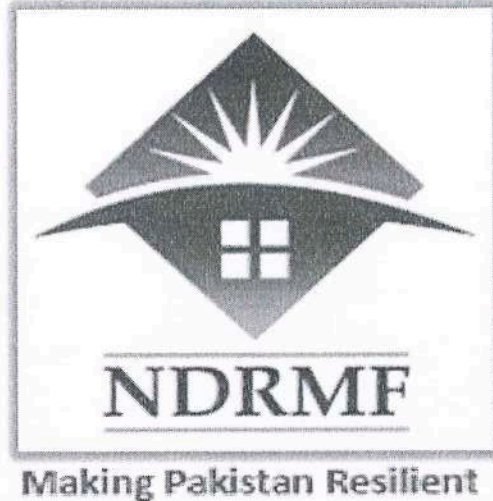


NATIONAL DISASTER RISK MANAGEMENT FUND



PRICE BID EVALUATION REPORT (PBER)

FOR

Procurement, Supply & Installation of IT Hardware and Software
Including Goods and Related Services-

IFB NO: 002/20/Proc-I

SINGLE STAGE: TWO ENVELOPE BIDDING PROCEDURE (1S2E)

23 November, 2023

BASIC INFORMATION

- | | |
|---|-------------------------------|
| 1. Estimated Value/Engineer's Estimate: | USD 1,100,000/- |
| 2. Date of Issuance of Invitation for Bids: | 29 September 2023 |
| 3. Bid Closing Date & Time: | 13 October 2023 @ 1100 hours |
| 4. Technical Bids Opening Date & Time: | 13 October 2023 @ 1130 hours |
| 5. Number of Bids Received: | One (01) |
| 6. Price Bid Opening Date | 03 November 2023 @ 1130 hours |
| 7. Technically Qualified | One (01) |
| 8. Bid Validity Expires on: | 90 Days (11 January 2023) |
| 9. Bid Security Declaration: | Required as per ITB 21.1 |



1. INTRODUCTION

1.1 General

In accordance with the bidding procedure i.e. Single Stage Two Envelop (1S2E) Bidding Procedure, the Technical Bid of the bidder i.e. M/s National Engineers was evaluated in accordance with the technical requirements as mentioned in the bidding document. Consequently, the Procurement Committee found that the bidder M/s National Engineers has complied with the requirements of the technical criteria.

After the systematic evaluation of the Technical Bid of M/s National Engineers, the Procurement Committee decided to open the financial bid submitted by M/s National Engineers. Consequently, the qualified bidder was informed in writing that their Technical Bid had been considered responsive and qualified; and were invited to attend the opening of their Financial Bid at the time, date, and venue indicated in the NDRMF's email dated 2nd November, 2023 and M/s National Engineers acknowledged the said email on the same date (i.e. on 2nd November, 2023), **Appendix-5**.

1.2 Basic Data

Basic information pertaining to the bidding is summarized in the cover sheet of this report.

1.3 Opening of Price Bids

The Financial Bid of technically qualified bidder i.e. M/s National Engineers was opened at 1130 hours on 3rd November, 2023 in NDRMF's Office, 5th Floor EOBI Building, G-10/4, Islamabad, by the designated Procurement Committee, in the presence of the representatives of the bidder.

The Procurement Committee examined the envelope containing the Financial Bid of the responsive and qualified bidder, which was kept sealed and locked under the custody of Manager Procurement, NDRMF. The members of the Committee were satisfied that the envelope was in its original condition and had been kept under lock and key after the opening of Technical Bid. The representative of the qualified bidder (i.e. M/s National Engineers) was also requested to check the condition of the envelope of their Price Bid.

The envelope containing the Financial Bid was opened. The bidder's name and the amount of the bid were announced and recorded. The announced bid price is as under:

S#	Name of Bidder/Firm	Bid Price in USD\$	Discount / Rebate Offered if any (PKR)	Total amount in USD\$ as opened
1	M/s National Engineers	1,485,413 ¹	No	1,485,413

¹ This amount includes the price bids of additional items amounting to \$ 279,931. which were not part of the original estimated cost of the package as approved in the procurement plan i.e. \$1.1 million. The net bid price for the items in original scope is \$ 1,205,482

The Record of Bid Opening (Financial Bid) was prepared soon after the financial bid was announced. A copy is attached as **Appendix 1**.

