

Technical & Financial Proposals Evaluation Report		
Supply of Installation Of Anti-Virus Threat Protection Software		
1	Name of Procuring Agency	Sindh Bank Ltd.
2	Tender Reference No.	SNDB/COK/ADMIN/TD/1184/2020
3	Tender Description	Supply of Installation of Anti-Virus Threat Protection Software
4	Method of Procurement	Single Stage One Envelop Bidding Procedure
5	Tender Published	SPPRA S. No. T00531-20-0015
6	Total Bid Documents Sold	03
7	Total Bids Received	03
8	Technical Bid Opening Date	06/01/2021
9	Financial Bid Opening Date	06/01/2021
10	No of Bid Technically Qualified	03
11	Bid(s) Rejected	0

S. No.	Name of Company	Cost Offered by Bidder	Ranking in Terms of Cost	Comparison with Estimated Cost (Rs.37,593,715/-)	Reason for Acceptance/ Rejection	Remarks
0	1	2	3	4	5	6
1	M/s Secure Networks	Rs.36,606,232/-	1 st Lowest Bidder	Rs.987,513/- Below with the estimated cost	Accepted Being the 1 st Lowest Qualified Bidder	
2	M/s Mega Plus Pakistan	Rs.38,481,381/-	2 nd Lowest Bidder	Rs.887,666/- Above with the estimated cost	2 nd Lowest Qualified Bidder	
3	M/s Instec Digital System	Rs. 42,329,732/-	3 rd Lowest Bidder	Rs. 4,736,017/- Above with the estimated cost	3 rd Lowest Qualified Bidder	

Note : M/s Secure Networks is selected for the Supply of Installation of Anti-Virus Threat Protection Software to Sindh Bank Limited being the 1st Lowest Qualified Bidder.

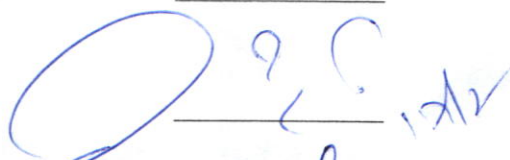
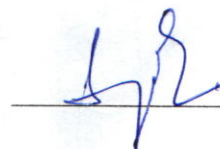
Members – Procurement Committee

(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

Secure Network

Eligibility Criteria


S. No.	Requisite	*Evidence required to be attached	Compliance / Proof	
1	Minimum 03 Years in business in the relevant field	Letter of Incorporation / Company Registration Letter / Letter or Declaration of Commencement of Business / NTN. (attach as Annexure -1)	Yes ✓	No
2	Turn Over in last 3 Years should be at least 60 million	Audit Report / Tax Return (attach as Annexure -2)	Yes ✓	No
3	Registration with Income Tax and Sales Tax	NTN & GST Certificates (attach as Annexure -3)	Yes ✓	No
4	Offices in minimum 2 major cities. Office in Karachi is mandatory	Complete address along with PTCL landline numbers (attach as Annexure -4)	Yes ✓	No
5	Company must provide a valid Manufacturer Authorization Certificate for Sale/Deal in Pakistan for Antivirus Solution	Manufacturer Authorization Certificate (Attach as Annexure -5)	Yes ✓	No
6	The Product / Solution Quoted in the bid must be currently used by at least two Banks in Pakistan other than Sindh Bank.	Attach Purchase Order/ Letter from Manufacturer (Attach as Annexure -6)	Yes ✓	No
7	The Products / Solutions Quoted by bidder must be in Gartner's Leaders Quadrant in last two published reports.	(Attach Report as Annexure -7) ✓	Yes ✓	No
Qualified / Disqualified				

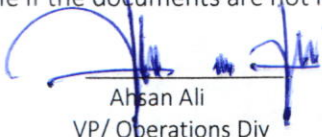
ELIGIBILITY CRITERIA NOTE

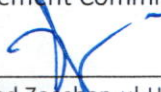
1. There can be subsequent clarification to this specific tender for which it is advised to keep yourself abreast with the notification being hoisted on Sindh Bank Ltd & SPPRA websites regularly.
2. Attachment of relevant evidence in eligibility criteria is mandatory. In case of non-provision of evidence in any of the requisite, bidder will be disqualified
3. The bidder may participate with joint venture if required.

