

SINDH PUBLIC PROCUREMENT REGULATORY AUTHORITY

CONTRACT EVALUATION FORM

TO BE FILLED IN BY ALL PROCURING AGENCIES FOR PUBLIC CONTRACTS OF WORKS, SERVICES & GOODS

- 1) NAME OF THE ORGANIZATION / DEPTT Institute of Business Administration, Karachi
- 2) PROVINCIAL / LOCAL GOVT / OTHER Local Govt
- 3) TITLE OF CONTRACT Services
- 4) TENDER NUMBER MISC/20/13-14
- 5) BRIEF DESCRIPTION OF CONTRACT Outsource Health Coverage Insurance
- 6) FORUM THAT APPROVED THE SCHEME Procurement Committee
- 7) TENDER ESTIMATED VALUE Rs 9,500,000/-
- 8) ENGINEER'S ESTIMATE (For civil works only) NA
- 9) ESTIMATED COMPLETION PERIOD (AS PER CONTRACT) 1 Year
- 10) TENDER OPENED ON (DATE & TIME) March 17, 2014 (3.30 pm)
- 11) NUMBER OF TENDER DOCUMENTS SOLD (Attach list of buyers) FOUR
- 12) NUMBER OF BIDS RECEIVED NINE
- 13) NUMBER OF BIDDERS PRESENT AT THE TIME OF OPENING OF BIDS THREE
- 14) BID EVALUATION REPORT (Enclose a copy) Copy Enclosed
- 15) NAME AND ADDRESS OF THE SUCCESSFUL BIDDER M/s Asia Care
- 16) CONTRACT AWARD PRICE Rs 9,201,625/- per year
- 17) RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT (i.e. 1st, 2nd, 3rd EVALUATION BID)
M/s Asia Care
M/s Jubilee Life Insurance Co. Ltd
M/s Pak Qatar Family Takaful Ltd

18) METHOD OF PROCUREMENT USED : - (Tick one)

- a) SINGLE STAGE - ONE ENVELOPE PROCEDURE Domestic/Local
- b) SINGLE STAGE - TWO ENVELOPE PROCEDURE Domestic
- c) TWO STAGE BIDDING PROCEDURE
- d) TWO STAGE - TWO ENVELOPE BIDDING PROCEDURE

PLEASE SPECIFY IF ANY OTHER METHOD OF PROCUREMENT WAS ADOPTED i.e. EMERGENCY, DIRECT CONTRACTING ETC. WITH BRIEF REASONS.

19) APPROVING AUTHORITY FOR AWARD OF CONTRACT Procurement Committee

20) WHETHER THE PROCUREMENT WAS INCLUDED IN ANNUAL PROCUREMENT PLAN?

Yes	<input type="checkbox"/>	No	<input checked="" type="checkbox"/>
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21) ADVERTISEMENT

i) SPPRA Website
(If yes, give date and SPPRA Identification No.)

Yes	February 13, 2014 and SPPRA ID # 517/2014
No	

ii) News Papers
(If yes, give names of newspapers and dates)

Yes	February 13, 2014 Dawn (English); Jang (Urdu) & Aas (Sindhi)
No	

22) NATURE OF CONTRACT

Direct	<input checked="" type="checkbox"/>	Int.	<input type="checkbox"/>
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23) WHETHER QUALIFICATION CRITERIA WAS INCLUDED IN BIDDING / TENDER DOCUMENTS?
(If yes, enclose a copy)

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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24) WHETHER BID EVALUATION CRITERIA WAS INCLUDED IN BIDDING / TENDER DOCUMENTS?
(If yes, enclose a copy)

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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25) WHETHER APPROVAL OF COMPETENT AUTHORITY WAS OBTAINED FOR USING A METHOD OTHER THAN OPEN COMPETITIVE BIDDING?

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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26) WAS BID SECURITY OBTAINED FROM ALL THE BIDDERS?

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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27) WHETHER THE SUCCESSFUL BID WAS LOWEST EVALUATED BID / BEST EVALUATED BID (in case of Consultancies)

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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28) WHETHER THE SUCCESSFUL BIDDER WAS TECHNICALLY COMPLIANT?

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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29) WHETHER NAMES OF THE BIDDERS AND THEIR QUOTED PRICES WERE READ OUT AT THE TIME OF OPENING OF BIDS?

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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30) WHETHER EVALUATION REPORT GIVEN TO BIDDERS BEFORE THE AWARD OF CONTRACT?
(Attach copy of the bid evaluation report)

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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31) ANY COMPLAINTS RECEIVED
(If yes, result thereof)

Yes	
No	<input checked="" type="checkbox"/>

32) ANY DEVIATION FROM SPECIFICATIONS GIVEN IN THE TENDER NOTICE / DOCUMENTS
(If yes, give details)

Yes	
No	<input checked="" type="checkbox"/>

33) WAS THE EXTENSION MADE IN RESPONSE TIME?
(If yes, give reasons)

Yes	
No	<input checked="" type="checkbox"/>

34) DEVIATION FROM QUALIFICATION CRITERIA
(If yes, give detailed reasons.)

Yes	
No	<input checked="" type="checkbox"/>

35) WAS IT ASSURED BY THE PROCURING AGENCY THAT THE SELECTED FIRM IS NOT
BLACK LISTED?

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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36) WAS A VISIT MADE BY ANY OFFICER/OFFICIAL OF THE PROCURING AGENCY TO THE
SUPPLIER'S PREMISES IN CONNECTION WITH THE PROCUREMENT? IF SO, DETAILS TO
BE ASCERTAINED REGARDING FINANCING OF VISIT, IF ABROAD
(If yes, enclose a copy)

Yes	<input type="checkbox"/>	No	<input checked="" type="checkbox"/>
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37) WERE PROPER SAFEGUARDS PROVIDED ON MOBILIZATION ADVANCE PAYMENT IN
THE CONTRACT (BANK GUARANTEE ETC)?

Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>
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38) SPECIAL CONDITIONS, IF ANY:
(If yes, give Brief Description)

Yes	
No	<input checked="" type="checkbox"/>

Signature & Official Stamp of
Authorized Officer


Capt. (Retd) Ahmed Zahoor P.
REGISTRAR
Institute of Business Administration
Karachi, Pakistan

FOR OFFICE USE ONLY

SPPRA, Block. No.8, Sindh Secretariat No.4-A, Court Road, Karachi
Tele: 021-9205356; 021-9205369 & Fax: 021-9206291

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Bid Evaluation Report

1. Name of Procuring Agency: Institute of Business Administration, Karachi
2. Tender Reference No: MISC/20/13-14
3. Tender Description/Name of work/item: Outsource Health Coverage Insurance
4. Method of Procurement: Single Stage Two Envelope
5. Tender Published: Newspaper "Jang", "Dawn" & "Aas" on February 13, 2014, IBA & SPPRA websites
Print & Electronic Media (SPPRA ID No. & News papers names with dates)
6. Total Bid documents Sold: 09 companies have collected Tender Documents
7. Total Bids Received: 04 companies
8. Technical Bid Opening date: (if applicable) March 17, 2014 (Provide details in separate form)
9. No. of Bid technically qualified (if applicable): 03 Bids Technically qualified
10. Bid(s) Rejected: 01
11. Financial Bid Opening date: March 25, 2014


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 Asia Care	Option-I Rs.9,648,148.00 Option-II Rs.9,201,825.00	Lowest bidder	---	Accepted due to technical qualification and quoted lowest cost	Technically evaluated 82.91%
2	M/s Jubilee Life Insurance Co. Ltd	Option-I Rs.12,712,762.00 Option-II Rs.11,949,391.00	Highest bidder	---		Technically evaluated 89.37%
3	M/s Pak Qatar Family Takaful Ltd	Option-I Rs.14,586,865.00 Option-II Rs.14,258,167.00	Highest bidder	---		Technically evaluated 81.87%
7	M/s Adamjee Insurance				Sealed Financial envelope returned due to technically non-qualified	Technically evaluated 42.9%

Note : Minimum eligible percentage for technical qualification was 75%

Signatures of the Members of the Committee


 MEMBER
 CENTRAL FINANCIAL COMMITTEE
 INSTITUTE OF BUSINESS ADMINISTRATION


 CHAIRMAN
 CENTRAL FINANCIAL COMMITTEE
 INSTITUTE OF BUSINESS ADMINISTRATION


 MEMBER
 CENTRAL FINANCIAL COMMITTEE
 INSTITUTE OF BUSINESS ADMINISTRATION



Institute of
Business Administration
Karachi

Leadership and Ideas for Tomorrow

List of Buyers

Tender # MISC/05/14-15

Caption: Outsource Health Coverage Insurance

Number of Tender Documents Sold: 09

S #	List of Buyers
01	M/s Asia Care
02	M/s Jubilee Life Insurance
03	M/s Adamjee Insurance
04	M/s Pak-Qatar Family Takaful Ltd
05	M/s Jubilee General Insurance
06	M/s East West Insurance Co. Ltd
07	M/s Allianz - EFU
08	M/s Askari General Insurance
09	M/s Alfalah Insurance Co.

Schedule of Requirement

Tender # MISC/20/13-14
Financial Proposal

OPTION # 2

Plans	Plan A	Plan B	Plan D	Plan E
Room Entitlement	Executive/VIP	6,000	4,000	2,000
Health Coverage*	400,000	300,000	200,000	150,000
Corporate IPD & Maternity Pool				
Maternity (Normal)	50,000	40,000	35,000	25,000
Caesarian	70,000	55,000	45,000	35,000

* Per beneficiary health coverage limit.

