

## Bid Evaluation Report

1. Name of Procuring Agency: Institute Of Business Administration, Karachi  
 2. Tender Reference No: IT/95/2015-16  
 3. Tender Description/Name of work/item: Procurement of Batteries.  
 4. Method of Procurement: Single Stage Single Envelop  
 5. Tender Published: SPPRA 01-12-2015 SPPRA-S.No: 25804/2015  
 6. Total Bid documents sold; (Available on website)  
 7. Total Bids Received: 02  
 8. Technical Bid Opening date: (if applicable) 01-12-2015  
 9. No. of Bid technically qualified (if applicable): 01  
 10. Bid(s) Rejected: 01  
 11. Financial Bid Opening date: 01-12-2015

### 12. Bid Evaluation Report:

<i>S No</i>	<i>Name of Firm or Bidder</i>	<i>Cost offered by the Bidder Unit Price</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 Silicon Technologies	PKR 1,333,800/-	1 <sup>st</sup>	Open Market	Lowest & Most Evaluated Bidder	Recommended for award the contract
2	M/s. CMC	PKR 1,112,108/-	-----	-----	Technically Disqualified	Disqualified

**Recommendations:** - The offered amount of **Rs. 1,333,800/- (C&F)** by **M/s. Silicon Technologies** has been recommended by the Procurement Committee to award the work on the basis of their technical qualifying and reasonable price bid.

**Remarks:** - The two bidders M/s CMC and M/s Silicon Technologies quoted three brands. For two brands other than Vision which was the recommended requirement for Emerson UPS, clarification was requested from the bidders on the compatibility of the Batteries other than Vision Brand with the Emerson UPS. No response was received from the bidders for queries on other Brands. For further clarification, we requested input from Principle M/s Emerson, they recommended Vision Batteries with their UPS. Based on the observation Long Way and Scared Sun Brands are rejected.

**IBA (Internal Member)**

Mr. Syed Jehanzeb

Assistant Manager

**IBA (Internal Member)**

Dr. Nasir Touheed

Professor

**IBA (External Member)**

Mr. Haris Quershi

HEJ Karachi University

**Technical & Financial Evaluation of Maintenance free UPS Batteries**

IT/ 95/2015-16

Specification of UPS Batteries			Technical Evaluation		
S.No	Description	Specification	CMC (PVT)LTD.	Silicon Technologies	
				Option 1	Option 2
1	Technology	VRLA	Yes	Yes	Yes
2	Type	Dry, Maintenance	Yes	Yes	Yes
3	Volt	12	Yes	Yes	Yes
4	Capacity	45AH, 65AH, 150AH,	Yes	Yes	Yes
5	Use	Emerson UPS	Yes	Yes	Yes
6	Charging time	4 to 6 hours	Yes	Yes	Yes
7	Manufacturing	China with the supervision of	Yes	Yes	Yes
8	Design life	At least Five years	Yes	Yes	Yes
9	Replacement warranty	Three years	Yes	Yes	Yes
10	Operating Temperature	20 – 40 Degree Centigrade	Yes	Yes	Yes
11	Brand	Vision or Equivalent	<b>Long Way</b>	<b>Vision</b>	<b>Sacred Sun</b>
12	Emerson Recommendation		No	Yes	No
			Rejected as per the recommendation of Principal / Emerson	Approved	Rejected as per the recommendation of Principal / Emerson

Financial Evaluation					
S.No.	Rating	Qty	Long Way	Vision	Sacred Sun
1	12V-45 AH	81	10,829	13,000	11,500
2	12V-65 AH	2	18,779	20,400	19,000
3	12V-75AH	3	19,513	25,000	25,000
4	12V-150AH	1	39,710	45,000	42,000
5	12V-180AH	2	49,943	60,000	60,000
<b>Prices excluding all Taxes.</b>			<b>1,112,108</b>	<b>1,333,800</b>	<b>1,206,500</b>

Rejected                      Approved                      Rejected

**Remarks:-** The two bidders M/s CMC and M/s Silicon Technologies quoted three brands. For two brands other than Vision which was the recommended requirement for Emerson UPS, clarification was requested from the bidders on the compatibility of the Batteries other than Vision Brand with the Emerson UPS. No response was received from the bidders for queries on other Brands. For further clarification, we requested input from Principle M/s Emerson, they recommended Vision Batteries with their UPS. Based on the observation Long Way and Scared Sun Brands are rejected.

