

Institute of  
Business Administration  
Karachi

Leadership and Ideas for Tomorrow

Ref. # IBA-MC/PD/IT/217/0241/2017-18

April 23, 2018

Assistant Director  
Govt. of Sindh  
Sindh Public Procurement Regulatory Authority  
Block-8, Sindh Secretariat No. 4-A  
Court Road  
Karachi.

**Subject: Submission of Bid Evaluation Reports & Other Related Documents**

Please find following Documents to be floated on SPPRA website.

**1. Tender # IT/01/17-18**

Caption: Tender for Supply of IP Phones with Licenses

- a. Original Bid Evaluation Report
- b. Original Comparative Statement
- c. Minutes of Bid Opening Meeting
- d. Bidder's Qualification Report
- e. Attendance Sheet

Submitted, please

**Muhammad Hanif**

*Sr. Purchase Executive*

STANDARD DIARY  
2386  
23/04/2018


## Bid Evaluation Report


1. Name of Procuring Agency: Institute of Business Administration, Karachi
2. Tender Reference No: Tender # IT/01/17-18
3. Tender Description/Name of work/item: Supply of IP Phones with Licenses
4. Method of Procurement: Single Stage One Envelope
5. Tender Published: February 06, 2018 on IBA website & SPPRA web sites & leading newspapers vide Serial # 36661  
Print & Electronic Media (SPPRA ID No. & News papers names with dates)
6. Total Bid documents Sold; 05 Companies have collected Tender Documents
7. Total Bids Received: 02
8. Technical Bid Opening date: (if applicable) NA (Provide details in separate form)
9. No. of Bid technically qualified (if applicable): NA
10. Bid(s) Rejected: NA
11. Financial Bid Opening date: February 28, 2018

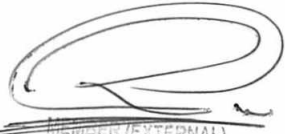
### 12. Bid Evaluation Report:

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 DWP Technologies (Pvt) Ltd	Rs.1,168,032.00	Lowest Bidder	Rs.1.3 million	Accepted, due to lowest bidder. Comparative Sheet Attached.	
2.	M/s i3 Pathfinder Solutions (Pvt) Ltd	Rs.1,214,008.00	Highest Bidder			

**Signatures of the Central Purchase Committee, Members**

  
MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI  
Syed Akbar Hossain Kazmi  
Finance  
IBA, Karachi

  
CHAIRPERSON  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI  
DR. S.M. Farid ul-Radhat  
Finance  
IBA, Karachi

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

**Comparative Statement  
Supply of IP Phones with Licenses  
Tender # IT/01/2017-18**

S. #	Product	Description	M/s DWP Technologies (Pvt) Ltd				M/s i3Pathfinder Solutions (Pvt) Ltd			
			Qty	Make	Model	Rate	Make	Model	Rate	
1	CP-7821-K9=	Cisco UC Phone 7821	32	Cisco	As marked under product	636,954.00	Cisco	7821	631,990.00	
2	CON-SNT-CP7821K9	SMARTNET 8X5XNBD Cisco UP Phone 7821	32	Cisco	As marked under product	29,940.00			31,935.00	
3	R-UCL-UCM-LIC-K9	Top Level SKU For 9. x/10. x User License - c/Delivery	1							
	CON-ESW-RUCLUCK9	ESSENTIAL SW Top Level SKU For 9.	1							
	LIC-CUCM-10X-BAS-A	UC Manager-10.x Basic Single User-Under 1K	32							
	CON-ESW-LICCUBAS	ESSENTIAL SW UC Manager-10.x Basi	32	Cisco	As marked under product	334,494.00	Cisco	UCM Basic License	373,689.00	
	CUCM-VERS-10-X	CUCM Software Version 10.X	1							
PC-10X-STANDARD-K9	Prime Collaboration Standard 10.x	1								
LIC-CUCM-10X-BAS	UC Manager Basic 10.x License	32								
<b>Total</b>						<b>Rs. 1,001,388.00</b>			<b>Rs. 1,037,614.00</b>	
<b>GST17%</b>						<b>Rs. 166,643.00</b>			<b>Rs. 176,394.00</b>	
<b>Total Amount</b>						<b>Rs. 1,168,032.00</b>			<b>Rs. 1,214,008.00</b>	