OPTION # 2

Premium Should be quoted as follows for each option separately:

Sr #	Description	Premium (RS)
1	Hospitalization Premium	7,992,956
2	Maternity Premium	1,206,849
3	TOTAL PREMIUM	9,199,805
4	Additional fee i.e. Admin/FIF/FED/Taxes etc	2020
5	GROSS PREMIUM	9,201,825

Gross Premium (in words) Ninety Two Lacs one thousand
Eight Hundred Twenty five only.

Census Structure

	Plan A	Plan B	Plan C	Plan D	Plan E
Employees	25	120	91	110	65
Spouses	15	84	56	87	50
Children	29	180	98	236	161
Parents	5	137	103	112	65
Total	74	521	348	545	341

For Option 2 census of Plan B & C will be merged


Stamp & Signature




Annexure 'C'
(Age & Eligibility Structure)

Sr #	Description	Age Limit	Remarks
1	Full time Employees	No Age Limit	Agreed
2	Spouse	No Age Limit	Agreed
3	Dependent Son	25	Agreed
4	Dependent Daughter	No Age Limit	Agreed
5	Parents	No Age Limit	Agreed
6	Maternity cases	45 years for female life	Agreed

Electronic copy of the detailed census in MS Excel format will be provided separately.

II. REQUIRED DOCUMENTS FOR FINANCIAL PROPOSAL

1. Last year audited financial statements
2. List of Board of Directors
3. List of Management Team
4. Name of Authorized person/Account Manager
5. Profit Sharing Statement
6. Certificate of Incorporation with SECP
7. NTN Certificate
8. Pay Order / Demand Draft 5% as Earnest Money in favor of IBA. Earnest Money of highest offered option should be considered.
9. Validity for submitted proposal is 90 days
10. Affidavit from the CFO/Company Secretary that the "Firm has never been blacklisted"


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- 1.4 The four Gold or Tier-1 partners of CISCO participated in the tender. The lowest prices were quoted by DWT. The specifications provided by the company did not exactly match the specifications asked for by Institute of Business Administration. However, compatible specifications were provided and the price quoted were not the lowest in the category.

Decision

- 1.5 The committee approved the lowest evaluated bidder M/s DWP at Rs.9,439,407 for Active IT Equipment for Administration Building, Main Campus.

Action

- 1.6 Mr. Asjad Asad Siddiqui – Manager Procurement ICT will implement the decision vide para-1.5 in accordance with the rules framed by SPPRA and IBA's PP&P.

Item # 2: Approval of Outsource Health Coverage Insurance

- 2.1 Mr. Sohail Khan- Manager Purchase briefed the committee about the tender framed for Health Coverage Insurance. Nine companies participated in tender. The closing date for this tender was 17th March 2014.

- 2.2 The tender was forwarded to the Technical Committee whereby the committee evaluated the tender. The minimum qualifying percentage for the tender was set as 75 percent. The Technical Committee evaluated four companies and assigned them the following percentages:

S.No	Companies	Percentage
1	AsiaCare	82.91%
2	Jubilee Life Insurance	89.37%
3	Pak Qatar	81.87%
4	Adamjee Insurance	42.9%

- 2.3 The companies stated the above quoted rates for two options. Mr. Adnan Hamid was contacted to seek clarification about the options. Mr Adnan explained the committee what each of the options comprised of, which is as follows:

- Option 1: Inclined with IBA's medical policy. It has five plans under it.
 - a. Executive Level
 - b. Private, Air Conditioned Wards
 - c. Private, Non-Air Conditioned Wards
 - d. Semi-Private Wards
 - e. General Wards
- Option 2: It has four plans under it.
 - a. Executive Level

- b. Private, Air Conditioned and Non Air Conditioned Wards
- c. Semi- Private Wards
- d. General wards

2.4 Mr. Adnan mentioned that the options were deigned keeping in mind the packages offered by Liaquat National Hospital since Institute of Business Administration considers Liaquat National Hospital as its benchmark for the Health Coverage.

2.5 Rates quoted by the companies with respect to the two options are as follows:

Company	Quoted Price (Rs.)	
	Option 1	Option 2
AsiaCare	9,648,149	9,201,825
Jubilee Life Insurance	12,712,762	11,949,391
Pak Qatar	14,586,865	14,258,167

2.6 AsiaCare had quoted the lowest rates for both the options. Since Option 2 seemed more feasible and cheaper to the Purchase Committee, the Committee agreed on Option 2 quoted by AsiaCare.

Decision

2.7 The committee agreed on Lowest Evaluated Bidder for Option 2 of AsiaCare at Rs.9,201,825 for Health Insurance of IBA Staff

Action

2.8 Mr. Sohail Khan, Manager Purchase will implement decision vide para-2.7 in accordance with rules framed by SPPRA and IBA's PP&P.

Item # 3: Approval for Tender Ad & Documents for IBA Degree Folders

3.1 Mr. Sohail Khan –Manager Purchase informed the committee about the specifications of the IBA Degree Folders for which a tender was made. The specifications include:

- i. Quantity: 1000 folders
- ii. Color: Dark Maroon
- iii. Cost: 500 per unit (approx.)
- iv. Width: 4-5 mm
- v. Material: Artificial Leather

Decision

3.2 The Committee approved the tender ad & document for the Degree Folders.

Institute of Business Administration, Karachi
Financial Proposal Opening
March 25, 2014

Statement of Tender for:	Outsource Health Coverage Insurance	Tender #	MISC/20/2013-14
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S.#	Company Name	Tender Amount in Figures / in Words	Conditions, if any	Earnest Money Pay Order No. / Amount & Date	Contractor's / Representative Signature	Remarks
1	...	PKR 2,34,567.89		PKR 1,17,283.94	[Signature]	...
2
3
4
5

[Handwritten signature and date: 10/25/14]

[Handwritten signature]

MAR 25, 2014

**AG GREGATED WEIGHTAGE MEAN
TENDER # MISC/20/13-14**

Outsource Health Coverage Insurance of IBA Employees

Name of Participant	M/s Jubilee Life Insurance	M/s Adameer Insurance	M/s Pak-Qatar Family Takaful Ltd	M/s Asia Care
S Akbar Kazim	80	27	62	57
M Rehman Sheikh	77	37	63	69
M Hanif	74	37	75	77
Mansoor Ali	77	37	62	61
S M. Buzurg Rizvi	69	37	63	69
M Asif	52	31	68	63
Weighted Mean	71.5	34.33	65.5	66.33
Aggregated Percentage	89.37%	42.9%	81.87%	82.91%



 One Singh
 Feroz
 M. N. Khan
 M. Khan
 M. Khan

3. Evaluation Criteria
Technical Qualifications Criterion

- a. Maximum marks for Technical Proposal: 80
b. Minimum qualifying percentage is 75%. Applicant who secured less than 75% will be categorically disqualified for further process.

1- Years in Business of Health Insurance in Pakistan:

Note: Please provide supporting documents of your claims.

- i. 2 to 4 years: _____ 05 Marks
ii. More than 4 years: _____ 10 Marks

2- Existing Health Insurance Portfolio:

Note: Please provide supporting documents of your claims.

- i. Rs 400 Million – Rs 500 Million: _____ 05 Marks
ii. Rs 501 Million – Rs 600 Million: _____ 07 Marks
iii. More than Rs 600 Million: _____ 10 Marks

3- Number of Corporate Clients in Health Insurance in Pakistan:

Note: Please provide supporting documents of your claims.

- i. 100 - 125: _____ 05 Marks
ii. 126 - 150: _____ 07 Marks
iii. More than 150: _____ 10 Marks

4- Number of Panel Hospitals under credit facility in Pakistan

Note: Please provide supporting documents of your claims.

- i. 150 - 175: _____ 05 Marks
ii. 176 - 200: _____ 07 Marks
iii. More than 200: _____ 10 Marks



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5- **Online Web Portal for Claim Utilization**

Note: Please provide supporting documents of your claims

- i. No: _____ Zero Marks
- ii. Yes: _____ 10 Marks

6- **Online Web Portal for Limit utilization**

Note: Please provide supporting documents of your claims

- i. No: _____ Zero Marks
- ii. Yes: _____ 10 Marks

7- **24/7 help-line for customer & medical services**

Note: Please provide supporting documents of your claims

- iii. No: _____ Zero Marks
- iv. Yes: _____ 10 Marks

8- **Number of full time medical doctors in health insurance department**

Note: Please provide supporting documents of your claims

- i. 5 - 7: _____ 05 Marks
- ii. 8 - 12: _____ 07 Marks
- iii. More than 12: _____ 10 Marks



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NOTE:
ELIGIBILITY CRITERIA

1. Minimum 5 years of experience in the business of Health Insurance in Pakistan.
2. Minimum existing portfolio of Health Insurance of RS 400 Million.
3. Minimum number of group/corporate clients of Health Insurance is 100.
4. Minimum number of 'active/operational' hospitals for IPD credit facility in Pakistan is 150.
5. The insurance company should have its own departments for the processing of claims management, case management, endorsement management, web portal, medical helpline.
6. Presence of medical doctors in all major cities of Pakistan.
7. Companies scoring more than 75% marks in the Technical Evaluation will be qualified for financial proposal.

REQUIRED DOCUMENTS FOR TECHNICAL PROPOSAL:

- 1.1. List of complete current clients of health insurance.
- 1.2. List of 5 current clients of similar/greater portfolio for reference check with contact information.
- 1.3. List of Panel Hospitals under credit facility in Pakistan with contact information.
- 1.4. Name of Authorized person/Account Manager.
- 1.5. Claim forms for In-Patient and Out-Patient.
- 1.6. Endorsement forms for Addition, deletion, revision or correction.
- 1.7. List of Day-Care Procedures/Surgeries under hospitalization benefit.
- 1.8. List of Specialized Investigations under hospitalization benefit.

