

**PUBLIC PROCUREMENT REGULATORY AUTHORITY (PPRA)**

**CONTRACT AWARD PROFORMA – I**

To Be Filled And Uploaded on PPRA Website In Respect of All Public Contracts of Works,  
Services and Goods Worth Fifty Million or More

- NAME OF THE ORGANIZATION/DEPTT: **State Bank of Pakistan**
- FEDERAL / PROVINCIAL GOVT: **Other**
- TITLE OF CONTRACT: **Investments in Technical Systems/Platforms supporting improvements in Market Infrastructure**
- TENDER NUMBER: **RFB No: PK-SBP – FIIP -141997-GO-RFB**
- BRIEF DESCRIPTION OF CONTRACT: **Procurement of services for development of technical system and supporting platform along with their maintenance.**
- TENDER VALUE: **Rs. 121,537,579/-**
- ENGINEER'S ESTIMATE: **N/A**  
(for civil Works only)
- ESTIMATED COMPLETION PERIOD: **32 Months**
- WHETHER THE PROCUREMENT WAS INCLUDED IN ANNUAL PROCUREMENT PLAN? **Yes**
- ADVERTISEMENT :
  - (i) PPRA Website: **Yes** (PPRA's tender number: **TS414532E**)
  - (ii) News Papers: **Yes**  
**(Daily Dawn, Jang and Azadi dated December 12, 2019 & Khaleej Times dated December 27, 2019)**
- TENDER OPENED ON (DATE & TIME): **4:30 PM, February 28, 2020**
- NATURE OF PURCHASE: **International**

➤ EXTENSION IN DUE DATE (If any): **Yes**

Bid submission date was extended up to February 28, 2020 on request of prospective bidders and to provide sufficient time to bidder for preparing complete & comprehensive bids to enhance competition as abundance of queries were received from bidders close to submission deadline. (Corrigendum was published on SBP & PPRA website and in Newspaper (Daily Duniya, The Nation Karachi and Khaleej Times dated February 03, 2020)

➤ NUMBER OF TENDER DOCUMENTS SOLD: 13

1. M/s National Institute of Facilitation Technologies (Private) Limited
2. M/s Sapphire Consulting Services (Private) Limited
3. M/s VisionX Technologies (Private) Limited
4. M/s Systems Limited
5. M/s Viftech Solutions (Private) Limited
6. Techlogix Pakistan (Private) Limited
7. Smart Vision of Information System
8. TRESMARK (Private) Limited
9. CSQUARE Consulting (Private) Limited
10. National Data Consultant (Private) Limited
11. CS Solutions (Private) Limited
12. Softech Systems (Private) Limited
13. Norway Registers Development AS

➤ WHETHER QUALIFICATION CRITERIA WAS INCLUDED IN BIDDING/TENDER DOCUMENTS \_\_\_\_\_ **Yes** (Copy enclosed).

➤ WHETHER BID EVALUATION CRITERIA WAS INCLUDED IN BIDDING/TENDER DOCUMENTS \_\_\_\_\_ **Yes** (Copy enclosed).

➤ WHICH METHOD OF PROCUREMENT WAS USED: - (Tick one)

a) SINGLE STAGE – ONE ENVELOPE PROCEDURE \_\_\_\_\_

As per World Bank's Procurement Regulation for IPF Borrowers July-2016 (Revised August-2018).

b) SINGLE STAGE - TWO ENVELOPE PROCEDURE.

c) TWO STAGE BIDDING PROCEDURE. \_\_\_\_\_

d) TWO STAGE – TWO ENVELOPE BIDDING PROCEDURE. \_\_\_\_\_

- PLEASE SPECIFY IF ANY OTHER METHOD OF PROCUREMENT WAS ADOPTED WITH BRIEF REASONS (i.e EMERGENCY, DIRECT CONTRACTING, NEGOTIATED TENDERING ETC.): **N/A**
- WHO IS THE APPROVING AUTHORITY: **Governor SBP and Project Director, FIIP**
- WHETHER APPROVAL OF COMPETENT AUTHORITY WAS OBTAINED FOR USING A METHOD OTHER THAN OPEN COMPETITIVE BIDDING: **N/A**
- NUMBER OF BIDS RECEIVED: **2 (two)**
- WHETHER THE SUCCESSFUL BIDDER WAS LOWEST BIDDER: **Yes**
- WHETHER INTEGRITY PACT WAS SIGNED: **Yes**

