

## Bid Evaluation Report

1. Name of Procuring Agency: Institute of Business Administration Karachi.(IBA,Karachi)
2. Tender Reference No: IT/125/2016-17
3. Tender Description/Name of work/item: Internet Services
4. Method of Procurement: Single Stage Two Envelope
5. Tender Published: SPPRA website on 11-March-2017, SPPRA-Sr.No 31990
6. Total Bid documents Sold; Free available on IBA web site
7. Total Bids Received: Two (03)
8. Technical Bid Opening date: (if applicable) 28-March-2017
9. No. of Bid technically qualified (if applicable): 02
10. Bid(s) Rejected: 01
11. Financial Bid Opening date: 16-May-2017
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.	WATEEN Telecom	128,282/- (Including Tax)	1 <sup>st</sup>		Qualified as per Eligibility Criteria	Recommended for award the contract
2.	Super Net	149,000/- excluding taxes	2 <sup>nd</sup>		Qualified as per Eligibility Criteria	High in Price


**Recommendations: -** The offered amount of Rs. 128,282/- (With Applicable Taxes) by M/s. **Wateen Telecom** has been recommended by the Procurement Committee to award the work on the basis of their technical qualifying and lowest offered price bid.

  
IBA (Internal Member)  
Mr. Syed Jehanzeb  
Manager Finance (Revenue)

MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

  
IBA (Internal Member)  
Dr. Rameez Khalid  
Academic Director

CHAIRPERSON  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

  
IBA (External Member)  
Mr. Haris Quershi  
HEJ Karachi University

MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

# Annexure-C



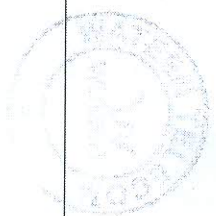
S.No	Services details	Qty	One Time Charges (if any)	Monthly Line Rent	Tax	Total Monthly Line Rent with tax
1	Fiber Maintenance Services	1	Null	PKR 85,000	PKR 16,150	PKR 101,150
2	Dedicated CIR Bandwidth of 60 Mbps for City Campus with voice & video communication enabled license with service availability of 99.5%	1	Null	PKR 20,000	PKR 7,132	PKR 27,132
3	Separate p2p pool of 03 addresses for internet gateway address and at ISP termination device.	1	Included in above services	Included in above services	Included in above services	Included in above services
4	Subnet mask of /27 for public IP Addresses.	1	Included in above services	Included in above services	Included in above services	Included in above services
5	Subnet mask of /29 for public IP Addresses.	1	Included in above services	Included in above services	Included in above services	Included in above services
6	Subnet mask of /29 for public IP Addresses.		Included in above services	Included in above services	Included in above services	Included in above services
Total Monthly Recurring Charges for above Services						PKR 128,282
Total Monthly Recurring Charges for 12 months						PKR 1,539,384

Total Monthly Rent Amount in Words: One Hundred Twenty Eight Thousand, Two Hundred Eighty Two Pak. Rupees Only

Total Monthly Rent Amount in Words for 12 months: One Million, Five Hundred and Thirty Nine Thousand, Three Hundred Eighty Four Pak. Rupees Only

Signature and Seal  
of responding organization

*[Handwritten Signature]*



16/5/17

16/5/17

16/5/17

*[Handwritten Signature]*

**MEMBER**  
**CENTRAL PURCHASE COMMITTEE**  
**INSTITUTE OF BUSINESS ADMINISTRATION**  
**KARACHI**

*[Handwritten Signature]*  
**MEMBER**  
**CENTRAL PURCHASE COMMITTEE**  
**INSTITUTE OF BUSINESS ADMINISTRATION**  
**KARACHI**

*[Handwritten Signature]*  
**MEMBER**  
**CENTRAL PURCHASE COMMITTEE**  
**INSTITUTE OF BUSINESS ADMINISTRATION**  
**KARACHI**



NIT NO. IT/125/2016-17(Internet Services)


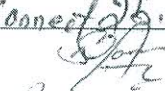
SPPRA-ID: 31990/2016-17

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

### MINUTES OF BID OPENING MEETING (TECHNICAL)

A meeting of the procurement committee of this department was held on 28-03-2017 for opening the technical 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	Satcom (Pvt) Ltd.	Khattam Nafees	3142800930 khattam.nafees@connect.9b.com.	
2	Wateen	Nasir	0320-4149922	
3	Supernet Ltd	Arhtas Ayub	0300-8281251	A. A
4	/	/	/	/
5	/	/	/	/