Table 2: List of medical treatments that must be ensured but not limited to:

IN-PATIENT HOSPITALIZATION COVERAGE:

Any treatment required during the in-patient hospitalization including the following but not limited to:

- Daily Room & Board charges including meals of patients.
- ICU, CCU & NCU charges.
- Specialist (consultation) charges / RMO charges / Nursing Charges / ER charges / Recovery room charges.
- Surgeon / Operation Fee.
- Anesthetist fee / Anesthetist charges.
- Operation Theater Charges / Rehabilitation Charges.
- Medicines & Drugs, and Surgical Supplies during the hospitalization.
- Vaccines or other therapeutic substances, and Implants declared essential for the recovery of



the patient as prescribed/recommended by the attending physician during hospitalization.

- Blood & Oxygen
- Ventilators and Allied Services
- Kidney Dialysis / Blood Transfusion.
- Cancer Treatment (Chemo / Radio therapy)
- Daycare surgeries / Investigations
- All investigations including lab tests, Radiology, ultrasounds, etc., (required) during the hospitalization
- Specialized Investigations MRI, CT scan, Thallium scan, Angiography, Endoscopies & Biopsies, even if prescribed as OPD
- Organ Transplant (excl. cost of organ)
- Fractures and Lacerated Wounds
- Miscellaneous charges including Local road ambulance charges
- Medical Emergencies leading towards hospitalization
- Congenital Birth Defects for newly born & current children
- Pre 30 & post 30 days OPD expenses related to hospitalization
- Overseas Accidental / Medical emergencies to be reimbursed as per benchmark of AKUH

All diseases including following but not limited to:

- Management of acute myocardial infarction (heart attack).
- Coronary artery heart by-pass
- Cerebro Vascular Accidents (CVA Stroke)
- Management of all type of Malignancies cancer including chemotherapy, radiotherapy
- Management of Renal Failure, including Dialysis
- Major transplant
- Major burns.
- Liver Cirrhosis



- Paralysis
- Brain Tumor
- Hepatitis "B" & "C"
- Thalassemia

MATERNITY COVERAGE:

- Gynecologist's fee
- Labor Room/ Operation Theater charges
- Anesthetist fee
- Miscarriage
- Medicines
Diagnostic tests
- Baby's Nursing Care
- Epidural & Circumcision charges
- Daily room rent charges & patient meals charges
- Normal deliveries, complicated deliveries
- Childbirth from Cesarean Section
- Charges for baby's nursing care/ incubator
- Antenatal and postnatal hospitalizations
- Miscarriages resulting into D&C
- Carried D&E or any other procedure required in case of life saving purpose
- Pre-natal nine month & post natal 30 days

EXCLUSIONS:

- (a) Planned Overseas treatment
- (b) Charges for phone calls, attendant/guest meals during hospitalization and private nursing etc will not be admissible
- (c) Expenses pertaining to any cosmetic treatment will not be admissible
- (d) Facilities availed in excess of room entitlement will be borne by the employee
- (e) Tests or treatment related to contraception or sterilization is not admissible.
- (f) Expenses incurred as an organ donor are inadmissible.



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- (g) Dental examinations, x-rays, extractions / surgical extractions, fillings and general dental care except emergency dental treatment due to accidental injuries within 48 hours for pain relief only,
 - (h) Any medical instrument/device as prescribed at the time of discharge for patient recovery e.g. Nebulizer Device, Sugar test device, etc., are not covered.
 - (i) Self-inflicted injury including attempt at suicide, abuse of alcohol, drug addiction or abuse, sexually transmitted disease and any treatment or test in connection with Acquired Immune Deficiency Syndrome (AIDS) or any AIDS related to conditions or diseases,
 - (j) Infertility, fertility or menopause related treatments
 - (k) Experimental, unproven or unregistered treatment.
 - (l) Dentistry
 - (m) Professional sports
 - (n) War or natural calamity
 - (o) Corrective Surgery
 - (p) Gender re-assignment
 - (q) Treatment for obesity

7

2. TURN AROUND TIME (TAT)

- | | |
|--|-----------------|
| 2.1. For policy document and health cards | 15 working days |
| 2.2. Routine health cards for additions, deletions & plan revision | 10 working days |
| 2.3. Claim re-imburement | 15 working days |
| 2.4. Duplicate cheque | 5 working days |
| 2.5. Agreed MIS | 5 working days |

7



Stamp & Signature:





Company Profile

INTRODUCTION TO ASIACARE HEALTH & LIFE COMPANY:

AsiaCare Health & Life Insurance Company Limited is Pakistan's first dedicated managed care health insurer. The company has launched innovative health insurance products in the Pakistani market based on the international "Managed Care" model with local adaptations. The Company has 8% of the health insurance market share in Pakistan, is a full service health insurance risk carrier and medical claims manager registered with the S.E.C.P.

The Company's paid-up capital of 500 million rupees is the largest amount dedicated to writing health insurance risk in the country.

Asia Care has three lines of health insurance products:

1. Corporate/Group products,
2. Retail Products and
3. Micro Health Insurance Products.

The Company has a distinguished board of directors. The management of Asia Care comprises of highly skilled, health insurance dedicated professionals. Our thrust is in the larger Health Micro insurance market, we are keenly targeting the poor and disadvantaged in Pakistan. In addition to our off-the-shelf products we are able to compile benefit plans and underwrite as per client needs with highly competitive pricing.

VISION

To gain prominence as the industry leader in health maintenance; to ensure wider, easier, and more affordable coverage of healthcare services, and to impact the practice of medicine in ways that enable better health management systems.

MISSION:

To be the first choice for affordable quality health care; excelling in every aspect of our business and in delivering our obligation as a good corporate citizen. We intend to inform, inspire and empower our clients by offering health related services and expertise based on the latest managed health care concepts and technology, while building value for our shareholders and providing an excellent work environment for our employees.





VALUES

- In discharging our responsibilities, we do not take professional or ethical shortcuts.
- Our interactions with all segments of society must reflect high standards of good governance.
- Integrity, constructive self-criticism, continual self-improvement, and mutual respect.
- We will take on challenging tasks and take pride in seeing them through.
- We are responsible to our customers, to employees, to the environments we inhabit, and to the societies we serve.
- Attract, develop, retain and reward the best talent to take on leadership roles in the Health care industry.

KEY HIGHLIGHTS OF MANAGED CARE DELIVERY:

- A set of selected providers that furnish a comprehensive array of health care services to enrollees
- explicit and formal standards for selecting credentialed providers
- Formal utilization review and quality improvement programs
- An emphasis on preventive care
- Financial incentives to encourage enrollees to use care efficiently
- Programs and awareness building in terms of preventive health care and wellness programs

AsiCare's comprehensive approach to product development is tailored specifically for the health insurance industry in Pakistan. Our products are a result of industry knowledge, market research and an understanding of our customers' health insurance needs. As a result, our diverse health insurance plans offer different benefit schemes, policy limits, geographical coverage and flexible payment options. Understanding the medical and financial needs of our customers, both individuals and groups, plays a major role in creating the different health insurance plans we offer.

We are committed to providing you with innovation, choice and value. This is clearly demonstrated by the many exciting new benefits we have introduced:

THESE 'FIRSTS' INCLUDE:

- The first and only health insurance company in Pakistan to offer outpatient services with the in-patient product
- The first and only health insurer to offer its policy holders free visits to doctors of their choice with no additional cost
- First credentialed outpatient network of family physicians, specialists, and hospitals
- First to provide unlimited coverage plans
- First to offer psychiatric treatment coverage
- First to offer routine dental coverage
- First preventative and wellness program
- First to offer parental and individual coverage



AsiaCare has formed a dedicated nationwide network of physicians, hospitals and diagnostic centers to provide quality medical services to our patients. The service providers are credentialed by AsiaCare according to their qualifications and ability to provide internationally benchmarked services. The objective is to deliver medical care with a high-quality network safely and consistently in an environment that is simple, understandable and efficient. Our hospital and physician network in association with AsiaCare endeavors to provide clinical care that will lead to timely diagnosis, treatment and prevention of illnesses. We have introduced a number of practices and other benefits that increase the efficiency and quality of care for our policy holders; some of these include:

NETWORK MANAGEMENT

High-quality providers, family physicians, and specialists to offer high quality services to AsiaCare clients.

INFORMATION TECHNOLOGY

AsiaCare utilizes a custom built state-of-the-art IT platform inherent in a high quality healthcare management system.

UTILIZATION MANAGEMENT

We provide valuable insight in helping decide who needs what type of care, combined with mastery of demographics, epidemiology, regional management know-how and best practices of care delivery.

CASHLESS HOSPITALIZATION

In case there is a need for hospitalization, we provide hassle free cashless settlement.

EFFICIENT SETTLEMENT OF CLAIMS

We significantly reduce the time for settlement of claims, since we have the most comprehensive and technologically advanced in-house claims processing department.

24 HOUR HOT LINES

Helpline is manned by qualified doctors who can provide you medical assistance over the phone.

Insurance Industry

Dawood Family Takaful Limited.

PICIC Insurance Limited.

Financial Industry

First Solutions (SIL KBank Sale Staff)

Procco Financial Services (Pvt.) Ltd.

Tameer Micro Finance Bank Limited.

