



**Sindh Land Management &  
Development Company Limited**

No. GM (Tech)/SLM&DC/12-362/2011  
Dated 16<sup>th</sup> December, 2011

To,

**The Director (CB),**  
Sindh Public Procurement Regulatory Authority,  
Karachi, Sindh

SUBJECT: **SUPPLY OF LOCAL AREA NETWORKING EQUIPMENT, INSTALLATION AND COMMISSIONING AT SLMDCL OFFICE AT D-47, CLIFTON, KARACHI.**

Please refer to your letter No. Dir(CB)/SSPPRA/3-1(SLM&DC)/11-12/2467 dated: 15 Dec-11

Our replies are mentioned below;

1. The Comparative statement mentions that 7 bidders acquired the bid documents for pre-sale review, two purchased the bid documents but only one submitted the bid finally.
2. With only one received bid, we have been able to negotiate further discounts from Global Tech and the final contract amount is 3,385,000.00 for base bid + optional items. Please note that PKR 3,309,000.00 excluding taxes was the estimate before tendering as shown in 7&8 of the CEF.
3. There is a typographical mistake in para 14, and the bidder's name should be read as M/s Global Tech. The said amount has been re-negotiated to PKR 3,385,000.00 after the said minutes was issued.

§ The minutes are submitted again with amendments. Hope the above clarifications are acceptable and please feel free to contact us for more queries.

**General Manager (Tech)**  
Sindh Land Management & Development  
Company Limited

GENERAL INWARD  
NO. 3-7249  
Date: 17/12  
Regulatory Authority, Govt. of Sindh



**Sindh Land Management &  
Development Company Ltd**

No. GM/SLM&DC/12-363 /2011

Dated 16 December, 2011

The Director (CB)


Sindh Public Procurement Regulatory Authority  
Karachi, Sindh

SUBJECT: SUPPLY OF LOCAL AREA NETWORKING EQUIPMENT, INSTALLATION AND COMMISSIONING AT  
SLMDCL OFFICE AT D-47, CLIFTON, KARACHI  
SPPRA # 5707/2011

With reference to SR # 10092, SPPRA ID 5707/2011, the bids were opened on 22 November 2011 in presence of the bidders and the members of the procurement committee. An analysis is attached and some details are given below; ?

1. Seven (7) parties responded to the notice published on 29 October 2011.
2. All seven parties were given/ emailed a soft copy of the Bid document to study and make a decision to bid.
3. Two (2) parties purchased the bid document.
4. One (1) party submitted the bid on the due date.
5. The SLMDCL procurement committee found the bid complete according to the requirements in the bid document.
6. The bid is within the budget.
7. M/S Global tech is a well-known company with successfully completed similar projects, as proven from the bid submission.
8. The external member deputed for the Procurement Committee did not attend the bid opening meeting despite confirmation.
9. The SLMDCL procurement committee resolved to issue the work order to Ms/ Global Tech.
10. SLMDCL does not intend to waste any more time in the procurement process.
11. M/S Global Tech's, price to complete the base bid scope of work is PKR 3,090,664.00 .
12. M/S Global Tech's price to complete the optional works is PKR 394,750. SLMDCL may or may not get these works done.
13. M/S Global Tech total price for Base bid + Optional Works is PKR 3,485,414.00
14. The external member of the Procurement committee was absent despite repeated verbal reminders and official correspondence.
15. After successful negotiations, SLMDCL has issued the work order to M/S Global Tech., for an amount of PKR 3,385,000.00 and payments shall be made according to works done on site as verified by the site reports submitted by the Technical Department.

Your office is requested to upload the results on the SPPRA website.

  
General Manager (Technical)  
SLM&DC, Limited



# 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. SINDH LAND MANAGEMENT & DEVELOPMENT COMPANY LIMITED
- 2) PROVINCIAL / LOCAL GOVT / OTHER OTHER
- 3) TITLE OF CONTRACT SUPPLY LOCAL AREA NETWORKING EQUIPMENT WITH INSTALLATION & COMMISSIONING AT SLMDCL OFFICE AT D47 BLOCK-2, CLIFTON, KARACHI 5707/2011
- 4) TENDER NUMBER \_\_\_\_\_
- 5) BRIEF DESCRIPTION OF CONTRACT SAME AS TITLE OF CONTRACT
- 6) FORUM THAT APPROVED THE SCHEME SLMDCL
- 7) TENDER ESTIMATED VALUE 3,309,500.00
- 8) ENGINEER'S ESTIMATE 3,309,500.00  
(For civil works only)
- 9) ESTIMATED COMPLETION PERIOD (AS PER CONTRACT) 70 Days
- 10) TENDER OPENED ON (DATE & TIME) 2 (Two) => Sold
- 11) NUMBER OF TENDER DOCUMENTS SOLD 7 (Seven) => Issued for presale review  
(Attach list of buyers)
- 12) NUMBER OF BIDS RECEIVED 1 (one)
- 13) NUMBER OF BIDDERS PRESENT AT THE TIME OF OPENING OF BIDS 1 (one)
- 14) BID EVALUATION REPORT \_\_\_\_\_  
(Enclose a copy)
- 15) NAME AND ADDRESS OF THE SUCCESSFUL BIDDER Global Tech, 123 Annum Blessing (Near Duty Free Shop) Shara-e-Faisal, Karachi
- 16) CONTRACT AWARD PRICE 3,090,664.00 (Excluding Optional items) Total after optional items estimated 3,300,000.00
- 17) RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT Global Tech  
(i.e. 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> EVALUATION BID).
- 18) METHOD OF PROCUREMENT USED :- (Tick one)

- a) SINGLE STAGE - ONE ENVELOPE PROCEDURE ☐ Domestic/ Local
- b) SINGLE STAGE - TWO ENVELOPE PROCEDURE ☒
- 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 SLMDCL Procurement Committee

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

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

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

Yes	5707/2011
No	

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

Yes	Daily Dawn, Daily Jang, Daily Kewish Dated 29-10-2011
No	

22) NATURE OF CONTRACT

Domestic Local	<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 type="checkbox"/>	No	<input type="checkbox"/>
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N/A

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	✓

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

Yes	
No	✓

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

Yes	N/A
No	

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

Yes	N/A
No	

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

Yes	✓	No	
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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		No	✓
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37) WERE PROPER SAFEGUARDS PROVIDED ON MOBILIZATION ADVANCE PAYMENT IN THE CONTRACT (BANK GUARANTEE ETC.)?

Yes	✓	No	
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38) SPECIAL CONDITIONS, IF ANY  
(If yes, give Brief Description)

Yes	N/A
No	

39) Date of Award of Contract: To be Decided  
(01 Dec 2011 Proposed)

Signature & Official Stamp of  
Authorized Officer \_\_\_\_\_

**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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SUPPLY OF LOCAL AREA NETWORKING EQUIPMENT, INSTALLATION AND COMMISSIONING FOR SLMDCL OFFICE AT D-47, CLIFTON  
BIDDERS ANALYSIS (21 NOV 11)

Last date of issuing bids  
Date of opening Bids

16-Nov-11  
21-Nov-11

s#	COMPANY NAME	Pay Order No	MAILING ADDRESS	EMAIL ADDRESS	CONTACT PERSON	PHONE NUMBER	DRAFT BID DOC ISSUED FOR REVIEW	ORIGINAL BID DOC ISSUED	BIDS RECEVD	BIDS OPENED	AMOUNT
1	Insiyabi Pakistan (Pvt.) Ltd. (Formerly SIEMENS Enterprise Communications (Pvt.) Ltd.)	None	5th Floor, ILACO House, Abdullah Haroon Road, Karachi,	shassan@insiyabi.com	Shuja-Ul-Hassan Manager	021-35649241 Fx 021-35632494 0300-2027310	1-Nov-11				
2	ICL International Karachi-Pakistan	None		khurram.ali@icl.com.pk	Sh.Khurram Ali Sales Executive	Tel: 3-2416231 Fax: 3-2413302 Cell: 0321-895-7675	1-Nov-11				
3	Supercom Technologise	None		supercom_khi@hotmail.com	Syed Mazhar Akhter CSM	0300-9280288	1-Nov-11				
4	Awaysians Protalk IT consultants	None	116/E, Block-2 PECHS, Karachi	awaysians@gmail.com www.awaysians.com	Arif Khokhar	021-34546668 0332-0808242 0300-2184241	1-Nov-11				
5	Shahnawaz Pvt Ltd	None	19, West Wharf Karachi - 74000	asif.ali@shahnawazltd.com	Syed Asif Ali Senior Sales Executive	Tel : 0213-2313934 (5 Lines ) Ext : 223 Dir : 0213-2310316 Fax : 0213-23109623 Cell : 0334-3981998	1-Nov-11				
6	Global Tech	Faisal Bank 2463848 (03rd Nov 2011)	123 Anum Blessing Near, Duty Free Center, shahrah - e - Faisal Karachi	globaltech@cyber.net.pk global-tech@cyber.net.pk g_tech@asia.com www.globaltech.com.pk	Noman Mahmood Director Operation Naseem Ahmed siddique Asst. Manager	021-34314607 0300-2908764 Fx: 021-34316393	2-Nov-11	3-Nov-11	21-Nov-11	21-Nov-11	Bid Amount PKR 3,090,664.00 with DD for PKR 67,000.00 Accepted
7	Makkays (Hi-Tech Systems)	Faisal Bank 3747140 (10 Nov 2011)	B-26 Block - 15, Gulshan - E - iqbal Karachi	usair.khalid@makkays.com	Uzair Khalid Subzwari Customer Relationship Executive	021-111-100-800(133) 0302-8234542 021-34803330	14-Nov-11	14-Nov-11			

Bids received and opened in front of procurement committee on 21 Nov 11

Procurement Committee

Signatures