

TECHNICAL EVALUATION REPORT

(As per Rule 35 of PP 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-P-001**
5. PPRA Ref. No. (TSE): **TS526315E**
6. Date & Time of Proposal/Bid Closing: **December 11, 2023 at 14:00 Hours**
7. Date& Time of Proposal/Bid Opening: **December 11, 2023 at 14:30 Hours**
8. No. of Proposal/Bid Received: **49 for 08 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 PP 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	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
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 FINCA Microfinance Bank Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
5	M/s United Bank Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
6	M/s Telenor Microfinance Bank Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
7	M/s Habib Bank Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
8	(a) M/s HBL Microfinance Bank Limited as Lead in JV with M/s HBL as Associate Member	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
	(b) M/s HBL Microfinance Bank Limited in Sole Capacity	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation

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/Techn ical Rejection / Acceptance as per Rule 35 of PP Rules, 2004.	Remarks
		4	6	8	10	11	13	14	15		
1.	M/s Bank Alfalah Limited					83.63	90.11			Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for cluster# 11 and 13; and is recommended for opening of financial proposals of qualified clusters subject to its own choice of maximum one (1) cluster as per the provision of RFP.
2	M/s BOP as Lead in JV with M/s Bank Alfalah Limited as Associate Member	86.50	89.11	88.00	87.44			87.36	89.38	Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for Cluster# 4, 6, 8, 10, 14 and 15 and is recommended for opening of financial proposals subject to its own choice of maximum four (4) clusters as per the provision of RFP.

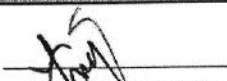
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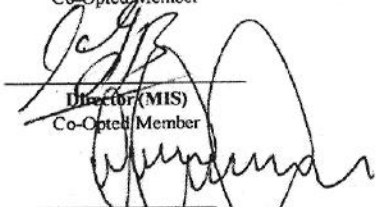
(Handwritten signatures and notes on the left margin)

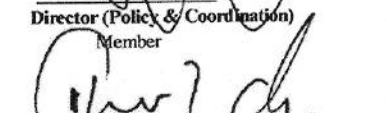
3	M/s Mobilink Micro-Finance Bank Limited/Jazz Cash	79.50	82.50	82.00	73.67	78.25	83.67	78.80	82.00	Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for Cluster# 4, 6, 8, 10, 11, 13, 14 and 15 and is recommended for opening of financial proposals subject to its own choice of maximum three (3) clusters as per the provision of RFP.
4	M/s FINCA Microfinance Bank Limited	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	Clause 21.1 Of The Proposal Data Sheet	The FI failed to obtain the minimum passing score i.e 70 %, in all the 8 clusters and declared technically disqualified.
5	M/s United Bank Limited	71.34	73.33	72.88	70.67	70.25	72.67	70.91	73.34	Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for Cluster# 4, 6, 8, 10, 11, 13, 14 and 15 and is recommended for opening of financial proposals subject to its own choice of maximum four (4) clusters as per the provision of RFP.
6	M/s Telenor Microfinance Bank Limited	83.83	84.89	83.50	84.00	83.75	83.44	83.67	84.63	Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for Cluster# 4, 6, 8, 10, 11, 13, 14 and 15 and is recommended for opening of financial proposals subject to its own choice of maximum four (4) clusters as per the provision of RFP.
7	M/s Habib Bank Limited			76.13			78.50			Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for cluster# 8 and 13 and is recommended for opening of financial proposals subject to its own choice of maximum one (1) cluster as per the provision of RFP.
8	(a) M/s HBL Microfinance Bank Limited as Lead in JV with M/s HBL as Associate Member		68.71			66.88		64.23	70.38	Clause 21.1 Of The Proposal Data Sheet	The FI failed to obtain the minimum passing score i.e 70 %, in cluster#6, 11 and 14 and declared technically disqualified. However, the FI is technically qualified for cluster#15 and is recommended for opening of financial proposals for
	(b) M/s HBL Microfinance Bank Limited in Sole Capacity	47.50		45.63	45.45					Clause 21.1 Of The Proposal Data Sheet	The FI failed to obtain the minimum passing score i.e 70 %, in cluster#4, 8 and 10 and declared technically disqualified.

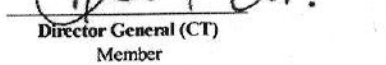
Legend:


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

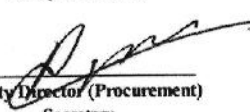

Procurement Specialist
 Co-Opted Member



Director (MIS)
 Co-Opted Member

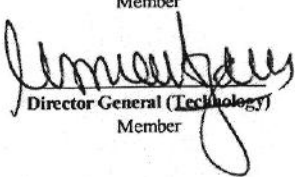

Director (Policy & Coordination)
 Member



Director General (CT)
 Member

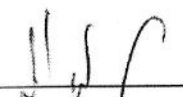

Director (Payments & Reconciliation)
 Co-Opted Member



Deputy Director (Procurement)
 Secretary

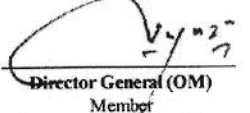

Director (M&E)
 Member

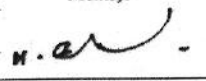

Director General (Technology)
 Member


 Co-opted Member


Director (NSO)
 Co-Opted Member


Director (Procurement)
 Member


Director General (OM)
 Member


Director General (F&A)
 Chairman

Annex - B

Director (Procurement)
BISP Head Office, Islamabad.