*Chairperson*  
**CHAIRPERSON**  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KANAKPURI

*Member*  
**MEMBER**  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KANAKPURI

*Member*  
**MEMBER**  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KANAKPURI

SPPRA NIT No:-

25804/2015

Open Competitive Bidding  
(National) (Single Stage

Method and procedure of procurement:-

Single Envelope)

Description of Work:-

Procurement of Dry  
Maintenance Free UPS  
Batteries (IT/95/2015-16)

**Bidders Eligibility Qualification Report**

Eligibility Qualification Criteria

S.No.	Eligibility Qualification Criteria	Bidder's Name M/s CMC.	Bidder's Name M/s Silicon Technologies.
1	Registration with PEC(if applicable)	-	-
2	NTN	Yes	Yes
3	Sales Tax Registration	Yes	Yes
4	Professional Tax	Yes	Yes
5	Registration with sindh Revenue Board(SRB	-	-
	<b>Qualification Criteria</b>		
6	Minimum three year experience of relevant filed	Yes	Yes
7	Required Bid Security is attached	Yes	Yes
8	Turnover of at least last three years	Yes	Yes
9	Bid is signed, named & stamped by authorized person of the firm along with authorization letter	Yes	Yes
10	Any other factor deemed to be relevant by procuring agency subject to provision of Rule-44	-	-
	Qualified/ Disqualified	Qualified	Qualified

**Note:-** The procurement agency may modify the criteria as per their requirement.

Chairman Purchase  
Committee  
IBA Karachi

NIT NO (Tender #): IT-95-15-16 (Batteries)

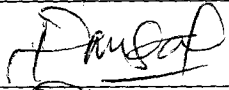
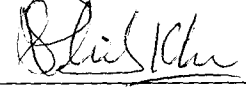
SPPRA: 25804/2015

**Method and procedure of procurement: National Competitive Bidding (Single Stage – One Envelope)**

**MINUTES OF BID OPENING MEETING**

A meeting of the procurement committee of this department was held on 01-12-2015 for opening the bids received in respect of subject NIT till the deadlines of submission. The meeting was attended by all/ following members of the procurement committee and the representative of bidders.

The following bidders submitted their bids till the deadline of submission:

S.#	Name of Company	Name Person	Contact #	Signature
1	CMC	Faisal Rafiq	0300-8230575	
2	Silicon	Shoaib Khan	0321-8785346	
3				
4				
5				

10:45 AM

10:50

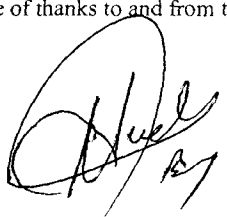
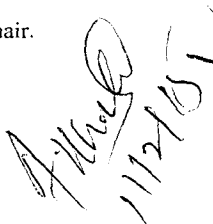

The bids were opened at 11:30AM in the presence of the above mentioned participants and the rates quoted by bidders were read aloud and encircled by Chairman of the Procurement Committee. All the members of the procurement committee signed financial proposal/ bids. The bids do not contain any over-writing or cutting. (Also mention cuttings or over writing if any).

Following is the details of bids announced:

S. No.	Name of Bidder	Offered Price	Amount of Bid Security	Pay Order No./ Date
1	Silicon Technologies	A-1333800/- B-1206500/-	Rs 75000/-	8759755/29/12/15 UR2
2	CMC Marketing	Rs 1112108/-	Rs: 80000/-	573696/29/12/15 Bank: Al Habib
3				
4				
5				

The committee shall examine all the bids as per the Qualification/ eligibility criteria provided in the bidding documents, arithmetical checks and verify the documents and bid security submitted by the bidders.

