

GOVERNMENT OF PAKISTAN
MINISTRY OF FINANCE
CENTRAL DIRECTORATE OF NATIONAL SAVINGS
ISLAMABAD

Bid Evaluation Report

No. F 7(5) Sch -3 / 2016-17/Vol-II

August 6, 2018

Name of Procuring Agency	Central Directorate of National Savings, Islamabad
Method of Procurement	"PPRA 36(b) Single Stage – Two Envelope"
Title of Procurement	Hiring of Card scheme provider(s) having experience in supporting card- and non-card based purchase transactions locally and all transactions internationally.
Tender Inquiry No	051-9215751
PPRA Ref. No. (TSE)	TS357161E
Date & Time of Bid Closing	11:00 a.m. on 27-06-2018
Date & Time of Bid Opening	11:30 a.m. on 27-06-2018
No of Bids Received	Four (4)
Criteria for Bid Evaluation	60 Marks for Technical Bids and 20 Marks for Financial Cost and 20 Marks for Marketing Incentives as per published RFP
Details of Bidding Evaluation	As under

1. Introduction

The invitation for "Card Scheme" bids was published on 1st June 2018. Central directorate of National Savings (CDNS) has received the bids from Following interested bidders on 27th June 2018 as per published time of submission.

- a. 1LINK (Guarantee) Limited
- b. MasterCard
- c. VISA
- d. Union Pay

The selected card scheme is supposed to provide the following services to CDNS

- i. EMV specification for debit card issuance and acceptance across the EMV acquiring networks locally and internationally
- ii. Connectivity to acquirers in Pakistan for POS purchase transactions locally across Pakistan
- iii. Connectivity for ATM cash withdrawal with international partner ATM acquirers
- iv. Connectivity to partner acquirers internationally for POS purchase transactions outside Pakistan
- v. E-Commerce transaction capability and acceptability for partner E-commerce acquirers and merchants.
- vi. New innovative payment options such as NFC and QR payments to partner acquirers and merchants

2. Bids Evaluation

The Bid Technical committee also technically evaluated the bids on given parameters mentioned in the bid documents

3. Bidders Qualifications & Determination of Responsiveness of Bid

The updated information regarding technical capability of the bidders was examined. The original bid documents received by the CDNS indicate that the bidders have submitted the bids on prescribed forms with bidding documents which include the prescribed required information

4. Bidders Qualified After Technical Evaluation

After the detailed technical evaluation of submitted bids, two bidders were qualified for the financial and marketing incentive evaluations. Detail status of All four bidders is given below.

S#	Bidders Name	Qualified in Technical Evaluation
1	1Link (Guarantee) Limited	Qualified
2	MasterCard	Dis- Qualified
3	VISA	Dis- Qualified
4	Union Pay	Qualified

The Technical Marks of the Qualified Bids is given below:

The committee evaluated the technical marks of successful bidders as per the following distribution.

S.#	Criteria	Marks allocated
1	Experience and profile of the company	20
2	Compliance of requirements in the RFP and all regulatory and statutory requirements	30
3	Financial strength, as reflected in audited financial statements of last three years	10

The Technical Committee evaluated the technical bids of the qualified firms/companies in the light of published Evaluation Criteria and above mentioned marks distribution. The detail of **technical numbers** of qualified firms/companies are as under:

S.No	Technical Qualification Criteria	Maximum Marks	Obtained Marks		Remarks
			1Link	UPI	
1	Experience and profile of the company	20	3	8	UPI is in card scheme operations since 15 years. However, 1Link is operating since 2 years only.
2	Compliance of requirement in the RFP and all regulatory and statutory requirements	30	26	30	1. UPI has more number of active EMV debit/reloadable prepaid card portfolios in Pakistan and international. 2. UPI EMV debit card scheme is acceptable in more countries than 1Link
3	Financial strength, as reflected in audited financial statements of last three years	10	8	10	UPI has provide more detailed financial audit report which also includes the international exposure of company. However 1Link exposure is only limited to Pakistan.
Total		60	37	48	

5. Financial Comparison of Bids and Determination of Lowest Evaluation Bid

The Bid Amount was required to be presented in PKR as required in the RFP but both the bidders mentioned in the USD currency, therefore, the Finance/Purchase Committee relied upon PPRA Rule 30(2) which is reproduced below:

“PPRA 30(2) For the purposes of comparison of bids quoted in different currencies, the price shall be converted into a single currency specified in the bidding documents. The rate of exchange shall be the selling rate, prevailing on the date of opening of bids specified in the bidding documents, as notified by the State Bank of Pakistan on that day.”

The USD rate has been taken from SBP website reference [“http://www.sbp.org.pk/ecodata/rates/m2m/2018/Jun/27-Jun-18.pdf”](http://www.sbp.org.pk/ecodata/rates/m2m/2018/Jun/27-Jun-18.pdf).

Sr. #	Bidder	USD Rate on 27-6-2018	Bid Amount in USD \$	Bid Amount in (PKR)	Ranking	Remarks
01.	M/S. Union Pay	121.541	97,000	11,789,477.00	1 st	The bid is technically responsive and recommended for award of contract.
02.	M/S. 1 Link (Guarantee) Limited	121.541	1,020,889	124,079,869.95	2 nd	The bid is technically responsive but the firm quoted comparatively higher bid price and hence has lower score in the cost component of the financial evaluation.

6. Marketing incentive Comparison of Bids

Sr #	Bidder	USD Rate on 27-6-2018	Bid Amount in USD \$	Bid Amount in (PKR)	Ranking	Remarks
01	M/S. Union Pay	121.541	1,629,188	198,013,139	1 st	The bidder has provided detailed breakup of the complete marketing incentive.
02	M/S. 1 Link (Guarantee) Limited	121.541	0.00	0.00	2 nd	The bidder does not provide any detail of marketing incentive and therefore have no points in the marketing component of the financial evaluation

Overall allocation of Technical and Financial Marks to bidders are narrated in below mentioned Table.

Marks Category	Total	M/S. Union Pay (UPI)	M/S. 1 Link (Guarantee) Ltd. (1Link)
Technical Marks	60	48	37
Cost	20	20	1.9
Marketing Incentive	20	20	0
Total	100	88	38.9

SD
Secretary
Finance/Purchase Committee