Barj Capital Pakistan (Private) Limited.

Institute of Capital Markets : ICM

Link International Exchange

Monet (Pvt.) Ltd.

BDO Ebrahim & Co.

NGOs

Aman Foundation

Aman HealthCare Services

Aman Institute of Vocational Training

Community Appraisal Motivation Program (CAMP)

Foundation Open Society Institute - Pakistan

International Catholic Migration Commission

The Citizen Foundation

Karwan-e-Hayat

Healthcare

Memon Medical Institute - MMI

The Kidney Centre - PGTI

Engineering Industry

Adamjee Engineering Pvt Ltd.

Education Sector

DOW International Medical College

DOW University of Health Sciences

ICAP Benevolent Fund

Liaquat University of Medical & Health Science (Jamshoro)

Sindh Medical University

Teach For Pakistan

The Academy for Education & Training

Hotel/Hospitality

Avan Tower - Head Office

Avan Tower Hotel

Avani Travel Agencies (Pvt) Ltd.

Beach Luxury Hotel

Channel Tek

Dolphin Aviation Services Private Limited

Karachi Golf Club

Engineering Consultants International Pvt Ltd.

Eplanet Communications (Pvt.) Ltd.

IMEX International

OCS (Pvt.) Ltd

Prime Systems

TCS Franchisee

Trans Continental Services Private Limited

Retail & Distribution

METRO-Habib Cash & Carry Pakistan

Oil & Gas

Dewan Drilling Limited.

Gulf Minerals (Pvt.) Ltd.
Hasham Group - Mehran Sugar Mill
Ismail Industries Limited
Syah Impex
Plastiflex films (Pvt.) Ltd.
New Metro Foot Wear Co.
Naz International

IT/Telecommunications
CloudBPO (Pvt.) Ltd.
ICT Integrators
Avanza Solutions (Pvt.) Ltd.
Data Net
Gerry's International (Pvt.) Ltd.
Kabot International (Pvt.) Limited.
IT Sec (Pvt.) Ltd.
Innovative Saudia
NDC Tech
Branchild Communication Pakistan (Pvt.) Ltd.
Sitronics Telecom Solutions Pakistan Co. (Pvt.) Ltd.
GSM Nation

Automobile Sector
S&B Trading Japan Company
Toyota Rawal Motors (Pvt.) Ltd.

Government Sector
Gawadar Industrial Estates Development Authority
Pakistan Institute of Corporate Governance
Punjab Agriculture & Meat Company (PAMCO)
Sialkot Dry Port Trust
Sialkot International Airport Limited

Orient Energy Systems (Pvt.) Ltd.
Orient Oil (Pvt.) Ltd.
Shell Pakistan Limited
Uch Power (Private) Ltd.
PPL Europe E & P Limited

Pharmaceutical & Chemical Industry
Avital Pharma (Pvt.) Ltd.
Morgan Chemicals
Novo Nordisk Pharma (Pvt.) Ltd.
OBS Group
PHARMAGEN HEALTHCARE LTD.
Vikor Pharma (Pvt.) Ltd.
Purechem (Private) Limited.

HR Outsourcing
ALM Outsourcing Services (Pvt.) Ltd.
Fulcrum (Pvt.) Ltd. - (Lottee Pakistan PTA Ltd.)
Fulcrum (Pvt.) Ltd. (Silk Bank)
H. T. Associates Private Limited
HR First (Pvt.) Ltd.
HRSG - Parazelus Pakistan

Construction Sector
Rapid Builders
Eden Builders Limited

Logistics Sector
eze Supply Chain Management
Agility Pakistan
Diversified Logistics (Pvt.) Limited
Expert Cargo Services Private Limited
Freight Manager Private Limited

Media & Entertainment Industry
A & B Entertainment
Hum Network Ltd.
MD Production (Pvt.) Ltd.
Vidhi Films (Private) Limited.
Awaz CDs Pakistan
FAKT Exhibitions (Pvt.) Ltd.
Freightways Pakistan Private Limited.
Seagold (Pvt.) Ltd.
TAQ Enterprises Cargo Services Private Limited/AIR
The TAQ Organization

Clients from Other Industries
Abacusoft Corporation
ACT PAKISTAN
MesKay & Femtee Trading Company (Pvt.) Ltd.
Aidy Vee & Company Private Limited
Assurety Consulting (Pvt.) Ltd.
MITAAS Private Limited
Burl Fashion Footwear Pakistan (Pvt.) Ltd.
TAQ Enterprises Cargo Services Private Limited SEA
TAQ International Cargo Services Private Limited
TAQ Land Bridge Private Limited
TAQ Wholesalers Private Limited
The American Business Council of Pakistan
The Citizen Archive of Pakistan
Umbrands Pakistan
Sayed International

Manufacturing
Astro Plastics (Pvt.) Ltd.
DE Nash Pvt Ltd.
Ecopack Limited
Lucky Plastic Industries (Pvt.) Ltd
Sigma Shoes (Pvt.) Ltd.
Ismail Industries & Co.

Research & Development
Metrics Research (Pvt.) Ltd.
Navigation & Communication Solutions (Pvt.) Ltd.
Dynamic Marketing Concepts

LIST OF CLIENTS Insured Since: 3 Years / more than 3 Years

1	4 YEARS	DOW/UNIVERSITY OF HEALTH SCIENCES	DR. PROF. NADEEM AHMED	REGISTRAR		12,519			
2	4 YEARS	AMANI FOUNDATION	MR. SHUJA AHMED	SENIOR MANAGER HR	011-111-874	1,311			
3	4 YEARS	LAMAR MICHOILBANK BANK	MR. IMRAN DANIWANI	MANAGER COMPENSATION & BENEFITS	021-34548962	2,208			
4	5 YEARS	OBIS GROUP	MR. WASEEM HVIDER	OFFICER HUMAN RESOURCES	0300-2923094	904			
5	4 YEARS	THE CITIZEN EQUIVATION	MS. SAMAIRA SALEEM	MANAGER HR	021-35113845	30,233			
6	4 YEARS	THE KIDNEY CENTRE	MR. SHOAB ALAM	SENIOR PERSONNEL OFFICER	0300-2554275	950			
7	3 YEARS	SHELL PAKISTAN	MR. SALEEM KHAN	FINANCE ADVISOR, RISK & INSURANCE	111-888-222	246			
8	4 YEARS	CLOUD BPO (PVT) LTD.	MS. MISBAH SARWAR	MANAGER HR	021-43249254	63			
9	4 YEARS	AVARU GROUP	MR. FAZAL UR-REHMAN	CORPORATE DIRECTOR HUMAN RESOURCE	0300-8211104	83			
10	4 YEARS	BDO/DIGRAM & CO.	MR. ATHAR SHEERAZ	ASSISTANT MANAGER HR & ADMIN.	021-55083030	110			
11	3 YEARS	MORGAN CHEMICALS	MR. ANWAR AHMED	ASSISTANT MANAGER HR	0345-2819479	76			
12	5 YEARS	ECCOPAK LIMITED	MR. ZAHID MEHRJOD	HR OFFICER	0800-8412678	253			
13	4 YEARS	ENGINEERING CONSULTANTS INTERNATIONAL	MR. KAZIM AMRZA	MANAGER PERSONNEL	0345-6424389	228			
14	4 YEARS	DL NASH (PVT) LTD	MR. ZAKARIA GULMURHAMAD	MANAGEMENT REPRESENTATIVE	111-356-774	195			
15	4 YEARS	RAWOOD FAMILY TAKAFULI	DR. BAKHT JAMAL	CHIEF OPERATING OFFICER (COO)	021-32275202	421			



RATINGS (Effective till 2011)
ASIA CARE HEALTH AND
LIFE INSURANCE COMPANY
LIMITED (ASIA CARE)

	Initial
Insurer Financial Strength	BBB

FINANCIAL DATA
(PKR million)

	2011	2010	2009
Total Assets	100	100	100
Equity	25	10	10
Policyholder's surplus	10	10	10
Net Investment Income	10	10	10
Underwriting Results	10	10	10
Loss Ratio (%)	10	10	10
Expense Ratio (%)	10	10	10

