

EVALUATION REPORT

(As Per Rule 35 of PP Rules, 2004)

1. **Name of Procuring Agency:** CENTRAL DIRECTORATE OF NATIONAL SAVINGS,
FINANCE DIVISION, ISLAMABAD
2. **Method of Procurement:** RULE 36(c) of PPR RULES, 2004
3. **Title of Procurement:** HIRING SERVICES OF A SBP REGULATED COMMERCIAL
BANK TO CONDUCT AML-CFT COMPLIANCE UNDER A
3RD PARTY ARRANGEMENT
4. **Tender Inquiry No.:** CDNS REF. FILE. NO.1(12)TENDER/AML-
CFT/CDNS/2019
5. **PPRA Ref. No.(TSE):** -
6. **Date & Time of Bid Closing:** APRIL 14, 2020 AT 1400Hrs
7. **Date & Time of Bid Opening:** APRIL 14, 2020 AT 1430Hrs (TECHNICAL BID)
JUNE 18, 2020 AT 1400Hrs (FINANCIAL BID)
8. **No of Bids Received:** ONE (01)

9. Criteria for Bid Evaluation:

Criteria and Requirements

				Scoring	Documentation
Requirement				Max. score	Submission Requirement
1. Rating by Local Rating Agency				5	Latest certificate from rating agency. (mention the web-link, if available)
A. Long Term Rating					
Rating	AAA	AA+			
Marking	[5]	[3]			
B. Short Term Rating				5	Latest certificate from rating agency. (provide the web link, if possible)
Rating	A1+	A1	A2		
Marking	[5]	[4]	[3]		
2. Branch Network				5	List of Branches (mention the web link)
Number of Branches	1500 & Above	701 to 1000	500 to 700		
Marking	[5]	[4]	[2]		
3. Time taken to complete Biometric Verification of all bank account holder				8	Undertaking by the Chief Compliance Office (mention the start and closing date of task completion)
Months	6	12	18 and more		
Marking	[8]	[7]	[5]		

4. Financial sanction imposed by the Regulator/Supervisor due to non-compliance of AML-CFT regulations during last three years.					8	Years wise-schedule of penalties certified by Chief Compliance Office
Value (PKR)	No penalty	1-25 mln	25.1 to 100 mln	Above 1 Mln		
Marking	[8]	[7]	[5]	[0]		
5. Human Resource dedicated to Compliance Department					5	Detail of the employees supported by profile of senior officers.
Resource (number of officer)	Above 100	50-100	Less than 50			
Marking	[5]	[4]	[3]			
6. New Deposit accepted during last 3 years					4	Copies of relevant pages of Financial statements
Value (PKR)	Above 50 bln	30 to 50 bln	Blow 30 bln			
Marking	[4]	[3]	[1]			
7. Proposed dedicated Human Resource for CDNS					5	Number of employee and with tentative grade and job description
Resource (including staff for branches)	Above 450	401-450	375 to 400			
Marking	[10]	[7]	[5]			
8. Approach or Methodology Complete work plan supported by work flow chart, layouts/ to perform the activities enlisted in Part III of this document under Scope of Work.					15	Comprehensive work plan which exhaustively responds to all the requirements of CDNS.

C. Evaluation of Financial Part

1.1. The following factors and methods will apply:

The Bidder quoting the lowest price will be allocated the highest/maximum score using following formula:

$$B = \frac{C_{low}}{C} X$$

where

C = Evaluated Proposal Cost

C_{low} = the lowest of all Evaluated Cost among responsive Proposals

X = weight for the Cost as specified in the PDS (which is 40 out of 100 for this

D. Acceptance Criteria

As per PPRA Rule 36(c) - Two Stage bidding procedure, the proposals will be evaluated technically first. The Technical and Financial Proposals shall allocated 60 and 40 marks respectively. In Evaluation of Technical Bids 36 out of 60 marks are the qualifying marks. Financial bids of only qualified bidders will be opened. The distribution of 100 marks and formulae of financial bids evaluations will be as follows.

- Technical Proposal (T) = 60 Marks. (36 are qualifying marks)
- Financial Proposal (F) = 40 Marks.
- Total(T+F) = 100 Marks.

The technical proposals/bids securing 36 marks i.e. 60% of total marks (60) allocated for Technical Proposals or more in the technical evaluation will qualify for the next stage, i.e. financial bid opening. The bidder whose quoted prices are lowest will get the maximum marks (i.e. 40 marks) in financial evaluation using formulae given below:

*Bid Ratio = (a) Lowest quoted price / (b) Quoted price for which financial marks are required
[For lowest it would be 1]*

Bid Ratio x 40 = Financial marks of (b)

The cumulative effect of both Technical and Financial marks shall determine the position of the bidders. The contract may be awarded to the bidder(s) whose bid is approved on the basis of evaluated to be lowest as per PPRA Rules.

