

ENGINEERING GROUP, LCMG
NBP HEAD OFFICE BUILDING KARACHI

TENDER TITLE: Procurement of Modular UPS with Related Services for Data Center, Information Technology Group, 4th Floor, NBP Head Office Building Karachi

NBP TENDER ID: NT-10/21/2024-1

PPRA TENDER NO: TS549796E

HELD ON: November 05, 2024, at 03:00 pm, Auditorium 1st floor, NBP Head Office Karachi

PARTICIPANTS:

S.No.	Name	Designation	Group/Company
1.	Syed Kamran Ahmed	VP/Wing Head (Engineering)	Engineering Group, LCMG
2.	Samar Abbas	Manager (I.T Data Centre)	ITG
3.	Imran Alvi	VP / Departmental Head (Proc.)	Procurement Division, LCMG
4.	Abdul Majeed	AVP/(Alternate Energy)	Engineering Group, LCMG
5.	Shariq Qadeer	OG-I / Resident Engineer	Engineering Group, LCMG
BIDDER'S REPRESENTATIVES			
6.	Faisal Tamimi	Director Business Development	Technology Development & Research
7.	Asif Hasnain	Deputy General Manager	S.M Jaffer & Co.
8.	Kashif Zulfiqar	Senior Manager Project	Hitech Networks Pvt Ltd
9.	Rehan Ullah	Snr. Manager Customer Services	Jaffer Business systems Pvt Ltd
10.	Azaz Hansain Naqvi	Pre Sales DCF Specialist	Computer Marketing Co Pvt Ltd
11.	Harison Thomson	Technical Sales Engineer	Makkays Pvt Ltd
12.	Usman Mohsin	Project Engineer	Britlite Engineering Company
13.	Noman Shaikh		Premier System

The session started with the recitation of the Holy Quran. All the representatives of the prospective bidders were welcomed and were asked to introduce themselves. All the bidders were thereafter briefed about the procedure for the submission, opening and evaluation of the bids through EPADS. And were advised to upload bidding documents duly signed/stamped by the authorized signatory of the bidder along with all the necessary forms, Letter of bids, Schedule of Prices, Manufacturer's Authorization Form and other documents and technical brochures etc. mandatory to meet the Bidder's Eligibility Requirements, Bid Responsiveness Requirements, Bidder's Qualification Requirements and Technical Specifications/Technical Evaluation Criteria.

The bidders were subsequently asked to share their queries with respect to any of the instructions, terms & conditions, BOQ items etc. or any aspect of the bidding documents for necessary clarifications and understanding.

- 1- One of the bidders asked about the locally fabricated enclosure/cabinet for the external battery bank. It was clarified that locally fabricated is also acceptable.
- 2- Responding to one of the bidders; it was clarified that payment will be made as per actual measurement of Cables or trays etc. laid/provided by the bidder at site.
- 3- Responding to one of the bidders; it was informed that site survey can be made any time during office hours; but prior intimation is required; due to security concerns.
- 4- One of the bidders said that it would have had been better if the rating of the Power Modules had been mentioned. It was clarified that since each brand has specific ratings for the Power Modules used in their Modular UPS; mentioning such rating may have given undue advantage to any or some brands; which is against the spirit of this competitive bidding process.