ANALYSIS

Ahmad Ali Iqbal
 (+92 33 77912104)
 ahmad.ali@pacra.com

Hana M. Nadeem
 (+92 33 55809504)
 hana@pacra.com

RATING RATIONALE AND KEY RATING DRIVERS

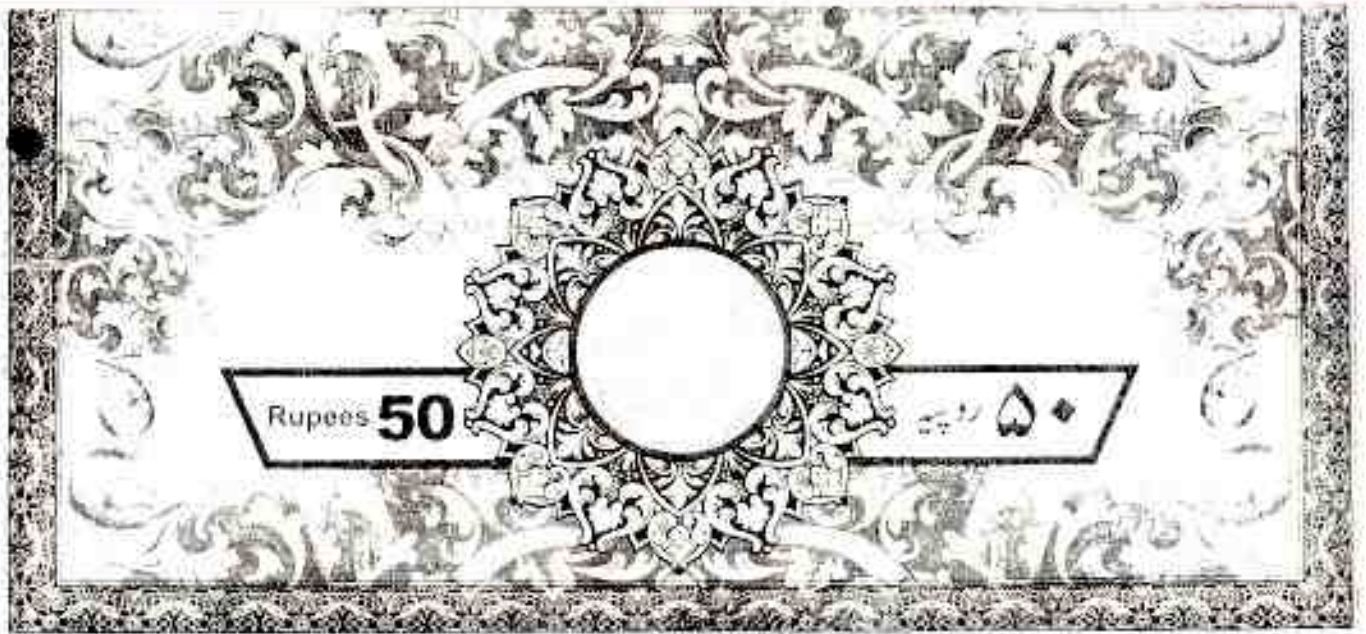
- The rating reflects AsiaCare's adequate risk absorption capacity emanating from sufficient level of equity base though under pressure due to gestational phase of the company. This is supplemented by a good liquidity profile of its low risk investment book. AsiaCare intends to build its focus on potential in health insurance, with plans to enter life insurance thereafter. However, to be successful in its strategy, the company has to deal with many challenges including: (i) limited scale of operations, (ii) yet to be established brand, (iii) development of efficient systems and procedures, and (iv) building and retaining key management team. The rating appreciates a strong board, which is expected to help in improving its control framework.
- The rating is dependent on the company's ability to roll out its business plan in an effective and timely manner while managing the pressures emanating from competitive business environment. Achieving operational break-even as planned by the management would remain critical. Material deterioration in the company's investment portfolio, thereby reducing its risk absorption capacity by a significant margin, would have negative implications for the rating.
- The company's plan, particularly beefing up equity base by introducing a new equity partner would positively impact the rating. Besides injecting capital, this is expected to lend support to the business by providing access to distribution channel and new clientele.

ASSESSMENT

- AsiaCare offers group health products for corporate clients and retail products for individuals and families. Group sales are made through direct sales force, whereas, for retail sales the company markets its products through third party distribution channels mainly bancassurance. The company also provides third party administration (TPA) and insurance services. In TPA, responsibility of formulation and monitoring cost effective medical plans is transferred to AsiaCare, whereas, for bancassurance, co-branded retail health products are offered in partnership with other insurance companies. Currently, the company's revenue mix is concentrated in group insurance, with limited contribution from individual insurance and TPA. The management intends to develop a healthy mix, going forward.
- The company is in developmental phase, when costs are outstripping revenues, hence losses. During 2010, AsiaCare earned gross premium of PKR 155mln (2009: 144mln) though a 16% growth, it is low considering the low base. Moreover, the company has high claims ratio, as it currently offers its services at relatively low price to establish its brand equity while penetrating into health insurance market. The costs of building team while focusing to expand business operations further pushed up underwriting losses. During 2011, the company posted further loss of PKR 38mln. Nevertheless, the management is expecting to achieve operational break-even in 2012.
- Going forward, AsiaCare plans to strengthen its brand, while focusing on long term profitability. The company, targeting to improve its market share, would introduce new products and services in health segment while concentrating on untapped market, adopting different pricing strategies. It plans to establish strategic alliances with different potential partners and maintain its own sales network. However, it is a challenging task to timely materialize growth objectives due to low awareness of health insurance, currently limited distribution channels to reach masses, and stiff competition.
- The company's investment book, while being fairly diversified is largely low-risk. It has the highest exposure in open-end income mutual funds, followed by government securities, equities, and term insurance deposits. Nevertheless, the company has to document a comprehensive investment policy.
- The company uses Health Insurance System for its operations, which is developed and implemented by Sultu (Hyder-Munir) (Pvt) Ltd. From quotation generation to claims processing and disbursement, the company has deployed various modules. To facilitate financial reporting, accounting tools have also been implemented. Moreover, it generates various MIS reports to support the decision making of the top management.
- The company has only one reinsurance arrangement for accidental medical coverage. It is excess of loss treaty with Lloyd's (Chamber) going forward, the company intends to continue with the same reinsurance arrangement. This may result into higher losses, in case the company faces more than expected claim expenses in future, but the management believes that reinsurance costs outweigh any likely benefits.
- AsiaCare's paid up capital is PKR 50mln. Initial years' losses have dented the equity (2011: PKR 458mln). Nevertheless, it remains sufficient to sail the company through its developmental phase. However, any significant delays in achieving profits may strain it.
- The company intends to expand into life insurance business and is taking account of numerous challenges to come up with a well-defined strategy. It has identified access to distribution channel as critical. In this regard, it is in discussion with a local group, offering decent distribution platform. As the new partner would also bring in fresh equity, existing equity is expected to be sufficient to support current business strategy. The management is planning entry into life insurance within 2012.

PROFILE

- AsiaCare was incorporated in 2008 and obtained license to carry on life and related line of business in 2009. The aim of the company is to develop innovative solution for the needs of developing local health and life insurance sector. The head office is in Karachi while regional offices are in Lahore and Islamabad. The company is fully owned by Soorsheel Health Systems Limited, a private limited (Pvt) company, a venture capital fund, which is managed by Soorsheel Health Systems Management LLC, USA (SHSM).
- The Board comprises eight members, including the CEO of the company. The Board consists of non-executive directors having diverse exposure of various sectors. However, nomination of directors within the prerogative of the CEO, in his capacity as the CEO and owner of the management company (SHSM).
- Mr. M. Mehsud Kazmi is the Chief Executive Officer of AsiaCare. He has a practicing background in psychiatry and profession at Albert Einstein College of Medicine, New York. Mr. Kazmi has 50+ experience in health insurance industry. He is assisted by an adequately qualified and experienced team. However, stability and cohesiveness of key management is yet to be seen.



71422 24 FEB 2014

MUHAMMAD YAQOUB
Attorney

DECLARATION

We hereby declare that the Company, Asia Care Health & Life Insurance Company Limited having registered office situated at 15-17C, 2ND FLOOR COMMERCIAL LANE # 5, ZAMZAMA PHASE-5, DHA, KARACHI, registered with Security & Exchange Commission of Pakistan under Insurance Ordinance 2000 to carry insurance business has not been black listed to deal with Government, Semi Government or any other autonomous bodies.

This is to confirm that Asia Care Health & Life Insurance Company Limited has been working in the health insurance business since 2009 and the company has currently not had any litigation to date.

The company is completely in good legal standing.

Asia Care Health & Life Insurance Company Limited

M. Ali Haider / CEO & M.D.

SYED ALI HAIDER
DMD-OPERATIONS

Rehan Mobin

REHAN MOBIN
DMD-FINANCE



Revenue Division
Central Board of Revenue
Government of Pakistan

NATIONAL TAX NUMBER CERTIFICATE

(Issued under section 20 of the Finance Act 1997)

National Tax Number (NTN) : 1234567890

Name : ABC DEF LIMITED
1234 Street, Lahore

Address : 123 Main Street, Lahore
District of Lahore, Punjab
Pakista

NTN Number : 1234567890

NTN Issuing Company Number : 1234567890

This Certificate shall be prominently displayed at a conspicuous place of the premises in which business or work for gain is carried on. It is also required to be indicated on the signboard where it is affixed.

Date: 15/12/2014





SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN
COMPANY REGISTRATION OFFICE

CERTIFICATE OF COMMENCEMENT OF BUSINESS

(Under Section 46(4) of the Companies Ordinance, 1984 (XXIV of 1984))

Company Registration No. 150120

15 APRIL 2008

Having duly taken into account the STATE LIFE AND FIRE INSURANCE

COMPANY LIMITED and was incorporated under the Companies Ordinance, 1984

(Section 46(4) of the Companies Ordinance, 1984) and which has filed a duly

verified declaration in the prescribed form that the conditions of clauses (C) and (D) of

sub-section (2) of section 46 of the said Ordinance have been complied with, it

is hereby certified that the said company is entitled to commence business.

and this certificate is valid only until the expiry of 12 months from the date

of issue of this certificate.

150120/



(SAGHIR AHMED HASEM)
JOINT REGISTRAR
SECP



SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN
COMPANY REGISTRATION OFFICE
KARACHI

CERTIFICATE OF INCORPORATION

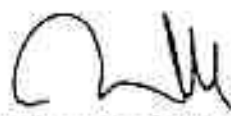
[Under section 32 of Companies Ordinance, 1984 (XLVII of 1984)]

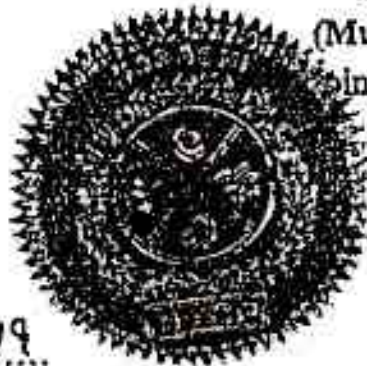
Company Registration No. 0064826

I hereby certify that ASIA CARE HEALTH AND LIFE INSURANCE COMPANY LIMITED is this day incorporated under the Companies Ordinance, 1984 (XLVII of 1984) and that the company is limited by Shares.

