

**CONTRACT  
AWARD NOTICE  
(Ref: ITB 42.2)**

# **Bid Evaluation Report And Recommendation for Award of Contract**

Name of Project: Disaster & Climate Resilience Improvement  
Project (DCRIP) AJK

IBRD Loan or IDA Credit No.: 56860-PK

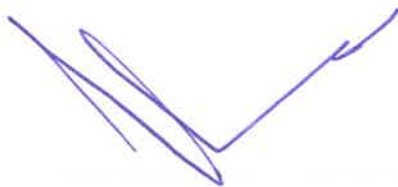
Contract Name

Establishment of Video Conferencing Systems

- (i) At 10 Secretariat Offices including 1 No MCU at Muzaffarabad  
(ii) At all 10 District DEOCs of GoAJK

Identification Number: PK-PIU AJK-190175-GO-RFB

**September, 2020**



**Table-1 Identification**

1.1 Name of Borrower	<u>IDA/The World Bank</u> <u>Implemented through Planning &amp; Development Department (P&amp;DD) AJ&amp;K</u>
1.2 Loan/Credit number	<u>IDA Credit 56860-PK</u>
1.3 Date of effectiveness	<u>14-09-2015</u>
1.4 Closing date (a) original (b) revised	<u>01-12-2019</u> <u>31-12-2020</u>
1.5 Name of project	<u>Disaster &amp; Climate Resilience Improvement Project (DCRIP) P&amp;DD AJK</u>
1.6 Purchaser (or Employer) (a) name (b) address	<u>Project Director DCRIP</u> <u>Ghari Pan, Jalalabad Road Muzaffarabad Azad Kashmir</u>
1.7 Contract number (identification)	<u>PK-PIU AJK-190175-GO-RFB</u>
1.8 Contract description	<u>Establishment of Video Conferencing Systems</u> <u>(i) At 10 Secretariat Offices including 1 No MCU at Muzaffarabad</u> <u>(ii) At all 10 District DEOCs of GoAJK</u>
1.9 Cost estimate.	<u>PKR: 70 Million</u>
1.10 Method of procurement	<u>NCB</u>
1.11 Prior review required	<u>No</u>
1.12 Domestic preference allowed	<u>No</u>
1.13 Fixed price contract	<u>Yes</u>
1.14 Co financing, if any: (a) agency name (b) percent financed by agency	<u>NA</u>

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**Table-2: Bidding Process**

2.1 General Procurement Notice	
(a) first issue date	<u>15-10-2015</u>
(b) latest update	<u>30-03-2018</u>
2.2 Prequalification, if required	
(a) number of firms prequalified	<u>N/A</u>
(b) date of Bank's no-objection	
2.3 Specific procurement notice	
(a) name of national newspaper	<u><b>Dawn Islamabad &amp; Jang Rawalpindi</b></u>
(b) issue date	<u>30-07-2020</u>
(c) name of international publication	<u>UNDB, E-GP, PPRA AJK, DCRIP &amp; P&amp;DD Websites in last week of July-2020</u>
2.4 Standard Bidding Document	
(a) title, publication date	<u>30-07-2020</u>
(b) date of Bank's no-objection	<u>N/A</u>
(c) date of issue to bidders	<u>From 30-07-2020</u>
2.5 Number of firms issued documents	<u>5</u>
2.6 Amendments to documents, if any	
(a) list all issue dates	<u>Addendum No-1 issued on 25-08-2020</u>
(b) date(s) of Bank's no-objection	<u>N/A</u>
2.7 Date of pre-bid conference, if any	<u>20-08-2020</u>
2.8 Date minutes of conference sent to	
(a) bidders	<u>Sent to Bidders on 25-08-2020</u>
(b) Bank	<u>NA</u>

**Table-3: Bid Submission and Opening**

3.1 Bid submission deadline	
(a) original date, time	02 <sup>nd</sup> September, 2020 at 11:30am
(b) extensions, if any	Nil
3.2 Bid opening date, time	02 <sup>nd</sup> September, 2020 at 12:30pm
3.3 Record of bid opening, date sent to Bank	<u>N/A</u>
3.4 Number of bids submitted	<u>05</u>
3.5 Bid validity period (days or weeks)	
(a) originally specified	<u>56 Days</u>
(b) extensions, if any	<u>NA</u>
(c) date of Bank's no-objection, if required	<u>NA</u>



