

Bid Evaluation Report

1. Name of Procuring Agency: PPP Node, Health Department
2. Tender Reference No: Sr. No 33775
3. Tender Description/Name of work/item: Contracting out of Regional Blood Centers (RBCs) in Sindh
4. Method of Procurement: Least Cost method of selection
5. Tender Published: INF-KRY 3044/17 (Dawn 10/06/2017) (Jang 10/06/2017) (Kawish 10/06/2017), INF-KRY 3329/17 (Dawn 10/07/2017) (Jang 09/07/2017) (Kawish 09/07/2017), www.pprasindh.gov.pk
6. Total Bid documents Sold: Not Applicable (Available free of cost to everyone on website site)
7. Total Bids Received: 8 (Eight) (1- M/s FATIMID Foundation for RBCs in Sukkur, Jamshoro, Shaheed Benazirabad and Karachi)
(2- Sukkur Blood & Drug Donating Society for RBCs in Sukkur and Shaheed Benazirabad)
(3- M/s INDUS Hospital for RBC in Jamshoro and Shaheed Benazirabad)
8. Technical Bid Opening date: (if applicable) 24-07-2017
9. No. of Bid technically qualified (if applicable): 8 (Eight)
10. Bid(s) Rejected: Six
11. Financial Bid Opening date: 27 October 2017

12. Bid Evaluation Report:

Bid Evaluation Report – RBC in Sukkur

<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>
0	1	2	3	4	5	6
1.	Sukkur Blood & Drugs Donating Society/SBDDS	Rs.2,494.69 Millions	Lowest	Not applicable	Compliant Bid	

Bid Evaluation Report – RBC in Jamshoro

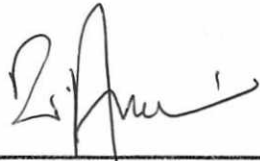
<i>S No</i>	<i>Name of Firm or Bidder</i>	<i>Cost offered by the Bidder</i>	<i>Ranking in terms of cost</i>	<i>Comparison with Estimated cost</i>	<i>Reasons for acceptance/rejection</i>	<i>Remarks</i>
0	1	2	3	4	5	6
1.	M/s Indus Hospital	Rs. 2,660.04 Millions	Lowest		Compliant Bid	

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Signatures of the Members of the Committee.



Secretary, Sindh Blood Transfusion
Authority

Dr. Zahid Ansari



Additional Secretary Technical
Health Department

Dr. Aslam Pechuho



Director, PPP Node
Health Department

Dadho Zuhraimi



Director General, PPP Unit
Finance Department

Khalid Sheikh



Secretary
Health Department

Dr. Fazullah Pechuho



Minutes of Technical and Financial Evaluation Committee Meeting on Regional Blood Centers in Sindh Project

A meeting of Technical and Financial Evaluation Committee (the "TFEC") for Contracting Out Regional Blood Centers (RBCs) through Concession Agreement was held on Friday, 27 October 2017 at 2:30 p.m. at 6th Floor, Committee Room, Health Department, Government of Sindh, Sindh Secretariat, Karachi under the chairmanship of Secretary Health,. Meeting was convened to approve the evaluation of the technical proposals and to open the financial proposals of technically qualified bidders to engage private partners for the Project under Public Private Partnership ("PPP") mode. List of participant is enclosed as [Annexure-A].

Agenda # 1: Approval of the evaluation of Technical Proposals

- The chair welcomed the TFEC members and apprised the forum regarding the background of the Project and findings of the evaluation of the technical bids received under the Request for Proposal ("RFP"). Deputy Director, PPP Node, Health Department presented the findings of evaluation process of technical proposals according to the criteria mentioned in the RFP.
- Deputy Director, PPP Node apprised the TFEC that there are four (4) RBCs to be outsourced i.e. Sukkur, Jamshoro, Shaheed Benazirabad and Karachi. Total three bidders have submitted eight proposals for RBCs mentioned below in Table I. The technical proposals of the bidders have been thoroughly evaluated according to the criteria laid down in the RFP.
- Deputy Director, PPP Node presented to TFEC the outcome of evaluation of technical proposals. Minimum score for qualifying in technical evaluation was 70 marks out of 100. The detailed technical evaluation of proposals is attached as (Annexure "B"). The representatives of all the bidders were called in the meeting and the technical scores of all the bidders were announced. The summary of the technical proposal evaluation and score are as under:

RBC	Sukkur	Jamshoro	Shaheed Benazirabad	Karachi	Remarks
Fatimid Foundation	75.5	75.5	75.5	75.5	Qualified
Sukkur Blood & Drugs Donating Society (SBDDS)	73.5		73.5		Qualified
Indus Hospital		80	80		Qualified

Decision: The TFEC endorsed the evaluation of technical proposals and declared technical qualification of the bidders for the respective RBCs mentioned above.

