

Bid Evaluation Report

1. Name of Procuring Agency: Sindh Transmission & Dispatch Company (Pvt.) Limited
2. Tender Reference No: INF-KRY:No.1529/16
3. Tender Description/Name of work/item: Hiring of Services of Manpower
4. Method of Procurement: Single Stage Two Envelope
5. Tender Published: SPPRA ID 27511. Daily Messenger 14-Apr-2016, Daily Express 15-Apr-2016 & Daily Kawish 16-Apr-2016
6. Total Bid documents Sold: 06 Nos. (Six)
7. Total Bids Received: 04 Nos. (Four)
8. Technical Bid Opening date: 20-May-2016
9. No. of Bid technically qualified (if applicable): 02 Nos. (Two)
10. Bid(s) Rejected: 02 Nos. (Two) (on technical grounds)
11. Financial Bid Opening date: 21-Jun-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.	TUV Austria	Rs. 47,491,488/- (inclusive of Sindh Sales Tax)	First	Rs. 7,468,512/- lower than estimate	Lowest Evaluated Bid	-
2.	FBS & ASK (Joint Venture)	Rs. 48,394,368/- (inclusive of Sindh Sales Tax)	Second	Rs. 6,565,632/- lower than estimate	Rejected, bid on higher side	-

Copy of the Comprehensive Bid Evaluation Report (BER) with the approval of procurement committee members is attached herewith.



Saleem-Ur-Rehman
Assistant Controller
Stationary & Forms Office,
GOS, Member PC.



Sajjad Ahmed Junejo
GM - Finance.
STDC, Secretary PC.




Tariq Saeed
Sr. GM - Technical.
STDC, Member PC.



Abu Bakar Ahmed Madani
Additional Secretary
Energy Department, GoS.
Chairman PC.

BID EVALUATION REPORT.
TENDER FOR HIRING OF SERVICES – MANPOWER.

1. The Tender for Hiring of Services of Manpower was initiated for Operation & Maintenance (O&M) of 132 kV Double Circuit transmission line from Sindh Nooriabad Power Company (SNPC & SNPC-II) to K-Electric KDA-33 Grid Station. The total length of the Transmission line is around 95 kms.
A resolution through circulation was passed between 6th and 7th Meeting on 17th March'2016 regarding Operation & Maintenance Implementation Plan required to be submitted to NEPRA in the Tariff Petition Public Hearing on 18th March'2016. The Board ratified the Resolution through circulation.
2. The Notice Inviting Tender (NIT) was published in various Newspapers of 14th, 15th and 16th April '2016. The bid opening date was fixed on 16 May '2016. As per SPPRA rules, the minimum of 15 days must be given to the bidders for the bid opening from the date of publication in the Newspapers. In this case we have given 30 days time period.
(Copies enclosed as Annexure-A).
3. Transparency International – Pakistan raised a query vide letter No.TL16/1804/8A dated 18-April'2016 and requested to issue corrigendum for clarification. The Corrigendum was published in various Newspapers of 1st, 2nd and 3rd May '2016 in which the bid opening date was also extended up to 20th May '2016.
(Copies enclosed as Annexure-B).
4. The Method of Procurement as mentioned in NIT was "Single Stage Two Envelope".
5. As per this Method of Procurement, the Technical and Financial Bids shall be sealed in separate envelopes by each bidder. The Technical Bid evaluation will be carried out first and Financial Bids of only Technically qualified bidders shall be opened in the presence of the Technically qualified bidders or their representatives.



6. In this case the following 06 bidders purchased the Bidding Documents :

- M.M. Associates (Pvt.) Ltd.
- Super Traders.
- Future Business Services (Pvt.) Ltd. [FBS]
- Master Multi-Tech.
- TUV Austria.
- E-Square Services (Pvt.) Ltd.

7. However, only 04 bidders mentioned below, participated in the bid opening on 20th May'2016 : (Copy of Attendance Sheet attached as Annexure-C)

- M.M.Associates (Pvt.) Ltd.
- Super Traders.
- FBS & ASK (JV).
- TUV Austria.

8. The Procurement Committee carried out the Technical Evaluation of all the participated bidders and only following 02 bidders were Technically qualified:

(Copy of Technical Evaluation Report attached as Annexure-D).

- FBS & ASK (JV).
- TUV Austria.

9. The Financial Bid of 02 Technically qualified Bidders was opened on 21st June'2016 in the presence of both the Technically qualified Bidders.