Given under my hand at Karachi this 19th day of March Two Thousand and Eight.

Fee Rs. 2,014,500/- (Two Million Fourteen Thousand Five Hundred Only)


(Muhammad Naeem Khan)
Joint Registrar of Companies
Karachi



Dy. No.Inc/JR-I/13619

Dated: 19-03-2008

Bid Evaluation Report

1. Name of Procuring Agency: Institute of Business Administration, Karachi
2. Tender Reference No: ME/08/13-14
3. Tender Description/Name of work/item: Provide, Supply, Fixing & Commissioning of IP Based Surveillance System at IBA Main Campus
4. Method of Procurement: Single Stage Single Envelope
5. Tender Published: February 13, 2014 on IBA, SPPRA web sites and leading newspaper Print & Electronic Media (SPPRA ID No. & News papers names with dates)
6. Total Bid documents Sold; 17 Companies have collected Tender Documents
7. Total Bids Received: 11
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: March 08, 2014

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 SCT (Pvt) Ltd	Rs.1,941,217.48	1 st Lowest Bidder	Rs.2,100,000.00	Accepted	quoted lowest rate
2.	M/s AM Technologies	Rs.2,051,595.00	2 nd	---		
3.	M/s S. K. Technologies	Rs.3,170,115.00	3 rd	---		
4.	M/s Vital International	Rs.3,574,350.00				
5.	M/s Tayabally Abdoolally & Co.	Rs.3,622,905.00				
6.	M/s Makkays	Rs.3,762,188.82				
7.	M/s Memon Associates Marketing	Rs.3,939,741.00				
8.	M/s Sybrid	Rs.5,818,262.58				
9.	M/s GCS (Pvt) Ltd	Rs.7,464,257.19				
10.	M/s Silicon Technologies	Option-I Rs.7,510,955.40 Option-II Rs.6,220,445.40				
11.	M/s Commtel	Rs.10,053,719.00				


Signatures of the Central Purchase Committee, Members


CHAIRPERSON

INSTITUTE OF BUSINESS ADMINISTRATION


Surgeon General
Project Accountant

IBA


MEMBER (EXTERNAL)
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
KARACHI

Dr. Naveed Farooq
Professor

IBA


MEMBER (EXTERNAL)
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
KARACHI

Haris
SPPRA Audit Division
HCS

Quoted Brand		M/s Silicon Technologies		M/s Commtel			
Rate (Rs.)	Amount (Rs.)	Quoted Brand	Rate (Rs.)	Amount (Rs.)	Quoted Brand	Rate (Rs.)	Amount (Rs.)
Rs43,000.00	Rs3,784,000.00	D-Link DCS-3710 (OPTION- I)	Rs35,000.00	Rs3,080,000.00	N/A	Rs44,608.00	Rs3,925,504.00
Rs57,000.00	Rs1,083,000.00	D-Link DCS-3716EP	Rs36,000.00	Rs684,000.00	NA	Rs485,253.00	Rs4,086,152.00
Rs706,510.00	Rs1,413,020.00	IBM X3300 M4	Rs706,510.00	Rs1,413,020.00	NA	Rs857,786.00	Rs1,715,572.00
Rs34,900.00	Rs139,600.00	Hater 32B50	Rs34,900.00	Rs139,600.00	NA	Rs81,633.00	Rs226,532.00
Rs6,419,620.00			Rs5,316,620.00			Rs8,592,921.30	
Rs1,091,335.40			Rs903,825.40			Rs1,460,796.17	
Rs7,510,955.40			Rs6,220,445.40			Rs10,053,719.00	



INSTITUTE OF TELECOMMUNICATIONS
CENTRE FOR RESEARCH AND INNOVATION
Sayed Jehanzeb
Pc Secy Accountant
IGSA



INSTITUTE OF TELECOMMUNICATIONS
CENTRE FOR RESEARCH AND INNOVATION
KARACHI
Dr. Inayat Ullah
Pc Secy
IGSA



INSTITUTE OF TELECOMMUNICATIONS
CENTRE FOR RESEARCH AND INNOVATION
KARACHI
Mr. Asim
Pc Secy
IGSA

M/s Tayahally Technologies		M/s Makkays		M/s Menon Associates, Marketing		M/s Sybrid		M/s GCS (Pvt) Ltd	
Quoted Brand	Rate (Rs.)	Quoted Brand	Rate (Rs.)	Quoted Brand	Rate (Rs.)	Quoted Brand	Rate (Rs.)	Quoted Brand	Rate (Rs.)
VideoLine USA Made in Korea FS-113	Rs21,500.00	Acti	Rs22,622.00	Tiandy	Rs19,700.00	Megapix W/Poe	Rs22,857.00	Ipxal IIPBH30IR	Rs56,581.00
VideoLine USA Made in Korea PN-120 A	Rs23,500.00	Acti	Rs22,622.00	Tiandy	Rs28,300.00	HIK Vision upgraded to 3MP	Rs18,900.00	Ipxal IIPBH30IR	Rs56,581.00
HP	Rs295,000.00	Intel	Rs227,786.00	Tiandy	Rs470,000.00	HP-2820 Work Station	Rs1,192,607.00	NVR Ipxal / INVR328-P	Rs89,070.00
Samsung	Rs42,000.00	Samsung	Rs84,855.00	NA	Rs39,000.00	Samsung	Rs54,286.00	Samsung	Rs36,850.00
	Rs3,096,500.00		Rs3,215,546.00		Rs3,367,300.00		Rs4,972,874.00		Rs6,379,707.00
	Rs526,405.00		Rs546,642.82		Rs572,441.00		Rs845,388.58		Rs1,084,550.19
	Rs3,622,905.00		Rs3,762,188.82		Rs3,939,741.00		Rs5,818,262.58		Rs7,464,257.19

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GENERIC PROJECT
INSTITUTE OF MANAGEMENT
Sugan, Jeenuge b
Project of Management
J.S.A

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Project of Management
J.S.A

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GENERIC PROJECT
INSTITUTE OF MANAGEMENT
Sugan, Jeenuge b
Project of Management
J.S.A

**Provide, Supply, Fixing & Commissioning of IP Based Surveillance System at IBA Main Campus
Comparative Statement (Comprehensive)**

S. #	Description	Qty	Brand	M/s SCT (Pvt) Ltd		M/s AM Technologies		M/s S. K. Technologies		M/s Vital International					
				Quoted Brand	Rate (Rs.)	Amount (Rs.)	Quoted Brand	Rate (Rs.)	Amount (Rs.)	Quoted Brand	Rate (Rs.)	Amount (Rs.)	Quoted Brand	Rate (Rs.)	Amount (Rs.)
1	IP Cameras 1.3 Mega Pixel	88 units	DLink, HIK Vision or Equivalent	HIK Vision	Rs9,724.86	Rs855,787.68	NA	Rs10,500.00	Rs924,000.00	DS-2CD2212-I	Rs18,000.00	Rs1,584,000.00	DAHUA (China) DH-IPC HFW3200S	Rs19,500.00	Rs1,716,000.00
2	IP Cameras 2 Mega Pixel	19 units	DLink, HIK Vision or Equivalent	HIK Vision upgraded to 3MP	Rs12,072.24	Rs229,372.56	NA	Rs12,500.00	Rs237,500.00	DS-2CD2232-I	Rs21,500.00	Rs408,500.00	DAHUA (China) DH-IPC HFW3300C 3MP 3.3-12mm Varifocal lens	Rs35,000.00	Rs665,000.00
3	Server	2 units	HP, Compaq, Dell or Equivalent	IBM Upgraded to E5 Processor	Rs219,000.00	Rs438,000.00	NA	Rs200,000.00	Rs400,000.00	DELL	Rs215,000.00	Rs430,000.00	NVR 7464 Built-In 16TB Each	Rs245,000.00	Rs490,000.00
4	LED - 32 inch	4 units	Samsung or Equivalent	Samsung	Rs34,000.00	Rs136,000.00	NA	Rs48,000.00	Rs192,000.00	Samsung + Testing & Commissioning Charges	Rs45,000 + Rs1,000	Rs180,000 + Rs1,07,000	Samsung	Rs46,000.00	Rs184,000.00
Total					Rs1,659,160.24	Rs1,753,500.00		Rs1,753,500.00	Rs2,709,500.00		Rs2,709,500.00	Rs3,055,000.00		Rs3,055,000.00	
17% GST					Rs282,057.24	Rs298,095.00		Rs298,095.00	Rs460,615.00		Rs460,615.00	Rs519,350.00		Rs519,350.00	
Total Amount					Rs1,941,217.48	Rs2,051,595.00		Rs2,051,595.00	Rs3,170,115.00		Rs3,170,115.00	Rs3,574,350.00		Rs3,574,350.00	

[Signature]
 CHAIRPERSON
 COMMITTEE
 INSTITUTIONAL ADMINISTRATION
 Dr. Venk. Tejwari
 Project Accounts
 IBSA

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 CHAIRPERSON
 COMMITTEE
 INSTITUTIONAL ADMINISTRATION
 Dr. Venk. Tejwari
 Project Accounts
 IBSA