10. Details of Bid(s) Evaluation:

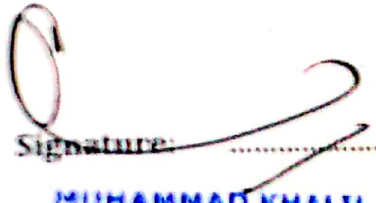
Name of Bidder	Marks		Evaluated Cost	Rule/Regulation/SBD*/Policy/ Basis for Rejection / Acceptance as per Rule 35 of PP Rules,2004.
	Technical	Financial		
United Bank Limited(UBL)	Scored 45 out of 60. However, the Technical Committee observed that the issue of 'Fund Transfer' to UBL account may be resolved before awarding of the Contract.	Not Applicable, as there was only one (01) Bidder. Finance Committee opened the Financial Bids under the Directives / Resolutions of National Savings Schemes (AML and CFT) Supervisory Board.	<p>Option-1 (Variable Cost): Total Cost: PKR5,380,180,219/- • (per client Rs.1,209/-)</p> <p>Option-2 (Fixed & Variable Cost): Total Cost: PKR 5,380,180,219/- • Fixed Cost per NSC: Rs.212,568/- per month • New Client (Account) Per client Rs.563/- • Existing Client (Account) Per Client Rs.563/-</p> <p>NOTE: The cost may increase or decrease subject to the actual number of clients.</p>	<p>National Savings Schemes AML-CFT Supervisory Board accepted the bid vide No. F.16(I)-GS-I/2019-738 (Decision-i) dated 6th of July, 2020. Furthermore, the Supervisory Board resolved that any ambiguity in interpretation of the RFP, execution, implementation, operational and any other matter arising during the agreement between UBL and CDNS shall be resolved mutually under the Supervision of the Supervisory Board, Ministry of Finance, and State Bank of Pakistan. However, detailed operational modalities on the following points shall be incorporated in the Agreement in consultation with NSS AML-CFT Supervisory Board, State Bank of Pakistan, and Finance Division:</p> <ul style="list-style-type: none"> • Routing of Funds (New Investment, Principal Repayment and Profit Disbursement) through UBL Account; • Time-limit of Fund holding by UBL; • Real-time settlement of the funds; • KYC of client of manual branches; • System to system integrations and fund settlement by SBP.

*Standard Bidding Documents (SBD).

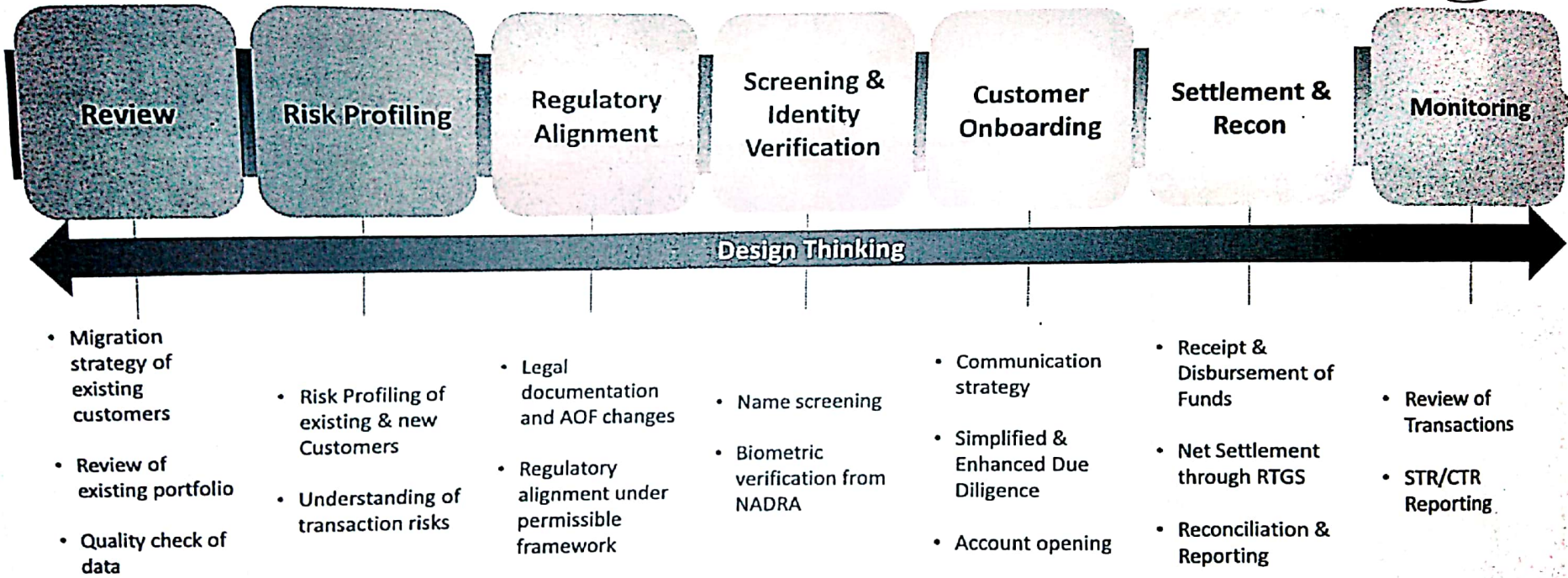
Lowest Evaluated Bidder: United Bank Limited is the single bidder.

