

## Bid Evaluation Report

1. Name of Procuring Agency: **Institute of Business Administration Karachi.(IBA,Karachi)**
2. Tender Reference No: **IT/125/2016-17**
3. Tender Description/Name of work/item: **Internet Services**
4. Method of Procurement: **Single Stage Two Envelope**
5. Tender Published: **SPPRA website on 11-March-2017, SPPRA-Sr.No 31990**
6. Total Bid documents Sold; **Free available on IBA web site**
7. Total Bids Received: **Two (03)**
8. Technical Bid Opening date: (if applicable) **28-March-2017**
9. No. of Bid technically qualified (if applicable): **02**
10. Bid(s) Rejected: **01**
11. Financial Bid Opening date: **16-May-2017**


### **12. Bid Evaluation Report:**

<i>S No</i>	<i>Name of Firm or Bidder</i>	<i>Cost offered by the Bidder</i>	<i>Ranking in terms of cost</i>	<i>Comparison with Estimated cost</i>	<i>Reasons for acceptance/rejection</i>	<i>Remarks</i>
<b>0</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
1.	<b>WATEEN Telecom</b>	<b>128,282/-</b> (Including Tax)	<b>1<sup>st</sup></b>		<b>Qualified as per Eligibility Criteria</b>	<b>Recommended for award the contract</b>
2.	Super Net	149,000/- excluding taxes	<b>2<sup>nd</sup></b>		Qualified as per Eligibility Criteria	High in Price


**Recommendations:** - The offered amount of **Rs. 128,282/-**-(With Applicable Taxes) by M/s. **Wateen Telecom** has been recommended by the Procurement Committee to award the work on the basis of their technical qualifying and lowest offered price bid.

  
IBA (Internal Member)  
Mr. Syed Jehanzeb  
Manager Finance (Revenue)

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IBA (Internal Member)  
Dr. Rameez Khalid  
Academic Director

CHAIRMAN  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
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IBA (External Member)  
Mr. Haris Qureshi  
HEJ Karachi University

MEMBER  
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## Technical Evaluation of Internet Bandwidth

IT/125/2016-17

S.no.	Eligibility Criteria.	Satcomm	Supernet	Wateen				
<b>Requirements</b>								
1	Internet Service Provider must provide a public pool of three different subnets to Institute of Business Administration with the listed numbers.	No	Yes	Yes				
	a) A separate point to point pool of 03 addresses for Internet Gateway address and at the ISP termination device.							
	b) Subnet mask of /27 for public IP addresses with 2 whitelisted IP Addresses.							
	c) Subnet mask of /29 for public IP addresses with 2 whitelisted IP Addresses.							
2	Internet Service Provider must provide a dedicated CIR bandwidth of 60 Mbps for City Campus with voice & video communication enabled license, Minimum monthly service availability of 99.5% is required.	Yes	Yes	Yes				
	<b>Internet Service Provider</b>							
	Service provider must have redundant Infrastructure (Transmission, Power Supply, Network, etc)				Yes	Yes	Yes	
	Multiple Fiber connectivity from Cable Landing Station to National Wide POPs				Yes	Yes	Yes	
	The ISP must have centralized trouble ticketing tool for call logging, monitoring and troubleshooting purpose	Yes	Yes	Yes				
<b>Eligibility Criteria.</b>								
1	Have a valid license from PTA for video conferencing with international or abroad.	Yes	Yes	Yes				
	Services availability 24x7x365 days a year.							
	Dedicated throughput with minimum latency.							
	Fiber Optic based Complete network.							
	Ethernet interface at media convertor							
2	Pro-active technical support 24x7 and real time network performance monitoring.	Yes	Yes	Yes				
3	At least five-year experience as bulk Internet bandwidth provider.	Yes	Yes	Yes				
4	Provide 100% non-blocking throughput.	Yes	Yes	Yes				
5	Provide connectivity to the endpoints (routers or firewalls) at City Campus of IBA. The proposed solution should include ODF and / OR media converter to connect to IBA's equipment.	Yes	Yes	Yes				
6	Propose a solution / media which should be scalable to cater for any increase in requirement in future by IBA.	Yes	Yes	Yes				

