

FINAL EVALUATION REPORT
(As per Rule 35 of Public Procurement Rules, 2004)

1. Name of Procurement Agency:	Benazir Income Support Programme (BISP)
2. Method of Procurement:	Least Cost Selection (LCS) Method under Procurement of Consultancy Services Regulations, 2010 read with relevant provisions of Public Procurement Rules, 2004 (as amended from time to time)
3. Title of Procurement:	Hiring of Financial Institutions (FIs) for Payments to BISP Beneficiaries
4. Tender Inquiry No.:	RFP No.: 11(3)/CT/BISP/2018
5. PPRA Ref. No. (TSE):	TS520114E
6. Date & Time of Proposal/Bid Closing:	October 11, 2023 at 14:00 Hours
7. Date & Time of Proposal/Bid Opening:	October 11, 2023 at 14:30 Hours
8. No. of Proposal/Bid Received:	109 for 15 Clusters
9. Criteria for Proposals/Bids Evaluation:	As per Clause 10.1 (A) and Clause 21.1 of the Proposal Data Sheet to the RFP
10. Details of Proposals/Bids Evaluation:	Two tier evaluation: a) Preliminary Examination - Status of Responsiveness i.e., Qualification/Eligibility of FIs as per Clause 10.1 (A) Of The Proposal Data Sheet to the RFP, for detailed technical evaluation b) Detailed Technical Evaluation as per Clause 21.1 Of The Proposal Data Sheet to the RFP

a) Preliminary Examination - Status of Responsiveness i.e., Qualification/Eligibility of FIs as per Clause 10.1 (A) Of The Proposal Data Sheet to the RFP, for detailed technical evaluation

S#	Name of Financial Institution (FI)	Responsive/ Non-Responsive	Rule/Regulation/SRFP-SBD*/Policy/ Basis for Non-Responsiveness/Disqualification/ Technical Rejection / Acceptance as per Rule 35 of Public Procurement Rules, 2004.	Remarks
1	M/s Bank Alfalah Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
2	M/s BOP as Lead in JV with M/s Bank Alfalah Limited as Associate Member	Non-Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	M/s BOP as Lead in the JV, declared disqualified for detailed technical evaluation due to non-provision of Branchless Banking License as per point # xii of Clause 10.1 (A) of the Proposal Data Sheet to the RFP, and hence the JV of the FI stood non-responsive.
3	M/s Mobilink Micro-Finance Bank Limited/Jazz Cash	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
4	M/s NRSP Microfinance Bank Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
5	M/s FINCA Microfinance Bank Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
6	M/s Sindh Bank Limited	Non-Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	M/s Sindh Bank Limited stood Non-Responsive and declared disqualified for detailed technical evaluation due to non-provision of documents including Branchless Banking License as required at points vii, ix, x, xii, xiv, xvi and xvii of Clause 10.1 (A) of the Proposal Data Sheet to the RFP
7	M/s United Bank Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
8	M/s Telenor Microfinance Bank Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
9	M/s Habib Bank Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
10	M/s HBL Microfinance Bank Limited	Non-Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	M/s HBL Micro Finance Bank Limited stood Non-Responsive and declared disqualified for detailed technical evaluation due to non-provision of Branchless Banking License as per point # xii of Clause 10.1 (A) of the Proposal Data Sheet to the RFP

b) Detailed Technical Evaluation as per Clause 21.1 Of The Proposal Data Sheet to the RFP

S#	Name of Financial Institution (FI)	Cluster Wise Technical Score/Marks (Total Marks =100, Passing marks 70% and/or above)															Rule/Regulation/SRFP-SBD*/Policy/ Basis for Non-Responsiveness/Disqualification/ Technical Rejection / Acceptance as per Rule 35 of Public Procurement Rules, 2004.	Remarks
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15		
1.	M/s Bank Alfalah Limited	N/S	90.65	88.42	88.00	91.58	89.44	89.25	88.63	N/S	88.00	N/S	88.38	90.11	89.09	89.63	Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for cluster# 2, 3, 4, 5, 6, 7, 8, 10, 12, 13, 14 and 15; and is recommended for opening of financial proposals of qualified clusters subject to its own choice of maximum three (3) clusters as per the provision of RFP.

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2	M/s Mobilink Micro-Finance Bank Limited/Jazz Cash	88.92	87.22	87.00	87.00	87.00	87.00	87.00	87.00	87.00	87.00	87.00	87.00	87.00	87.00	87.00	87.00	Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for all 15 clusters and is recommended for opening of financial proposals subject to its own choice of maximum three (3) cluster as per the provision of RFP.
3	M/s NRSP Microfinance Bank Limited	58.00	58.00	58.00	58.00	58.00	58.00	58.00	58.00	58.00	58.00	58.00	58.00	58.00	58.00	58.00	58.00	Clause 21.1 Of The Proposal Data Sheet	The FI failed to obtain the minimum passing score i.e 70 %, in all the 15 clusters and therefore declared technically disqualified.
4	M/s FINCA Microfinance Bank Limited	61.00	61.00	61.00	61.00	61.00	61.00	61.00	61.00	61.00	61.00	61.00	61.00	61.00	61.00	61.00	61.00	Clause 21.1 Of The Proposal Data Sheet	The FI failed to obtain the minimum passing score i.e 70 %, in all the 15 clusters and declared technically disqualified.
5	M/s United Bank Limited	61.00	N/S	53.08	N/S	60.25	N/S	N/S	N/S	N/S	N/S	N/S	N/S	N/S	N/S	N/S	N/S	Clause 21.1 Of The Proposal Data Sheet	The FI failed to obtain the minimum passing score i.e 70 %, in the three (03) Clusters it applied for i.e Cluster# 1, 3 and 5, and therefore declared technically disqualified.
6	M/s Telenor Microfinance Bank Limited	83.70	83.70	81.42	81.00	84.58	82.56	82.25	81.63	82.86	81.00	81.63	83.11	83.11	82.09	82.63		Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for all 15 clusters and is recommended for opening of financial proposals subject to its own choice of maximum three (3) cluster as per the provision of RFP.
7	M/s Habib Bank Limited	81.25	74.50	71.92	77.17	77.66	75.39	74.01	76.13	76.93	75.61	75.13	75.88	78.50	72.41	76.51		Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for all 15 clusters and is recommended for opening of financial proposals subject to its own choice of maximum three (3) cluster as per the provision of RFP.