1.4 Bid Opening / Evaluation Committee

The competent authority notified a Technical & Financial Bids Opening / Evaluation/ Procurement Committee and Technical Sub-Committee comprising Six (06) members in total. The Technical & Financial Bid Opening / Evaluation / Procurement Committee members were notified with the approval of Chief Executive Officer NDRMF through respective Procurement File as the per following: -

S.No	Members	Nomenclature
1	Manager DRR - NDRMF	Chairman
2	Manager Procurement - NDRMF	Member/Secretary
3	Deputy Manager MIS - NDRMF	Member
Technical Sub-Committee		
4	DM IT - NDRMF	Member
5	System Administrator - NUST (Engr. Muhammad Usman)	Member
6	Manager – SUPARCO (Mr. Ahmed Haseeb Rabbani)	Member

This is to highlight that the member from SUPARCO (at serial number 6 above), has resigned and no replacement has so far been proposed by SUPARCO. However, since the requirement of minimum quorum is still met, the bid opening and evaluation committee decided to proceed with evaluation of the financial proposal submitted by the technically qualified bidder.

2. EXAMINATION OF PRICE BIDS

2.1 Completeness and Signatures

The Financial Bid was first examined to ensure that the bidder had submitted the following in accordance with the requirements mentioned in the Bidding Document:-

- (a) Price Bid Submission Sheet in accordance with ITB 12.1; and
- (b) Price Schedules, in accordance with ITB 12, ITB 14, and ITB 15.

The bid was examined to determine whether the aforesaid documents had been prepared properly and signed as stipulated in the Instructions to Bidders. Documents of the bidders were satisfactory as all bid documents were complete, signed, and initialed by the authorized representative of M/s National Engineers.

M/s National Engineers is the only qualified bidder, however, a due diligence exercise was, carried out to ensure that the bidder has indicated the correct quantities of required items in the price bid and that the rates quoted by the bidder are used against the required quantities as mentioned in the bidding document. The **Procurement Committee found that the quantities mentioned in the price bid are accurate and the bidder quoted the rates as per required quantities.**

2.2 Currency for Bid and Exchange Rate

As per ITB and Bid Data Sheet Clause 37.1 of the bidding document, the Price Bid quoted in **USD Dollar** by M/s National Engineers was converted into PAK Rupees for evaluation of Price Bid, using the selling exchange rate as **one (01) USD\$=PRK 297.15** i.e. published by State Bank of Pakistan and the date for the selling exchange rate is: **Twenty-Eight (28) days prior to the deadline for submission of the bid** i.e. **15th September, 2023 (Appendix 2)**.

2.3 Discount Offered in Price Bids

No discount was offered by M/s National Engineers as mentioned in the Financial Bid Submission sheet.

2.4 Schedule of Payment Currencies

The currency for payments shall be Pakistani Rupee (PKR). The payments corresponding to the Goods for which the Supplier has quoted the amounts in US Dollars will be released to the Supplier in Pakistani Rupees at the exchange rate applicable on the date of the invoice, submitted by the Supplier.

2.5 Arithmetic Check and Corrections

The bid submitted by M/s National Engineers was checked for arithmetic errors in accordance with the provisions of the Bidding Document. Details are narrated below:-

➤ M/s National Engineers:

No arithmetic error was found in the bid price and the **Specifications quoted by the bidder meet or exceed the requirements of NDRMF as stated in Section 6 of the approved/issued Bidding Document.**

Table containing status of Arithmetic check is at **Appendix-3 (a)**.

3. EVALUATION & COMPARISON OF PRICE BIDS

3.1 Alternative Technical Solution

An alternate technical solution was not allowed in the bidding document.

3.2 Margin of Preference

Margin of preference was not applicable in the bidding document.

3.3 Discount Offered in Price Bids

No additional discount was offered by M/s National Engineers as mentioned in the Price Bid Submission sheet.

3.4 Lowest Evaluated Bid

The evaluated bid prices, as shown under Clause 2.5 above, indicate that no arithmetic error occurred in the price bid submitted by M/s National Engineers, besides, the quantities are also as per the requirements mentioned in the bidding document.

The summary of the bid prices is as under.

S#	Name of Bidder/Firm	Evaluated Bid Price USD	Evaluated Bid Price PKR
1	M/s National Engineers	1,485,413	441,390,473

3.5 Cost Comparison

The committee noted that the NDRMF included some additional items while issuing the bidding documents, which were not actually part of the original package as per the approved procurement plan. Therefore, in order to fairly assess the degree of variance of the financial bid with the estimated package cost of \$1.1 million as per approved procurement plan, the committee has done separate assessments of bid price of items included in original scope and the items that were added later on in the package (the additional items).

The summary of cost comparison of quoted bid price with estimated cost is provided hereunder, besides the table containing detailed analysis of quoted price for Hardware & Software with the estimated cost showing variance in percentage terms item-wise and overall variance from the estimated cost of the package is provided at **Appendix 3(b)**:-

Comparison of Bid Price for Original Scope

Estimated Cost of items in original scope (USD)	Bid Amount quoted (USD)	Evaluated Bid Price (USD)	%age difference
1,100,000	1,205,482	1,205,482	9.59 % above

The Committee noted that the bid price received for the original package items is 9.59% higher than the estimated cost of the items included in the original scope as per the approved procurement plan. This variance from the original cost estimate of the package seems reasonable and is acceptable considering the high inflation and currency depreciation factors during the last four (04) years that have resulted in manifold increase in the prices in general.