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7	Provide cable and carrier level redundancy.	Yes	Yes	Yes
8	Must have an independent support team with comprehensive strength and support skills to give 24x7 supports to all network links without using any other services provider's network or support facility.	Yes	Yes	Yes
9	Have at least one support center based in Karachi with full range of support services and equipment readily available.	Yes	Yes	Yes
10	Have redundant and resilient network with multi medium feature till last mile.	Yes	Yes	Yes
11	Be able to propose architecture having high availability (99.5%) through resilient multilayer design, redundant hardware, and automatic procedures for reconfiguring network paths whenever a failure occurs. The network should be able to support L2 and L3 design.	Yes	Yes	Yes
12	Be able to provide back up of primary service, through other media.	Yes	Yes	Yes
13	Have a country wide fiber optic network to enable connectivity with other universities via fiber optic links.	Yes	Yes	Yes
14	Have sufficient level of inventory maintained to avoid any delay in providing repair / replacement of any or all damaged or faulty equipment.	Yes	Yes	Yes
15	The ISP must provide a usage report i.e. MRT Graph that can be accessed directly by Technical Staff of IBA.	Yes	Yes	Yes
Remarks		1. The Proposed design is not per the floated SBD.	-	-

Note:

Note : Three companies M/s Wateen, M/s Supernet and M/s Setcomm has participated in the tender, Proposed solution by M/s Setcomm is not per the floated SBD.

  
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MEMBER (EXTERNAL)  
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Financial Evaluation of Backup Internet Link for IBA City Campus

IT/125/2016-17

Description	Bidder	One Time Charges (If Any)	Monthly Recurring Cost without Tax (PKR)
CIR bandwidth of 60 Mbps for City Campus with Minimum monthly service availability of 99.5% is required	Supernet	Nil	149,000 (Excluding Tax)
	Wateen	Nil	128,282 (Including Tax)

Note:- M/s Wateen Telecom is the lowest technically qualified bidder



**BIDDER'S ELIGIBILITY QUALIFICATION REPORT**

Eligibility Qualification Criteria

IT/125/2016-17

S.No:	Eligibility Qualification Criteria	Bidder's Name Satcom	Bidder's Name Super net	Bidder's Name Wateen
1	Registration with PEC(if applicable)	N/A	N/A	N/A
2	NTN	YES	YES	YES
3	Sales Tax Registration	YES	YES	YES
4	Professional Tax	N/A	N/A	N/A
5	Registration with sindh Revenue Board(SRB)If applicable			
	<b>Qualification Criteria</b>			
6	Minimum three year experience of relevant filed	YES	YES	YES
7	Required Bid Security is attached	YES	YES	YES
8	Turnover of atleast last three years	YES	YES	YES
9	Bid is signed, named & stamped by authorized person of the firm along with authorization letter	YES	YES	YES
10	Any other factor deemed to be relevant by procuring agency subject to provision of Rule-44	N/A	N/A	N/A
	Qualified/ Disqualified	Qualified	Qualified	Qualified

Note: The procurement agency may modify the criteria as per their requirement.

  
IBA, Karachi

**Method and procedure of procurement: National Competitive Bidding (Single Stage – Two Envelope)**

**MINUTES OF BID OPENING MEETING (TECHNICAL)**

A meeting of the procurement committee of this department was held on 28-03-2017 for opening the technical bids received in respect of subject NIT till the deadlines of submission. The meeting was attended by all/ following members of the procurement committee and the representative of bidders.

The following bidders submitted their bids till the deadline of submission:

S.#	Name of Company	Name Person	Contact #	Signature
1	Satcomm (Pvt) LTD.	Khattar Nafees	3142800930 khattar.nafees@connect.com.	
2	Wateen	Nasir	0320-4149922	
3	Supernet Ltd	Akhtar Ajub	0300-8281251	A. A
4	/	/	/	/
5	/	/	/	/

*Handwritten note:* 28/3/17

The technical bids were opened at 11:30AM in the presence of the above mentioned participants and the technical bids submitted/quoted by bidders were read aloud and encircled by Chairman of the Procurement Committee. Following is the details of bids announced:

S. No.	Name of Bidder	Technical Bid Envelope (Original+Copy)	Financial Bid Envelope (Original+Copy)	Pay Order Envelope
1	Satcom (Pvt) Ltd.	Yes.	Yes	Yes
2	WATEEN.	Yes.	Yes.	Yes.
3	Supernet Ltd	Yes.	Yes.	Yes.
4	/	/	/	/
5	/	/	/	/

The technical committee shall examine all the technical bids as per the Qualification/ eligibility criteria provided in the bidding documents and will announce the results of technical qualified bidders later. The meeting ended with the note of thanks to and from the chair.

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CHAIRPERSON  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

MEMBER (GENERAL)  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
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NIT NO (Tender #): IT\_125\_16-17 (Internet Services)

SPPRA ID: 31990

Method and procedure of procurement: National Competitive Bidding (Single Stage – Two Envelope)

**MINUTES OF BID OPENING MEETING (Financial)**

A meeting of the procurement committee of this department was held on 16-05-2017 for opening the bids received in respect of subject NIT till the deadlines of submission. The meeting was attended by all/ following members of the procurement committee and the representative of bidders.