The meeting ended with the note of thanks to and from the chair.

# **ST SILICON TECHNOLOGIES**

Making Connectivity Easier...

Head Office: 77-E, Block - 2, P.E.C.H.S. Ghazali Road, Karachi, Pakistan, Ph: (9221) 34548103-4 Fax: (9221) 34535382 Email: info@silicon.net.pk  
Lahore : 9, 4th Floor, Hafeez Centre, Main Boulevard, Gulberg III, Ph: (042) 35760936, 35760940 Fax: (042) 35761989 Email: saleslhr@silicon.net.pk  
Islamabad: 6, 2nd Floor, United Plaza, Fazal-e-Haq Road, Blue Area, Ph: (051) 2802101-03 Fax: (051) 2278995 Email: salesisb@silicon.net.pk  
Peshawar : 306, 3rd Floor, Gul Haji Plaza, University Road, Ph: (091) 5843057-58 Fax: (091) 5843059 Email: salespes@silicon.net.pk  
Techno City Mall: FA-11/12, 1st Floor, Hasrat Mohani Road, Karachi-74200, Tel : 021-32276995-96 E-mail: info@silicon.net.pk  
www.silicon.net.pk

ST Ref #: IBA/0181/12/SB  
GST # 12-00-8500-278-64

December 01, 2015  
NTN # 0904623-2

INSTITUTE OF BUSINESS ADMINISTRATION  
IBA Main Campus, University Road,  
Karachi

Tel: 021-111-422-422 Ext 2107

Tender # IT / 95 / 2015-16

Attn. Manager Procurement ICT

## **Proposal for Procurement of Dry, Maintenance free UPS Batteries**

Dear Sir,

Reference to your tender documents on the subject, we are pleased to enclose our proposal accordingly and are confident that you will find it in full conformity with your requirements.

However, you may wish to further discuss the specifications and special features of the equipment offered to you, please feel free to contact us in this regard.

We look forward to provide you the equipment of your choice, we remain.

Sincerely,  
*Silicon Technologies.*



Shoaib Khan  
Account Manager (Corporate)  
0321-8755346  
shoaib.khan@silicon.net.pk



Syed Sadaf Hashmi  
Sales Manager  
0321-2558544  
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# ST SILICON TECHNOLOGIES

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 www.silicon.net.pk

## PROPOSAL FOR INSTITUTE OF BUSINESS ADMINISTRATION

### OPTION-I (BRAND: VISION BATTERY)

S.No.	Item Description	Qty	Unit Price In PKR (C&F)	Total Price In PKR (C&F)
1	Vision 12V - 45 AH Battery	81	13,000	1,053,000
2	Vision 12V - 65 AH Battery	2	20,400	40,800
3	Vision 12V - 75 AH Battery	3	25,000	75,000
4	Vision 12V - 150 AH Battery	1	45,000	45,000
5	Vision 12V - 180 AH Battery	2	60,000	120,000
<b>Grand Total</b>				<b>1,333,800</b>

Asjad  
11/14/15

*(Signature)*

*(Signature)*

### OPTION-II (BRAND: SACRED SUN BATTERY)

S.No.	Item Description	Qty	Unit Price in PKR (C&F)	Total Price in PKR (C&F)
1	Sacred Sun 12V - 42 AH Battery	81	11,500	931,500
2	Sacred Sun 12V - 65 AH Battery	2	19,000	38,000
3	Sacred Sun 12V - 80 AH Battery	3	25,000	75,000
4	Sacred Sun 12V - 150 AH Battery	1	42,000	42,000
5	Sacred Sun 12V - 180 AH Battery	2	60,000	120,000
<b>Grand Total</b>				<b>1,206,500</b>