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

Proposed Approach & Methodology of the Bidder is Annex -A.

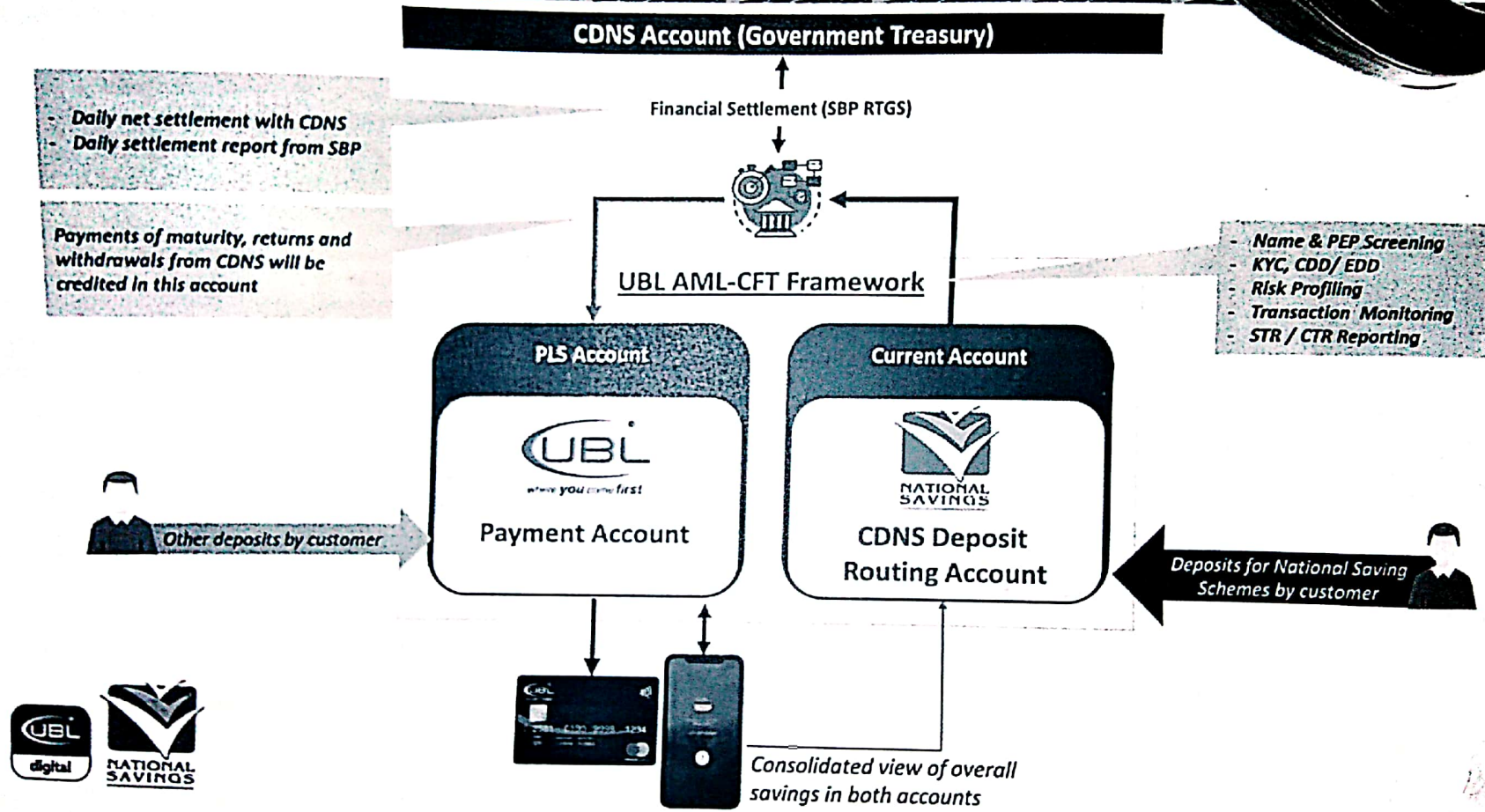
Signature: 
Official Stamp: **MUHAMMAD KHALIL**
Director General
Director General of National Savings
Ministry of Finance
Government of Pakistan
Islamabad

