

# EVALUATION REPORT

(As Per Rule 35 of PP Rules, 2004)

1. Name of Procuring Agency: PAKISTAN NATIONAL SHIPPING CORPORATION
2. Method of Procurement: SINGLE STAGE – ONE ENVELOPE PROCEDURE  
PPRA 2004 CLAUSE 36(a)
3. Title of Procurement: TENDER FOR ALL TYPE OF MARINE FUEL OILS ANALYSIS AT  
INTERNATIONAL PORTS FOR PNSC'S MANAGED VESSELS FOR  
THE PERIOD OF ONE YEAR
4. Tender Inquiry No.: MRD/B/F.O/ANALYSIS/2020-001
5. PPRA Ref. No. (TSE): TS431822E
6. Date & Time of Bid Closing: 26<sup>TH</sup> OCTOBER, 2020 (1500 HOURS PST)
7. Date & Time of Bid Opening: 26<sup>TH</sup> OCTOBER, 2020 (1530 HOURS PST)
8. No. of Bids Received: SEVEN (07)
9. Criteria for Bid Evaluation: LOWEST FINANCIAL EVALUATED BID
10. Details of Bid(s) Evaluation: FINANCIAL (SEE BELOW)

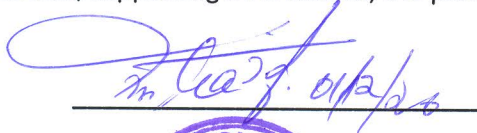
Name of Bidder	Annual Estimated Cost \$	Rank	Reason of Dis-Qualification	Rule/Regulation/SBD*/Policy/Basis for Rejection/Acceptance as per Rule 35 of PP Rules, 2004.
M/s. Intertek Lintec	28,600.00	1 <sup>st</sup> Lowest	-	Fulfilled tender documents criteria
M/s. Viswa Group	30,070.00	2 <sup>nd</sup>	-	Fulfilled tender documents criteria
M/s. Veritas Petroleum Services B.V.	34,129.86	3 <sup>rd</sup>	-	Fulfilled tender documents criteria
M/s. Lloyd's Register EMEA	41,135.00	4 <sup>th</sup>	-	Fulfilled tender documents criteria
M/s. Geo-Chem Middle East	87,820.00	5 <sup>th</sup>	Only 02 regional labs available for testing	Partial fulfilled tender documents criteria
M/s. Saybolt International	115,688.08	6 <sup>th</sup>	Only 01 lab available for testing	Partial fulfilled tender documents criteria
M/s. AmSpec Middle East LLC	369,590.62	7 <sup>th</sup>	-	Fulfilled tender documents criteria

**Lowest Evaluated Bidder (Lowest Financial + Fulfilled Tender Documents Criteria):**

**M/s. Intertek Lintec**

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

Signature: \_\_\_\_\_



Official Stamp: \_\_\_\_\_





TENDER FOR ALL TYPES OF MARINE FUEL OILS ANALYSIS AT INTERNATIONAL PORTS FOR A PERIOD OF ONE (1) YEAR

FOA - Eligibility Criteria:

Tender opened on 26th October 2020

Tender No. MRD/B/F.O/Analysis/2020-001

Sr. No.	TEST	TESTS QUOTATION						
		1	2	3	4	5	6	7
		M/S. GEO-CHEM MIDDLE EAST	M/S. AMSPEC MIDDLE EAST LLC	M/S. VISWA GROUP	M/S. SAYBOLT INTERNATIONAL	M/S. VERITAS PETROLEUM SERVICES B.V.	M/S. INTERTEK LINTEC	M/S. LLOYD'S REGISTER EMEA
1	VLSFO Per Sample	\$625.00	\$2,890.00	\$190.00	\$849.60	\$205.00	\$150.00	\$240.00
	HISTORICAL DATA PER YEAR	108.00	108.00	108.00	108.00	108.00	108.00	108.00
2	LSMGO Per Sample	\$665.00	\$1,950.00	\$190.00	\$649.00	\$240.00	\$275.00	\$240.00
	HISTORICAL DATA PER YEAR	28.00	28.00	28.00	28.00	28.00	28.00	28.00
3	Asphaltene	\$75.00	\$255.00	\$60.00	\$293.82	\$150.00	\$100.00	\$95.00
4	Reserve Stability Number	\$100.00	\$275.00	\$150.00	\$395.00	\$200.00	\$350.00	\$395.00
5	GCMS Screening (Headspace)	\$200.00	\$750.00	\$50.00	\$717.44	\$50.00	\$40.00	\$1,270.00
6	Xylene Equivalent Test	\$140.00	\$226.00	\$100.00	\$316.24	\$316.24	\$275.00	\$125.00
7	Stability Spot Test	\$80.00	\$146.00	\$50.00	\$114.46	\$35.00	\$50.00	\$30.00
8	Toulene Insolubles Test	\$22.00	\$128.62	\$50.00	\$128.62	\$128.62	\$100.00	\$0.00
9	PH	\$10.00	\$65.00	\$50.00	\$67.26	\$200.00	\$440.00	\$25.00
10	Lubricity Test for Distillate Fuel	\$300.00	\$550.00	\$120.00	\$291.46	\$90.00	\$170.00	\$200.00
11	Full GCMS CRA	\$200.00	\$500.00	\$800.00	\$717.44	\$1,300.00	\$750.00	\$570.00
12	FTIR Analysis	\$41.00	TBA Outsource	\$300.00	\$274.94	Inclusive in GC/MS AE	\$150.00	\$1,485.00
13	Sediment & Wax Precipitation Point Test	\$50.00	\$475.00	\$300.00	\$457.84	\$200.00	\$475.00	\$190.00
<b>VLSFO/Year Cost</b>		<b>\$67,500.00</b>	<b>\$312,120.00</b>	<b>\$20,520.00</b>	<b>\$91,756.80</b>	<b>\$22,140.00</b>	<b>\$16,200.00</b>	<b>\$25,920.00</b>
<b>LSMGO \$/Sample</b>		<b>\$18,620.00</b>	<b>\$54,600.00</b>	<b>\$5,320.00</b>	<b>\$18,172.00</b>	<b>\$6,720.00</b>	<b>\$7,700.00</b>	<b>\$6,720.00</b>
<b>FTIR &amp; GCMS</b>		<b>\$723.00</b>	Narration mentioned below at (c)	<b>\$3,300.00</b>	<b>\$2,977.14</b>	<b>\$3,900.00</b>	<b>\$2,700.00</b>	<b>\$6,165.00</b>
<b>VLSFO, LSMGO &amp; FTIR GCMS</b>		<b>\$86,843.00</b>	<b>\$366,720.00</b>	<b>\$29,140.00</b>	<b>\$112,905.94</b>	<b>\$32,760.00</b>	<b>\$26,600.00</b>	<b>\$38,805.00</b>
<b>Other Tests Basis 1 Sample</b>		<b>\$977.00</b>	<b>\$2,870.62</b>	<b>\$930.00</b>	<b>\$2,782.14</b>	<b>\$1,369.86</b>	<b>\$2,000.00</b>	<b>\$2,330.00</b>
<b>Grand Total/Year</b>		<b>\$87,820.00</b>	<b>\$369,590.62</b>	<b>\$30,070.00</b>	<b>\$115,688.08</b>	<b>\$34,129.86</b>	<b>\$28,600.00</b>	<b>\$41,135.00</b>
<b>Rank</b>		<b>5th Lowest</b>	<b>7th Lowest</b>	<b>2nd Lowest</b>	<b>6th Lowest</b>	<b>3rd Lowest</b>	<b>1st Lowest</b>	<b>4th Lowest</b>