28/3/17

The technical bids were opened at 11:30AM in the presence of the above mentioned participants and the technical bids submitted/quoted by bidders were read aloud and encircled by Chairman of the Procurement Committee. Following is the details of bids announced:

S. No.	Name of Bidder	Technical Bid Envelope (Original+Copy)	Financial Bid Envelope (Original+Copy)	Pay Order Envelope
1	Satcom (Pvt) Ltd.	Yes.	Yes	Yes
2	WATEEN	Yes.	Yes.	Yes.
3	Supernet Ltd	Yes.	Yes.	Yes.
4	/	/	/	/
5	/	/	/	/

The technical committee shall examine all the technical bids as per the Qualification/ eligibility criteria provided in the bidding documents and will announce the results of technical qualified bidders later. The meeting ended with the note of thanks to and from the chair.

  
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



17/12/15

### Annexure - C

Please see the attached file, kindly fills the price sheet and submits along with all supporting documents.

Sr.No	Services details	Quantity	One Time Charges (If any)	Total Line Rent
1	60mbps internet	1	Zero	Rs. 149,000/- Exclusive of tax

(\*) Please clearly mention the details of taxes.



- 14% WHT on MRC
- 19% GST on MRC

Signature and seal  
of responding organization

Asjad  
16/5/17

Sir  
16/5/17

19/5/17  
16/5/17

Amir  
Munir

  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

  
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MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
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**Terms & Conditions:**

1. The price for the MRC is in PKR.
2. There will be no revision in the MRC during the term of service.
3. Technical details mentioned in this proposal are subject to mutual approval by both the parties. Any deviation in the requirements / technical scope of work needs to be approved by Supernet prior to the agreement on the price.
4. **Term:** The price offered is based on one (01) year term for the service. If the contract is terminated earlier than the stipulated period then customer is liable for the MRC for the remaining months of the term
5. **Payment Terms:**
  - a. Subsequent MRC in equivalent PKR is payable monthly in advance.
6. **Service Delivery Time Frame:** The service delivery time frame will be shared with customer after receiving the PO along with advances by Supernet. A duly signed PO with advance payment is mandatory and requested before commencement of work.
7. The service will be deemed accepted upon the successful service start-up test
8. **Taxes & Levies:** The quoted prices are **exclusive of all taxes**. Any change in the rate or addition of Taxes shall be borne by the customer.
9. Customer will provide the tax challan within 15 days for any tax that is withheld.
10. The service offering is subject to the regulations of Pakistan Telecom Authority (PTA).
11. Validity of the above quote is thirty (90) days from the date of submission.



16/5/12

  
MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

  
CHAIRPERSON  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

  
MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

## Technical Evaluation of Internet Bandwidth

IT/125/2016-17

S.no.	Eligibility Criteria.	Satcomm	Supernet	Wateen
<b>Requirements</b>				
	Internet Service Provider must provide a public pool of three different subnets to Institute of Business Administration with the listed numbers.			
1	a) A separate point to point pool of 03 addresses for Internet Gateway address and at the ISP termination device. b) Subnet mask of /27 for public IP addresses with 2 whitelisted IP Addresses. c) Subnet mask of /29 for public IP addresses with 2 whitelisted IP Addresses. d) Subnet mask of /29 for public IP addresses with 2 whitelisted IP Addresses.	No	Yes	Yes
2	Internet Service Provider must provide a dedicated CIR bandwidth of 60 Mbps for City Campus with voice & video communication enabled license, Minimum monthly service availability of 99.5% is required.	Yes	Yes	Yes
<b>Internet Service Provider</b>				
	Service provider must have redundant Infrastructure (Transmission, Power Supply, Network, etc)	Yes	Yes	Yes
	Multiple Fiber connectivity from Cable Landing Station to National Wide POPs	Yes	Yes	Yes
	The ISP must have centralized trouble ticketing tool for call logging, monitoring and troubleshooting purpose	Yes	Yes	Yes
<b>Eligibility Criteria.</b>				
	Have a valid license from PTA for video conferencing with international or abroad.			
1	Services availability 24x7x365 days a year.	Yes	Yes	Yes
	Dedicated throughput with minimum latency.			
	Fiber Optic based Complete network.			
	Ethernet interface at media convertor			
2	Pro-active technical support 24x7 and real time network performance monitoring.	Yes	Yes	Yes
3	At least five-year experience as bulk Internet bandwidth provider.	Yes	Yes	Yes
4	Provide 100% non-blocking throughput.	Yes	Yes	Yes
5	Provide connectivity to the endpoints (routers or firewalls) at City Campus of IBA. The proposed solution should include ODF and / OR media converter to connect to IBA's equipment.	Yes	Yes	Yes
6	Propose a solution / media which should be scalable & cater for any increase in requirement in future by IBA.	Yes	Yes	Yes

