

## TECHNICAL BID EVALUATION REPORT

1.	Name of the Procuring Agency	<b>SIALKOT INTERNATIONAL AIRPORT LTD.</b>
2.	Title of Project	<b>PROCUREMENT OF CARGO/HOLD BAGGAGE AUTOMATIC EXPLOSIVE DETECTION SYSTEM (COMPUTED TOMOGRAPHY TECHNOLOGY) WITH INSTALLATION, TESTING, COMMISSIONING, AND TRAINING</b>
3.	Tender Number	<b>SIAL/CTM/TS538572E</b>
4.	Addendum	<b>N/A</b>
5.	Tender Floating Date	<b>May 03, 2024</b>
6.	1 <sup>st</sup> Pre-Bid Meeting	<b>May 14, 2024</b>
7.	2 <sup>nd</sup> Pre-Bid Meeting	<b>May 27, 2024</b>
8.	Date & Time of Bid Closing	<b>June 03, 2024 at 1000 hours</b>
9.	Date & Time of Bid Opening	<b>June 03, 2024 at 1030 hours</b>
10.	No. of Bids Received	<b>02 (Two)</b>
11.	Criteria for Bid Evaluation	<b>Evaluation Criteria is mentioned in the Bidding Documents advertised on SIAL and PPRA website</b>
12.	Details of Bid (s) Evaluation	<b>Comparative Statements as follows:</b>

In response of advertisement in newspapers and on website of SIAL & PPRA for PROCUREMENT OF CARGO/HOLD BAGGAGE AUTOMATIC EXPLOSIVE DETECTION SYSTEM (COMPUTED TOMOGRAPHY TECHNOLOGY) WITH INSTALLATION, TESTING, COMMISSIONING, AND TRAINING, following potential applicants / bidder have submitted the bids before 1000 hours on June 03, 2024.

<b>Sr. No.</b>	<b>Applicant / Bidder</b>	<b>JV Partner</b>
<b>1</b>	M/S KARSAZ Pvt. Ltd.	N/A
<b>2</b>	M/S International Aeradio Pakistan (Pvt) Limited (IAL)	N/A

Received bids were opened in the presence of both applicants / bidders on the same day. As the bidding process is based on single stage two envelop, therefore, Financial Bids were handed over to the office of Company Secretary.

Technical Bids have been evaluated in the light of criteria mentioned in bidding document. The applicant must meet the mandatory requirements, in case of non-compliance the applicant will be declared non responsive to the requirements of this bidding document,

**Mandatory Criteria:**

<b>Sr. #</b>	<b>Description</b>	<b>Requirement</b>
1	Bidder shall have local representation, duly registered and incorporated in Pakistan. In case of foreign bidder local JV partner shall submit the Certificate of Registration. (Certificate from SECP or Registration of Firm shall be furnished by the bidder).	Mandatory
2	Bidder shall be the authorized agent or sole distributor of equipment manufacturers since last 10 years or more (Authorization letter / contract agreement shall be furnished by the bidder)	Mandatory
3	Valid Income Tax Registration and Active Status (of Local representative in case of foreign supplier)	Mandatory
4	Valid Sales Tax Registration and Active Status (of Local representative in case of foreign supplier)	Mandatory
5	Undertaking on valid legal attested stamp paper that firm is not blacklisted and not involved in litigation with any Provincial or Federal Government Department, Agency, Organization or autonomous body anywhere in Pakistan. In case involved in litigation process, proof of dispute resolution is required	Mandatory
6	Under Taking is required that no parts, components, or software to be manufactured/developed in India or Israel. Goods will not be accepted if any part, component, or software developed or manufactured in the above-mentioned countries.	Mandatory
7	Bidders to submit OEM Certificate ensuring supply of Spare parts at least 5 to 10 years	Mandatory
8	In case of Joint Venture, an agreement shall be furnished by the bidder on a Stamp Paper of value PKR 1,200	Mandatory

Evaluation of applicants in accordance Mandatory Criteria is attached as **Annexure – A.**

**Qualification & Evaluation Criteria:**

The following qualification criteria shall be observed on the eligible Applicants. The applicant must secure:

1. At least 60% score in each category
2. 75% overall score to qualify.

<b>Sr. #</b>	<b>Category</b>	<b>Marks</b>
1.	Similar Experience	60
2.	Financial Status	40
<b>Total</b>		<b>100</b>

Evaluation of applicants in accordance with above referred Criteria is attached as **Annexure – B.**

**Conclusion:**

Based on the detailed mentioned in **Annexure – A & B**, Following is the final result of Technical Evaluation process:

<b>Sr. No.</b>	<b>Applicants</b>	<b>Result</b>		
		<b>Marks Obtained</b>	<b>Total Marks</b>	<b>Status</b>
<b>1</b>	M/S KARSAZ Pvt. Ltd.	<b>92</b>	<b>100</b>	<b>Qualify</b>
<b>2</b>	M/S International Aeradio Pakistan (Pvt) Limited (IAL)	<b>79</b>	<b>100</b>	<b>Qualify</b>

**Technical Specification of Offered Equipment:**

<b>Sr. #</b>	<b>Description</b>	<b>M/S KARSAZ</b>	<b>M/S IAL</b>
1	Brand and Model	Smith Detection 10080XCT	Rapiscan Systems - Rapiscan RTT®110
2	Country of Origin	Europe	United Kingdom
3	Manufacturing Facility	Europe	United Kingdom

Technical Evaluation of equipment offered by both applicants / bidders in accordance with project specified requirement of the project is attached as **Annexure – C**.

In view of Annexure – A, B and C, both bidders i.e., M/s Karsaz Pvt. Ltd. and M/S International Aeradio Pakistan (Pvt) Limited (IAL) are qualified in qualifying criteria and their offered equipment is Fully Compliant with the specified requirement of the project.

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TECHNICAL EVALUATION  
MANDATORY CRITERIA**

**Annexure - A**

<b>Sr. #</b>	<b>Description</b>	<b>Requirement</b>	<b>M/S KARSAZ</b>	<b>M/S IAL</b>
1	Bidder shall have local representation, duly registered and incorporated in Pakistan. In case of foreign bidder local JV partner shall submit the Certificate of Registration. (Certificate from SECP or Registration of Firm shall be furnished by the bidder).	Mandatory	Company Registration # K07310	Company Registration # SIND 597
2	Bidder shall be the authorized agent or sole distributor of equipment manufacturers since last 10 years or more (Authorization letter / contract agreement shall be furnished by the bidder)	Mandatory	Authorized Distributor Since 2007	Authorized Distributor Since 2013
3	Valid <b>Income Tax</b> Registration and Active Status (of Local representative in case of foreign supplier)	Mandatory	NTN: 1141814 (Active)	NTN: 0817143 (Active)
4	Valid <b>Sales Tax</b> Registration and Active Status (of Local representative in case of foreign supplier)	Mandatory	NTN: 1141814-1 (Active)	NTN: 0817143-2 (Active)
5	Undertaking on valid legal attested stamp paper that firm is not blacklisted and not involved in litigation with any Provincial or Federal Government Department, Agency, Organization or autonomous body anywhere in Pakistan. In case involved in litigation process, proof of dispute resolution is required	Mandatory	Submitted	Submitted
6	Under Taking is required that no parts, components, or software to be manufactured/developed in India or Israel. Goods will not be accepted if any part, component, or software developed or manufactured in the above-mentioned countries.	Mandatory	Submitted on letter head of smith detection	Submitted on Stamp Paper
7	Bidders to submit OEM Certificate ensuring supply of Spare parts at least 5 to 10 years	Mandatory	Submitted on letter head of smith detection	Submitted on letter head of Rapiscan Systems
8	In case of Joint Venture, an agreement shall be furnished by the bidder on a Stamp Paper of value PKR 1,200	Mandatory	N/A	N/A

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**TECHNICAL EVALUATION**  
**FINAL RESULT**  
**Annexure - B**

<b>Sr. #</b>	<b>Description</b>	<b>Max. Points</b>	<b>M/S KARSAZ</b>	<b>M/S IAL</b>
1	Similar Experience	<b>60</b>	52	49
2	Financial Status	<b>40</b>	40	30
	<b>Total</b>	<b>100</b>	<b>92</b>	<b>79</b>
	<b>Result</b>		<b>Pass</b>	<b>Pass</b>

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TECHNICAL EVALUATION  
SIMILAR EXPERIENCE  
Annexure - B1**

<b>Sr. #</b>	<b>Description</b>	<b>Max. Points</b>	<b>M/S KARSAZ</b>	<b>M/S IAL</b>
1	Projects of similar size, nature and complexity in Pakistan, to be supported with Purchase Order / Agreement (At least one project is mandatory, max 4 projects) (05 Marks for each project)	20	20	20
2	Projects of similar nature and complexity with at least Rs. 200 million (or equivalent) to be supported with Purchase Order / Agreement (At least one project is mandatory, max 4 projects) (05 Marks for each project)	20	20	15
3	Experience of previous training to technical staff / engineers of clients on similar equipment with details of training and trainees and proof of training.	10	10	10
4	Registration of bidder or OEM with pertinent international professional bodies/associations. (Valid Certificate shall be furnished by the bidder) (At least one Certificate is mandatory, max 5 Certifications) (02 Marks for each project)	10	2	4
<b>Total</b>		<b>60</b>	<b>52</b>	<b>49</b>