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 CHAIRPERSON
 COMMITTEE
 INSTITUTIONAL ADMINISTRATION
 Dr. Venk. Tejwari
 Project Accounts
 IBSA

Bid Evaluation Report


1. Name of Procuring Agency: Institute of Business Administration, Karachi
2. Tender Reference No: MISC/20/13-14
3. Tender Description/Name of work/item: Outsource Health Coverage Insurance
4. Method of Procurement: Single Stage Two Envelope
5. Tender Published: Newspaper "Jang", "Dawn" & "Aas" on February 13, 2014, IBA & SPPRA websites
Print & Electronic Media (SPPRA ID No. & News papers names with dates)
6. Total Bid documents Sold; 09 companies have collected Tender Documents
7. Total Bids Received: 04 companies
8. Technical Bid Opening date: (if applicable) March 17, 2014 (Provide details in separate form)
9. No. of Bid technically qualified (if applicable): 03 Bids Technically qualified
10. Bid(s) Rejected: 01
11. Financial Bid Opening date: March 25, 2014

12. Bid Evaluation Report:

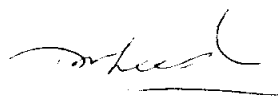
S No	Name of Firm or Bidder	Cost offered by the Bidder	Ranking in terms of cost	Comparison with Estimated cost	Reasons for acceptance/rejection	Remarks
0	1	2	3	4	5	6
1.	M/s Asia Care	Option-I Rs.9,648,148.00 Option-II Rs.9,201,825.00	Lowest bidder	---	Accepted due to technical qualification and quoted lowest cost	Technically evaluated 82.91%
2.	M/s Jubilee Life Insurance Co. Ltd	Option-I Rs.12,712,762.00 Option-II Rs.11,949,391,00	Highest bidder	---		Technically evaluated 89.37%
3.	M/s Pak Qatar Family Takaful Ltd	Option-I Rs.14,586,865.00 Option-II Rs.14,258,167.00	Highest bidder	---		Technically evaluated 81.87%
7.	M/s Adamjee Insurance		Sealed Financial envelope returned due to technically non-qualified			Technically evaluated 42.9%

Note : Minimum eligible percentage for technical qualification was 75%

Signatures of the Members of the Committee


MEMBER
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
KARACHI

Syed Jehanzeb
Project Accountant
IBA


MEMBER
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
KARACHI

Dr. Naveed Tahir
Registrar
IBA


MEMBER
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
KARACHI

Hameed
P.P.R. Officer
IBA

Comparative Statement for Outsource Health Coverage Insurance

Tender # MISC/20/13-14

IBA Requirement						M/s Asia Care	M/s Jubilee Life Insurance Company Ltd	M/s Pak Qatar Family Takaful Ltd
Annual Charges Entitlement Limits								
OPTION # 1								
Plans	Plan A	Plan B	Plan C	Plan D	Plan E			
Room Entitlement	Executive/VIP	6,000	6,000	4,000	2,000			
Health Coverage*	400,000	300,000	250,000	200,000	150,000			
Corporate IPD & Maternity Pool	1,000,000							
Maternity (Normal)	50,000	40,000	35,000	30,000	25,000			
Caesarian	70,000	55,000	50,000	40,000	30,000			
* Per beneficiary health coverage limit								
OPTION # 1								
Premium Should be quoted as follows for each option separately:								
Description						Premium (RS)	Premium (RS)	Premium (RS)
Hospitalization Premium						Rs. 7,496,907.00	Rs. 11,898,736.00	Rs. 9,927,737.00
Maternity Premium						Rs. 1,149,222.00	Rs. 814,026.00	Rs. 2,034,128.00
TOTAL PREMIUM						Rs. 8,646,129.00	Rs. 12,712,762.00	Rs. 11,961,865.00
Corporate IPD & Maternity Pool Benefit (ASO Basis) Rs. 1,000,000.00								ASO POOL: Over Age Members (70 & Above) : Rs. 2,625,000.00
Additional fee i.e. Admin/FIF/FED/Taxes etc						Rs. 2,020.00	N/A	N/A
GROSS PREMIUM per Year						Rs. 9,648,149.00	Rs. 12,712,762.00	Rs. 14,586,865.00
OPTION # 2								
Plans	Plan A	Plan B	Plan D	Plan E				
Room Entitlement	Executive/VIP	6,000	4,000	2,000				
Health Coverage*	400,000	300,000	200,000	150,000				
Corporate IPD & Maternity Pool								
Maternity (Normal)	50,000	40,000	35,000	25,000				
Caesarian	70,000	55,000	45,000	35,000				
* Per beneficiary health coverage limit								
OPTION # 2								
Premium Should be quoted as follows for each option separately:								
Description						Premium (RS)	Premium (RS)	Premium (RS)
Hospitalization Premium						Rs. 7,992,956.00	Rs. 11,104,424.00	Rs. 9,584,635.00
Maternity Premium						Rs. 1,206,849.00	Rs. 844,967.00	Rs. 2,048,532.00
TOTAL PREMIUM						Rs. 9,199,805.00	Rs. 11,949,391.00	Rs. 11,633,167.00
Additional fee i.e. Admin/FIF/FED/Taxes etc						Rs. 2,020.00	N/A	N/A
GROSS PREMIUM						Rs. 9,201,825.00	Rs. 11,949,391.00	Rs. 14,258,167.00
A. Health Insurance								
S#	Employees	Emp. Strength	Options			Unit Charges * Per head	Unit Charges * Per head	Unit Charges * Per head
1	Full Time Employees	411	Option - I	Option - II	Over time	Over time	Over time	Total Charges
2	Dependents (including spouse, children & Total	1418	Rs. 3,203.71	Rs. 1,307,114.00	Rs. 6,951.00	Rs. 6,951.00	Rs. 2,856,861.00	
			Rs. 3,347.85	Rs. 1,365,921.00	Rs. 6,533.00	Rs. 6,533.00	Rs. 2,685,063.00	
			Rs. 5,283.51	Rs. 7,492,013.00	Rs. 6,951.00	Rs. 6,951.00	Rs. 9,856,518.00	
			Rs. 5,537.56	Rs. 7,852,298.00	Rs. 6,533.00	Rs. 6,533.00	Rs. 9,263,794.00	

Apply for details
Pak Qatar Family Takaful Ltd
HE'S

Dr. Noor Tahir
Director, IBA

Special Services
Project Allocation IBA

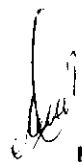
Bid Evaluation Report

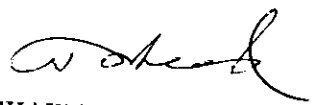
1. Name of Procuring Agency: Institute of Business Administration, Karachi
2. Tender Reference No: ME/08/13-14
3. Tender Description/Name of work/item: Provide, Supply, Fixing & Commissioning of IP Based Surveillance System at IBA Main Campus
4. Method of Procurement: Single Stage Single Envelope
5. Tender Published: February 13, 2014 on IBA, SPPRA web sites and leading newspaper Print & Electronic Media (SPPRA ID No. & News papers names with dates)
6. Total Bid documents Sold; 17 Companies have collected Tender Documents
7. Total Bids Received: 11
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: March 08, 2014


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 SCT (Pvt) Ltd	Rs.1,941,217.48	1 st Lowest Bidder	Rs.2,100,000.00	Accepted	quoted lowest rate
2.	M/s AM Technologies	Rs.2,051,595.00	2 nd	---		
3.	M/s S. K. Technologies	Rs.3,170,115.00	3 rd	---		
4.	M/s Vital International	Rs.3,574,350.00				
5.	M/s Tayabally Abdoolally & Co.	Rs.3,622,905.00				
6.	M/s Makkays	Rs.3,762,188.82				
7.	M/s Meimon Associates Marketing	Rs.3,939,741.00				
8.	M/s Sybrid	Rs.5,818,262.58				
9.	M/s GCS (Pvt) Ltd	Rs.7,464,257.19				
10.	M/s Silicon Technologies	Option-I Rs.7,510,955.40 Option-II Rs.6,220,445.40				
11.	M/s Commtel	Rs.10,053,719.00				

Signatures of the Central Purchase Committee, Members


MEMBER
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
KARACHI


CHAIRPERSON
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
KARACHI


MEMBER (EXTERNAL)
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
KARACHI

Syed Jehangeh
Project Accountant
IBA

Dr. Nasir Tahir
Project
IBA

Haris Qureshi
HLS,
Karachi University

**Provide, Supply, Fixing & Commissioning of IP Based Surveillance System at IBA Main Campus
Comparative Statement (Comprehensive)**