Legend:

N/S	Proposal Not Submitted
	Qualified and Recommended for Opening of Financial Proposal
	Not-Qualified and Rejected

11. a) Financial Evaluation:

As per the Technical Evaluation Report, four (4) FIs were determined technically qualified, and recommended for financial opening, whose financial proposals were opened during the public opening of the financial proposals. As required under Clause 21.1 of Proposal Data Sheet of the RFP, the technically qualified FIs submitted their choice of three (03) clusters before opening of the financial proposals, and accordingly the financial proposals of their chosen clusters were opened publically in the presence of Procurement Evaluation Committee along with Co-opted members and representatives of the FIs. As per the opening of the financial proposals, following were the results announced aloud:

Name of Financial Institution (FI)	Numbers of Chosen Clusters with Rates in %									Rule/Regulation/SRFP-SBD*/Policy/ Basis for Non-Responsiveness/Disqualification/Technical Rejection / Acceptance as per Rule 35 of Public Procurement Rules, 2004.	Remarks
	1	2	3	5	6	7	9	12	13		
M/s Mobilink Micro-Finance Bank Limited/Jazz Cash	1.60%	-	0.75%	-	-	0.75%	-	-	-	Clause 21.1 Of The Proposal Data Sheet	During the public opening, it was announced that BISP will go for re-bidding of unattended clusters after compliance to necessary codal formalities.
M/s Telenor Microfinance Bank Limited	-	-	-	-	1.72%	-	-	1.72%	1.72%	Clause 21.1 Of The Proposal Data Sheet	
M/s Habib Bank Limited	0.80%	-	-	0.80%	-	-	0.80%	-	-	Clause 21.1 Of The Proposal Data Sheet	In addition, the FIs were informed that as required under Rule 38B[1(d)] of Public Procurement Rules, 2004, to determine "financial conformance in terms of rate reasonability", in response to the rates quoted by single bidders/FIs in various clusters, an independent committee will be constituted, to finalize the further proceedings in the matter.
M/s Bank Alfalah Limited	-	0.00%	0.00%	-	-	-	-	0.00%	-	Clause 21.1 Of The Proposal Data Sheet	


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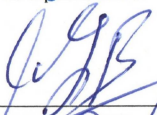
11. b) Under Public Procurement Rules, 2004, due to the competition in clusters # 1, 3, and 12, these lowest evaluated FIs were considered "Most Advantageous Bidders". However, in response to the rates quoted by single bidders/FIs in clusters # 2, 5, 6, 7, 9, and 13, the "financial conformance in terms of rate reasonability" was assessed under Rule 38B1(d)] of Public Procurement Rules, 2004. According to the assessment of "financial conformance in terms of rates reasonability", carried out under Rule 38B1(d)] of Public Procurement Rules, 2004 by an independent committee of BISP, the rates quoted in clusters # 2,5,7, and 9 were accepted, and the rates quoted in clusters # 6 and 13 were rejected along with rejection of their bids under Rule 33 of the Public Procurement Rules, 2004. In conclusion, following FIs (rates mentioned against each), have been declared as "Most Advantageous Bidders", and recommended for award of contract in compliance with Public Procurement Rules, 2004 and as per terms and conditions prescribed in the bidding documents.

Name of Financial Institutions (FIs) i.e., Most Advantageous Bidders	Cluster Numbers with Rates	
	Cluster Number(s)	Rates in% (Exclusive of Indirect Taxes)
M/s Mobilink Micro-Finance Bank Limited/Jazz Cash	7	0.75%
M/s Habib Bank Limited	1, 5, & 9	0.80%
M/s Bank Alfalah Limited	2, 3 & 12	0.00%

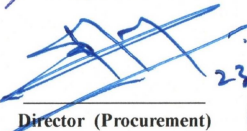

 Procurement Specialist
 Co-Opted Member


 Director (Payments & Reconciliation)
 Co-Opted Member


 Director (NSO)
 Co-Opted Member

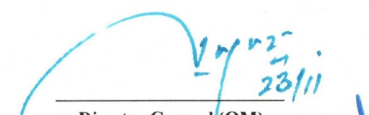

 Director (MIS)
 Co-Opted Member

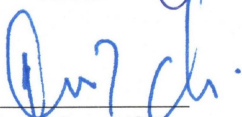

 Deputy Director (Procurement)
 Secretary

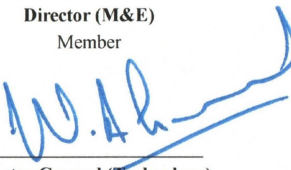

 Director (Procurement)
 Member
 23/11/2023.



 Director (Policy & Coordination)
 Member


 Director (M&E)
 Member


 Director General (OM)
 Member
 23/11


 Director General (CF)
 Member


 Director General (Technology)
 Member


 Director General (F&A)
 Chairman

*Standard Request for Proposal (SRFP)/Standard Bidding Documents (SBD).