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**Table-4. Bids Prices (as Read Out)**

S/N	Bidder Identification			Read-out Bid Price(s)		Modifications or Comments
	Name (a)	City/State (b)	Country (c)	Currency(ies) (d)	Amount(s) (e)	
1	<b>M/s C-Digital</b> Address: Chaklala Scheme-III Rawalpindi Islamabad.	Rawalpindi	Pakistan	PKR	66,392,396/-	Nil
2	<b>M/s Wateen Solution (Pvt.) Ltd</b> (Address) Walton Road Opp Bab-e- Pakistan Walton Cantt Lahore Pakistan.	Lahore	Pakistan	PKR	63,509,627/-	Nil
3	<b>M/s IT Heritage</b> (Address) 1 <sup>st</sup> Floor, H-1, Street-34, G- 10/1 Islamabad.	Islamabad	Pakistan	PKR	62,067,647/-	Nil
4	<b>M/s CommTel</b> Address: House NO.2 Main Nazimuddin Road F-6/1 Islamabad	Islamabad	Pakistan	PKR	7,030,3541/-	Nil
5	<b>M/s CommTel System</b> (Address) 261-B, Street 63, E-11/3 Islamabad Pakistan.	Islamabad	Pakistan	PKR	Nil	Nil

**Remarks:** Online Data of M/s CommTel System was not found. The hard copy of bid was received on second day of Bid Opening which was not opened and returned in-original to bidder.

**Table-5. Preliminary Examination**

S/ N	Bidder  (a)	Verification  (b)	Eligibility  (c)	Bid Security  (d)	Completeness of Bid  (e)	Substantial Responsiveness  (f)	Acceptance for Detailed Examination  (g)
1	<b>M/s C-Digital</b> Address: Chaklala Scheme-III Rawalpindi Islamabad.	Yes	Yes	Yes	Yes	Yes	Yes
2	<b>M/s Wateen Solution (Pvt.) Ltd</b> (Address) Walton Road Opp Bab-e-Pakistan Walton Cantt Lahore Pakistan.	Yes	Yes	Yes	Yes	Yes	Yes
3	<b>M/s IT Heritage</b> (Address) 1 <sup>st</sup> Floor, H-1, Street-34, G-10/1 Islamabad.	Yes	Yes	Yes	Yes	Yes	Yes
4	<b>M/s CommTel</b> Address: House NO.2 Main Nazimuddin Road F-6/1 Islamabad	Yes	Yes	Yes	Yes	Yes	Yes
5	<b>M/s CommTel System</b> (Address) 261-B, Street 63, E-11/3 Islamabad Pakistan.	Yes	Yes	No	No	No	No

**Remarks:** Bid of M/s CommTel Systems is declared “**Non-Responsive**” on the following grounds.

- As per the para-8 of RFB/Specific Procurement Notice “*bidder submitting online bids / downloading bidding documents, should ensure payment to the purchaser in cash or Bank Pay Order before submission of Bid*”.
- As per para-12 of RFB/Specific Procurement Notice and ITB-19.1 “*Bid Security in original will be delivered to the purchaser prior to bid submission*”.
- M/s CommTel Systems under their email dated **02<sup>nd</sup> September, 2020** received at **05:06pm** conveyed that “*We have dispatched hard copy of Bid comprising pay orders of tender document fee and bid security vide attached TCS receipt*”. Subsequently, the hard copy of same Bid was received on second day in PIU-DCRIP Office on **03<sup>rd</sup> September, 2020 at 10:15am**.

Pursuant to the ITB- 19.1 of the bidding document the bid of Bid M/s CommTel is declared “**Non-Responsive**”.