S. #	Description	Qty	Brand	Quoted Brand	M/S S.C.T (Pvt) Ltd		M/S AVT Technologies		M/S S. K. Technologies		M/S Viral International					
					Rate (Rs.)	Amount (Rs.)	Rate (Rs.)	Amount (Rs.)	Quoted Brand	Rate (Rs.)	Amount (Rs.)	Quoted Brand	Rate (Rs.)	Amount (Rs.)		
1	IP Cameras 1.3 Mega Pixel	88 units	Deltek, Hik Vision or Equivalent	Hik Vision	Rs9,724.86	Rs855,787.68	NA	Rs10,500.00	Rs924,000.00	DS-2C1D2212-1	Rs18,000.00	Rs1,584,000.00	DAHUA (China) DH-IPC HW3200S	Rs19,500.00	Rs1,716,000.00	
2	IP Cameras 2 Mega Pixel	19 units	Deltek, Hik Vision or Equivalent	Hik Vision upgraded to 3MP	Rs12,072.24	Rs229,372.56	NA	Rs12,500.00	Rs237,500.00	DS-2C1D2232-1	Rs21,500.00	Rs408,500.00	DAHUA (China) DH-IPC HW3300C 3.3-12mm Varifocal lens	Rs35,000.00	Rs665,000.00	
3	Server	2 units	HP, Compaq, Dell or Equivalent	IBM Upgraded to I3 Processor	Rs219,000.00	Rs438,000.00	NA	Rs200,000.00	Rs400,000.00	Dell	Rs215,000.00	Rs430,000.00	NVR 7464 Built-in 16TB Each	Rs45,000.00	Rs490,000.00	
4	LHD 32 inch	4 units	Samsung or Equivalent	Samsung	Rs34,000.00	Rs136,000.00	NA	Rs48,000.00	Rs192,000.00	Samsung Testing & Commissioning Charges	Rs45,000 - Rs1,000	Rs180,000 - Rs107,000	Samsung	Rs46,000.00	Rs184,000.00	
Total					Rs1,659,160.24		Rs1,753,500.00		Rs2,709,500.00		Rs3,055,000.00		Rs3,574,350.00			
17% GST					Rs282,057.21		Rs298,095.00		Rs460,615.00		Rs519,350.00		Rs519,350.00			
Total Amount					Rs1,941,217.48		Rs2,051,595.00		Rs3,170,115.00		Rs3,574,350.00		Rs3,574,350.00			

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MEMBER
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BANKING ADMINISTRATION
KARACHI

Special Tehkzeels
Project Accounts
IBA

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CHAIRPERSON
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BANKING ADMINISTRATION
KARACHI

Dr. Naima Rehman
Director
IBA

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MEMBER
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BANKING ADMINISTRATION
KARACHI

Mr. Ghouse
H.C.S.
Karachi University

M/s. Tevabali Technologies			M/s. Maklax			M/s. Memon Associates Marketing			M/s. Sybrid			M/s. GCS (Pvt) Ltd		
Quoted Brand	Rate (Rs.)	Amount (Rs.)	Quoted Brand	Rate (Rs.)	Amount (Rs.)	Quoted Brand	Rate (Rs.)	Amount (Rs.)	Quoted Brand	Rate (Rs.)	Amount (Rs.)	Quoted Brand	Rate (Rs.)	Amount (Rs.)
Vidcoline USA Made in Korea PS-113	Rs21,500.00	Rs1,892,000.00	Acti	Rs22,622.00	Rs1,990,736.00	Tiandy	Rs19,700.00	Rs1,733,600.00	Megapix W/Pos	Rs22,857.00	Rs2,011,416.00	Ipisal HP181301R	Rs56,581.00	Rs4,979,128.00
Vidcoline USA Made in Korea PN-120 A	Rs23,500.00	Rs446,500.00	Acti	Rs22,622.00	Rs429,818.00	Tiandy	Rs38,500.00	Rs337,700.00	HPK Vision upgraded to 3MP	Rs18,900.00	Rs359,100.00	Ipisal HP181301R	Rs56,581.00	Rs1,075,039.00
HP	Rs295,000.00	Rs590,000.00	Intel	Rs227,786.00	Rs455,572.00	Tiandy	Rs470,000.00	Rs940,000.00	HP-2820 Work Station	Rs1,192,607.00	Rs2,385,214.00	Ipisal NVR /IN VR328-P	Rs89,070.00	Rs178,140.00
Samsung	Rs42,000.00	Rs168,000.00	Samsung	Rs84,855.00	Rs339,420.00	NA	Rs39,000.00	Rs156,000.00	Samsung	Rs54,286.00	Rs217,144.00	Samsung	Rs36,850.00	Rs147,400.00
	Rs3,096,500.00			Rs3,215,546.00			Rs3,367,300.00			Rs4,972,874.00			Rs6,379,707.00	
	Rs526,405.00			Rs546,642.82			Rs372,441.00			Rs845,388.58			Rs1,084,550.19	
	Rs3,622,905.00			Rs3,762,188.82			Rs3,939,741.00			Rs5,818,262.58			Rs7,464,257.19	

MEMBER
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
KARACHI

Signature
Project Accountant
Date

MEMBER
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
KARACHI

Signature
Project Accountant
Date

MEMBER
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
KARACHI

Signature
Project Accountant
Date

Vias Silicon Technologies					Vias Commnet				
Quoted Brand	Rate (Rs.)	Amount (Rs.)	Quoted Brand	Rate (Rs.)	Amount (Rs.)	Quoted Brand	Rate (Rs.)	Amount (Rs.)	
D-link DCS-5710 (OPTION-1)	Rs43,000.00	Rs3,784,000.00	D-link DCS-6113 (OPTION-II)	Rs35,000.00	Rs3,080,000.00	NA	Rs44,608.00	Rs3,925,504.00	
D-link DCS-3716EP	Rs57,000.00	Rs1,083,000.00	D-link DCS-7110	Rs36,000.00	Rs684,000.00	NA	Rs485,253.00	Rs4,086,152.00	
IBM X3300 M4	Rs706,510.00	Rs1,413,020.00	IBM X3300 M4	Rs706,510.00	Rs1,413,020.00	NA	Rs857,786.00	Rs1,715,572.00	
Haber 32B50	Rs34,900.00	Rs1,39,600.00	Haber 32B50	Rs34,900.00	Rs1,39,600.00	NA	Rs81,633.00	Rs326,532.00	
		Rs6,419,620.00			Rs5,316,620.00			Rs8,592,921.30	
		Rs1,091,335.40			Rs903,825.40			Rs1,460,796.17	
		Rs7,510,955.40			Rs6,220,445.40			Rs10,053,719.00	

MEMBER
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
MANGALURU

[Signature]
Sayed Saqib
Sayed Saqib
TISA

MEMBER
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
MANGALURU

[Signature]
Dr. Naveen Thomas
Dr. Naveen Thomas
TISA

MEMBER
CENTRAL PURCHASE COMMITTEE
INSTITUTE OF BUSINESS ADMINISTRATION
MANGALURU

[Signature]
Harish Kurish
Harish Kurish
TISA

Bid Evaluation Report

1. Name of Procuring Agency: Institute of Business Administration, Karachi
2. Tender Reference No: MISC/19/13-14
3. Tender Description/Name of work/item: Provide, Supply & Fixing / Installation of Venetian Blinds in New Girls' Hostels
4. Method of Procurement: Single Stage Single Envelope
5. Tender Published: February 13, 2014 on IBA website & SPPRA web site
Print & Electronic Media (SPPRA ID No. & News papers names with dates)
6. Total Bid documents Sold; 07 Companies have collected Tender Documents
7. Total Bids Received: 07
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: March 11, 2014

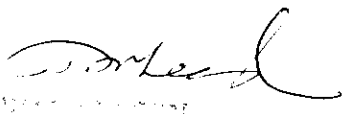
12. Bid Evaluation Report:

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 Al-Waqad Enterprises	Rs.105,914.25	Lowest bidder	Rs.120,000.00	Accepted due to lowest bid	
2.	M/s Jummani Enterprises	Rs.108,032.54	2 nd Lowest bidder	---		
3.	M/s K & B Enterprises	Rs.126,927.64	3 rd Lowest bidder	---		
4.	M/s Health Care Supplies	Rs.137,970.96		---		
5.	M/s Al-Madina Enterprises	Rs.,151,104.33		---		
6.	M/s M. Ebrahim Khan & Co.	Rs.166,638.42		---		
7.	M/s Paramount Interiors	Rs.190,645.65		---		

Signatures of the Central Purchase Committee, Members



Syed Jehangzeb
Project Accountant
IBA



Dr. Nary Tauheed
Professor
IBA

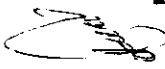


Harris Qureshi
Audit Director
IES

Comparative Statement Venetian Blinds for Girls Hostel

S. No.	Description	Qty	1		2		3		4	
			Rate	Amount	Rate	Amount	Rate	Amount	Rate	Amount
1	Venetian Blinds for New Girls' Hostel	1207	Rs75.00	Rs90,525.00	Rs76.50	Rs92,335.50	Rs89.88	Rs108,485.16	Rs97.70	Rs117,923.90
	Total		Rs90,525.00		Rs92,335.50		Rs108,485.16		Rs117,923.90	
	17% GST		Rs15,389.25		Rs15,697.04		Rs18,442.48		Rs20,047.06	
	Total Amount		Rs105,914.25		Rs108,032.54		Rs126,927.64		Rs137,970.96	

S. No.	Description	5		6		7	
		Rate	Amount	Rate	Amount	Rate	Amount
1	M/s Al-Madina Enterprises	Rs107.00	Rs129,149.00	Rs135.00	Rs162,945.00	Rs118.00	Rs142,426.00
			Rs129,149.00		Rs162,945.00		Rs142,426.00
		Rs21,955.33		Rs27,700.65		Rs24,212.42	
		Rs151,104.33		Rs190,645.65		Rs166,638.42	


MEMBER
 CENTRAL PURCHASE COMMITTEE
 INSTITUTE OF BUSINESS ADMINISTRATION
 KARACHI

Syed Saad Saad
 Project Manager
 IBA


CHAIRPERSON
 CENTRAL PURCHASE COMMITTEE
 INSTITUTE OF BUSINESS ADMINISTRATION
 KARACHI

Dr. Naveed Toukeed
 Project Manager
 IBA


MEMBER (EXTERNAL)
 CENTRAL PURCHASE COMMITTEE
 INSTITUTE OF BUSINESS ADMINISTRATION
 KARACHI

Harris Qureshi
 Accountant
 IBA