

Bid Evaluation Report

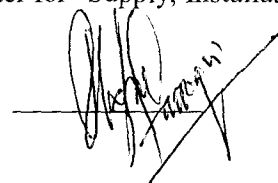
| | | |
|----|-------------------------------------|---|
| | Name of Procuring Agency | Sindh Microfinance Bank Limited |
| 2 | Tender Reference No | SMFB/ADMIN/TD/1001/2015-01 |
| 3 | Tender Description | Supply, Installation, Implementation & Maintenance of Software System |
| 4 | Method of Procurement | Single Stage Two Envelope |
| 5 | Tender Published/ SPPRA S.No | 04/12/2015. SPPRA S.No: 25909 |
| 6 | Total Bid documents Sold | 04 |
| 7 | Total Bids Received | 02 |
| 8 | Technical Bid Opening date/time | 18/12/2015 – 12:00Hrs |
| 9 | No. of Bid technically qualified | 02 |
| 10 | Bid(s) Rejected | None |
| 11 | Financial Bid Opening date/time | 18/12/2015 – 12:30Hrs |

Bid Evaluation Report:

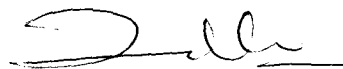
| S. No | Name of Firm or Bidder | Cost offered by the Bidder | Ranking in terms of cost | Comparison with Estimated cost (Rs. 4.00(m)) | Reasons for acceptance/rejection | Remarks |
|-------|------------------------------|----------------------------|--------------------------|---|---------------------------------------|------------------------------------|
| 0 | 1 | 2 | 3 | 4 | 5 | 6 |
| 1. | PIBAS Pakistan (Pvt) Ltd | Rs. 2,918,000 | Lowest | Rs. 1,082,000 lower than the estimated cost. | Qualified as per eligibility criteria | Recommended for award of contract. |
| 2. | Autosoft Dynamics (Pvt) Ltd. | Rs. 7,618,040 | Second Lowest | Rs. 3,618,040 higher than the estimated cost. | Qualified as per eligibility criteria | |
| | | | | | | |
| | | | | | | |

According to the bids received, PIBAS Pakistan (Pvt) Limited is the qualified bidder for "Supply, Installation, Implementation & Maintenance of Software System".

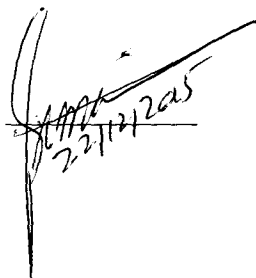
Abid Sagheer Farooqui (Company Secretary- Sindh Microfinance Bank Limited)

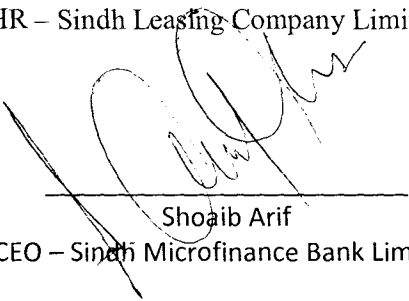


Abdul Jabbar (Manager Administration Sindh Microfinance Bank Limited)



Sumair Ahsanullah (InCharge Admin & HR – Sindh Leasing Company Limited)




 Shoaib Arif
 CEO – Sindh Microfinance Bank Limited



MINUTES OF THE OPENING OF THE TENDER (TECHNICAL/FINANCIAL)

Type of Procurement Admin/IT/Consultant/Media/HR ✓
Tender Supply, Installation, Implementation & Maintenance of System Software
Type of Tender single stage-One Envelope/Single Stage Two Envelope/Two Stage/Two Stage-Two Envelope ✓
Opening Date 18/12/2015
Opening Time 12:30 HRS

ATTENDANCE (MEMBER) Abdul Jabbar
Abid Saqib Farooqi
Sumer Ali Ansari

| | <u>NAME</u> | <u>FIRM</u> |
|-------------------------------|----------------------|-------------------------|
| ATTENDANCE (REPS. OF BIDDERS) | <u>Aamir Latif</u> | <u>AutoSoft Dynamic</u> |
| | <u>Issar Qureshi</u> | <u> </u> |
| | <u>Danish Nasir</u> | <u>PIBAS Pakistan</u> |
| | _____ | _____ |
| | _____ | _____ |
| | _____ | _____ |

TOTAL BIDS ACCEPTED FOR EVALUATION 02
TOTAL BIDS REJECTED None

REMARKS PIBAS Pakistan quoted the lowest price, therefore PIBAS is recommended for award of contract.