MANDATORY

1. GST/Income Tax Registration.
2. Attachment of Affidavit (specimen attached as Annexure "H") on stamp paper from the owner of the company.
3. Attachment of Annexure "A" (With Financial Proposal) & Annexure "B" (With Financial Proposal if Bank Guarantee is going to be submitted as Bid Security).
4. Writing of tender reference as given in the NIT on the Envelop, carrying tender document is must or the bank will not be responsible if the documents are not received by the Procurement Committee on time


Taimoor Ghousi
AVP/ Finance Division.


Ahsan Ali
VP/ Operations Div


Syed Zeeshan-ul-Haq
SVP/ I.T. Division

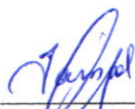
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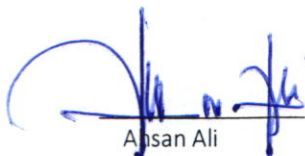
DISQUALIFICATION

The bidder will be considered disqualified during technical/financial evaluation process or after award contract if:

1. On black list of SPPRA & Sindh Bank Ltd.
2. Issued with two (2) warning letters/emails by the Sindh Bank Ltd in the past to the bidder for unsatisfactory performances.
3. Not GST/Income Tax Registered.
4. Alternate bid is offered.
5. Non - Attachment of Annexure "A" (With Financial Proposal) & Annexure "B" (With Financial Proposal if Bank Guarantee is going to be submitted as Bid Security).
6. The qualified bidder sublets the contract in any form/stage to any other agency.
7. The tender is deposited without Tender Fee.
8. Warranty of supplied items is less than 1 year.
9. In Eligibility Criteria, a single non-compliance of a requisite will make the bidder disqualify. (Single Stage-One Envelope Procedure).
10. If during verification process of the client list the response by any of the bank is unsatisfactory on account of previous performance



Taimoor Ghausi
AVP/ Finance Division.



Ansan Ali
VP/ Operations Div



Syed Zeeshan-ul-Haq
SVP/ I.T. Division

Mega Plus

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2	Turn Over in last 3 Years should be at least 60 million	Audit Report / Tax Return (attach as Annexure -2)	Yes ✓	No
3	Registration with Income Tax and Sales Tax	NTN & GST Certificates (attach as Annexure -3)	Yes ✓	No
4	Offices in minimum 2 major cities. Office in Karachi is mandatory	Complete address along with PTCL landline numbers (attach as Annexure -4)	Yes ✓	No
5	Company must provide a valid Manufacturer Authorization Certificate for Sale/Deal in Pakistan for Antivirus Solution	Manufacturer Authorization Certificate (Attach as Annexure -5)	Yes ✓	No
6	The Product / Solution Quoted in the bid must be currently used by at least two Banks in Pakistan other than Sindh Bank.	Attach Purchase Order/ Letter from Manufacturer (Attach as Annexure -6)	Yes ✓	No
7	The Products / Solutions Quoted by bidder must be in Gartner's Leaders Quadrant in last two published reports.	(Attach Report as Annexure -7)	Yes ✓	No
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Taimoor Ghousi
AVP/ Finance Division.

Ahsan Ali
VP/ Operations Div

Syed Zeeshan-ul-Haq
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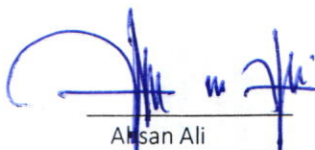
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AVP/ Finance Division.



Ahsan Ali
VP/ Operations Div



Syed Zeeshan-ul-Haq
SVP/ I.T. Division

Eligibility Criteria

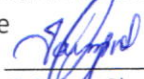
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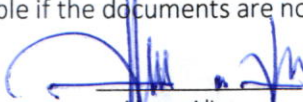
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Taimoor Ghauri
AVP/ Finance Division.


Ahsan Ali
VP/ Operations Div


Syed Zeeshan-ul-Haq
SVP/ I.T. Division

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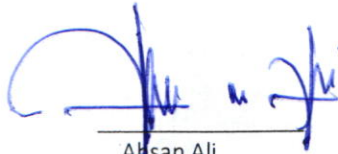
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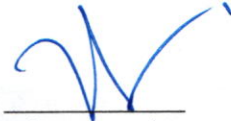
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2. Issued with two (2) warning letters/emails by the Sindh Bank Ltd in the past to the bidder for unsatisfactory performances.
3. Not GST/Income Tax Registered.
4. Alternate bid is offered.
5. Non - Attachment of Annexure "A" (With Financial Proposal) & Annexure "B" (With Financial Proposal if Bank Guarantee is going to be submitted as Bid Security).
6. The qualified bidder sublets the contract in any form/stage to any other agency.
7. The tender is deposited without Tender Fee.
8. Warranty of supplied items is less than 1 year.
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AVP/ Finance Division.