Customer On-boarding Methodology

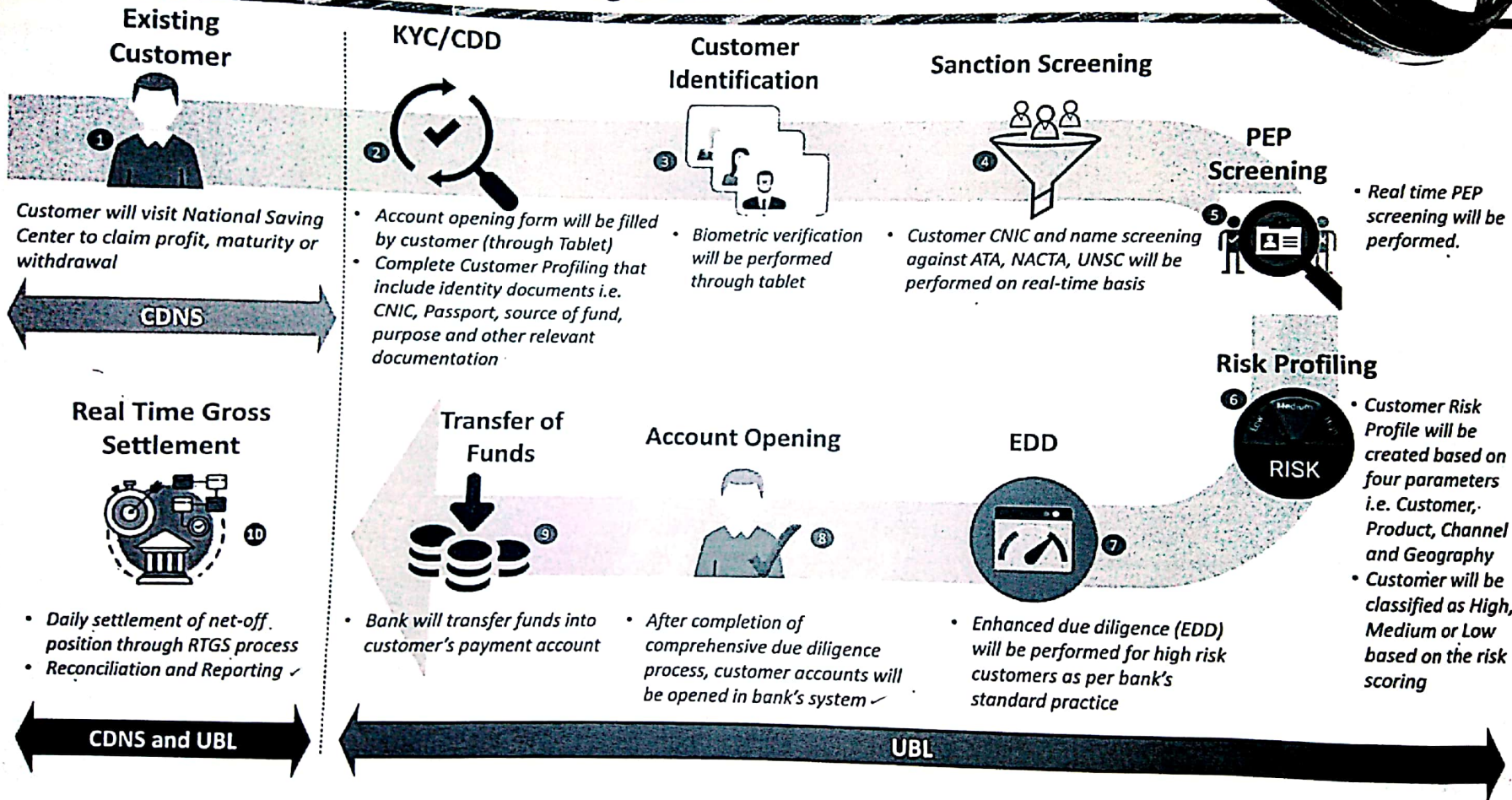


Dedicated Squad: UBL will deploy dedicated resources of IT, IS, Compliance, Operations, Branch Banking and Digital Banking with autonomy to operate as per Agile operating model defined by Digital Lab

Customer Relationship Operating Model



Account Opening Process for Existing Customer



Account Opening Process for New Customer