Note: E&OE



- a) OFAC (Office of Foreign Asset Control), we have used in order to check international sanctions on bidders.
- b) All participants are leading industry companies and they are qualified/fulfilled PNSC criteria/requirement as per tender documents. Except M/s. GEO-CHEM (only 2 regional labs are using for analysis/testing) and M/s. SAYBOLT (only Rotterdam lab is use for analysis/testing). Even these both disqualified firms are not being lowest price bidders.
- c) M/s. Amspec not submitted their FTIR Analysis cost. Therefore, cannot calculate combined cost of FTIR & GCMS Analysis.
- d) The M/s. Saybolt has submitted their bid offer in EURO currency in order to evaluate tenders we have applied EURO to USD rate 1.18.
- e) We have calculated total cost on the basis of 1 year historical data and tests were performed in F.Y 2019-2020.
- f) On routine basis, lab usually analysed samples as per ISO parameters in case any parameter found higher or close to the limit then lab technical experts recommend client to perform above mentioned tests for indepth analysis. However, as per past trend FOBAS usually recommended on various occasion to perform FTIR & GCMS test. Thus, we have calculated our evaluation on the basis of these tests quoted/received bid.
- g) In connection with point mentioned in above line (f), the technical superintendent and technical senior management recommendation is also necessary and they usually decides whether to perform recommended tests or not based on practical experience. However, for calculation purpose we have calculated rest of the test quoted amount with the assumption that once in a year all these tests could be performed as and when required. Also note that M/s. Veritas Petroleum Services did not quote Xylene Equivalent Test therefore we have calculated \$316.24 per sample on the basis of highest quote received for said test.
- h) The first lowest bidder on routine analysis have capability to perform comprehensive/extended GCMS testing to verify in depth chemicals but their extended testing is equivalent to M/s. VISWA Lab comprehensive GCMS. However M/s. VISWA Lab comprehensive GCMS testing is more in depth as compare to M/s. INTERTEK and M/s. Lloyd's Register reports respectively.
- i) The tender committee unanimously recommended to award contract to the lowest bidder M/s. INTERTEK.

**NOTE:**

As per eligibility criteria above, seven (7) participated firms/bidders have fulfilled the eligibility criteria as per our tender documents, except two firms have submitted irrelevant documents.


**Calculation Computation:**

Sr. No	Service Provider	VLSFO Per Sample			LSMGO Per Sample		
		Quoted Price	Transportation	Total Cost	Quoted Price	Transportation	Total Cost
1	M/s. Geo-Chem Middle East	\$350.00	\$275.00	\$625.00	\$390.00	\$275.00	\$665.00
2	M/s. AmSpec Middles East LLC	\$2,890.00	\$0.00	\$2,890.00	\$1,950.00	\$0.00	\$1,950.00
3	M/s. Viswa Group	\$190.00	\$0.00	\$190.00	\$190.00	\$0.00	\$190.00
4	M/s. Saybolt International	\$849.60	\$0.00	\$849.60	\$649.00	\$0.00	\$649.00
5	M/s. Veritas Petroleum Services B.V	\$205.00	\$0.00	\$205.00	\$240.00	\$0.00	\$240.00
6	M/s. Intertek Lintec	\$150.00	\$0.00	\$150.00	\$275.00	\$0.00	\$275.00
7	M/s. Lloyd's Register	\$240.00	\$0.00	\$240.00	\$240.00	\$0.00	\$240.00

\* M/s. Saybolt has submitted their bid in Euro currency whereas we have asked bidder to submit in USD currency for comparison purpose. We have taken exchange rate 1.18 Euro to US Dollar.

  
Mr. M. Jahanagir Khan  
Prepared By:

  
Mr. Abid-ur-Rehman  
Member Tender Committee

  
Syed Masood Ahmed  
Member Tender Committee

  
Mr. Haris Manzoor Siddiqui  
Member Tender Committee

  
Mr. Zafarullah Khan  
Chairman Tender