Agenda # 2: Opening of Financial Proposals




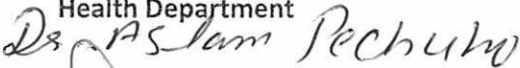



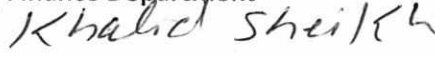


- The sealed financial proposals of the technically qualified bidders were opened before the representatives. Fatimid Foundation did not furnish the Bid Security for all the RBCs. Also, Indus Hospital did not submit bid security for RBC at Shaheed Benazirabad. The financial bid price of the bidders and evaluation result are given below:

RBC	Sukkur	Jamshoro	Shaheed Benazirabad	Karachi
Fatimid Foundation	2,025,894,113 (Incompliant bid)	2,025,894,113 (Incompliant bid)	2,025,894,113 (Incompliant bid)	2,805,059,940 (Incompliant bid)
SBDDS	2,494,693,545		6,882,508,744	
Indus Hospital		2,660,046,235	2,670,042,164 (Incompliant bid)	
Evaluation Result / Preferred Bidder	SBDDS	Indus Hospital	None (Due to wrong basis of the financial bid)	None

6. Based on the financial bids, the TFEC announced the winning bidders being the preferred bidders for the respective RBCs as outlined in the Table II above.

Decision: *The TFEC declared the winning bidders being the preferred bidders for the RBCs at Sukkur and Jamshoro, as outlined in the Table II based on proposing the minimum financial bids of the respective bidders.*

8. Meeting ended with a vote of thanks.

 <hr/> Secretary, Sindh Blood Transfusion Authority  Dr. Zameer Ansari	 <hr/> Additional Secretary Technical Health Department  Dr. Aslam Pechuho
 <hr/> Director, PPP Node Health Department  Dr. Dado Zuhairi	 <hr/> Director General, PPP Unit Finance Department  Khalid Sheikh
 <hr/> Secretary Health Department  Dr. Fazullah Pechuho	

TECHNICAL BIDS EVALUATION
RFP (CONTRACTING OUT REGIONAL BLOOD CENTRE'S IN SINDH (KARACHI, JAMSHORO, SHAHEED BENAZIRABAD, SUKKUR) PPP NODE, HEALTH DEPARTMENT, GOVERNMENT OF SINDH

SCORE SHEET

REGIONAL BLOOD CENTERS

S#	ORGANIZATION	(i) Structure of the bidding firm as the contractor, its technical capability (to have resources and experience of delivering Safe Blood Transfusion services) (Max Points: 45)			Total Points for Criteria (i)	(ii) Project methodology (Max Points: 30)					Total Points for Criteria (ii)	(iii) Activity schedule and manpower/ induction schedule (Max Points: 5)		Total Points for Criteria (iii)	(iv) Key Specialist Team					Total Points for Criteria (iv)	Total Points (i + ii + iii + iv) obtained for Technical Evaluation	Remarks
		Maximum 20 points	Maximum 15 points	Maximum 10 points		Maximum 45 points	Maximum 10 points	Maximum 05 points	Maximum 05 points	Maximum 05 points		Maximum 05 points	Maximum 30 points		Maximum 25 points	Maximum 05 points	Maximum 10 points	Maximum 05 points	Maximum 2.5 points			
1	FATMID (Foundation) Karachi	20	15	0	35	8	4	4	4	2.5	22.5	3	3	7.5	3.5	2	2	15	75.5	A. In Structure of Bidding Firm Bidder has experience of 11 Health Facilities/Blood Banks (Required Criteria 7 and above) and 11 projects (Required Criteria 4 and above) are related with Safe Blood transfusion and obtained thirty five points (35). B. Bidder has provided only 01 year Audited account detail against the criteria of 03 years and not qualified for any scoring in this area. C. In Key Specialist Position Acceptance Letters and 04 months salary slips are not provided by Bidder		
2	FATMID (Foundation) Jamshoro	20	15	0	35	8	4	4	4	2.5	22.5	3	3	7.5	3.5	2	2	15	75.5			
3	FATMID (Foundation) Sukkur	20	15	0	35	8	4	4	4	2.5	22.5	3	3	7.5	3.5	2	2	15	75.5			
4	FATMID (Foundation) Shaheed Benazirabad	20	15	0	35	8	4	4	4	2.5	22.5	3	3	7.5	3.5	2	2	15	75.5			
5	Sukkur Blood & Drug Donating Society (Sukkur)	20	15	10	45	5	1	3	2	1.5	12.5	4	4	7.5	0.5	2	2	12	73.5	A. In Structure of Bidding Firm Bidder has experience of 10 Health Facilities/Blood Banks (Required Criteria 7 and above) and 04 projects (Required Criteria 4 and above) are related with Safe Blood transfusion and obtained full points (45). B. Average revenue of Bidder for last 03 years is 122 million (>100 million) and obtained full points (10) in this area. C. In Key Specialist Position Acceptance Letters and 04 months salary slips are not provided by Bidder and detail of one of the key position Health Specialist is not provided.		
6	Sukkur Blood & Drug Donating Society (Shaheed Benazirabad)	20	15	10	45	5	1	3	2	1.5	12.5	4	4	7.5	0.5	2	2	12	73.5			
7	INDUS (Jamshoro)	20	15	10	45	8	4	2.5	2	3	19.5	3	3	10	0	2.5	0	12.5	80	A. In Structure of Bidding Firm Bidder has experience of 18 Health Facilities/Blood Banks (Required Criteria 7 and above) and 12 projects (Required Criteria 4 and above) are related with Safe Blood transfusion, submitted Audited accounts detail for last 03 years which meets maximum criteria of 100 million a hence INDUS obtained total 45 points. B. In Project Methodology part 4 & 5 are not separately defined how ever from the other description got idea of MIS system and operational plan. C. In Key Specialist Position detail for Health Specialist and MIS is not provided by Bidder		
8	INDUS (Shaheed Benazirabad)	20	15	10	45	8	4	2.5	2	3	19.5	3	3	10	0	2.5	0	12.5	80			