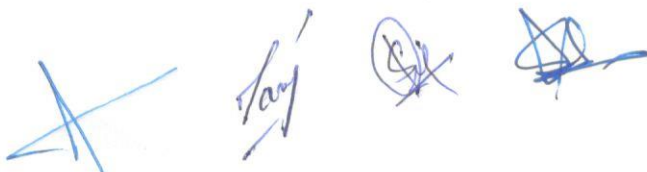
(Copy of Attendance Sheet attached as Annexure-E).

SCENERIO-A:

The comparative offered bid amounts (excluding Sindh Sales Tax) of both the qualified bidders are as follows:

FBS & ASK (JV)	Rs 42,451,200/-
TUV Austria	Rs 41,659,200/-

The bid Security asked in bidding document and NIT was 2% of the estimated cost/offered bid. The bid security submitted by FBS & ASK (JV) is Rs 1,011,226/- which is



19% higher than the required bid amount. The bid security submitted by TUV Austria is Rs 840,000/- which is only 0.8% higher than the required bid amount.

SCENERIO-B:

If we consider the offered bid amounts including Sindh Sales Tax, then the comparative offered bid amounts of both the qualified bidders shall be as follows:

FBS & ASK (JV)	Rs 48,394,368/-
TUV Austria	Rs 47,491,488/-

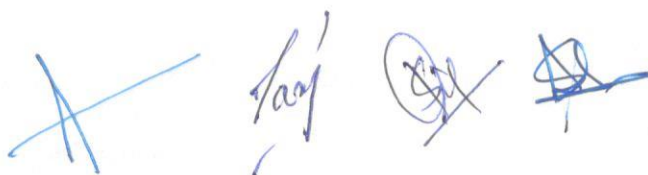
If we calculate the bid security submitted by both the qualified bidders as per quoted offered bid amounts including Sindh Sales Tax, then the bid security submitted by FBS & ASK (JV) is 4.5% higher than the required bid amount. On the other hand, the Bid Security of TUV Austria is 11.6% lower than the required bid amount.

As per section 6.4 (a) of SPPRA Guidelines and rule no 37 of SPPRA Rules, *"if bid security amount is short within 10% of specified bid security amount and validity period is short by one or two days, procuring agency should consider the same as minor deviation provided the bidder(s) undertake to make them up in response to the queries"*.

Since the bid security of TUV Austria calculated on the offered bid amount including Sindh Sales Tax is only 11.6% lower than the required bid security amount, the procurement committee recommends the deviation as minor and concludes to make query to the bidder to make the bid security amount up to the required amount.

10. Since bid security amount is temporary and has to be returned to all the bidders after finalization and award to the successful bidder as per SPPRA Rules, the same will be returned to the bidders. However, the successful bidder as per bidding documents shall be required to submit a performance bank guarantee of 5% of the total offered amount including Sindh Sales Tax. Although the Sindh Sales Tax portion is not considered under competition as it equally applies to both the qualified bidders and the offered rate is considered excluding Sindh Sales Tax.

The bid security submitted by the JV bidder (FBS & ASK) is not in the name of Joint Venture account, whereas as per section 6.4 (a) of SPPRA Guidelines and rule no 37 of SPPRA Rules, *"The bid security for a bid submitted by a joint venture should be in the name of joint venture"*.

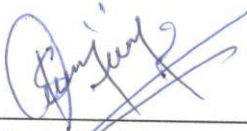


CONCLUSION/RECOMMENDATION:

The difference of amount between the two qualified bidders is around one million rupees and TUV Austria being the Lowest and also Technically very sound Multinational Company is recommended for the issuance of Letter of Intent (LOI)/Purchase Order subject to the fulfilling of all the other requirements as mentioned in the Bidding Document.



Saleem-Ur-Rehman
Assistant Controller
Stationary & Forms Office, GoS.
Member Procurement Committee



Sajjad Ahmed Junejo
GM-Finance, STDC.
Secretary Procurement Committee



Tariq Saeed
Sr. GM – Technical, STDC.
Member Procurement Committee.



Abu Bakar Ahmed Madani
Additional Secretary
Energy Department, GoS.
Chairman Procurement Committee.

