

FINAL EVALUATION REPORT

(As Per Rule 35 of PP Rules, 2004)

1. Name of Procuring Agency: Export-Import Bank of Pakistan, (EXIM BANK)
2. Method of Procurement: Single Stage – Two Envelop
3. Title of Procurement: Procurement of Trade Credit Insurance Support Application and Services
4. Tender Inquiry No.: EXIM/TDRS/TCISAS/2022/Oct/11
5. PPRA Ref. No. (TSE): TS493922E
6. Date & Time of Bid Closing: 28th November 2022, 1500, Hrs.
7. Date & Time of Bid Opening: 28th November 2022, 1530, Hrs.
8. No of Bids Received: One (01)
9. Criteria for Bid Evaluation: Quality & Cost-Based Selection
10. Details of Bid(s) Evaluation: As under

Name of Bidder	Marks			Evaluated Cost	Rule/Regulation/SBD*/Policy /Basis for Rejection / Acceptance as per Rule 35 of PP Rules, 2004.
	Technical	Financial	Total		
M/s Tinubu Square S.A	35.12	60	95.12	Attached as Annex-A	Most Advantageous Bid

Most Advantageous Bidder: M/s Tinubu Square S.A

Signature:

Official Stamp:



**Standard Bidding Documents (SBD).*

CAPEX & OPEX in USD

Platform: Year / Desc	Y1	Y2	Y3	Y4	Y5
CAPEX	286,266				
OPEX - Estimated Annual Minimum OR	115,500	115,500	120,962	163,296	244,944
*Percentage of GWP	5.0%	5.0%	5.0%	4.5%	4.5%
Sub-Total	401,766	115,500	120,962	163,296	244,944
Total for 5 Years (CAPEX + OPEX)					1,046,468

For EXIM Pakistan the Annual recurring fee is 5% of Gross Written Premium (GWP) for the first 3 years, and 4.5% for Year 4 and Year 5 with:

- 5% of Gross Written Premium (GWP) for the first 3 years with an annual minimum of USD 115,500/- (including taxes)
- 4.5% of Gross Written Premium (GWP) for Year 4 and Year 5 with an annual minimum of USD 155,375/- (including taxes) in Year 4 and Year 5

Variable Cost of Credit Reports for 5 Years (on actual utilization) in USD

UNIT RATE: TO BE CHARGED ON ACTUAL NUMBER OF REPORTS Credit Reports (Per Buyer Per Annum) (To be charged on actual number of reports)	Year-1		Year-2		Year-3		Year-4		Year-5	
	<USD100k	>USD100k	<USD100k	>USD100k	<USD100k	>USD100k	<USD100k	>USD100k	<USD100k	>USD100k
	- Europe	51	95	51	95	51	95	51	95	51
- Core Australasia (Australia, New Zealand, China, Taiwan, Singapore, Malaysia, India, Pakistan)	76	114	76	114	76	114	76	114	76	114
- USA / Canada	63	126	63	126	63	126	63	126	63	126
- Rest of the World	140	165	140	165	140	165	140	165	140	165

Variable Cost of Services for 1 Years (on actual utilization) in USD

Services Cost	Unit Cost	Tax (10%)	Total Unit Cost Inclusive of Tax
Commercial Underwriting Services (Per Case Basis)	253	25	278
Claim Vetting Services (Per Claim Basis)	336	34	370

Other Cost (if any)- Excluding Taxes in USD

Other OPEX -USD	Year-1	Year-2	Year-3	Year-4	Year-5
Change Management Man-day Cost in USD	900	1,200	1,236	1,273	1,311
Travel cost (Air Ticket + hotel accommodation only)	As per actual by EXIM (Economy Class Tickets + Hotel Accommodation)				