**PUBLIC PROCUREMENT REGULATORY  
AUTHORITY (PPRA)**

**CONTRACT AWARD PROFORMA – II**

**To Be Filled And Uploaded on PPRA Website In Respect of All  
Public Contracts of Works, Services & Goods Worth Fifty  
Million Rupees or More**

➤ NUMBER OF BIDDERS PRESENT AT THE TIME OF OPENING OF BIDS:

- **At the time of bids opening: 02 (Two)**

➤ NAME AND ADDRESS OF THE SUCCESSFUL BIDDER: **M/s Sapphire Consulting Services (Private) Limited, House # C4, KDA Scheme # 1, Karsaz Road, Karachi.**

➤ RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT (i.e. 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> EVALUATED BID): **1<sup>st</sup>**

➤ NEED ANALYSIS (Why the procurement was necessary?)

To promote public awareness about government securities and facilitating retail investors to participate in government securities auction, SBP is developing a technical system and supporting platform under the FIIP program funded by the World Bank.

➤ IN CASE EXTENSION WAS MADE IN RESPONSE TIME, WHAT WERE THE REASONS (Briefly describe):

Bid submission date was extended up to February 28, 2020 on request of prospective bidders and to provide sufficient time to bidder for preparing complete & comprehensive bids to enhance competition as abundance of queries were received from bidders close to submission deadline. (Corrigendum was published on SBP & PPRA website and in Newspaper (Daily Duniya, The Nation Karachi and Khaleej Times dated February 03, 2020)

- WHETHER NAMES OF THE BIDDERS AND THEIR PRICES WERE READ OUT AT THE TIME OF OPENING OF BIDS: **Yes**
  
- DATE OF CONTRACT SIGNING: **February 19, 2021**  
(**Copy of Agreement Attached**)
  
- CONTRACT AWARD PRICE: **Rs.121,537,579/- (inclusive of all applicable taxes)**
  
- WHETHER COPY OF EVALUATION REPORT GIVEN TO ALL BIDDERS: **Yes**  
(**Copy of Evaluation report attached**)
  
- ANY COMPLAINTS RECEIVED \_\_\_\_\_ **Yes**  
(If yes result thereof)  
According to the provision of World Bank Procurement Framework (i.e. Procurement Regulation for IFB Borrowers), the aggrieved bidder submitted the compliant after the issuance of Notification for Intention to Award/Publication of Evaluation Results, which was duly addressed by the independent Grievance Redressal Committee on merit and stand closed prior to award of contract. The decision of Grievance Redressal Committee duly accepted by the aggrieved bidder and subsequently collected its bid security.
  
- ANY DEVIATION FROM SPECIFICATIONS GIVEN IN THE TENDER NOTICE/DOCUMENTS \_\_\_\_\_ **No**  
(If yes give details)
  
- DEVIATION FROM QUALIFICATION CRITERIA \_\_\_\_\_ **No**  
(If yes give details)
  
- SPECIAL CONDITIONS, IF Any: **No**  
(Give Brief Description)

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**SECTION III - EVALUATION AND QUALIFICATION  
CRITERIA  
(WITHOUT PREQUALIFICATION)**

This Section contains all the criteria that the Purchaser shall use to evaluate Bids and qualify Bidders. No other factors, methods or criteria shall be used. The Bidder shall provide all the information requested in the forms included in Section IV, Bidding Forms.

The Bidder that meets the qualification criteria and whose Bid has been determined to be:

- (i) substantially responsive to the bidding document; and
- (ii) the lowest evaluated cost.

## 2. Qualification

Factor	<b>2.1 ELIGIBILITY</b>					
Sub-Factor	Criteria					Documentation Required
	Requirement	Bidder				
		Single Entity	Joint Venture (existing or intended)			
All members combined			Each member	At least one member		
2.1.1 Nationality	Nationality in accordance with ITB 4.4.	Must meet requirement	Must meet requirement	Must meet requirement	N / A	Form ELI –2.1.1 and 2.1.2, with attachments
2.1.2 Conflict of Interest	No- conflicts of interests as described in ITB 4.2.	Must meet requirement	Must meet requirement	Must meet requirement	N / A	Letter of Bid
2.1.3 Bank Ineligibility	Not having been declared ineligible by the Bank as described in ITB 4.5.	Must meet requirement	Must meet requirement	Must meet requirement	N / A	Letter of Bid
2.1.4 State owned Entity of the Borrower country	Compliance with conditions of ITB 4.6	Must meet requirement	Must meet requirement	Must meet requirement	N / A	Form ELI –2.1.1 and 2.1.2, with attachments