Ahsan Ali
VP/ Operations Div



Syed Zeeshan-ul-Haq
SVP/ I.T. Division



DELLEMC | MEGAPLUS

SIGNATURE MEMBERS PC-ADMIN

Head - Fin Div.

Head - Admin Div.

Member-Tech

Date:

FINANCIAL PROPOSAL

PRICE SCHEDULE

(Applicable for the year
2020-2021)

MEGAPLUS

Megapulus Pakistan
M44, P.E.C.H.S, Block 6,
Main Razi Road off
Shahra-e-Faisal, Karachi
UAN : (021) 111-00-3355
Tel: (+92-21) 3430 0872 ~ 3
Fax: (+92-21) 3430 0874
Email: karachi@megapulus.com.pk

Name of Bidder MEGAPLUS PAKISTAN

S.No	Item	*Total Amount
01	Trend Micro Antivirus Solution	Rs. 38,481,381/-

*This total amount will be taken as price offered by the vendor.

Note

1. The company will be considered disqualified from the very outset, if not GST registered.
2. **The cost must include all taxes, stamp duty (as applicable under Stamp Act 1989) duly stamped on the contract agreement, installation, commissioning, transportation and labour charges.**
3. 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.
4. **Calculation of bid security.** 5% of the *Total Amount will be submitted with the tender document as bid security in shape of Pay Order /Bank Guarantee in favour of Sindh Bank Ltd.
5. In case it is reviled at any stage after installation of the equipment that the asked specification of the tender have not been met, the amount of the total installation of that specific equipment will be fined to the vendor with appropriate action as deemed necessary by the procurement committee
7. The successful bidder will be the one whose total sum of cost is the lowest. As it is package tender, so no partial lowest cost will be considered for award of any work.
8. Qualified company will also be bound to sign a bond/undertaking that in case of any observation arising in respect of quality of the equipment within the warranty period, the company will be liable to address it at his own cost, non-compliance of the same will result into initiation of a case against the company for non-commitment.
9. All conditions in the contract agreement attached as Annexure G are part of this tender document.
10. The tender will be considered cancelled if the contract agreement/performance security after due signature is not submitted with Admin Office after 5 days of completion of bid evaluation report hoisting period (7 days) on SPPRA website.
11. The tender will stand cancelled if any of the given condition of the tender in not met in strictly as per the requisite of the tender document.
12. In case the financial bids are the same, the successful bidder will be the one who has the highest turnover of the two bidders.
14. **Pre Bid Meeting: Within one week (For Any Clarification)**

Note. There can be subsequent modification or amendment to this specific tender for which it is advised to keep yourself abreast with the notification being hoisted on Sindh Bank Ltd. & SPPRA website regularly.

Signature & Stamp of Bidder



Canon

PHILIPS

Schneider
Electric



Islamabad: 1015, Street 44, E-11/3, Islamabad - 44000, UAN : (051) 111-00-3355, Fax: (+92-51) 211 1530, Email: islamabad@megapulus.com.pk
Lahore: 22C, Block M, Gulberg III, Lahore - 54600 UAN : (042) 111-00-3355, Fax: (+92-42) 3591 8116 Email: lahore@megapulus.com.pk
Peshawar: Megapulus Tower, 35, The Mall, Peshawar - 25000, UAN : (091) 111-00-3355, Fax: (+92-91) 527 9993 Email: peshawar@megapulus.com.pk

FINANCIAL PROPOSAL: Supply & Installation of Antivirus Threat Protection Software

PRICE SCHEDULE

(Applicable for the year 2020-2021)

SIGNATURE MEMBERS PC-ADMIN

Head - Fin Div. 

Head - Admin Div. 

Member-IDBL. 

