

**EVALUATION REPORT**  
**(As Per Rule 35 of PP Rules-2004 Revised-2021)**

1. Name of Procuring Agency: National Bank of Pakistan
2. Method of Procurement: 36 (b) - Single Stage Two Envelope Procedure, PP Rules-2004
3. Title of Procurement: Procurement of Identity & Access Management and Privilege Access Management (IAM & PAM) Solution
4. Tender Inquiry No.: NT-03/29/2021-1
5. PPRA Ref. No. TSE: TS447697E
6. Date & Time of Bid Submission: May 3, 2021 at 11:00 a.m.
7. Date & Time of Bid Opening: May 3, 2021 at 11:30 a.m.
8. Number of Bids Received: Three (03)
9. Criteria for Bid Evaluation: Mentioned in the RFP/Bidding documents.
10. Details of Bid(s) Evaluation: As follows

Name of Bidder	Marks			Total Bid Amount (Total cost of complete solution, 3 years' warranty, support and maintenance services and training) in PKR	Rule/Regulation/SBD*/Policy/Basis for Rejection/Acceptance as per Rule 35 of PP, 2004.
	*Technical Weightage Score (TWi) (80%) of 1270	*Financial Weightage Score at 20%(FWi)	Final Weightage Score TWi + FWi		
M/s. Megaplus Pakistan	1004	16.22	1020.22	337,553,925.55	Most Advantageous Bidder
M/s. Access Communication Solutions Pvt. Ltd.	816	20	836	273,765,817.00	-
M/s. CNS Engineering	724	N/A	N/A	N/A	Proposal didn't passed the minimum passing score of 80% as per RFP requirement.

\* All costs are inclusive of all applicable taxes. All USD (US Dollar) quoted costs are converted into PKR (Pak Rupees) on the basis of interbank rate at 1 USD=162.31 PKR as of August 4, 2021 i.e. financial bid opening date.

**Most Advantageous Bidder:** M/s. Megaplus Pakistan

11. Any other additional / supporting information, the procuring agency may like to share.

- Annexure II- Evaluation Criteria.

(Divisional Head)  
Procurement Division  
Logistics, Communications & Marketing Group  
Head Office, NBP, Karachi.

## Evaluation Criteria

### Procurement of Identity & Access Management and Privilege Access Management (IAM & PAM) Solution

The bids/proposals with all complete documents will be evaluated as under:

1. All bidders are required to submit filled, correct and complete Annexure III – Technical Requirement Document (all sheets separately) along with their bids. If the bidder fails to do so, its bid will be considered as rejected. All bidders are also requested to affix their company's stamp/signature on each page of the submitted Annexure III – Technical Requirement Document.
2. All Bidders are required to propose an IAM & PAM Solution, its implementation and support to NBP as any alternate or additional Solution will not be considered for evaluation and such bid will be deemed as rejected.
3. If any bidder includes proposed solution financial details (i.e. price, cost bid security amount etc.) in its TECHNICAL PROPOSAL or response to any NBP clarification query during evaluation of technical proposal, its bid will be considered as rejected.
4. For evaluation of solution functional requirements mentioned in Annexure-III Technical Requirement Document, NBP will request bidders to demonstrate their proposed software to NBP during evaluation stage, at no extra cost to NBP, if required. If any bidder failed to demonstrate its respective solution, its bid will be considered as technically disqualified / rejected / non-responsive. The place, date & time of demonstration sessions will be communicated to bidders separately by NBP.
5. For evaluation purpose, marks allocation on bidders' proposals shall be strictly based on as per scoring criteria against the requirements mentioned in Annexure III – Technical Requirement Document. Relevant evidence/reference must be provided in the technical proposal with complete reference/ page no, and if the evidences are not provided the proposal will be rejected.
  - a. If bidder response against any requirement is not available, it will be evaluated as requirement 'Not met with **(score 0)** and will lead to disqualification/ rejection of bid.
  - b. For all technical requirements against which Bidder is responding "Y", all bidders are required to provide **Documentation with proper reference (Section No/ Page No) in the proposal against all requirements. It is mandatory to provide proper reference of document.** It is NBP's discretion to raise clarification queries against requirements where reference is provided and further clarification is required. Incase no reference is available and documents are not available in the submitted proposal, NBP may not raise any clarification query and response will be considered as **NIL**, which may lead to disqualification, if mentioned in the criteria.
  - c. NBP may ask any other additional documentary evidence or explanation against any item for clarification that must be provided by the Bidder during the period of evaluation. Bidders should respond to such requests within the time frame indicated in the correspondence (letter/fax/ e-mail). If the bidder fails to provide the required information within given timeframe, its bid will be considered as rejected.