**MINUTES OF THE 1ST MEETING OF THE PROCUREMENT
COMMITTEE OF STDC FOR THE HIRING OF SERVICES OF
MANPOWER**

HELD ON 7TH APRIL 2016

The 1st meeting of Procurement Committee of Sindh Transmission & Dispatch Company (Pvt.) Limited was held on 7th April 2016 at 3:00 pm., at the registered address of the company under the chairmanship of Chairman Procurement Committee. The following attended the meeting:

Abu Bakar Madani	Chairman
Muhammad Tariq Saeed	Vice-Chairman/Member
Mehfooz Ahmed Qazi	Member
Badar Qureshi -	Member
Qambar Ali Memon	Member
Sajjad Ahmed Junejo	Secretary (no voting power)

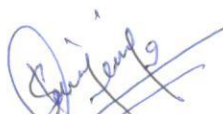
Agenda: Approval of Bid Documents, Notice Inviting Tender and the Evaluation Criteria


The chair welcomed the participants and highlighted the TORs of the procurement committee. He informed that STDC intends to acquire the services of Manpower for Operations & Maintenance (O&M) of 132 KV double circuit transmission line project from SNPC & SNPC-II Nooriabad to K-Electric KDA-33 Grid Station Karachi.

The secretary informed that O&M Implementation Plan was already approved by the Board on March 17, 2016 in which the tender for hiring of services of Manpower was to be outsourced.

In this regard, a draft bid document was presented before the committee for necessary approval. The detailed deliberations were held on the various parameters of the bid document focusing on the SPPRA rules and guidelines and finally the bid document, Notice Inviting Tender and the Evaluation Criteria of the bids were unanimously approved by the procurement committee members.

The meeting ended with a vote of thanks.


Sajjad Ahmed Junejo
GM – Finance, STDC
Secretary, Procurement Committee.


Qambar Ali Memon
Deputy Director
Power Development Sindh
Member Procurement Committee.



Sindh Transmission & Dispatch Company (Pvt.) Limited



Badar Qureshi
Deputy Secretary (Admn.)
Energy Department, GoS
Member Procurement Committee.





Mehfooz Ahmed Qazi
Director, Alternate Energy Board,
Energy Department, GoS
Member Procurement Committee.

Tariq Saeed
Sr. GM – Technical, STDC
Member, Procurement Committee.

Abu Bakar Ahmed Madani
Additional Secretary
Energy Department, GoS.
Chairman Procurement Committee.

**TECHNICAL BID OPENING OF TENDER NO. 02
FOR HIRING OF SERVICES OF MANPOWER
ATTENDANCE SHEET**

DATED: 20-MAY-2016

S.No.	Bidder Name	Representative	NIC No.	Cell No.	Email	Signature of Bidder Rep.
1	M.M. Associates (Pvt.) Ltd.	Rafiq Khan	42000-8693716-1	0333-2176341	mbo@cgi.com.pk	
2	Super Traders	Muhammad Waqar	4210145618235	03009291217	waqar.iqb@supertraders.com	
3	Future Business Services (Pvt.) Ltd.	Tariq Mahmood	42201-3466172-9	0300-9246562	TRcfbs@gmail.com	
4	Master Multi-Tech	ABSENT	—	—	—	—
5	TUV Austria	Muhammad Hussain	42201-6495412-9	0300-8240250	imhiaz.hussain@tuvat.com.pk	
6	e-square Services (Pvt.) Ltd.	ABSENT	—	—	—	—

Signature of Procurement Committee:



Saleem-Ur-Rehman
Assistant Controller
Stationary & Forms Office, GoS.
Member Procurement Committee



Sajjad Ahmed Junejo
GM – Finance, STDC.
Secretary Procurement Committee



Tariq Saeed
Sr. GM – Technical, STDC.
Member Procurement Committee



Abu Bakar Ahmed Madani
Additional Secretary
Energy Department, GoS.
Chairman Procurement Committee

**MINUTES OF THE 2ND MEETING OF THE PROCUREMENT
COMMITTEE OF STDC FOR THE HIRING OF SERVICES OF
MANPOWER**

HELD ON 20TH MAY 2016

The 2nd meeting of Procurement Committee of Sindh Transmission & Dispatch Company (Pvt.) Limited was held on **20th May 2016 at 11:00 am** at the registered address of the company under the chairmanship of Chairman Procurement Committee. The following attended the meeting:

Abu Bakar Madani	Chairman
Muhammad Tariq Saeed	Member
Saleem-ur-Rehman	Member
Sajjad Ahmed Junejo	Secretary (no voting power)

Agenda: Bids submission and Technical Opening of Bids.