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**TECHNICAL EVALUATION**  
**FINANCIAL STATUS**  
**Annexure - B2**

<b>Sr. #</b>	<b>Description</b>	<b>Max. Points</b>	<b>M/S KARSAZ</b>	<b>M/S IAL</b>
1	<p>Average Annual Revenue / Turnover of at least Rs. 200 million or equivalent in last three years (Audit Reports for last three year is required)</p> <p>Less Than 50 million = 0 Marks                      More Than 50 million and Less Than 100 million = 5 Marks                      More Than 100 million and Less Than 150 million = 10 Marks                      More Than 150 million and Less Than 200 million = 15 Marks                      More Than 200 million = 20 Marks</p>	20	20	10
2	<p>Average Annual Revenue from sales of equipment of similar nature of at least Rs. 70 million or equivalent in last three years (Audit Reports for last three year is required)</p> <p>More Than 10 million and Less Than 25 million = 0 Marks                      More Than 26 million and Less Than 49 million = 10 Marks                      More Than 50 million and Less Than 70 million = 15 Marks                      More Than 70 million = 20 Marks</p>	20	20	20
	<b>Total</b>	<b>40</b>	<b>40</b>	<b>30</b>



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**TECHNICAL EVALUATION**  
**Schedule of Technical Data**  
**Annexure - C**

Sr. #	Description	Specification / Requirement	M/S KARSAZ	M/S IAL
1	Brand and Model		Smith Detection	Rapiscan Systems - Rapiscan RTT®110
2	Equipment name		Automatic Explosive Detection System Standard 3 Type Based on Computed Tomography	Automatic Explosive Detection System Standard 3 Type Based on Computed Tomography
3	Technology	<b>full 3-D volumetric Computed Tomography (CT)</b>	Dual Energy CT (3D) includes Line Scanner with Full 3-D Volumetric Computed Tomography	High Speed Explosive Detection System Full 3-D Volumetric Computed Tomography
4	Minimum Belt speed	<b>1600 to 1800 bags per hour.</b>	0.5m/s (1600 to 1800 bags per hour.)	1600 to 1800 bags per hour.
5	Throughput		upto 1800 bags per hour	upto 1800 bags per hour
6	Certifications/Approvals	<b>1) ECAC (EU) European Civil Aviation Conference (ECAC), EDS Standard 3 or more. 2) TSA (USA) ACSTL Transportation Security Administration Air Cargo Screening Technology List 3) DfT (UK) Department for Transport</b>	1) ECAC (EU) European Civil Aviation Conference (ECAC), EDS Standard 3 or more. 2) TSA (USA) ACSTL Transportation Security Administration Air Cargo Screening Technology List 3) DfT (UK) Department for Transport	1) ECAC (EU) European Civil Aviation Conference (ECAC), EDS Standard 3 or more. 2) TSA (USA) ACSTL Transportation Security Administration Air Cargo Screening Technology List 3) DfT (UK) Department for Transport
7	Overall dimensions (W x H x L)		214.6" x 90.6" x 85"	200.6" x 86.7" x 88.9"
8	Minimum Tunnel size (WxHxL)	<b>standard quarter pallet size (i.e., 600 x 1000 mm).</b>	1070 x 810 mm (Rectangular Type Tunnel)	1020 x 756 mm (D-Type Tunnel)
9	Conveyor Height		Min 700mm (Adjustable)	Min 863mm (Adjustable)
10	Conveyor Load	<b>weight of standard Quarter pallet (i.e., 200 kg), evenly distributed.</b>	200 kg, evenly distributed.	200 kg, evenly distributed.
11	Image Generating System		Photodiodes with highly efficient scintillators	Static Gantry Technology
12	X-ray leakage		meet all applicable laws & regulation	less than 1 micro-Sievert per hour
13	CE conformity		Compliant	Compliant
14	Sound pressure level		<70dBA	60dBA at 1000mm
15	Maximum Operating temperature & humidity	<b>shall be more that 30 deg C and Humidity shall not be less than 65 to 80%.</b>	0 to 40 deg C	0 to 40 deg C
16	Storage temperature		-15 to 60 deg C	-20 to 50 deg C
17	Power supply	<b>380 to 440 Volts, 3 phase Should work on 50Hz ±3Hz</b>	400 VAC 3 Phase 50 Hz	400 VAC 3 Phase 50 Hz
18	Protection class	<b>minimum IP 20 or above</b>	IP-33	IP-20
19	Operator / Supervisor Manuals along with equipment		Included	Included
20	Comprehensive and complete warranty of machine / equipment including all associate components from the date of commissioning	<b>one (1) year warranty after commissioning of system</b>	01 Year	01 Year
21	Country of Origin		Germany	United Kingdom
22	Manufacturing Facility		Wiesbaden, Germany	Surrey, United Kingdom