**Table-6. Corrections and Unconditional Discounts**

S/N	Bidders	Read-out Bid Price(s)		Corrections		Corrected Bid Price(s)	Unconditional Discounts		Corrected/Discounted Bid Price(s)
		Currency (ics)	Amount(s)	Computational Errors	Provisional Sums		Percent	Amount(s)	
	(a)	(b)	(c)	(d)	(e)	(f) = (c) + (d) - (e)	(g)	(h)	(i) = (f) - (h)
1	<b>M/s C-Digital</b> Address: Chaklala Scheme-III Rawalpindi Islamabad.	PKR	66,392,396/-	0	0	66,392,396/-	0	0	66,392,396/-
2	<b>M/s Wateen Solution (Pvt.) Ltd</b> (Address) Walton Road Opp Bab-e-Pakistan Walton Cantt Lahore Pakistan.	PKR	63,509,627/-	0	0	63,509,627/-	0	0	63,509,627/-
3	<b>M/s IT Heritage</b> (Address) 1 <sup>st</sup> Floor, H-1, Street-34, G-10/1 Islamabad.	PKR	62,067,647/-	0	0	62,067,647/-	0	0	62,067,647/-
4	<b>M/s Commtel</b> Address: House NO.2 Main Nazimuddin Road F-6/1 Islamabad	PKR	7,030,3541/-	0	0	7,030,3541/-	0	0	7,030,3541/-

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**Post Qualification:**

S/N	Responsive Bidders	CRITERIA REFERENCE				Remarks
		a (i) Manufacturer Financial Capacity	a (ii) Manufacturer Experience & Technical Capacity	a (iii) Manufacturer Documentary Evidence	b- Bidder Experience & Technical Capacity	
1	M/s Wateen Solution (Pvt.) Ltd (Address) Walton Road Opp Bab-e- Pakistan Walton Cantt Lahore Pakistan.	Yes	Yes	Yes	Yes	Complied
2	M/s IT Heritage (Address) 1 <sup>st</sup> Floor, H-1, Street-34, G-10/1 Islamabad.	Yes	Yes	Yes	Yes	Complied
3	M/s Commtel Address: House NO.2 Main Nazimuddin Road F-6/1 Islamabad	Yes	Yes	Yes	Yes	Complied
4	M/s C-Digital Address: Chaklala Scheme-III Rawalpindi Islamabad.	NO	No	No	Yes	NOT- Complied

**1. Decision:**

The Bids at Serial No. 1, 2 and 3 fulfilled the required qualification criteria under ITB-36 of bidding documents.

The Bid of M/s C-Digital at Serial No-4 above is declared dis-qualified pursuant to the non-compliance of ITB-36 (ai) (a) and (a)ii).



**Technical Specification Compliance:**

S/N	Bidders	Specification Compliance
1	M/s Wateen Solution (Pvt.) Ltd (Address) Walton Road Opp Bab-e-Pakistan Walton Cantt Lahore Pakistan.	Yes
2	M/s IT Heritage (Address) 1 <sup>st</sup> Floor, H-1, Street-34, G-10/1 Islamabad.	NO
3	M/s Commtel Address: House No.2 Main Nazimuddin Road F-6/1 Islamabad	Yes

**Remarks:** The quoted solution/system by M/s IT Heritage for Video Conferencing Systems along with MCU is deviating on different technical parameters. Due to that deviations, the Bid of M/s IT Heritage is declared disqualified. Report of Technical Member is annexure-A

**Financial Ranking of Responsive and Qualified Bidders:**

S/N	BIDDER	QUOTED PRICE: (PKR)	Ranking
1	M/s Wateen Solution (Pvt.) Ltd (Address) Walton Road Opp Bab-e-Pakistan Walton Cantt Lahore Pakistan.	63,509,627/-	1 <sup>st</sup> Lowest
2	M/s Commtel Address: House NO.2 Main Nazimuddin Road F-6/1 Islamabad	7,030,3541/-	2 <sup>nd</sup> Lowest