Subject: **CHOICE OF CLUSTER (S) AS REQUIRED UNDER CLAUSE 21.1
OF PROPOSAL DATA SHEET OF THE RFP - No.
11(3)/CT/BISP/2018-P-001**

Reference Clause 21.1 of Proposal Data Sheet of the RFP read with BISP Notification No. 11(3)/CT/BISP/2018-P-001 dated December 20, 2023, we hereby opt for the following cluster (s) for opening of our Financial Proposals:

Sr. No	Cluster No.
1	
2	
3	
4	

2. We understand and agree that the Financial Proposals of the above chosen clusters will be opened only and the remaining Financial Proposals will be returned to us unopened.

3. We further understand and hereby undertake that in case the cluster(s) selected by us is/are not qualified for a successful award, such position shall not entitle us nor we will place request to BISP for consideration of our Financial Proposals for clusters other than the above chosen clusters.

Yours sincerely,

Authorized Signatures & Stamp
Name and Title of the Authorized Signatory



GOVERNMENT OF PAKISTAN
BENAZIR INCOME SUPPORT PROGRAMME
F-BLOCK, PAK SECRETARIAT, ISLAMABAD

No. 11(3)/CT/BISP/2018-P-001

Islamabad, December 20, 2023

NOTIFICATION

- 1. Publication of Technical Evaluation Report**
- 2. Date and Time for Opening of Financial Bids**

Kindly find attached the **Technical Evaluation Report (Annex – A)** of the technical proposals submitted for **“Hiring of Financial Institutions (FIs) for Payments to BISP Beneficiaries”**. As per the Technical Evaluation Report, following FIs have been qualified in the Technical Evaluation, and become eligible for opening of Financial Proposals:

1. M/s Bank Alfalah Limited – qualified in two (02) clusters
2. M/s BOP as Lead in JV with M/s Bank Alfalah Limited as Associate Member – qualified in six (06) clusters
3. M/s Habib Bank Limited – qualified in two (02) clusters
4. M/s HBL Microfinance Bank Limited as Lead in JV with M/s HBL as Associate Member – qualified in one (01) cluster
5. M/s Mobilink Micro-Finance Bank Limited/Jazz Cash – qualified in eight (08) clusters
6. M/s Telenor Microfinance Bank Limited – qualified in eight (08) clusters
7. M/s United Bank Limited – qualified in eight (08) clusters

2. It has been decided by the BISP Management that the Financial Proposals of the above qualified FIs, will be opened on **January 01, 2024 at 15:00 hours** in conference room, ground floor, at BISP Head Office, F-Block Pak Secretariat, Islamabad. The financial proposals/bids of the FIs who could not qualify in the technical evaluation, will be returned by post to the authorized signatories, as per their technical proposals.

3. It is further informed that as required under Clause 21.1 of Proposal Data Sheet of the RFP, the above qualified FIs will have to give their choice of cluster (s). In this regard, in order to ensure transparency in the process, following procedure has been decided for compliance during public opening of the financial proposals, as per the above scheduled date and time:

- (i) Before opening of the financial proposals, the qualified FIs will submit their choices of cluster (s) in cumulative of maximum four (04) clusters to be counted in previous and current bidding, on their letter head and must be signed by their authorized signatory for submission of bids/ proposals (**format attached as Annex – B**). For more clarity please refer to the provision outlined in Clause 21.1 of Proposal Data Sheet of the RFP:
 - a) **For FIs with 3 clusters winning in previous procurement process:** In case an FI qualifies in more than one Clusters, it shall be asked to choose any 01 of the clusters and accordingly the Financial Proposals of the chosen cluster shall be opened only. Remaining Financial Proposals shall be returned unopened.
 - b) **For FIs with 2 clusters winning in previous procurement process:** In case an FI

qualifies in more than two Clusters, it shall be asked to choose any 02 of the clusters and accordingly the Financial Proposals of the chosen clusters shall be opened only. Remaining Financial Proposals shall be returned unopened.

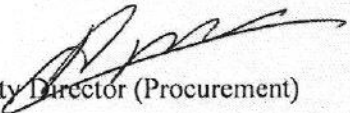
c) **For FIs with 1 cluster winning in previous procurement process:** In case an FI qualifies in more than three Clusters, it shall be asked to choose any 03 of the clusters and accordingly the Financial Proposals of the chosen clusters shall be opened only. Remaining Financial Proposals shall be returned unopened.

d) **For FIs with no cluster winning in previous procurement process:** In case an FI having qualifies in more than four Clusters, it shall be asked to choose any 04 of the clusters and accordingly the Financial Proposals of the chosen clusters shall be opened only. Remaining Financial Proposals shall be returned unopened.

(ii) BISP's Procurement Evaluation Committee (PEC) will announce the chosen cluster (s) by the above qualified FI (s).

(iii) As per the chosen cluster (s) announced, the financial bids of respective FI (s) will be opened and announced aloud.

(iv) The remaining financial bids will be returned unopened.


Deputy Director (Procurement)

To: All Participating FIs.