*Syed Akbar Hussain Kazumi*

MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

Syed Akbar Hussain Kazumi  
Finance  
IBA, Karachi

*Dr. S.M. Farisul Javedat*

CHAIRPERSON  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

Dr. S.M. Farisul Javedat  
Assistant Professor  
IBA, Karachi

*Haris Qureshi*

MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

Haris Qureshi  
PRA Advisor  
AEJ

**Muhammad Hanif / Senior Executive (Purchase) @ Main Campus**

**To:** Secretary Procurement Committee @ IBA  
**Subject:** SPPRA - PC Minutes of Bid Opening Meeting

**From:** Secretary Procurement Committee @ IBA  
**Sent:** Thursday, April 05, 2018 4:54 PM  
**To:** Muhammad Sohail Khan / Senior Manager (Purchase and Stores) @ IBA; Syed Muhammad Wajeeh Zaidi / Senior Manager (IT) @ IBA  
**Cc:** Procurement-Committee; Aamer Shabbir Khan / General Manager Administration @ IBA; Moeid Sultan / Director Finance @ Main Campus; Imran Batada - Director ICT & CICT @ IBA; Dr. Farrukh Iqbal / Dean and Director @ IBA  
**Subject:** Item 9. Approval for Supply of IP Phones

**Item # 9:** Approval for Supply of IP Phones

Discussion: Sr. Executive Purchase briefed the committee about the tender proceedings 'Tender for Supply of IP Phones' from ICT Department. Five bidders collected tender document and two bidders participated in the bidding process.

Decision: Recommended to award 'Tender for Supply of IP Phones' to M/s DWP Technologies (Pvt) Ltd at Rs.1,168,032.00 (inclusive of taxes).


Action: Sr. Manager Procurement & Stores will implement the decision in accordance with the prescribed rules & regulations framed by IBA PP&P and SPPRA.

**Committee:**

1. Dr. S. M. Faisal Iradat (Chairman)
2. Mushtaque Ahmed (Member)
3. Syed Akbar Hussain Kazmi (Member)
4. Haris Qureshi (External Member)
5. M. Mabroor Khan (External Member)
6. Muhammad Hanif (Secretary)

Muhammad Hanif,  
Secretary Procurement Committee

  
MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI  
Syed Akbar Hussain Kazmi  
Finance  
IBA, Karachi

  
CHAIRPERSON  
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KARACHI  
Dr. S. M. Faisal Iradat  
Assistant Professor  
IBA, Karachi

  
MEMBER (EXTERNAL)  
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INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI  
Haris Qureshi  
PPRA Advisor  
HEJ



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## **BIDDERS QUALIFICATION REPORT**

NIT No: IT/01/17-18  
Description of Work: Supply of IP Phones with Licenses  
Method & Procedure of procurement: Open Competitive Bidding  
Single Stage One Envelope

S. No	Eligibility Criteria	M/s DWP Technologies (Pvt) Ltd	M/s i3 Pathfinder Solutions (Pvt) Ltd
1	General Information	Yes	Yes
2	Year of establishment	Yes	Yes
3	GST Reg #	Yes	Yes
4	NTN	Yes	Yes
5	Annual Turnover	Yes	Yes
6	Managerial Capabilities	Yes	Yes
7	Technical Capabilities	Yes	Yes
8	No. of years in business for similar assignments	Qualified	Qualified
9	No and value of similar assignments completed in last 3 years	No	No
10	Clientele	Yes	Yes
11	Technical Staff Expertise / Skills	No	No

### **Recommendations:**

- 1 Participated firm is declared as substantially qualified bidders by the Tender opening committee as meet with minimum qualification / eligibility criteria.
- 2 The lowest evaluated and qualified bidder is M/s DWP Technologies (Pvt) Ltd with their bid amount at Rs. 1,168,032.00
- 3 Recommended to award the Purchase Order to the lowest qualified bidder to M/s DWP Technologies (Pvt) Ltd at Rs. 1,168,032.00

  
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KARACHI

Haris Qureshi  
PPRA Advisor  
HES

**Institute of Business Administration, Karachi**  
**Tender Opening / Attendance Sheet**  
**February 28, 2018**  
**at 3:30 pm**

Tender #: IT/01/17-18

Statement : Tender for Supply of IP Phones with licenses

S. #	Company Name	Tender Amount in Figures / in Words	Conditions, if any	Bid Security Pay Order No. / Amount & Date	Contractors / Representative Signature	Remarks
1-	Robat Pathfinders Solutions (Pvt) Ltd	Rs 1,214,000.00		3135482 MC B Rs 65,665/- Feb 28, 2018	<i>[Signature]</i>	
2-	WIP Technologies Ltd	Rs 1,168,032.00		00514555 JS Bank Rs 85,000/- Feb 22, 2018	<i>[Signature]</i>	

*[Signature]*  
**M. SOHAIL KHAN**  
 Manager Purchase & Stores  
 Institute of Business Administration  
 Karachi-Pakistan

*[Signature]*  
 Sr. Finance Executive  
**RAWF AETMBD**

*[Signature]*  
*[Signature]*

*[Signature]*  
**Syed Akbar Hussain Kazmi**  
 Finance  
 IBA, Karachi

*[Signature]*  
**CHAIRPERSON**  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KARACHI  
**DR. S. M. Farisul Jabbar**  
 Assistant Professor  
 IBA, Karachi

*[Signature]*  
**MEMBER SECRETARY**  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KARACHI  
**Haris Qureshi**  
 PRRA Advisor