The Committee also noted that during planning stage in year 2019 the estimated value of the package consisted of only the Equipment cost (hardware & software) and the other allied costs i.e. the costs of allied trainings, Service Legal Agreement, services of Resident Engineers and connectivity of Primary Site (located in NUST) and DR Site (located in NDRMF office) were not anticipated at planning

stage hence, not included in the original cost estimates but the same were added in the advertised package. In this regard, another cost comparison was undertaken by the Committee for the additional items which is reflected separately in the table below. Detailed comparison is provided at **Appendix 3 (c)**.

Bid Price and Estimated Cost for Additional Items

Estimated Cost of additional items (USD)	Bid Amount quoted against additional items (USD)	Evaluated Bid Price of additional items (USD)	%age difference
271,600	279,931	279,931	3.07% above

The Committee agreed on (i) the need of the additional items, and (ii) the reasonableness of the bid price received for the additional items (3.07% above estimates), and recommended to seek ADB's approval of award of additional items too.

Cost Comparison Including Additional Items:

Total Estimated Cost (USD)	Bid Amount quoted (USD)	Evaluated Bid Price (USD)	%age difference
1,371,600	1,485,413	1,485,413	8.2 % above the cost estimates

3.6 Reasonableness of Price of Evaluated Bids

Since there was only one bidder (M/s National Engineers), who submitted the bid and was declared technically qualified, there is no bidder for comparing the bid price. However, the Procurement Committee undertook another exercise **to ascertain price reasonability** of the items quoted by M/s National Engineers by sending emails to the following Authorized Manufacturers of the quoted items/equipment to ensure that NDRMF is securing the most competitive and reasonable prices through their authorized reseller i.e. 'M/S National Engineers' and seeking confirmation from them that the prices presented for the products and services outlined in the NDRMF tender, as supplied through M/s National Engineers are the most competitive and reasonable rates available:-

- i- Cisco System
- ii- Sangfor
- iii- Attom Technology
- iv- Dell Pakistan
- v- Hermas

The aforesaid Manufacturers / OEMs confirmed that National Engineers is their authorized reseller and they also have given M/s National Engineers the Manufacturing Authorization against respective quoted items. Besides, M/S National Engineer offered the most competitive and reasonable price, wherein all possible

discounts are already included. Furthermore, M/s National Engineers also submitted an affidavit to confirm that the prices quoted by them are reasonable. Record to this effect is placed at **Appendix-4**

In light of factors mentioned at Para. 3.4 and 3.5 above, and considering that the bid prices are only 9.59% above the estimate for original package, and 8.2% above the estimates for the estimated cost of package including the additional items, the Committee is convinced that the prices quoted by M/s National Engineers are very reasonable specially when considering the abnormal price hikes in the country because of factors like local currency depreciation and inflation.

3.7 Validity of Qualification Under Technical Bid

In order to ensure the prevailing capacity of the lowest evaluated bidder, with reference to qualification criteria given in the Bidding Document, the status of resources as indicated in his Technical Bid was reviewed. No material deviation was found in the bid.

4. CONCLUSION & RECOMMENDATIONS


4.1 Conclusion

On the basis of the systematic evaluation of bid, as presented in this PBER, it is concluded that the bid of **"M/s National Engineers** is the lowest-evaluated, substantially responsive bid.

4.2 Recommendation

In view of the above, Procurement Committee recommended that though the bid price received for the original package items is **9.59%** higher than the estimated cost of the original items, however, the same is acceptable considering the high inflation and currency depreciation factors during the last four (04) years. The Committee also recommended that the additional items as per Appendix 3(c) are required for the package therefore ADB's approval of the award of additional items may be requested.

In light of the above, the Committee recommend that Contract of **"Procurement, Supply & Installation of IT Hardware and Software Including Goods and Related Services"** may be awarded to **M/s National Engineers** being the lowest evaluated substantially responsive bidder, at the respective cost mentioned below:



S#	Bidder's Name	Discount Offered (PKR)	Evaluated Bid Price (USD)	Status
1	M/s National Engineers	Nil	1,485,413	Technically qualified lowest responsive



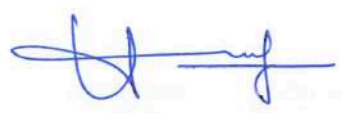
Muhammad Asif
Manager Procurement NDRMF
Member/Secretary



Muhammad Sohail
Deputy Manager MIS NDRMF
Member




Muhammad Qasim
Deputy Manager IT
Member



Engr. Muhammad Usman
System Administration-NUST
Member

- Absent -

Ahmed Haseeb Rabbani
Manager- SUPARCO
Member



Mubushar Hussain
Manager DRR/DRF
Chairman