- 5- One of the bidders enquired about the built-in Maintenance Bypass in the UPS. It was clarified that Maintenance Bypass in any form either as a Built-in arrangement or a separate Panel interfaced with the UPS is acceptable.
- 6- One of the bidders sought clarification regarding "Swappable"; since as per their understanding, it means offline replacement. It was clarified that it is the same as Hot-Swappable meaning "Replacement of Component/Part without any interruption to online UPS operation".
(It may further be stated here that it is categorically mentioned in the Evaluation Criteria as well that "Swappable means without any power interruption".)
- 7- One of the bidders stated that "Redundant Built-in Swappable Static Bypass Module" means a "UPS Chassis with provision for installing two Static Bypass Module but is provided with One Static Bypass Module". It was clarified that "Redundant" means One + One i.e. two; so, it is evident that "Redundant Built-in Swappable Static Bypass Module" means two Static Bypass Hot Swappable Modules. Further it was also clarified that it is not mandatory to provide Redundant Static Bypass Modules, and a Single Static Bypass Module will also suffice the requirement.
- 8- One of the bidders raised a query regarding type of the Modular Power Distribution Panel (MPDP); whether it could be wall mounted or Floor standing/mounted. It was clarified that any type can be offered; however, in any case; the MPDP should be manufactured by the UPS OEM.
- 9- One of the bidders asked about the passing marks for the Technical Proposal. It was informed and clarified that since all the Evaluation Criteria are "High" Priority Requirements, every bidder must score for each Criteria. And therefore, a technically compliant bidder; having scored in every Criteria can obtain 50 Marks (Minimum) and 100 Marks (Maximum). Academically, 50 Marks can be considered as Passing Marks; provided bidder has scored in each Criteria.
- 10- Responding to one of the bidders; it was clarified that NBP ITG will configure the LAN Connection for remote monitoring at NBP's Console and only hardware provision for SNMP/Modbus is required.
- 11- One of the bidders requested that since due to unprecedented price inflation during last two to three years and business was not performing well; it would be better to extend the period for Relevant Experience from three to five years under Bidder's Qualification Criteria to allow more bidders to participate. All the other bidders also second the suggestion. It was informed that since such extension needs post consultation, necessary amendment will be made by issue of addendum, if the request is acceded to.
- 12- One of the bidders enquired that can they submit a Certificate of incorporation as a proof of their establishment since last five years as required under General Experience of Bidder's Qualification Criteria. It was clarified that he can do so; but it is categorically mentioned that such proof is to be given for performing similar works. Therefore, any other documents should also be submitted to suffice the claim.
- 13- One of the bidders enquired about the number of battery strings. It was clarified that at least three strings of batteries connected in parallel with separate controlling breakers is required. In any case the backup time shall be 15 minutes at 100 KW load.
- 14- One of the bidders requested to allow use of USD as well for the bid; since in some other tenders of NBP related to IT; they have provided with such provision. It was clarified that it is not the practice of Engineering Department of NBP to obtain bids in USD, since it creates confusions and disputes at the time of payment. However, the bidder's request will be reviewed, and necessary modification will be made by issue of addendum; provided the request is acceded to.
- 15- Responding to one of the bidders; it was clarified that the Circuit Breakers provided in the Modular Power Distribution Panel (MPDP) shall also be Swappable/Hot Swappable.
- 16- One of the bidders stated that Performance Security of 10% of Contract Value is desired by NBP; and asked for its validity. It was clarified that Performance Security of 5% of Contract Value in a shape of Bank Guarantee is desired by NBP; valid till the expiry of Warranty period *(which is three years after satisfactory testing & commissioning of the desired Equipment/Solution)*. The bidder enquired can the Guarantee be

made for One year, with renewal on yearly basis. It was categorically clarified that the Security/Guarantee shall be for specified period only.

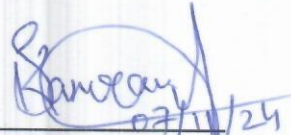
All the bidder's representatives were informed that the minutes of the pre-bid meeting and any addendum (if any) to be issued will be posted on EPADS and NBP's Website.

The meeting concluded with vote of thanks to all the participating bidders.



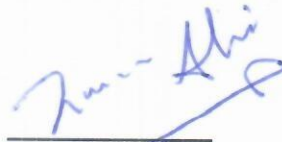
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Samar Abbas
VP/Manager
I.T Data Center
ITG

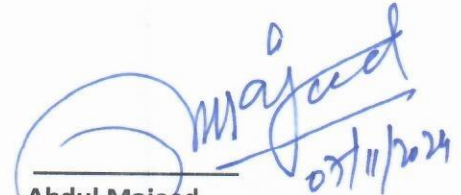


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Syed Kamran Ahmed
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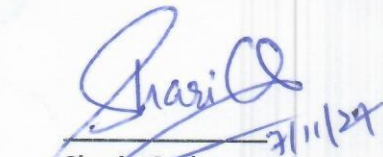


Imran Alvi
VP/Depart. Head
Procurement Division
LCMG



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Abdul Majeed
AVP/Head (Alternate Energy)
Engineering Group
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OG-I/Resident Engineer
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