Date: _____

Name of Bidder: Instec Digital Systems

A. Software and Services

S. No.	SKU	Item Description	Qty.	Unit Price	Sub Total	Sales Tax (13%)	Total
1	CTMMM02702E12	Trend Micro Smart Protection Complete Suite Apex Central Advanced Edition Apex One as a Service (Endpoint Security SaaS) Apex One Endpoint Protection (Endpoint Security On-prem) Apex One Vulnerability Protection Apex One Application Control Apex One DLP Trend Micro Mobile Security Trend Micro Endpoint Encryption - Full Disk Encryption and File Encryption Trend Micro Web Security Standard Trend Micro Email Security - Cloud IMSA 9.x base product - Email Security on-Prem ScanMail Suite with DLP for Microsoft Exchange Cloud App Security for Office 365	2000	US\$27.77	US\$55,540.00	US\$7,220.20	US\$62,760.20
2	DFZCE02702112	Trend Micro Email Security Advanced Add-on to Smart Protection Complete - Sandbox for Email	2000	US\$9.81	US\$19,620.00	US\$2,550.60	US\$22,170.60
3	IYZHM02700U12	Trend Micro Web Security Advanced Add-on to Smart Protection Complete - Sandbox for Web Security	2000	US\$9.81	US\$19,620.00	US\$2,550.60	US\$22,170.60
4	ADZYZ02700G12	Trend Micro Apex One - Sandbox as a Service	2000	US\$2.50	US\$5,000.00	US\$650.00	US\$5,650.00



5	SKHSM02700Y12	XDR, Endpoint and Server (EDR)	2000	US\$11.74	US\$23,480.00	US\$3,052.40	US\$26,532.40
6	DX3AM14602L12	Deep Security Enterprise Virtual Patching (IPS) File Integrity Monitoring Log Inspection Application Control Firewall Advance Malware Protection	50	US\$287.81	US\$14,390.50	US\$1,870.77	US\$16,261.27
7	DDZCE12505D12	Deep Discovery Inspector 1000 Software with 1Gbps	1	US\$64,377.52	US\$64,377.52	US\$8,369.08	US\$72,746.60
8	-	PDQ Deploy & PDQ Inventory – 1 admin For Systems Management, Vulnerability and Patch Management	1	US\$1,262.30	US\$1,262.30	US\$164.10	US\$1,426.40
9	-	Design and Implementation - Design, Implementation and Testing - Documentation - Training of system administrator - Includes post implementation support for 1-year (renewable)	1	US\$22,771.97	US\$22,771.97	US\$2,960.36	US\$25,732.33
Total for Software and Services							US\$255,450.39

B. Hardware

S. No.	SKU	Item Description	Qty.	Unit Price	Sub Total	Sales Tax (17%)	Total
1	DDZAM10703A12	Deep Discovery Inspector 1000 Appliance 1Gbps (including 1yr HW warranty)	1	US\$6,871.80	US\$6,871.80	US\$1,168.21	US\$8,040.01
Total for Hardware							US\$8,040.01



SIGNATURE MEMBERS PC-ADMIN

Head - Fin Div. [Signature]

Head - Admin Div. [Signature]

Member-IDBL [Signature]

Date:

Total Amount

S. No.	Item	Total Amount
1	A. Software and Services	US\$255,450.39
2	B. Hardware	US\$8,040.01
	Total Amount	US\$263,490.40

$\times 160.65$

$= 42,329,733/-$

SIGNATURE MEMBERS PC-ADMIN

Head - Fin Div.



**This Total Amount will be taken as the financial bid offered by the vendor.*

Note

- 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 there are figures are readable and are also duly signed only then, bid will be accepted.
- If the item is not provided/installed on a due date (date given on supply order) a fine of RS.500/- per day will be deducted from the bill.
- The cost must include all taxes, stamp duty (as applicable under Stamp Act 1989) duly stamped on the contract-agreement, installation, commissioning, transportation and labour charges.
- No advance payment for the supply of equipment will be made, bills are only processed for necessary payment on receipt of certificate of delivery/satisfaction from the concerned officer.
- Calculation of bid security. 5% of the *(Total Amount) will be submitted with the tender document as bid security in the shape of Pay Order/Demand Draft /Bank Guarantee in favour of Sindh Bank Ltd.
- The successful bidder will be the one whose total sum of cost is the lowest. As it is package tender, so no partial lowest cost will be considered for award of any work.
- The tender will be considered cancelled if the contract agreement/performance security after due signature are not submitted with the Admin Office after 5 days of completion of bid evaluation report hoisting period (7 days) on SPPRA website.
- The Tender will stand cancelled if the items are not supplied/installed within 8 weeks of issue of supply order.
- In case financial bids are the same, the successful bidder will be the one who has the highest turnover of the two. 10. If the obligation of warranty period are not met or delayed, the repair etc. requirement on this account will be carried out by the bank & the billed amount will be deducted from the performance security/ upcoming payment due to the supplier.
- Risk & subsequent cost to this effect if any will be liability of the vendor and any subsequent expenses on the equipment will also be borne by the supplier.
- Qualified company will also be bound to sign a bond/undertaking that in case of any observation arising in respect of quality of the equipment within the warranty period, the company will be liable to address it at his own cost, non-compliance of the same will result



Be Secured

Office No-B1, Second Floor, Plot No. 59-C,
24th Commercial Street, Tauheed Commercial Area,
DHA, Karachi, Pakistan

www.securenetworks.pk

4. FINANCIAL PROPOSAL

SIGNATURE MEMBERS PC-ADMIN

Head - Fin Div.