<b>Factor</b>	<b>2.1 ELIGIBILITY</b>							
<b>Sub-Factor</b>	Criteria					<b>Documentation Required</b>		
	<b>Requirement</b>	<b>Bidder</b>						
		<b>Single Entity</b>	<b>Joint Venture (existing or intended)</b>					
			<b>All members combined</b>	<b>Each member</b>	<b>At least one member</b>			
2.1.5 <u>United Nations resolution or Borrower’s country law</u>	Not having been excluded as a result of prohibition in the Borrower’s country laws or official regulations against commercial relations with the Bidder’s country, or by an act of compliance with UN Security Council resolution, both in accordance with ITB 4.8	Must meet requirement	Must meet requirement	Must meet requirement	N / A	Letter of Bid		

<b>Factor</b>	<b>2.2 HISTORICAL CONTRACT NON-PERFORMANCE</b>							
<b>Sub-Factor</b>	Criteria					<b>Documentation Required</b>		
	<b>Requirement</b>	<b>Bidder</b>						
		<b>Single Entity</b>	<b>Joint Venture (existing or intended)</b>					
			<b>All members combined</b>	<b>Each member</b>	<b>At least one member</b>			



1.

2.2.1 History of non-performing contracts	Non-performance of a contract <sup>1</sup> did not occur as a result of Bidder's default since 1st January 2014.	Must meet requirement by itself or as member to past or existing JV	N / A	Must meet requirement <sup>2</sup>	N / A	Form CON - 2
2.2.2 Suspension	Not under suspension based on execution of a Bid Securing Declaration or Proposal Securing Declaration pursuant to ITB 4.7 and ITB 20.10	Must meet requirement	N / A	Must meet requirement	N / A	Letter of Bid
2.2.3 Pending Litigation	Bidder's financial position and prospective long term profitability still sound according to criteria established in 2.3.1 below and assuming that all pending litigation will be resolved against the Bidder.	Must meet requirement by itself or as member to past or existing JV	N / A	Must meet requirement	N / A	Form CON – 2

<sup>1</sup> Nonperformance, as decided by the Purchaser, shall include all contracts where (a) nonperformance was not challenged by the contractor, including through referral to the dispute resolution mechanism under the respective contract, and (b) contracts that were so challenged but fully settled against the contractor. Nonperformance shall not include contracts where Purchaser decision was overruled by the dispute resolution mechanism. Nonperformance must be based on all information on fully settled disputes or litigation, i.e. dispute or litigation that has been resolved in accordance with the dispute resolution mechanism under the respective contract and where all appeal instances available to the applicant have been exhausted.

<sup>2</sup> This requirement also applies to contracts executed by the Applicant as JV member.

Factor	<b>2.3 FINANCIAL SITUATION</b>					
Sub-Factor	Criteria					Documentation Required
	Requirement	Bidder				
		Single Entity	Joint Venture (existing or intended)			
All members combined			Each member	At least one member		
<p><b>2.3.1 Historical Financial Performance</b></p>	<p>Submission of audited balance sheets or if not required by the law of the Bidder’s country, other financial statements acceptable to the Purchaser, for the last three [03] years to demonstrate the current soundness of the Bidders financial position and its prospective long-term profitability.</p>	<p>Must meet requirement</p>	<p>N / A</p>	<p>Must meet requirement</p>	<p>N / A</p>	<p>Form FIN – 2.3.1 with attachments</p>
<p><b>2.3.2 Average Annual Turnover</b></p>	<p>Minimum average annual turnover of US\$ 0.5 Million as total certified payments received for contracts in progress or completed in anyone of the last five (05) years</p>	<p>Must meet requirement</p>	<p>Must meet requirement</p>	<p>N/A</p>	<p>N/A</p>	<p>Form FIN –2.3.2</p>

<b>Factor</b>	<b>2.3 FINANCIAL SITUATION</b>					
<b>Sub-Factor</b>	Criteria					<b>Documentation Required</b>
	<b>Requirement</b>	<b>Bidder</b>				
		<b>Single Entity</b>	<b>Joint Venture (existing or intended)</b>			
<b>All members combined</b>			<b>Each member</b>	<b>At least one member</b>		
<b>2.3.3 Financial Resources</b>	The Bidder must demonstrate access to, or availability of, financial resources such as liquid assets, unencumbered real assets, lines of credit, and other financial means, other than any contractual advance payments to meet the following cash-flow requirement: <ul style="list-style-type: none"> <li>• Procurement of call center equipment</li> </ul>	Must meet requirement	Must meet requirement	N/A	N/A	Form FIN –2.3.3