The chair welcomed the participants and asked the Secretary of the committee to brief the proceedings of the committee.

The secretary informed that the competent authority of STDC has re-constituted the procurement committee comprising the above mentioned members. A corrigendum was also issued in which the bid issuance, bid submission and bid opening date was extended up to May 20, 2016. Also, the following clarification was issued in the corrigendum:

*Point no. (v) of 5 should now be **read as** "The no. of manpower mentioned in NIT may increase or decrease as per requirement and shall follow Sindh Public Procurement Regulatory Authority Rules 2010 amended from time to time, Rule No. 16(e), at the time of signing of the contract agreement" **instead of** our earlier NIT "The no. of manpower mentioned in NIT is tentative and may increase or decrease at the time of signing of contract agreement".*

The secretary of the committee informed that following six (06) companies have purchased the bidding document:

1. M.M. Associates (Pvt.) Ltd.
2. Super Traders
3. Future Business Services (Pvt.) Ltd.
4. Master Multi-Tech
5. TUV Austria
6. E-Square Services (Pvt.) Ltd.



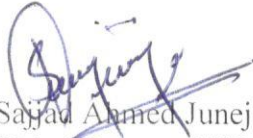
However, only following four (04) bidders participated in the bid opening on May 20, 2016 and submitted their technical and financial bids in two separate sealed envelopes:

1. M.M. Associates (Pvt.) Ltd.
2. Super Traders
3. Future Business Services (Pvt.) Ltd.
4. TUV Austria

Future Business Services (Pvt.) Ltd. submitted their bids in Joint Venture (JV) with ASK (Pvt.) Ltd. and also submitted Joint Venture Agreement.

As mentioned in Notice Inviting Tender (NIT) that the method of procurement was *Single Stage Two Envelope*, therefore only technical bids were opened in the presence of representatives of the bidders. The committee discussed with them about their respective technical bids. The committee informed the bidders that after evaluation of the technical bids by the procurement committee, the date for opening of financial bids will be communicated later to the technically qualified bidder.

The meeting ended with a vote of thanks.



Sajjad Ahmed Junejo
GM – Finance, STDC
Secretary, Procurement Committee.



Saleem-ur-Rehman
Assistant Controller
Stationary & Forms Office, GoS
Member Procurement Committee.



Tariq Saeed
Sr. GM – Technical, STDC
Member, Procurement Committee.



Abu Bakar Ahmed Madani
Additional Secretary
Energy Department, GoS.
Chairman Procurement Committee.

TECHNICAL EVALUATION : HIRING OF SERVICES OF MANPOWER.

S.NO.	DESCRIPTION	MAX. POINTS	M.M. Associates (Pvt.) Ltd.	Super Trader	Joint Venture (JV) of FBS and ASK	TUV Austria
1	YEARS OF ESTABLISHMENT	10	4	10	6	8
2	PAST RELEVANT EXPERIENCE	15	8	6	5	6
3	WORKS IN HAND	15	12	10	12	12
4	COMPLETE ORGANOGRAM WITH EMPLOYEE STRENGTH (QUALIFICATION AND EXPERIENCE OF EACH INDIVIDUAL)	15	10	8	14	15
5	OWNER'S QUALIFICATION	15	10	8	14	15
6	TECHNICAL STAFF STRENGTH	20	14	12	20	20
7	RELEVANT CERTIFICATIONS e.g. ISO, OHSAS, HSE etc.	5	0	0	5	5
8	TRAINING PROGRAMS (if any)	5	4	0	5	5
	TOTAL POINTS OBTAINED	100	62	54	81	86

TOTAL POINTS: 100

MINIMUM POINTS REQUIRED FOR PASSING TECHNICAL QUALIFICATION: 80

Signature of Procurement Committee:



Saleem-Ur-Rehman
Assistant Controller
Stationary & Forms Office, GoS.
Member Procurement Committee



Sajjad Ahmed Junejo
GM – Finance, STDC.
Secretary Procurement Committee



Tariq Saeed
Sr. GM – Technical, STDC.
Member Procurement Committee



Abu Bakar Ahmed Madani
Additional Secretary
Energy Department, GoS.
Chairman Procurement Committee

**MINUTES OF THE 3RD MEETING OF THE PROCUREMENT
COMMITTEE OF STDC FOR THE HIRING OF SERVICES OF
MANPOWER**

HELD ON 17TH JUNE 2016

The 3rd meeting of Procurement Committee of Sindh Transmission & Dispatch Company (Pvt.) Limited was held on 17th June 2016 at 03:00 pm at the registered address of the company under the chairmanship of Chairman Procurement Committee. The following attended the meeting:

Abu Bakar Madani	Chairman
Muhammad Tariq Saeed	Member
Saleem-ur-Rehman	Member
Sajjad Ahmed Junejo	Secretary (no voting power)

Agenda: Technical Evaluation of the Bids.