Head - Admin Div.

Member-IDBL

Date:

PRICE SCHEDULE

(Applicable for the year 2020-2021)

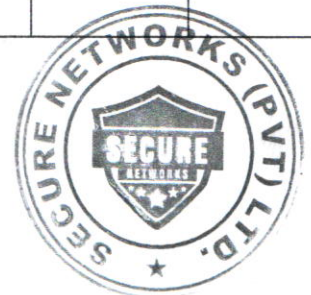
Name of Bidder: Secure Networks (Pvt.) Ltd

TOTAL BID VALUE (in numbers) = PKR 36,606,232.00 (Inclusive of all taxes)

TOTAL BID VALUE (in words) = Thirty-six million six hundred six thousand two hundred thirty-two

S.No.	SKU	Item	Qty	Amount (PKR)	GST 17%	SRB 13%	Total Amount (PKR)
01	CTMMM02702E12	Trend Micro Smart Protection Complete Suite 1. Apex Central Advanced Edition 2. Apex One as a Service (Endpoint Security SaaS)	2000	6,797,758.00	1,155,619.00	-	7,953,377.00

Asad
05/07/2024





Be Secured

Office No-B1, Second Floor, Plot No. 59-C,
24th Commercial Street, Tauheed Commercial Area,
DHA, Karachi, Pakistan

SIGNATURE MEMBERS PC-ADMIN
www.securenetworks.pk

Head - Fin Div. _____

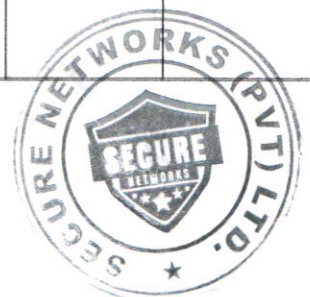
Head - Admin Div. _____

Member-IDBL. _____

Date: _____

- | | | | | |
|--|--|---|--|--|
| | | 3. Apex One
Endpoint
Protection
(Endpoint
Security On-
prem) | | |
| | | 4. Apex One
Vulnerability
Protection | | |
| | | 5. Apex One
Application
Control | | |
| | | 6. Apex One DLP | | |
| | | 7. Trend Micro
Mobile
Security | | |
| | | 8. Trend Micro
Endpoint
Encryption -
Full Disk
Encryption
and File
Encryption | | |
| | | 9. Trend Micro
Web Security
Standard | | |
| | | 10. Trend Micro
Email Security
- Cloud | | |
| | | 11. IMSVA 9.x
base product
- Email
Security on-
Prem | | |
| | | 12. ScanMail Suite
with DLP for
Microsoft
Exchange | | |

Asad
05/01/2021





Be Secured

SIGNATURE MEMBERS PC-ADMIN

24th Commercial Street, Taqneed Commercial Area,
Head - Fin Div. _____ DHA, Karachi, Pakistan

Head - Admin Div. _____

Member-IDBL. _____

Date: _____

www.securenetworks.pk

		Cloud App Security for Office 365					
02	DFZCE02702112	Trend Micro Email Security Advanced Add-on to Smart Protection Complete - Sandbox for Email	2000	3,379,308.00	574,482.00	-	3,953,790.00
03	IYZHM02700U12	Trend Micro Web Security Advanced Add-on to Smart Protection Complete - Sandbox for Web Security	2000	3,379,308.00	574,482.00	-	3,953,790.00
04	ADZY02700G12	Trend Micro Apex One - Sandbox as a Service	200	861,141.00	146,394.00	-	1,007,535.00
05	SKHSM02700Y12	XDR, Endpoint and Server (EDR)	2000	4,044,666.00	687,593.00	-	4,732,259.00
06	DX3AM14602L12	Deep Security Enterprise 1. Virtual Patching (IPS) 2. File Integrity Monitoring 3. Log Inspection 4. Application Control 5. Firewall	50	2,477,790.00	421,224.00	-	2,899,014.00

Asad
05/01/2021





Be Secured

SIGNATURE MEMBERS PC-ADMIN

Office No-B1, Second Floor, Plot No. 59-C,
Head - Fin Div. 24th Commercial Street, Tauheed Commercial Area,