Asjad

*(Signature)*

*(Signature)*

# **ST SILICON TECHNOLOGIES**

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## **TERMS & CONDITION:**

**Availability:** 10-12 Weeks After Confirm Order  
**Validity:** 90-Days. However prices mentioned in this quotation, are for your consumption only. These prices are based on current Import Policy, Custom Duty, Sales Tax Structure, Local Tax as levied by Government of Pakistan or any provincial government / body, exchange parity remained unchanged and any price change(s) as announced by the manufacturer/supplier. Any deviation will be on buyer's account.  
**Warranty:** 3-Years  
**I. Tax Deduction:** Exempted as per SRO # 97(1)/2002 read with Circular No. 05 of 2002  
**Payment Term:** As Per Tender Documents  
**Earnest Money:** Cheque No. 8759755 for Rs. 75,000/- Payable at any UBL Branch in Pakistan



Shoaib Khan  
Account Manager (Corporate)  
0321-8755346  
shoaib.khan@silicon.net.pk



Syed Sadaf Hashmi  
Sales Manager  
0321-2558544  
sadaf.hashmi@silicon.net.pk

**Mandatory Criteria:**

**Only those vendors can apply in this tender who fulfill the mandatory criteria:**

1. Local/Global Affiliation with Manufacturer - in Pakistan.
2. Bidder must be registered with the Sales Tax & Income Tax department.
3. Bid must be accompanied by Manufacturer's authorization letter from principal.
4. Bidder must have its own maintenance & support team in Karachi.
5. Backup Inventory maintained by company at least those items mention in BOQ.
6. Delivery time within Eight weeks from the date of LOA.

**Bid Evaluation Criteria:**

7. The bids will be evaluated on the basis of lowest items rate keeping in view our required configuration and also fulfill mandatory criteria only.

**Eligibility Criteria**

S. No.	Requisite	*Evidence required to be attached	Compliance / Proof	
			Yes	No
1	Minimum 03 Years in business in the relevant field	Letter of Incorporation / Company Registration Letter / Letter or Declaration of Commencement of Business / NTN.	Yes	No
2	Turn Over in last 3 Years	Audit Report / Tax Return	Yes	No
3	Registration with Income Tax and Sales Tax	NTN & GST Certificates	Yes	No
4	Offices in minimum 03 major cities. office in Karachi is mandatory	Complete address along with PTCL landline numbers	Yes	No
4	The offered product must have been supplied / installed by the manufacturer in 03 countries including Pakistan	Certificates from Manufacturer	Yes	No
5	Company must provide a valid Manufacturer Authorization Certificate for Sale/Deal in Pakistan	Manufacturer Authorization Certificate	Yes	No
<i>Qualified / Disqualified</i>				





Price Sheet

1	2	3	4	5	6	7	8	9	10	11
S No	Description	Qty	Brand Name	Country of Origin	Unit Price Pak Rs. (Includin Margin)	Income Tax on Import	Custom Duty at the time of import /unit	Sales Tax input at the time of import / unit	Freight and other Expenses / unit	Total Final price 3 x (6+10)
1	Longway 6FM45 (12V-45AH)	81	LONG WAY	CHINA	10.829	IBA will PAY	IBA will PAY	IBA will PAY	Included in Price	877.149
2	Longway 6FM75 (12V-75AH)	3	LONG WAY	CHINA	18.779	IBA will PAY	IBA will PAY	IBA will PAY	Included in Price	56.337
3	Longway 6FM65 (12V-65AH)	2	LONG WAY	CHINA	19.513	IBA will PAY	IBA will PAY	IBA will PAY	Included in Price	39.026
4	Longway 6FM150 (12V-150AH)	1	LONG WAY	CHINA	39.710	IBA will PAY	IBA will PAY	IBA will PAY	Included in Price	39.710
5	Longway 6FM180 (12V-180AH)	2	LONG WAY	CHINA	49.943	IBA will PAY	IBA will PAY	IBA will PAY	Included in Price	99.886
	price of the services (free of Cost)									1,112,108
	price of Extended Warranty of batteries after warranty time									

*Faisal Raza*



*Faisal Raza*

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