Note: INDUS has submitted Gap analysis reports of Different RBCs and HBBs. In that regards need further negotiation and planning if INDUS remain successful Bidder



Additional Secretary Technical,
Health Department



Secretary,
Sindh Blood Transfusion Authority



Secretary,
Health Department



Director, PPP Node
Health Department



Director, PPP Unit
Finance Department

S #	ORGANIZATION	(i) Structure of the bidding firm or the consortium, its technical capability (in house resources and experience of delivering Safe Blood Transfusion services) (Max Points: 45)			Total Points for Criteria (i)
		(A) Experience of management of relevant health facilities & delivery of essential package of health services (i) Up to 4 Health Facilities/Blood Banks (ii) 5 to 7 Health Facilities/Blood Banks (iii) 7 and above Health Facilities/Blood Bank	(B) Experience of service delivery in Safe Blood Transfusion Services (i) Up to 2 Projects (ii) 3 Projects (iii) 4 or above Projects	(C) Experience of managing (audited accounts) - Average revenue of last three financial year (i) Upto PKR. 50 Million (ii) PKR More Than 50 Million to PKR 100 Million (iii) PKR 100 Million above	
		Maximum 20 points	Maximum 15 points	Maximum 10 points	
1	FATMID (Foundation) Karachi	20	15	0	35
2	FATMID (Foundation) Jamshoro	20	15	0	35
3	FATMID (Foundation) Sukkur	20	15	0	35
4	FATMID (Foundation) Shaheed Benazirabad	20	15	0	35
5	Sukkur Blood & Drug Donating Society (Sukkur)	20	15	10	45
6	Sukkur Blood & Drug Donating Society (Shaheed Benazirabad)	20	15	10	45
7	INDUS (Jamshoro)	20	15	10	45
8	INDUS (Shaheed Benazirabad)	20	15	10	45

S #	ORGANIZATION	(ii) Project methodology (Max Points: 30)						Total Points for Criteria (ii)
		Clear approach in terms of establishing mechanisms to be responsive for fulfilling the safe blood need of the public sector hospitals and health facilities Maximum 10 points	Understanding of the environmental & quality management aspects of the Projects & Health Care Waste Management at RBC and HBB level Maximum 05 points	Community based pain for donor mobilization & donor mangement Maximum 05 points	Plan for proper record-Keeping of Donors, assessment and mobile collection units using fully automated planned MIS Maximum 05 points	An effective operations and maintenance plan that meets the scope of work and performance criteria detailed in Contract Agreement Maximum 05 points	Maximum 30 points	
1	FATMID (Foundation) Karachi	8	4	4	4	2.5	22.5	
2	FATMID (Foundation) Jamshoro	8	4	4	4	2.5	22.5	
3	FATMID (Foundation) Sukkur	8	4	4	4	2.5	22.5	
4	FATMID (Foundation) Shaheed Benazirabad	8	4	4	4	2.5	22.5	
5	Sukkur Blood & Drug Donating Society (Sukkur)	5	1	3	2	1.5	12.5	
6	Sukkur Blood & Drug Donating Society (Shaheed Benazirabad)	5	1	3	2	1.5	12.5	
7	INDUS (Jamshoro)	8	4	2.5	2	3	19.5	
8	INDUS (Shaheed Benazirabad)	8	4	2.5	2	3	19.5	