CONVENER PROCUREMENT COMMITTEE
SIGNATURE [Signature]
DATE 18/12/15



OPENING OF BID

FINANCIAL PROPOSAL

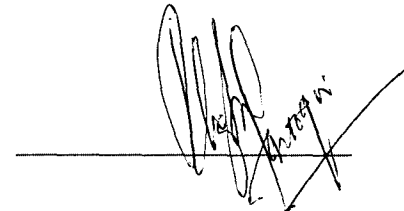
FOR SELECTION OF Vendor registered with FBR/SRB for Supply, Installation, Implementation & Maintenance of Software System.

DATE: 18.12.2015

| S NO. | COMPANY NAME | TOTAL BID OFFERED | SIGNATURE OF COMPANY REPRESENTATIVE | REMARKS |
|-------|--------------------|-------------------|-------------------------------------|---------|
| ① | Auto Soft Dynamics | 7,618,040/- | Amir Kalyan (AMIR KALYAN) | |
| ② | PIBAS | 2,918,000/- | [Signature] | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

SIGNATURES –PROCUREMENT COMMITTEE MEMBERS:

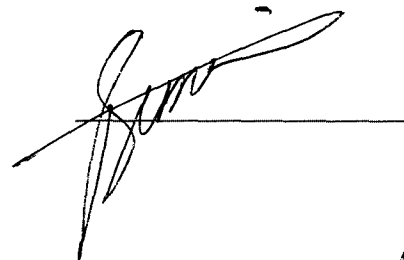
Mr. Abid Saghir Farooqui



Mr. Abdul Jabbar



Mr. Sumair Ahsanullah





PIBAS Pakistan (Pvt.) Limited



December 18th, 2015

SINDH MICROFINANCE BANK
Plot No. 39/F Muhammad Ali Society
Karachi – 75530, Pakistan

Sub: Proposed Cost for PIBAS Applications as per Financial Proposal

| Item | Specification | Qty | License Fee | Implementation Fee | Breakup of Taxes | | Total Per Item Cost (PKR) |
|--|--|-----|-------------|--------------------|------------------|----------------|---------------------------|
| | | | | | SST @ 14% | WHT @ 8% | |
| Core Banking System | Core Banking, GL, CRM/BRM/KYC, Parameters, Security, Collateral, Centralized Limits, Signature Photo Verification, Audit Control, Reconciliation, Bank charges, Central bank returns, Charges, Inter-branch, Financial Transactions, MIS, Budgeting, etc | 1 | 0 | 1,062,500 | 172,975 | 107,525 | 1,343,000 |
| General Banking System | Deposits, Account Management, Cheque Management, Clearing, Hold & Liens, Teller Management, Standing Instructions, Bank Guarantees, etc | 1 | 0 | | | | |
| Loan & Microfinance System | Collateral, Limits, Credit Committee, Loan & Microfinance system | 1 | 0 | | | | |
| Treasury | Money Market | 1 | 0 | | | | |
| Islamic Banking | Pool Management, Ijarah, Murabah | 1 | 0 | 450,000 | | | 450,000 |
| Alternate Delivery Channels | Internet Banking, ATM, POS | 1 | 0 | 450,000 | | | 450,000 |
| Fixed Asset Management | Addition, Deletion, Transfer, Disposal, Depreciation | 1 | 0 | 150,000 | | | 150,000 |
| Remittances | Inward & Outward, Home remittances | 1 | 0 | 75,000 | | | 75,000 |
| Anti Money Laundering | Complete Anti Money Laundering Solution | 1 | 0 | 450,000 | | | 450,000 |
| TOTAL COST (LICENSE + IMPLEMENTATION) | | | | 2,637,500 | 172,975 | 107,525 | 2,918,000 |

For: PIBAS Pakistan (Pvt.) Ltd.


(Danish Nasir)
Business Development Unit



MINUTES OF THE OPENING OF THE TENDER (TECHNICAL/FINANCIAL)

Type of Procurement

Admin/IT/Consultant/Media/HR

Tender

Supply, installation, implementation & maintenance System Software

Type of Tender

single stage-One Envelope/Single Stage Two Envelope/Two Stage/Two Stage-Two Envelope

Opening Date

18/12/2015

Opening Time

12:00 hrs

ATTENDANCE (MEMBER)

Abdul Jabbar
Abid Saqib Farooqi
Sumair Anwarullah

ATTENDANCE (REPS. OF BIDDERS)

| NAME | FIRM |
|---------------|-------------------|
| Aamir Latif | AutoSoft Dynamics |
| Fisar Qureshi | // // // |
| Danish Nasir | PIBAS PAKISTAN |

TOTAL BIDS ACCEPTED FOR EVALUATION

02

TOTAL BIDS REJECTED

None

REMARKS

Both bidders qualified technical evaluation successfully.

CONVENER PROCUREMENT COMMITTEE

SIGNATURE

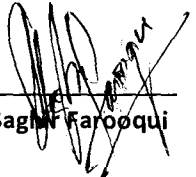

18/12/15

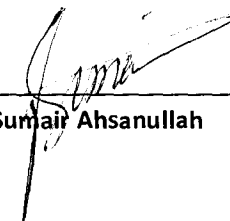
DATE




Technical / Eligibility Criteria M/s: PIBAS

| Ser. | Description | Marks | Marks Obtained | Remarks |
|--------------------|--|------------|----------------|--------------------------------------|
| 1 | Compliance with Annexure "G" (per available item is equivalent to 0.16 marks, total items 190) | 30 | 23.68 | All items of heading 1 mandatory. |
| 2 | The Company must be in Business for Preferably over 10 Years in Pakistan. (Attach documentary proof) | 16 | 16 | For 10 and Above Years |
| | | 12 | | For 2 to 10 Years |
| | | 0 | | Less Than 2 Years |
| 3 | The Company should have its Head Office in Sindh (Attach documentary proof) | 10 | 10 | In Karachi |
| | | 05 | | In Hyderabad |
| | | 0 | | Non Responsive |
| 4 | The Company must provide list of clients for supply of Core Banking & Micro Finance Banking Software. (Attach Documentary proof) | 16 | 16 | 2 and Above Clients |
| | | 8 | | 1 Client |
| | | 0 | | None |
| 5 | Company must provide proof of turnover for Last 3-Years (2013-2014-2015) in Pakistan. (Attach audited financial statement for last 3 years) | 14 | 14 | 20 Million and above for 3 years |
| | | 7 | | 10 Million to 20 Million for 3 years |
| | | 3 | | 5 Million to 10 Million for 3 years |
| | | 0 | | Less Than 5 Million for 3 years |
| 6 | Company must have preferably 20 or more permanent employees. (Attach documentary proof) | 04 | 04 | 20 and above |
| | | 02 | | For 10 to 20 Employees |
| | | 1 | | For 5 to 10 Employees |
| | | 0 | | Below 05 Employee |
| 7 | Time frame offered by the Supplier/Bidder for expected implementation | 10 | 10 | Within one month |
| | | 5 | | Within 2-3 months |
| | | 0 | | More than 3 months |
| Total Marks | | 100 | 93.68 | Qualified/Disqualified |


Abid Sagor Farooqui

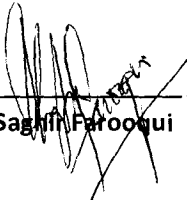

Sumair Ahsanullah

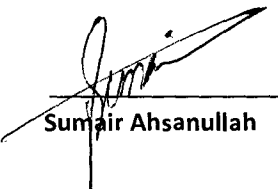

Abdul jabbar




Technical / Eligibility Criteria M/s: AutoSoft Dynamics Pvt Ltd.

| Ser. | Description | Marks | Marks Obtained | Remarks |
|--------------------|--|------------|----------------|--------------------------------------|
| 1 | Compliance with Annexure "G" (per available item is equivalent to 0.16 marks, total items 190) | 30 | 25.6 | All items of heading 1 mandatory. |
| 2 | The Company must be in Business for Preferably over 10 Years in Pakistan. (Attach documentary proof) | 16 | 16 | For 10 and Above Years |
| | | 12 | | For 2 to 10 Years |
| | | 0 | | Less Than 2 Years |
| 3 | The Company should have its Head Office in Sindh (Attach documentary proof) | 10 | | In Karachi |
| | | 05 | | In Hyderabad |
| | | 0 | 0 | Non Responsive |
| 4 | The Company must provide list of clients for supply of Core Banking & Micro Finance Banking Software. (Attach Documentary proof) | 16 | 16 | 2 and Above Clients |
| | | 8 | | 1 Client |
| | | 0 | | None |
| 5 | Company must provide proof of turnover for Last 3-Years (2013-2014-2015) in Pakistan. (Attach audited financial statement for last 3 years) | 14 | 14 | 20 Million and above for 3 years |
| | | 7 | | 10 Million to 20 Million for 3 years |
| | | 3 | | 5 Million to 10 Million for 3 years |
| | | 0 | | Less Than 5 Million for 3 years |
| 6 | Company must have preferably 20 or more permanent employees. (Attach documentary proof) | 04 | 04 | 20 and above |
| | | 02 | | For 10 to 20 Employees |
| | | 1 | | For 5 to 10 Employees |
| | | 0 | | Below 05 Employee |
| 7 | Time frame offered by the Supplier/Bidder for expected implementation | 10 | | Within one month |
| | | 5 | 05 | Within 2-3 months |
| | | 0 | | More than 3 months |
| Total Marks | | 100 | 80.6 | Qualified/Disqualified |


Abid Saghir Farooqui


Sumair Ahsanullah


Abdul Jabbar

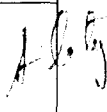
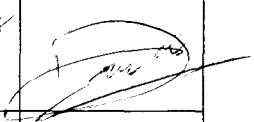


ATTENDENCE SHEET

BID OPENING SHEET

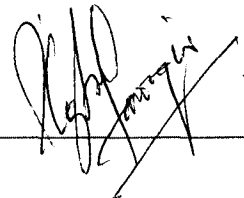
FOR SELECTION OF: Vendor registered with FBR/SRB for Supply, Installation, Implementation & Maintenance of Software System

DATE: 18.12.2015

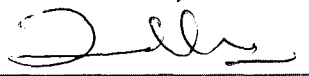
| S.NO | COMPANY NAME | NAME OF COMPANY REPRESENTATIVE | CONTACT NO. | EMAIL ADDRESS | SIGNATURE |
|------|---------------------------|-----------------------------------|-------------------------------|--|---|
| 1 | IT Resources Dynamics | Mr. A. Iqbal Mr. Iqbal Qureshi | 03000-2104914 0343 3011991 | amir.khalid@itresources.com info@itresources.com sales@itresources.com |  |
| 2 | FIBAS PAKISTAN (PVT) LTD. | DANISH NASIR | 0333-2325172 | danish.nasir@fibas.com |  |
| / | / | / | / | / | / |
| / | / | / | / | / | / |

Signatures – Procurement Committee Members:

Mr. Abid Saghir Farooqui



Mr. Abdul Jabbar



Mr. Sumair Ahsanullah