The chair welcomed the participants and asked the Secretary of the committee to brief the proceedings of the committee.

Technical Bid of each bidder was examined as per evaluation criteria mentioned in the bidding document and evaluation report was prepared. Following bidders were technically qualified as per the evaluation criteria (Technical evaluation report enclosed):

1. JV of Future Business Services (Pvt.) Ltd. & ASK (Pvt.) Ltd.
2. TUV Austria.

The committee decided to call the technically qualified bidders for financial bid opening in the next meeting of the procurement committee on June 21, 2016 at the same venue where the technical bids were opened.



The meeting ended with a vote of thanks.



Sajjad Ahmed Junejo
GM – Finance, STDC
Secretary, Procurement Committee.



Saleem-ur-Rehman
Assistant Controller
Stationary & Forms Office, GoS
Member Procurement Committee.




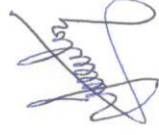
Tariq Saeed
Sr. GM – Technical, STDC
Member, Procurement Committee.



Abu Bakar Ahmed Madani
Additional Secretary
Energy Department, GoS.
Chairman Procurement Committee.

**FINANCIAL BID OPENING OF TENDER NO. 02
FOR HIRING OF SERVICES OF MANPOWER
ATTENDANCE SHEET
FOR TECHNICAL QUALIFIED BIDDERS ONLY**

DATED: 21-JUN-2016

S.No.	Bidder Name	Representative	NIC No.	Cell No.	Email	Quoted Bid Amount	Signature of Bidder Rep.
1	Joint Venture of Future Business Services (Pvt.) Ltd. and ASK	NAVAL VASWANI	42201-35279 35279 591	0300- 2237927	imvvaswani@gmail.com	Rs. 48,394,368/- Bid Security = Rs. 1,011,226/-	
2	TUV Austria	MIAZ HUSSAIN	42201- 6495412-9	0300- 8240250	imbiaz.hussain@tuvat.com.pk	Rs. 47,491,483/- Bid Security = Rs. 840,000/-	

Signature of Procurement Committee:



Saleem-Ur-Rehman
Assistant Controller
Stationary & Forms Office, GoS.
Member Procurement Committee



Sajjad Ahmed Junejo
GM – Finance, STDC.
Secretary Procurement Committee



Tariq Saeed
Sr. GM – Technical, STDC.
Member Procurement Committee



Abu Bakar Ahmed Madani
Additional Secretary
Energy Department, GoS.
Chairman Procurement Committee

**MINUTES OF THE 4TH MEETING OF THE PROCUREMENT
COMMITTEE OF STDC FOR THE HIRING OF SERVICES OF
MANPOWER**

HELD ON 21ST JUNE 2016

The 4th meeting of Procurement Committee of Sindh Transmission & Dispatch Company (Pvt.) Limited was held on **21st June 2016 at 11:00 am** at the registered address of the company under the chairmanship of Chairman Procurement Committee. The following attended the meeting:

Abu Bakar Madani	Chairman
Muhammad Tariq Saeed	Member
Saleem-ur-Rehman	Member
Sajjad Ahmed Junejo	Secretary (no voting power)

Agenda: Financial Bid Opening.

The chair welcomed the participants and asked the Secretary of the committee to brief the proceedings of the committee.

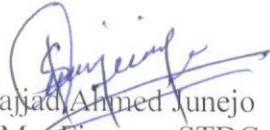
The Financial Bids of technically qualified bidders was opened in the presence of their representatives. The committee discussed with them about their respective financial bids. The quoted bid amounts of both the bidders are as follows:

- | | |
|--------------------|------------------|
| 1. JV of FBS & ASK | Rs. 48,394,368/- |
| 2. TUV Austria | Rs. 47,491,488/- |

The committee informed the bidders that after evaluation of the financial criteria by the procurement committee, the finalization of the qualified bidder shall be decided by the competent authority, which will be communicated to the successful bidder later.

The meeting ended with a vote of thanks.