Head - Admin Div. DHA, Karachi, Pakistan

Member-IDBL. www.securenetworks.pk

Date: _____

		Advance Malware Protection					
07	DDZAM10703A12	Deep Discovery Inspector 1000 Appliance (Including 1yr HW warranty)	1Gbps	1,131,959.00	192,433.00	-	1,324,392.00
08	DDZCE12505D12	Deep Discovery Inspector 1000 Software with 1Gbps	1Gbps	6,638,086.00	1,128,475.00	-	7,766,561.00
09	-	PDQ Deploy & PDQ Inventory - 1 admin For Systems Management, Vulnerability and Patch Management	200 Users	478,170.00	81,289.00	-	559,459.00
10	-	Professional Services	-	2,173,500.00	-	282,555.00	2,456,055.00
11	-	Resident Engineer	1	FOC	-	-	-
12	-	Local Support Annual	-	FOC	-	-	-
*Total Amount PKR				31,361,686.00	4,961,992.00	282,555.00	36,606,232.00

Asad.
05/01/2021



Circular

SNDB/CO/ADMIN/BIDDING/CIRC/1184/2020

Date: 06-01-21

Opening of Tender for Selection of Supply of Anti-virus Threat Protection
Software.

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: 06-01-21

Bid Opening Time: 11:00 Hours

Venue : Board Room

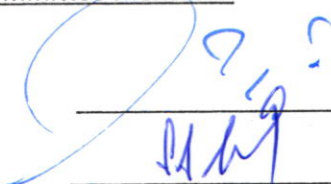
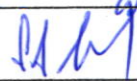
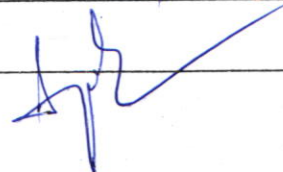

Ather Iqbal
Incharge Procurement

Signature –Procurement Committee Members

Head of Administration

Chief Financial Officer

Chief Manager (IDBL)

ATTENDANCE SHEET
 BID OPENING -

FOR SELECTION OF Supply of Anti-virus Threat Protection Software

Date: 06-01-21

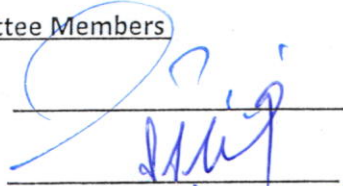
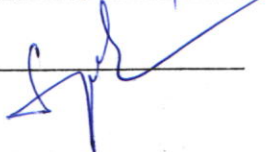
S.No	Company Name	Name of Company Representative	Contact No.	Company Address	Signature
1	Secure networks				
2	Megaphus	ARSHAD MUSTAFA	0300- 2163115	KIT I.	A.
3	Instec Digital system	NASIR KHAIR	0300 8240331		R

Signature –Procurement Committee Members

Head of Administration

Chief Financial Officer

Chief Manager (IDBL)

OPENING OF BID
 FINANCIAL PROPOSALS

FOR SELECTION OF Supply of Anti-virus Threat Protection Software

Date: 06-01-21

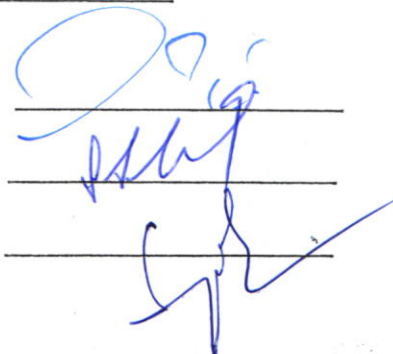
S.No	Company Name	Total Bid Offered		Signature of Company Representative	Remarks
		Announced	Evaluated		
1	SecurNetwork	R. 36,606,232/-			
2	Megeplus	R. 38,481,381/-			
3	Justec Digital Systems	A.S.# 263,490/-			

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

Supply of Anti-Virus Threat Protection software

TYPE OF TENDER

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

OPENING DATE

06-01-21

OPENING TIME

11 00 Hours

ATTENDANCE (MEMBER PC)

ATTENDANCE (REPS. OF BIDDERS)

NAME

FIRM

- 1, Secure networks (PVT) LTD
- 2, Megaplex Pakistan
- 3, Justee Digital Systems

TOTAL BIDS ACCEPTED FOR EVALUATION

TOTAL BIDS REJECTED

REMARKS

SIGNATURE MEMBERS PC-ADMIN

Head - Fin Div.

Head - Admin Div.

Member-IDBL

Date: