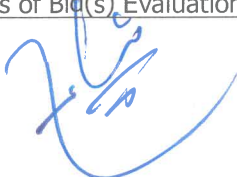


**FINAL EVALUATION REPORT**  
**(As Per Rule 35 of PP Rules, 2004)**

1.	Name of Procuring Agency:	Allama Iqbal Open University, Islamabad																																																									
2.	Method of Procurement:	Single Stage - Two Envelope																																																									
3.	<b>Title of Procurement:</b>	<b>Supply, Installation, Configuration, Commissioning, Testing &amp; Training of Load Balancer &amp; Data Storage Solution for Directorate of ICT</b>																																																									
4.	Tender Inquiry No.:	105/2021-22																																																									
5.	PPRA Ref. No. (TSE):	TS478546E																																																									
6.	Date & Time of Bid Closing:	2022-05-10 - 10:30 AM																																																									
7.	Date & Time of Bid Opening:	2022-05-10 - 11:00 AM																																																									
8.	No of Bids Received:	Two (2)																																																									
9.	Criteria for Bid Evaluation:	<p><b>Evaluation Criteria (Clause-25 of Bidding Documents)</b></p> <table border="1"> <thead> <tr> <th>Item Name and Description</th> <th>Max Marks</th> </tr> </thead> <tbody> <tr> <td>Fixed: Partners/ Distributors in Pakistani Market</td> <td>06</td> </tr> <tr> <td>Fixed: Support Strength in Pakistan</td> <td>06</td> </tr> <tr> <td>Fixed: Principal's Warehouse/ Spare part depot in Pakistan</td> <td>04</td> </tr> <tr> <td>Fixed: Principal's presence in Pakistan within past 05 years</td> <td>04</td> </tr> <tr> <td>Relative: Product's 3 years or more under the current brand name</td> <td>02</td> </tr> <tr> <td>Fixed: Deployment of the quoted brand and model within past 05 years</td> <td>06</td> </tr> <tr> <td>Fixed: Deployment of similar equipment within past 05 years</td> <td>08</td> </tr> <tr> <td>Relative: Vendor's office for Technical Support Services closest to the deployment site(s).</td> <td>04</td> </tr> <tr> <td>Relative: Requirement assessment report submitted by the bidder.</td> <td>04</td> </tr> <tr> <td>Fixed: Partnership level certificates of the bidder with the principal.</td> <td>04</td> </tr> <tr> <td>Relative: Identification of seriousness of the bidder, maturity of internal processes and competent resource</td> <td>04</td> </tr> <tr> <td>Fixed: Experience with AIOU in past 03 year</td> <td>-10</td> </tr> <tr> <td>Relative: Demonstration, Presentation, Proof of Concept trial, Sample verification or reference site visit of the deployed system, whichever is applicable.</td> <td>12</td> </tr> <tr> <td>Relative: Quality of the solution</td> <td>06</td> </tr> <tr> <td>Fixed: Principal's Endorsement for correctness and performance of the solution.</td> <td>06</td> </tr> <tr> <td>Relative: Quality of Support services of the bidder (Warranty/ RMA Claim, Technical support, SLA)</td> <td>06</td> </tr> <tr> <td>Relative: Training</td> <td>08</td> </tr> <tr> <td>Relative: Extra strength and compatibility of the solution</td> <td>10</td> </tr> <tr> <td style="text-align: center;"><b>Total Technical Marks</b></td> <td style="text-align: center;"><b>100</b></td> </tr> <tr> <td style="text-align: center;"><b>Minimum Technical Qualification Marks</b></td> <td style="text-align: center;"><b>50</b></td> </tr> </tbody> </table> <p><b>Technical And Financial Proposal Evaluation Formula:</b> Most advantageous bidder calculation shall be based on 50% Technical Weightage + 50% financial Weightage as per following formula:</p> $Score_i = \left( \frac{Cost_{lowest}}{Cost_i} \right) \times 50\% + \left( \frac{Technical\_Score_i}{Technical\_Score_{highest}} \right) \times 50\%$ <p>where:</p> <table> <tr> <td>Score<sub>i</sub></td> <td>=</td> <td>Evaluated Score of Bidder i</td> </tr> <tr> <td>Cost<sub>i</sub></td> <td>=</td> <td>Evaluated Bid Price of Bidder i</td> </tr> <tr> <td>Cost<sub>lowest</sub></td> <td>=</td> <td>Lowest Evaluated Bid Price amongst all Responsive Bids</td> </tr> <tr> <td>Technical_Score<sub>i</sub></td> <td>=</td> <td>Technical Score of Bidder i</td> </tr> <tr> <td>Technical_Score<sub>highest</sub></td> <td>=</td> <td>Highest Technical Score amongst all Bids</td> </tr> </table>	Item Name and Description	Max Marks	Fixed: Partners/ Distributors in Pakistani Market	06	Fixed: Support Strength in Pakistan	06	Fixed: Principal's Warehouse/ Spare part depot in Pakistan	04	Fixed: Principal's presence in Pakistan within past 05 years	04	Relative: Product's 3 years or more under the current brand name	02	Fixed: Deployment of the quoted brand and model within past 05 years	06	Fixed: Deployment of similar equipment within past 05 years	08	Relative: Vendor's office for Technical Support Services closest to the deployment site(s).	04	Relative: Requirement assessment report submitted by the bidder.	04	Fixed: Partnership level certificates of the bidder with the principal.	04	Relative: Identification of seriousness of the bidder, maturity of internal processes and competent resource	04	Fixed: Experience with AIOU in past 03 year	-10	Relative: Demonstration, Presentation, Proof of Concept trial, Sample verification or reference site visit of the deployed system, whichever is applicable.	12	Relative: Quality of the solution	06	Fixed: Principal's Endorsement for correctness and performance of the solution.	06	Relative: Quality of Support services of the bidder (Warranty/ RMA Claim, Technical support, SLA)	06	Relative: Training	08	Relative: Extra strength and compatibility of the solution	10	<b>Total Technical Marks</b>	<b>100</b>	<b>Minimum Technical Qualification Marks</b>	<b>50</b>	Score <sub>i</sub>	=	Evaluated Score of Bidder i	Cost <sub>i</sub>	=	Evaluated Bid Price of Bidder i	Cost <sub>lowest</sub>	=	Lowest Evaluated Bid Price amongst all Responsive Bids	Technical_Score <sub>i</sub>	=	Technical Score of Bidder i	Technical_Score <sub>highest</sub>	=	Highest Technical Score amongst all Bids
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10.	Details of Bid(s) Evaluation:	The detailed bid evaluation report is as under:																																																									



**LOT NO. 01 LOAD BALANCER**

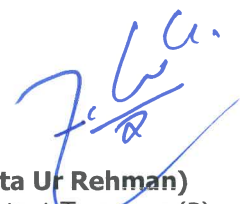
<b>Sr. #</b>	<b>Name of Bidder</b>	<b>Cumulative Weightage (Technical 50% + Financial 50%)</b>	<b>Evaluated Cost (Rs.)</b>	<b>Rule/Regulation/SBD/Policy/Basis for Rejection / Acceptance as per Rule 35 of PP Rules, 2004.</b>
1	M/s Astrontech (Pvt.) Ltd	Load Balancer: 0.97	11,861,708	Most Advantageous Bidder for Load Balancer on the basis i. Technically Qualified. ii. Quoted lowest rate.
2	M/s IBL-Unisys Pvt. Ltd	Load Balancer: 0.89	28,031,349	Could not achieved highest cumulative weightage as per given formula

**LOT NO. 02 DATA STORAGE**

<b>Sr. #</b>	<b>Name of Bidder</b>	<b>Cumulative Weightage (Technical 50% + Financial 50%)</b>	<b>Evaluated Cost (Rs.)</b>	<b>Rule/Regulation/SBD/Policy/Basis for Rejection / Acceptance as per Rule 35 of PP Rules, 2004.</b>
1	M/s Astrontech (Pvt.) Ltd	Data Storage Solution:0.93	11,861,708	Could not achieved highest cumulative weightage as per given formula
2	M/s IBL-Unisys Pvt. Ltd	Data Storage Solution:0.99	28,031,349	Most Advantageous Bidder for Data Storage Solution on the basis i. Technically Qualified. ii. Quoted lowest rate.

**Most Advantageous Bidder:**

- i. M/s Astrontech (Pvt.) Ltd
- ii. M/s IBL-Unisys Pvt. Ltd

  
**(Atta Ur Rehman)**  
Assistant Treasurer (P)  
Directorate of Purchase & Stores