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S #	ORGANIZATION	(iii)Activity scheule and manpower inductions schedule (Max Points: 5)	Total Points for Criteria (iii)
		Work plan & activity schedule, Completion and submission of Reports, Work Plan & time schedule for key personel, composition of the team personel & the tasks assigned to each team member	
		Maximum 05 points	
1	FATMID (Foundation) Karachi	3	3
2	FATMID (Foundation) Jamshoro	3	3
3	FATMID (Foundation) Sukkur	3	3
4	FATMID (Foundation) Shaheed Benazirabad	3	3
5	Sukkur Blood & Drug Donating Society (Sukkur)	4	4
6	Sukkur Blood & Drug Donating Society (Shaheed Benazirabad)	4	4
7	INDUS (Jamshoro)	3	3
8	INDUS (Shaheed Benazirabad)	3	3

S #	ORGANIZATION	(iv) Key Specialist Team				Total Points for Criteria (iv)
		1. Director Health (At least MBBS), minimum 15 years' experience, 5 years of experience in relevant capacity to head relevant health facility Maximum 10 points	2. Health Specialist must be headed by a clinical Pathologist/Haematologist with at least 7 years relevant experience (Acceptance of appointment letter & proof of last 4 months salary drawn from the bidder) Maximum 05 points	3. Operations Manager (at least MBBS and/or MBA), 10 years overall experience, 5 years relevant experience in operations & management of health facilities Maximum 2.5 points	4. MIS Specialist (The person should have experience of 5 years administering the server and maintaining the networking between the facilities) Maximum 2.5 points	
1	FATMID (Foundation) Karachi	7.5	3.5	2	2	15
2	FATMID (Foundation) Jamshoro	7.5	3.5	2	2	15
3	FATMID (Foundation) Sukkur	7.5	3.5	2	2	15
4	FATMID (Foundation) Shaheed Benazirabad	7.5	3.5	2	2	15
5	Sukkur Blood & Drug Donating Society (Sukkur)	7.5	0.5	2	2	12
6	Sukkur Blood & Drug Donating Society (Shaheed Benazirabad)	7.5	0.5	2	2	12
7	INDUS (Jamshoro)	10	0	2.5	0	12.5
8	INDUS (Shaheed Benazirabad)	10	0	2.5	0	12.5

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Total Points (i + ii +
iii + iv) obtained for
Technical Evaluation

Maximum 100 points

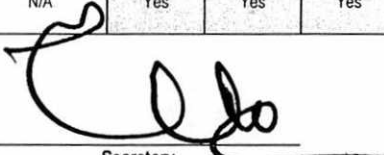
75.5
75.5
75.5
75.5
73.5
73.5
80
80




S #	ORGANIZATION	Remarks
1	FATMID (Foundation) Karachi	A. In Structure of Bidding Firm Bidder has experience of 11 Health Facilities/Blood Banks (Required Criteria 7 and above) and 11 projects (Required Criteria 4 and above) are related with Safe Blood transfusion and obtained thirty five points (35).
2	FATMID (Foundation) Jamshoro	B. Bidder has provided only 01 year Audited account detail against the criteria of 03 years and not qualified for any scoring in this area.
3	FATMID (Foundation) Sukkur	C. In Key Specialist Position Acceptance Letters and 04 months salary slips are not provided by Bidder.
4	FATMID (Foundation) Shaheed Benazirabad	
5	Sukkur Blood & Drug Donating Society (Sukkur)	A. In Structure of Bidding Firm Bidder has experience of 10 Health Facilities/Blood Banks (Required Criteria 7 and above) and 04 projects (Required Criteria 4 and above) are related with Safe Blood transfusion and obtained full points (45).
6	Sukkur Blood & Drug Donating Society (Shaheed Benazirabad)	B. Average revenue of Bidder for last 03 years is 122 million (>100 million) and obtained full points (10) in this area. C. In Key Specialist Position Acceptance Letters and 04 months salary slips are not provided by Bidder and detail of one of the key position Health Specialist is not provided.
7	INDUS (Jamshoro)	A. In Structure of Bidding Firm Bidder has experience of 18 Health Facilities/Blood Banks (Required Criteria 7 and above) and 12 projects (Required Criteria 4 and above) are related with Safe Blood transfusion, submitted Audited accounts detail for last 03 years which meets maximum criteria of 100 million a hence INDUS obtained total 45 points. B. In Project Methodology point 4 & 5 are not separately defined how ever from the other description got idea of MIS system and operational plan. C. In Key Specialist Position detail for Health Specialist and MIS is not provided by Bidder.
8	INDUS (Shaheed Benazirabad)	Note: INDUS has submitted Gap analysis reports of Different RBCs and HBBs. In that regards need further negotiation and planning if INDUS remain successful Bidder.


RBC (KARACHI)


S #	Organization	Part-I	Part-II							Part-III				Part-IV	
		Experience in Operation	APPENDICES							Forms				Other Documents	
		The Bidders has experience of operations and management of at least one (1)/relevant safe blood transfusion centre with availability of technical manpower	Power of Attorney for signing of Bid (Appendix A)	Goals & Key Performance Indicators (Appendix A)	Power of ATTORNEY FOR Lead Member of Consortium (if applicable) (Appendix C)	Commitment Form (Appendix D)	Declaration (Appendix E)	Non Disclosure Agreement (Appendix F)	Integrity Pact (Appendix G)	Comments/Suggestions of Bidders (Form 4)	Conflict of interest Statement (Form 11)	Parent Company Letter (Form 13) (if applicable)	Affidavit (Form 14)	Valid Registration with (any medical body, if applicable), or SECP or other regimens under the specific laws of Paskitan. The Bidder shall submit with the Bid the documents of registration of the business entity	Registration with the Sindh Revenue Board or relevant tax authority
1	FATMID (Foundation) Karachi	Yes	Yes	Yes	N/A	Yes	Yes	Yes	Yes	Yes	Yes	NA	Yes	Yes	Yes
2	FATMID (Foundation) Jamshoro	Yes	Yes	Yes	N/A	Yes	Yes	Yes	Yes	Yes	Yes	NA	Yes	Yes	Yes
3	FATMID (Foundation) Sukkur	Yes	Yes	Yes	N/A	Yes	Yes	Yes	Yes	Yes	Yes	NA	Yes	Yes	Yes
4	FATMID (Foundation) Shaheed Benazirabad	Yes	Yes	Yes	N/A	Yes	Yes	Yes	Yes	Yes	Yes	NA	Yes	Yes	Yes
5	Sukkur Blood & Drug Donating Society (Sukkur)	Yes	Yes	Yes	N/A	Yes	Yes	Yes	Yes	Yes	Yes	NA	Yes	Yes	Yes
6	Sukkur Blood & Drug Donating Society (Shaheed Benazirabad)	Yes	Yes	Yes	N/A	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes
7	INDUS (Jamshoro)	Yes	Yes	Yes	N/A	Yes	Yes	Yes	Yes	Yes	Yes	NA	Yes	Yes	Yes
8	INDUS (Shaheed Benazirabad)	Yes	Yes	Yes	N/A	Yes	Yes	Yes	Yes	Yes	Yes	NA	Yes	Yes	Yes


Secretary
Health Department


Additional Secretary Technical,
Health Department


Secretary,
Sindh Blood Transfusion Authority


Director, PPP Node
Health Department


Director General, PPP Unit
Finance Department



ATTENDANCE SHEET
PUBLIC PRIVATE PARTNERSHIP-NODE
Health Department, Govt. of Sindh



Public Private Partnership (Node)
 Department of Health, Government of Sindh

Financial Bid Opening for Contracting Out of Regional Blood Centers (RBCs) in Sindh

Dated: 27th October 2017, at 02.30pm

Secretary Office, 6th Floor, New Sindh Secretariat Building No. 1

Sr #	Name	Organization	Designation	Contact #	Email	Signature
1.	DR. WALEED BIN AZHAR	FATIMID FOUNDATION	COO	0321-8232015	wa@fatimid.org	<i>Waleed Bin Azhar</i>
2.	DR. AZIZUDDIN	Fatimid Foundation	Director	0300-2731906	dr_azi40@hotmail.com	<i>Azizuddin</i>
3.	S. ABBAS	SUKKUR BLOOD DRUGS	Director Financ	0300-2221222	abbas_sani@hotmail.com	<i>S. Abbas</i>
4.	MUHAMMAD DANISH	PPP Unit	DIRECTOR			<i>Muhammad Danish</i>
5.	Ghulam Sarwar	SBDDS	Admin	0333-3283862	ghulam.sarwar.hakro@gmail.com	<i>Ghulam Sarwar</i>
6.	Dr. Saba Jamal	Indus Hospital	Director BC	0300 2133103	saba.jamal@tih.org.pk	<i>Saba Jamal</i>