<b>Factor</b>	<b>2.4 EXPERIENCE</b>					
<b>Sub-Factor</b>	Criteria					<b>Documentation Required</b>
	<b>Requirement</b>	<b>Bidder</b>				
		<b>Single Entity</b>	<b>Joint Venture (existing or intended)</b>			
<b>All members combined</b>			<b>Each member</b>	<b>At least one member</b>		
<b>2.4.1 General Experience</b>	Experience under Information System contracts in the role of prime supplier, management contractor, JV member, or subcontractor for at least the last five [05] years prior to the applications submission deadline.	Must meet requirement	N / A	Must meet requirement	N / A	Form EXP-2.4.1
<b>2.4.2 Specific Experience</b>	Participation as a prime supplier, management contractor, JV <sup>3</sup> member, sub-contractor, in at least five (05) contracts within the last ten (10) years and two contracts within last five (5) years, each with a value of at least USD 50,000/- that have been successfully and substantially completed and that are similar to the proposed Information System.	Must meet requirement	Must meet requirements for all characteristics	N / A	Must meet requirement for one characteristic	Form EXP 2.4.2

<sup>3</sup> For contracts under which the Bidder participated as a joint venture member or sub-contractor, only the Bidder's share, by value, and role and responsibilities shall be considered to meet this requirement.

## 2.5 Personnel

The Bidder must demonstrate that it will have the personnel for the key positions that meet the following requirements:

No.	Position	Information System Experience <i>[Specify specific experience requirement for the key positions]</i>
1	Project Manager (PMP Certified)	Eight to Ten Years
2	Technical Software/Application Specialist	Five Years
3	Business Specialist	Five Years
4	Systems integrator	Five Years
5	Trainers for training of technical and end-users	Five Years

The Bidder shall provide details of the proposed personnel and their experience records in the relevant Forms included in Section IV, Bidding Forms.

## 2.6 Subcontractors/vendors/manufacturers

Subcontractors/vendors/manufacturers for the following major items of supply or services must meet the following minimum criteria, herein listed for that item:

Item No.	Description of Item	Minimum Criteria to be met
1	Operations Services	Registered with FBR

		Two years' experience in the relevant field.
2	Software Integration Services	Registered with FBR Five years' experience in the relevant field.
3	Training/Transfer of Knowledge Services	Registered with FBR Five years' experience in the relevant field.
...		

Failure to comply with this requirement will result in rejection of the subcontractor/vendor.

In the case of a Bidder who offers to supply and install major items of supply under the contract that the Bidder did not manufacture or otherwise produce, the Bidder shall provide the manufacturer's authorization, using the form provided in Section IV, showing that the Bidder has been duly authorized by the manufacturer or producer of the related sub system or component to supply and install that item in the Purchaser's Country. The Bidder is responsible for ensuring that the manufacturer or producer complies with the requirements of ITB 4 and 5 and meets the minimum criteria listed above for that item.

August 3, 2020

### EVALUATION REPORT

1. Name of Procuring Agency: State Bank of Pakistan
2. Method of Procurement: One-Envelope Bidding Process without pre-qualification as per World Bank's "Procurement Regulations for IPF Borrowers" July 2016 [Revised November 2017 and August 2018]
3. Title of Procurement: Investments in Technical Systems/Platforms supporting improvements in Market Infrastructure
4. Tender Inquiry No.: RFB No: PK-SBP.- FIIP.-141997-GO-RFB
5. PPRA Ref. No. (TSE): TS414532E
6. Date & Time of Bid Closing: 28-02-2020 - 4:00 PM
7. Date & Time of Bid Opening: 28-02-2020 - 4:30 PM
8. No. of Bids Received: 02 (two)
9. Criteria for Bid Evaluation: Compliance Based
10. Details of Bid(s) Evaluation:

Name of Bidder	Technical Evaluation	Financial Bid (Rs.)	World Bank's "Procurement Regulations for IPF Borrowers" July 2016 [Revised November 2017 and August 2018] and RFB*
M/s Sapphire Consulting Services (Pvt.) ltd	Compliant	121,537,579**	Responsive
M/s National Institutional Facilitation Technologies (Pvt.) Ltd	Non- Compliant		

\*Request for Bid Documents

\*\*Evaluated bid amount

**Lowest Evaluated Bidder:** M/s Sapphire Consulting Services (Pvt.) ltd

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