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INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

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NIT NO (Tender #): IT 125 16-17 (Internet Services)



SPPRA ID: 31990

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

**MINUTES OF BID OPENING MEETING (Financial)**

A meeting of the procurement committee of this department was held on 16-05-2017 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	Wateen Telecom	S. Noman Ali	0320-449427	
2	SUPERNET LTD	AKHTAR AYUB KHAN	0340-2224741	

The bids were opened at 11:00AM 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 the page of financial proposal/ bids.

Following is the details of bids announced:


S. No.	Name of Bidder	Offered Price	Amount of Bid Security (5%)	Pay Order No./ Date
1	Wateen Telecom	Rs. 1539,384/- Per month 2128,282/- with SST	Rs. 253,827/-	00565915 27-03-2017 Bank Alfalah
2	Supernet	Rs. 1788,000/- without Taxes Rs. 149,000/- Per month without Taxes	Rs. 252,000/-	15425400 24/3/17 HBL

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.

  
MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

  
CHAIRPERSON  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

  
MEMBER  
CENTRAL PURCHASE COMMITTEE  
INSTITUTE OF BUSINESS ADMINISTRATION  
KARACHI

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7	Provide cable and carrier level redundancy.	Yes	Yes	Yes
8	Must have an independent support team with comprehensive strength and support skills to give 24x7 supports to all network links without using any other services provider's network or support facility.	Yes	Yes	Yes
9	Have at least one support center based in Karachi with full range of support services and equipment readily available.	Yes	Yes	Yes
10	Have redundant and resilient network with multi medium feature till last mile.	Yes	Yes	Yes
11	Be able to propose architecture having high availability (99.5%) through resilient multilayer design, redundant hardware, and automatic procedures for reconfiguring network paths whenever a failure occurs. The network should be able to support L2 and L3 design.	Yes	Yes	Yes
12	Be able to provide back up of primary service, through other media.	Yes	Yes	Yes
13	Have a country wide fiber optic network to enable connectivity with other universities via fiber optic links.	Yes	Yes	Yes
14	Have sufficient level of inventory maintained to avoid any delay in providing repair / replacement of any or all damaged or faulty equipment.	Yes	Yes	Yes
15	The ISP must provide a usage report i.e. MRT Graph that can be accessed directly by Technical Staff of IBA.	Yes	Yes	Yes
Remarks		1. The Proposed design is not per the floated SBD.		

Note:

Note : Three companies M/s Wateen, M/s Supernet and M/s Setcomm has participated in the tender, Proposed solution by M/s Setcomm is not per the floated SBD.

*[Signature]*  
 MEMBER  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KARACHI

*[Signature]*  
 MEMBER  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KARACHI

*[Signature]*  
 MEMBER  
 CENTRAL PURCHASE COMMITTEE  
 INSTITUTE OF BUSINESS ADMINISTRATION  
 KARACHI





Dated : April 28<sup>th</sup>, 2017

To:

Manager Procurement ICT  
Institute of Business Administration,  
IBA Main campus, University Road,  
Karachi  
Tender# IT/125/2016-17

SUBJECT: Bid Extension Letter (Tender# IT/125/2016-17)

Dear Sir:

With reference to subject bid submitted on 28<sup>th</sup> March 2016, we would like to inform you that Wateen is pleased to extend validity of the submitted bid to further 90 days along with validity of submitted earnest money to further 90 days. Terms & Conditions will remain same as submitted in subject proposal.

Please feel free to contact the undersigned for any clarification.

Sincerely,

Syed Noman Ali  
Key Account Manager  
Enterprise Business Unit  
Cell: +92-320-4149427

Wateen Telecom Ltd.  
6th Floor Parsa Tower  
PECHS Block-6, Shahr-e-Faisal Karachi

HEAD OFFICE:

Wateen Telecom Limited  
Main Walton Road,  
Opp. Bab-e-Pakistan  
Walton Cantt., Lahore - Pakistan.  
UAN: 111-999-919, Fax: +92 42 3838 9999



REGIONAL OFFICE:

Wateen Telecom Limited  
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UAN: 111-999-919, Fax: +92 42 3838 9999