER (EXTERNAL)  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI  
Harris Qureshi  
PPRA Advisor  
HEJ

# AGGREGATED WEIGHTAGE MEAN

## TENDER # SS/01/15-16

### Security Services

Name of Participant	M/s Omer Razzak Enterprises (Pvt) Ltd	M/s Askari Guards (Pvt) Ltd	M/s Mustang Security Services (Pvt) Ltd
Syed Akbar Kayani	63	85.5	90.5
Dr. Fouad Iqbal	64	84	95.5
M. Hanif	71.5	94	94
Nasim Ali	66.5	89	90.5
Syed Faysal Bhan	72	81.5	87.5
Weighted Mean	68	86.8	91.6
Aggregated Percentage	68%	86.8%	91.6%

Handwritten signatures and dates:   
 31/12/16  
 31/12/16  
 31/12/16

Institute of Business Administration, Karachi  
Security Services

Tender # SS/01/15-16

Technical Proposal Opening Date May 24, 2016  
at 3:30pm

S. #	Company Name	Bid Security	Technical Proposal Envelope	Financial Proposal Envelope	Signature of Representative	Remarks
1-	M/S Quresh Lazzak Ent.	Available	Available	Available		
2-	M/S Askari Guards	Available	Available	Available	ABSENT.	
3-	M/S Mustang Security	Available	Available	Available	M. Qureshi	

M. Sohail Khan  
Manager Purchase & Stores  
Institute of Business Administration  
Karachi-Pakistan

M. Hamid  
Purchase Executive

Abdul Khalid  
Traveling & Protocol Officer  
Institute of Business Administration  
Karachi-75270

M. Sohail Khan  
Manager Purchase & Stores  
Institute of Business Administration  
Karachi-Pakistan

M. Hamid  
Purchase Executive

Abdul Khalid  
Traveling & Protocol Officer  
Institute of Business Administration  
Karachi-75270

**Institute of Business Administration, Karachi**  
**Financial Proposal Opening**  
**June 1, 2016**  
 at 11:30am

Statement of Tender for: Security Services

Tender #: SS/01/2015-16

S. #	Company Name	Tender Amount in Figures / in Words	Conditions, if any	Bid Security Pay Order No. / Amount & Date	Contractors / Representative Signature	Remarks
1-	M/S Muzung Security Services.	OPT-A (12 hrs) Civil Rs 24,636,000/- OPT-A (12 hrs) Exer Rs 25,709,640/- OPT-B (08 hrs) Civilian Rs 37,191,000/- OPT-B (08 hrs) Ex service Rs 40,708,080/-		10025639 Habib Bank Rs 2,000,394/- May 23, 2016	<i>[Signature]</i>	91.6% gained in Technical Qualification
2-	M/S Askari Guards (Pvt) Ltd.	OPT-A (12 hrs) <del>Civilian</del> <sup>Ex service</sup> Rs 29,554,800/- OPT-A (12 hrs) <del>Civilian</del> <sup>Ex service</sup> Rs 29,98,200/- <sup>Salary</sup> OPT-B (08 hrs) Ex service Rs 43,679,843/- OPT-B (08 hrs) Civilian Rs 37,253,500/-		03306620 Askari Bank Rs 182,000/- May 23, 2016	<i>[Signature]</i>	86.8% gained in Technical Qualification



**M SOHAIL KHAN**  
 Manager, Purchase & Stores  
 Institute of Business Administration  
 Karachi-Pakistan

*[Signature]*

*[Signature]*  
 M. HANIF  
 Purchase Executive

*[Signature]*  
 R. A. A. A.