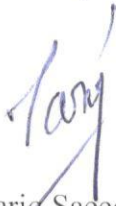




Sajjad Ahmed Junejo
GM – Finance, STDC
Secretary, Procurement Committee.



Saleem-ur-Rehman
Assistant Controller
Stationary & Forms Office, GoS
Member Procurement Committee.



Tariq Saeed
Sr. GM – Technical, STDC
Member, Procurement Committee.



Abu Bakar Ahmed Madani
Additional Secretary
Energy Department, GoS.
Chairman Procurement Committee.

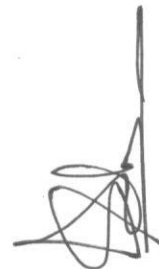
FINANCIAL EVALUATION : HIRING OF SERVICES OF MANPOWER.

S.NO.	DESCRIPTION	MAX. POINTS	M.M. Associates (Pvt.) Ltd.	Super Trader	Future Business Services(Pvt.) Ltd.	TUV Austria
1	LAST 3 YEARS TURNOVER	25	15	15	25	20
2	LAST 3 YEARS CLEAR AUDITED REPORT (QCR RATED AUDITOR)	15	10	10	5	15
3	TOTAL ASSETS	15	13	11	10	15
4	LIQUID ASSETS	15	10	8	15	14
5	DEBT/EQUITY RATIO	15	9	15	11	13
6	RECIEVABLES TURNOVER RATIO	15	7	8	15	10
	TOTAL POINTS OBTAINED	100	64	67	81	87

TOTAL POINTS: 100

MINIMUM POINTS REQUIRED FOR PASSING FINANCIAL QUALIFICATION: 80

Signature of Procurement Committee:



Saleem-Ur-Rehman
Assistant Controller
Stationary & Forms Office, GoS.
Member Procurement Committee



Sajjad Ahmed Junejo
GM - Finance, STDC.
Secretary Procurement Committee



Tariq Saeed
Sr. GM - Technical, STDC.
Member Procurement Committee



Abu Bakar Ahmed Madani
Additional Secretary
Energy Department, GoS.
Chairman Procurement Committee

**MINUTES OF THE 5TH MEETING OF THE PROCUREMENT
COMMITTEE OF STDC FOR THE HIRING OF SERVICES OF
MANPOWER**

HELD ON 29TH AUGUST 2016

The 5th meeting of Procurement Committee of Sindh Transmission & Dispatch Company (Pvt.) Limited was held on **29th August 2016 at 03:00 pm** at the registered address of the company under the chairmanship of Chairman Procurement Committee. The following attended the meeting:

Abu Bakar Madani	Chairman
Muhammad Tariq Saeed	Member
Saleem-ur-Rehman	Member
Sajjad Ahmed Junejo	Secretary (no voting power)

Agenda: Financial Evaluation of the Bids.

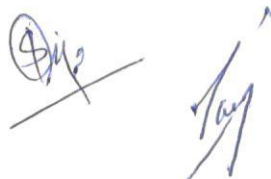
The chair welcomed the participants and asked the Secretary of the committee to brief the proceedings of the committee.

The secretary informed that the competent authority of STDC has granted approval for extension in bid validity period for further 90 days i.e. till November 19, 2016 which was earlier expiring on August 19, 2016. Accordingly, as per SPPRA rule no. 38, all the technically qualified bidders were intimated requesting to extend the bid validity period upto November 19, 2016.

Financial Bid of each technically qualified bidder was examined as per evaluation criteria mentioned in the bidding document and evaluation report was prepared. Following technically qualified bidders were also financially qualified as per the evaluation criteria (Financial evaluation report enclosed):

1. JV of Future Business Services (Pvt.) Ltd. & ASK (Pvt.) Ltd.
2. TUV Austria.

TUV Austria being the lowest evaluated bid is recommended for the approval of competent authority subject to the fulfillment of all the terms & conditions laid down in the bidding document and SPPRA Rules.



The meeting ended with a vote of thanks.



Sajjad Ahmed Junejo
GM – Finance, STDC
Secretary, Procurement Committee.



Saleem-ur-Rehman
Assistant Controller
Stationary & Forms Office, GoS
Member Procurement Committee.



Tariq Saeed
Sr. GM – Technical, STDC
Member, Procurement Committee.



Abu Bakar Ahmed Madani
Additional Secretary
Energy Department, GoS.
Chairman Procurement Committee.