

<b>Bid Evaluation Report</b>		
<b>Renewal of Subscription/License for SOPHOS Firewall</b>		
1	Name of Procuring Agency	Sindh Bank Ltd.
2	Tender Reference No.	SNDB/COK/ADMIN/TD/1174/2020
3	Tender Description	Renewal of Subscription/License for SOPHOS Firewall
4	Method of Procurement	Single Stage One Envelop Bidding Procedure
5	Tender Published	SPPRA NIT ID: T00531-20-0007 Express Tribune, Sindh Express, Daily Express (08/09/2020)
6	Total Bid Documents Sold	01
7	Total Bids Received	01
8	Technical Bid Opening Date	24/09/2020
9	Financial Bid Opening Date	24/09/2020
10	No of Bid Technically Qualified	01
11	Bid(s) Rejected	0

S. No.	Name of Company	Cost Offered by Bidder	Ranking in Terms of Cost	Comparison with Estimated Cost (Rs.3,000,000)	Reason for Acceptance/ Rejection	Remarks
0	1	2	3	4	5	6
1	M/s Supernet Limited	Rs.1,689,320/- (for 02 Subscription/Licenses)	Lowest Bidder	Rs.1,310,680/- below the estimated cost	Qualified Bidder	Rule 48 have been complied

**Note:** M/s Supernet Limited is selected for 'Renewal of Subscription/License for SOPHOS Firewall' to Sindh Bank Ltd being the Qualified bidder.

**Members – Procurement Committee**

(Mr. Saeed Jamal) Chief Financial Officer – EVP – Chairperson

(Col. Shahzad Begg) Head of Administration – EVP – Member

(Mr. Syed Muhammad Aqeel) Chief Manager, IDBL, KHI –AVP – Member

Signature

## Eligibility Criteria

SNDB shall evaluate proposals using the following eligibility criteria

S.No.	Description	Marks	Marks Obtained	Remarks
1	Company must have supplied same Network Security Firewall/Equipment (Subscription/Licenses) to Banks for last 5-Years in Pakistan. (Attach documentary proof as Annexure-1)	21		For 5 and more Banks
		14	14	For 3 to 4 Banks
		7		For 1 to 2 Banks
		0		No Bank
2	Company should be in possession of Authorised Partner Certificate for supply of proposed Networking Security Firewall/Equipment (Subscription/Licenses) in Pakistan for last 5-Years of the Proposed Solution Manufacturer/principal. (Attach documentary proof as Annexure-2)	12		For 5 and more Years
		8	8	3-4 Years
		4		2-1 Year
		0		No Certificate
3	The Company must be in I.T. Business for Preferably 05 Years in Pakistan. (Attach documentary proof as Annexure-3)	10	10	For 5 and Above Years
		5		For 3 to 4 Years
		0		Less Than 3 Years
4	A) The Company should have Verifiable Presence/Support/Branch offices in at Least 5 major cities (Karachi, Lahore, Islamabad, Peshawar and Quetta) of Pakistan. B)One technical staff with 3-years practical experience in proposed equipment should be available for support at each location. (Attach Name ,Qualification (attach relevant certificates also) of support staff at each location as Annexure-4)	14	14	Five Major Cities
		12		Three Major Cities
		8		Two Cities
		4		Only In One City
		0		If no details provided as per Annexure-4B
5	The Company must provide a list of clients within Pakistan, other than Banks where the proposed Network Security Firewall/Equipment (Subscription/Licenses) was supplied. (Attach Documentary proof as Annexure-5)	10		10 and Above Clients
		7	7	3 to 9 Clients
		4		Less than 3 Clients
		0		No Client
6	Company must have turnover of at least Rs.50-Million for Last 3-Years in Pakistan. (Attach audited financial statement for last 3 years as Annexure-6)	12	12	50 Million and above
		8		40 Million and below 50 Million
		4		30 Million and below 40 Million
		0		Less Than 30 Million
7	Company must provide a valid & latest Manufacturer Authorization Certificate (MAF) from the Manufacturer/Principal for supply of required equipment (Subscription/Licenses). (Attach documentary/certificate proof as Annexure-7)	21	21	If Provided
		0		If not Provided
	Total Marks	100	86	

9. If during verification process of the client list the response by any of the bank is unsatisfactory on account of previous performance.
10. After supply, if the specification of supplied items is found different with the items produced in front of committee at the time of technical evaluation.
11. In the past, the company agreement has been prematurely been terminated after due qualification in any of the category of the tender.



Athar Nabi  
AVP-II I.T Div.



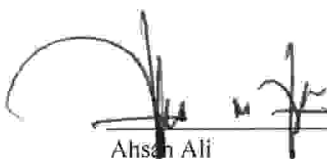
Danish Shaukat  
AVP-II I.T Div.



M. Faraz Khan  
AVP-II I.T Div.



Taimoor Ghausi  
AVP/ Finance Div.



Ahsan Ali  
VP-II Operations Div.



Zeeshan ul Haq  
SVP-II I.T Div.

Sindh Bank Limited  
Supply & Installation of Network Active Equipment  
SIGNATURE HEAD - FIN DIV.  
Head - Fin Div.  
Head - Admin Div.  
Member-IOBL  
Date: \_\_\_\_\_

#### 4 FINANCIAL PROPOSAL

**PRICE SCHEDULE**  
(Applicable for the year 2020)

Name of Bidder: **SUPERNET LTD**

S.No.	Item	Unit/Price	Subscription/License Quantity	Amount
01	Subscription/Licenses Renewal - Network Security Firewall XG-330	PKR 844,660/-	02	PKR 1,689,320/-
<b>*Total Amount</b>				<b>PKR 1,689,320/-</b>

\* This amount will be considered as only the "Bid Offered". Whereas be apprised that the successful bidder will be the one whose "Evaluated Bid" is the lowest. (For further clarification refer Note 6. below)

#### Note

1. Equipment must be deliver within 8 to 10 weeks after the issuance of purchase order.
2. In case of over writing/cutting/use of Blanco is found in the Financial Bid document, the bid will be taken as null & void however if the figures are readable and are also duly signed only then, bid will be accepted.
3. The cost must include all applicable taxes, stamp duty (as applicable under Stamp Act 1989) duly stamped on the contract agreement, installation, commissioning, transportation and labour charges.
4. No advance payment for the supply of equipment will be made, bills are only be processed for necessary payment on receipt of certificate of delivery/satisfaction from the concerned officer.
5. **Calculation of bid security. 5% of the \*( Total Amount)** will be submitted with the tender document as bid security in shape of Pay Order/Demand Draft /Bank Guarantee in favour of Sindh Bank Ltd.
6. Lowest Evaluated Bidder is going to be the criteria for award of contract rather than considering the lowest bid offered, encompassing the lowest whole sum cost which the Procuring Agency has to pay for the services/items during contract period. SPPRA Rule 49 may please be referred.
7. The tender will be considered cancelled if the contract agreement/performance security after due signature are not submitted with Admin Office after 5 days of completion of bid evaluation report hoisting period (3 days) on SPPRA website.
8. In case the lowest bid offered is the same in single stage one envelope procedure between two or more bidders, the successful bidder will be the one who has highest turnover for the last three years.
9. Pre Bid Meeting will be conducted at Sindh Bank Ltd, Head Office, Basement – 2, Federation House, Abdullah Shah Ghazi Road, Clifton, Karachi within a week time before opening of tender to further clarify the assignment/scope of work given in tender documents and at the same time, queries will be addressed if any by the interested bidder.
10. All terms & conditions of Agreement (Annexure "G") are part of Tender Document.

**We, hereby accept all the terms and conditions as given above.**

\_\_\_\_\_  
(Signature of bidder with name, Designation and Company Seal)

Dated: \_\_\_\_\_



Date: 13-11-2020

**Subject:**

**Certificate**  
**Compliance of SPPRA Rule 48**  
**TENDER REF NO. SNDB/ADMIN/TD/1174/2020**

This is to certify that as only one bid was received against the tender, so Rule 48 has been complied with detail as follows.

Market Price	Current Tender Price
Rs.2,926,132/- (Quotation Attached)	Rs.1,689,320/- (BER Attached)



M. Faraz Khan  
AVP-II/I.T. Division



M. Rashid Memon  
VP-I/I.T. Division

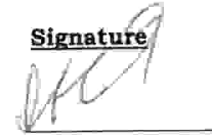
**Members - Procurement Committee**

(Mr. Saeed Jamal) Chief Financial Officer - EVP - Chairperson

(Col. Shahzad Begg) Head of Administration - EVP - Member

(Mr. Syed Muhammad Aqeel) Chief Manager, IDBL, KHI -AVP - Member

**Signature**



**rashid memon**

---

**From:** Syed Arman Bokhari <arman@bi.net.pk>  
**Sent:** Friday, November 13, 2020 3:24 PM  
**To:** rashid memon  
**Cc:** 'zeeshanhaq'  
**Subject:** RE: Quotation for Sophos XG330 EGPlus

---

This is an external email, please ensure to verify sender and take precautions before clicking any link or opening any attachments

---

Dear Rashid Sb.,

This is to confirm the price validity of the quote till today 13-11-2020.

Kind regards,

Syed Arman Bokhari  
**Business Integrations**  
Ph: +92-21-34398500  
Cell: +92-300-7009017

----- On Fri, 13 Nov 2020 14:39:11 +0500 **rashid memon <rashid.memon@sindhbankltd.com>** wrote  
-----

Dear Arman sb,

Kindly confirm price is valid till today.

Thanks,

**M. Rashid Memon**

Vice President-I/I.T. Division

Sindh Bank Ltd

3<sup>rd</sup> Floor, Federation House, Clifton, Karachi

Direct: 021-35829389

PABX:35829394 Ext:389

<https://ddei5-0-ctp.trendmicro.com:443/wis/clicktime/v1/query?url=www.sindhbankltd.com.pk&umid=8BA22DC4-B3F9-CF05-B5DD-F34FB8EC43A9&auth=c7b684507b855e78f2a0f62c5ebf86ceba5dde41-ef9151499750b229ef8e24321b42b4e8b66d1224>

**From:** Syed Arman Bokhari [mailto:[arman@bi.net.pk](mailto:arman@bi.net.pk)]

**Sent:** Friday, November 13, 2020 12:59 PM

**To:** rashidmemon

**Cc:** zeeshanhaq

**Subject:** Quotation for Sophos XG330 EGPlus

---

This is an external email, please ensure to verify sender and take precautions before clicking any link or opening any attachments

---

Dear Sir,

We are pleased to attach the quotation for Sophos XG330 EnterpriseGuard Plus Subscription renewal for 1 year.

Should you need any further information, feel free to contact us.

Kind regards,

**Syed Arman Bokhari**

Technical Head



**Business  
Integrations**

Ph: +92-21-34398500

Cell: +92-300-7009017



Kind regards,

**Syed Arman Bokhari**

Technical Head



**Business  
Integrations**

Ph: +92-21-34398500

Cell: +92-300-7009017



## CONFIDENTIALITY NOTICE

---

The information contained in this electronic message and in any attachments to this message is confidential, legally privileged and intended only for the person or entity to which this electronic message is addressed. If you are not the intended recipient, delete this email and please notify the system manager promptly. You are hereby notified that any distribution, copying, review, retransmission, dissemination or other use of this electronic transmission or the information contained in it is strictly prohibited. Please accordingly also note that any views or opinions presented in this email are solely those of the author and may not represent those of the Bank or bind the Bank. This message has been scanned for viruses and dangerous content by Mail Scanner, and is believed to be clean. Sindh Bank Limited accepts no liability for any damage caused by any virus transmitted by this email.

Kind regards,

**Syed Arman Bokhari**  
Technical Head



**Business  
Integrations**

Ph: +92-21-34398500  
Cell: +92-300-7009017





## rashid memon

---

**From:** Syed Arman Bokhari <arman@bi.net.pk>  
**Sent:** Friday, November 13, 2020 12:57 PM  
**To:** rashidmemon  
**Cc:** zeeshanhaq  
**Subject:** Quotation for Sophos XG330 EGPlus  
**Attachments:** Quote\_BI-Q00041\_SB\_XG330\_EGPx2\_1Y\_Renewal-08-10-2020.pdf

---

This is an external email, please ensure to verify sender and take precautions before clicking any link or opening any attachments

---

Dear Sir,

We are pleased to attach the quotation for Sophos XG330 EnterpriseGuard Plus Subscription renewal for 1 year.

Should you need any further information, feel free to contact us.

Kind regards,

**Syed Arman Bokhari**  
Technical Head



**Business  
Integrations**

Ph: +92-21-34398500  
Cell: +92-300-7009017





**Business  
Integrations**

## Quotation

Prepared For (Customer)		Prepared By
<b>Sindh Bank</b> 3rd Floor, Federation House, Abdullah Shah Ghazi Road, Clifton, Karachi		<b>Syed Arman Bokhari</b>
Customer Contact	Quote Number	Contact Details
	<b>BI-Q00041</b>	<b>+92-300-7009017</b>
Contact Details	Valid Until	Quotation Date
	<b>23-10-2020</b>	<b>08-10-2020</b>

Dear Sir,

We are pleased to quote the prices of Sophos XG330 EnterpriseGuard Plus Subscription year Renewal as under:

Sophos XG330 EnterpriseGuard Plus Subscription Renewal - 1 year						
Sr. #	Qty	SKU	Product	Description	Unit Price (PKR)	Amount (PKR)
1	2	NS331CTEA	EnterpriseGuard Plus with Enhanced Support (for 12 Months)	Includes: Network Protection, Web Protection, Sandstorm and Enhanced Support.	1,250,483.76	2,500,967.52
Sub Total						2,500,967.52
GST						425,164.48
Grand Total						2,926,132.00

### Terms & Conditions:

Validity of Quote:	15 days only, from date of quotation OR till the Government of Pakistan changes Duties, taxes on imports and rates of IT products in Pakistan, whichever comes first.
Delivery:	within 2-4 weeks minimum from confirmed PO and payment in Company Bank Account.
Payment Terms:	100% upfront
Order changes:	Please check validity of Quotation carefully, expired quotes may not be accepted for placement of Orders. Any change in Item Quantity may change price.
PO and payment:	To be addressed in the name of Business Integrations.
Note:	Goods once sold will not be taken back or exchanged.

**The quoted prices above in PKR/USD (for Pakistan Delivery) are subject to change at the time of placing of purchase Order, if the USD-PKR Inter-Bank USD TT rate changes.**



+92-21-34398500 | +92-300-8200460  
www.bi.net.pk | info@bi.net.pk  
245/2/F, Block 6, P.E.C.H.S., Shahrah-e-Faisal, Karachi 75400

A subsidiary of



Circular

SNDB/CO/ADMIN/BIDDING/CIRC/1174/2020

Date: 24-09-2020

Opening of Tender for Selection of Renewal of Subscription Licenses for  
SOPHOS Firewall

Bidders have been called upon to participate for the subject purpose. Members of the procurement committee are requested to attend the event as per the given schedule:

Bid Opening Date: 24/9/2020

Bid Opening Time: 11:30 Hours

Venue : Board Room

Ather Iqbal  
Incharge Procurement

Signature –Procurement Committee Members

Head of Administration

Chief Financial Officer


Chief Manager (IDBL)

ATTENDANCE SHEET  
 BID OPENING -

FOR SELECTION OF Renewal of Subscription Licenses for SOPHOS

Date: 24-09-2020

Firewall

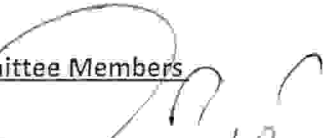
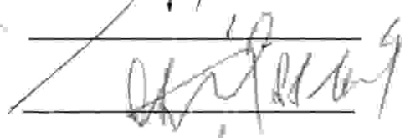
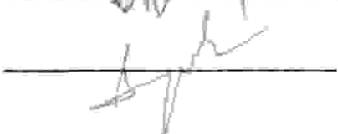
S.No	Company Name	Name of Company Representative	Contact No.	Company Address	Signature
1	Super net ltd	Fayhan Saees	0333 2454919	Karachi	

Signature –Procurement Committee Members

Head of Administration

Chief Financial Officer


Chief Manager (IDBL)

OPENING OF BID  
 FINANCIAL PROPOSALS

FOR SELECTION OF Renewal of Subscription License for SOPHO's firewall

Date: 24-09-2020


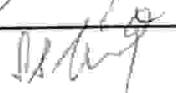
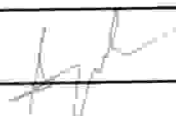
S.No	Company Name	Total Bid Offered		Signature of Company Representative	Remarks
		Announced	Evaluated		
	Supernet (0333-2454939)	1689320/-			

Signature –Procurement Committee Members

Head of Administration

Chief Financial Officer

Chief Manager (IDBL)

MINUTES OF THE OPENING OF THE TENDER (TECHNICAL / FINANCIAL PHASE)

TYPE OF PROCUREMENT

ADMIN / IT / CONSULTANT / MEDIA

TENDER NAME

Renewal of Subscription Licenses for SOPHAS

TYPE OF TENDER

SINGLE STAGE-ONE ENVELOPE / SINGLE STAGE-TWO ENVELOPE / TWO STAGE / TWO STAGE-TWO ENVELOPE

Financial

OPENING DATE

24-05-20

OPENING TIME

1030 hours

ATTENDANCE (MEMBER PC)

ATTENDANCE (REPS. OF BIDDERS)

NAME

FIRM

1) Super net Ltd

TOTAL BIDS ACCEPTED FOR EVALUATION

TOTAL BIDS REJECTED

REMARKS

SIGNATURE MEMBERS PC-ADMIN

Head - Fin Div. [Signature]

Head - Admin Div. [Signature]

Member-IDL. [Signature]

Date: [Signature]