The following bidders submitted their bids till the deadline of submission:

S.#	Name of Company	Name Person	Contact #	Signature
1	Wateen Telecom	S. Noman Fli	0320-449427	
2	SUPERNET LTD	AKHTAR AYUB KHAN	0340-2224741	

The bids were opened at 11:00AM in the presence of the above mentioned participants and the rates quoted by bidders were read aloud and encircled by Chairman of the Procurement Committee. All the members of the procurement committee signed the page of financial proposal/ bids.

Following is the details of bids announced:

S. No.	Name of Bidder	Offered Price	Amount of Bid Security (5%)	Pay Order No./ Date
1	Wateen Telecom	Rs. 1,539,384/- Per month 228,282/ with SST	Rs. 253,827/-	00565915 27-03-2017 Bank Al Fatah
2	Syresnet	Rs. 1,788,000/- without Taxes Rs. 1,49,000/- Per month without taxes.	Rs. 252,000/-	15425400 24/3/17 HBL

The committee shall examine all the bids as per the Qualification/ eligibility criteria provided in the bidding documents, arithmetical checks and verify the documents and bid security submitted by the bidders.

The meeting ended with the note of thanks to and from the chair.

*Signed*  
16/5/17

*Asim*  
16/5/17

*Signed*  
16/5/17

MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
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CHAIRPERSON  
CENTRAL PURCHASE COMMITTEE  
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MEMBER  
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Annexure-C

wateen

S.No	Services details	Qty	One Time Charges (if any)	Monthly Line Rent	Tax	Total Monthly Line Rent with tax
1	Fiber Maintenance Services	1	Null	PKR 85,000	PKR 16,150	PKR 101,150
2	Dedicated CIR Bandwidth of 60 Mbps for City Campus with voice & video communication enabled license with service availability of 99.5%	1	Null	PKR 20,000	PKR 7,132	PKR 27,132
3	Seperate p2p pool of 03 addresses for internet gateway address and at ISP termination device.	1	Included in above services	Included in above services	Included in above services	Included in above services
4	Subnet mask of /27 for public IP Addresses.	1	Included in above services	Included in above services	Included in above services	Included in above services
5	Subnet mask of /29 for public IP Addresses.	1	Included in above services	Included in above services	Included in above services	Included in above services
6	Subnet mask of /29 for public IP Addresses.		Included in above services	Included in above services	Included in above services	Included in above services
<b>Total Montly Recurring Charges for above Services</b>						<b>PKR 128,282</b>
<b>Total Monthly Recurring Charges for 12 months</b>						<b>PKR 1,539,384</b>

Total Monthly Rent Amount in Words: One Hundred Twenty Eight Thousand, Two Hundred Eighty Two Pak. Rupees Only

Total Monthly Rent Amount in Words for 12 months: One Million, Five Hundred and Thirty Nine Thousand, Three Hundred Eighty Four Pak. Rupees Only

Asjad  
16/5/17

16/5/17

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16/5/17

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Signature and Seal  
of responding organization

*[Handwritten signature]*  
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**Annexure - C**

Please see the attached file, kindly fills the price sheet and submits along with all supporting documents.

Sr.No	Services details	Quantity	One Time Charges (If any)	Total Line Rent
1	60mbps internet	1	Zero	Rs. 149,000/- Exclusive of tax

(\*) Please clearly mention the details of taxes.



- 14% WHT on MRC
- 19% GST on MRC

Signature and seal of responding organization

*Asjad*  
16/5/17

*Sr 16/5/17*

*19/5/17*  
*16/05/17*

*Amir*  
*Munir*

*[Signature]*

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**Terms & Conditions:**

1. The price for the MRC is in PKR.
2. There will be no revision in the MRC during the term of service.
3. Technical details mentioned in this proposal are subject to mutual approval by both the parties. Any deviation in the requirements / technical scope of work needs to be approved by Supernet prior to the agreement on the price.
4. **Term:** The price offered is based on one (01) year term for the service. If the contract is terminated earlier than the stipulated period then customer is liable for the MRC for the remaining months of the term
5. **Payment Terms:**
  - a. Subsequent MRC in equivalent PKR is payable monthly in advance.
6. **Service Delivery Time Frame:** The service delivery time frame will be shared with customer after receiving the PO along with advances by Supernet. A duly signed PO with advance payment is mandatory and requested before commencement of work.
7. The service will be deemed accepted upon the successful service start-up test
8. **Taxes & Levies:** The quoted prices are **exclusive of all taxes**. Any change in the rate or addition of Taxes shall be borne by the customer.
9. Customer will provide the tax challan within 15 days for any tax that is withheld.
10. The service offering is subject to the regulations of Pakistan Telecom Authority (PTA).
11. Validity of the above quote is thirty (90) days from the date of submission.



  
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16/5/12  
  
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