<b>Table-7</b>		
<b>Proposed Contract Award</b>		
1. Lowest evaluated responsive bidder (proposed for contract award). (a) name (b) address	<b>M/s Wateen Solution (Pvt.) Ltd</b> (Address) Walton Road Opp Bab-e-Pakistan Walton Cantt Lahore Pakistan.	
2. If bid submitted by agent, list actual supplier. (a) name (b) address	<u>M/s Wateen is supplier. The quoted VC Systems are CISCO Manufactured.</u>	
3. If bid from joint venture, list all partners, nationalities, and estimated shares of contract.	<u>Single</u>	
4. Principle country (ies) of origin of goods/materials.	<u>USA/Korea/Pakistan</u>	
5. Estimated date (month, year) of contract signing.	October-2020	
6. Estimated delivery to project site/completion period.	Februaury-2021	
	<b>Currency(ies)</b>	<b>Amount(s)</b>
7. Bid Price(s) (Read-out)	PKR	63,509,627/-
8. Corrections for Errors (Total Amount after Correction)	PKR PKR	0/- 63,509,627/-
9. Discounts	PKR	Nil
10. Other Adjustments	PKR	Nil
11. Proposed Award	PKR	63,509,627/-
	<b>Sixty-Three Million Five Hundred Nine Thousand Six Hundred Twenty-Seven</b>	
12. Disbursement Category	<u>Category (3) Component 1.1</u>	

Signature of responsible officials:

  
\_\_\_\_\_  
**Director IT/System Analyst**  
**(P&DD Department)**  
**(Co-Opt Technical Member Committee)**

  
\_\_\_\_\_  
**Procurement Expert**  
**PIU-DCRIP**  
**(Secretary/Member Committee)**

  
\_\_\_\_\_  
**Project Manager**  
**(PIU-DCRIP AJK)**  
**(Member Committee)**

  
\_\_\_\_\_  
**Project Director**  
**PIU-DCRIP**  
**(Chairman Committee)**

## Technical Evaluation Report

<b>1) M/s IT Heritages</b> (Address) 1 <sup>st</sup> Floor, H-1, Street-34, G-10/1 Islamabad.		
Sr.#	Requirement as per tender document	Deviation
i	Separate dedicated Hardware for i-Multi Party Calling Unit ii-(SIP Registrar/Gateway/Gate Keeper, Device /Resource Management, Web Soft Client) iii-Video Firewall Traversal	i- Requirements is three (03) separate dedicate hardware (servers). ii- Bidder's bid is for supplying two (02) hardware's (servers)
ii	i- The system should support registration of at least 50 H.323 and SIP devices. (50) ii- The appliance should support at least 50 desktop clients from the day one so that video, voice, content and chatting features can be availed by the users in the network. (50) iii- Should support all Concurrent calls in 1080p resolution from day one (10 b2b lic) and must have the scalability to upgrade to any configuration with easy. (10) <b>As per tender document 110 calls are required.</b>	i- As per technical bid 110 user connectivity is required. ii- Bidder bids for maximum 75 user connectivity.
iii	Samsung or Equivalent Minimum 7 series	Screen Refresh Rate <b>Required:</b> 100 Hz <b>TCL :</b> 60 Hz  <b>Panel Type in Samsung:</b> Samsung is using Edge-Lit LED panel Manufactured by Samsung and fully integrated with all LED components.  <b>Panel Type in TCL:</b> TCL is using DLED panel Manufactured by Samsung, other parts of TCL are manufactured by TCL so integration and compatibility is not satisfactory.
<b>Technical Member Recommendation:</b> Bidder not fulfills the technical requirements as stated in Deviations (i) (ii) & (iii) above. Hence not recommended for award of contract.		

<b>2) M/s Wateen Solution (Pvt.) Ltd</b> (Address) Walton Road Opp Bab-e-Pakistan Walton Cantt Lahore Pakistan.	<b>Technical Member Recommendation:</b> The quoted System/Solution of M/s Wateen is complying Technical Parameters of tender document hence, declared qualified.
<b>3) M/s Commtel</b> Address: House NO.2 Man Nazimuddin Road F-6/1 Islamabad	<b>Technical Member Recommendation:</b> The quoted System/Solution of M/s Commtel is complying Technical Parameters of tender document hence, declared qualified.



**Director IT/System Analyst**  
**(P&DD Department)**  
**(Co-Opt Technical Member Committee)**