- d. Qualification Criteria mentioned in Annexure III – Technical Requirement Document with “Priority (High/Low)” is evaluated as follows:

Qualification requirements with “High” Priority must be answered as ‘Y’ or ‘N’. If bidder response ‘N’ against any of such “High” Priority requirement, its bid will be considered as technically disqualified and will be rejected.

For with “Low” Priority can be answered as ‘Y’, ‘Yes’, ‘N’, ‘No’. If bidder responds ‘N’ or ‘No’ against any of the “Low” Priority requirement, its bid will not be considered as rejected.

For all Bidder qualification requirements against which Bidder is not providing any response (i.e. an empty availability cell or an availability cell with a response other than “Y”/“Yes” or “N”/“No”), NBP will first check that against such requirements proper reference documents have been provided or not in the submitted bid. If reference document is found then NBP may ask clarification from the bidder about its response, however if reference document will also not found or provided then response of bidder shall be considered as ‘No’ and its bid will be considered as rejected if the requirement item is high priority.

- e. All bidders are required to submit the proposals with proper page numbering with master table of contents of all attached documents in the proposal.
- f. “**Low**” priority requirements that shall be responded “Y” by bidder shall be treated as complimentary, without any addition in the above mentioned quoted price.
6. All requirements stated in Annexure III – Technical Requirement Document has assigned different marks that shall be allocated as per response along with documentary evidence that shall be received from bidders.
7. The Minimum Passing Score for bidders to be considered as technical qualified is **80%**.
8. Financial proposals will be opened for only technically qualified bidders. Technically unqualified bidders will be considered as disqualified and their financial proposals will be returned un-opened.
9. The Bidders must include price of all requirements with its Financial Proposal as the price mentioned in Financial Proposal will be considered as final and cannot be changed in any circumstances after the submission of bid.
10. The prices will be evaluated on the basis of all items mentioned in Annexure III – Technical Requirement and Annexure VII- BOQ of the RFP documents which will be considered as total bid value / bid amount / contract price.
11. Combined evaluation of technical and financial proposals shall follow and the bidder with the winning proposal will be accepted (i.e. the proposal that will obtain maximum marks will be considered as the “**Lowest Evaluated Bid**” and will be accepted for contract award.)

12. Scoring Methodology is defined as under:

<b><u>Technical Evaluation Calculation</u></b>		
1	Total/Maximum Technical Score	1090
2	Points Scored by bidder under technical evaluation	$S_i$
*Note :Minimum Passing Score for bidders to be considered for technical qualification		80%
<b><u>Final Evaluation Calculation</u></b>		
<i>Note: Combined evaluation will only be carried out for Technically qualified bidders</i>		
1	Technical Weightage	80%
2	Financial Weightage	20%
3	Lowest quoted price/Bid amount (Reference Cost)	$Cost_{lowest}$
4	Quoted Price/bid amount under evaluation	$C_i$
5	Technical Weighted Score shall be calculated as	$S_i \times 0.80 = TW_i$
6	Financial Cost Factor shall be calculated as	$\frac{Cost_{lowest}}{C_i} \times 100 = CF_i$
7	Financial Weighted Score of technically qualified bidders shall be calculated as	$CF_i \times 0.20 = FW_i$
8	Formula to calculate combined evaluation of technical and financial proposals (Bidder Final Score)	$FS_i = TW_i + FW_i$
<b>Note:</b>		
Bid with maximum marks (Bidder Final Score) will be termed as “ <b>Lowest Evaluated bid</b> ” and will be accepted for contract award.		

13. As per requirement of ITB 31 mentioned in Annexure VI – Standard Bidding Document of RFP, NBP may conduct a post-qualification evaluation exercise for the bidder which is selected as having submitted the lowest evaluated bid. A negative evaluation will result in rejection of the bidder’s bid, in which event NBP shall proceed to the next lowest evaluated bidder to make a similar evaluation.