

Date: 19-12-2022

Bid Evaluation Report		
Supply & Installation of SD WAN		
1	Name of Procuring Agency	Sindh Bank Ltd.
2	Tender Reference No.	SNDB/COK/ADMIN/TD/1269/2022
3	Tender Description	Supply & Installation of SD-Wan
4	Method of Procurement	Single Stage One Envelop Bidding Procedure
5	Tender Published	SPPRA NIT ID: T00531-22-008 Express Tribune, Sindh Express, Daily Express (20/09/2022)
6	Total Bid Documents Sold	03
7	Total Bids Received	03
8	Technical Bid Opening Date	06/10/2022 Time: 1115 Hours
9	Financial Bid Opening Date	06/10/2022 Time:1115 Hours
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.44,473,155 /-)	Reason for Acceptance/ Rejection	Remarks
0	1	2	3	4	5	6
1	M/s PTCL	Rs. 50,939,447/-	1 st Lowest Qualified Bidder	Rs. 6,466,292/- Above with the estimated cost	Accepted Being the Most Advantageous Bid	
2	M/s Wateen	Rs. 72,890,358/-	2 nd Lowest Qualified Bidder	Rs.28,417,203 /- Above with the estimated cost	2 nd Lowest Qualified Bidder	
2	M/s PTCL LTNKDOTNET	Rs. 167,959,045.93/-	3 rd Lowest Qualified Bidder	Rs. -123,485,890.93/- Above with the estimated cost	3 rd Lowest Qualified Bidder	

Note: Accordingly, going through the Technical/Financial evaluation criteria laid down in the tender document, M/s PTCL is the most advantageous bid and hence recommended for Supply and Installation of SD-Wan to Sindh Bank Ltd.

Members – Procurement Committee

(Mr. Dilshad Hussain Khan) Chief Financial Officer – EVP – Chairperson

(Mr. Arshad Abbas Soomro) Head of Administration-SVP-Member

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

Signature



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

TYPE OF PROCUREMENT

ADMIN / IT / CONSULTANT / MEDIA

TENDER NAME

Supply & Installation SD.WAR

TYPE OF TENDER

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

OPENING DATE

06/10/2020

OPENING TIME

11:15 Hours

ATTENDANCE (MEMBER PC)

ATTENDANCE (REPS. OF BIDDERS)

NAME

FIRM

BID OFFERED

1, PTEL	US\$ 22,443/2
2, Wateau	K. 72,890,358/2
3, Wilkomet	K. 167,959,095.93

TOTAL BIDS ACCEPTED FOR EVALUATION

#03

TOTAL BIDS REJECTED

REMARKS

SIGNATURE MEMBERS PC-ADMIN

Head - Fin Div.

Head - Admin Div.

Member-IDBL.

Date:

ATTENDANCE SHEET
 BID OPENING -

FOR SELECTION OF Supply & Installation of SD-WAN

Date: 06 / 10 / 2022

S.No	Company Name	Name of Company Representative	Contact No.	Company Address	Signature
1	PTCL	}			
2	Water Solutions				
3	hikdonet Telecom				

Signature –Procurement Committee Members

Head of Administration

Chief Financial Officer

Chief Manager (IDBL)




Date:- 19-12-2022

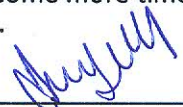
OFFICE ORDER**SUBJECT: EXTENSION FOR BID VALIDITY PERIOD**


As per SPPRA Rule 38 (2), approval is solicited for further Ninety (90) days extension of "Bid Validity Period" for the following tender having SPPRA NIT ID No: T00531-22-008

1. Supply & Installation Of SD-WAN

The reason for extension is due to delay in submission of agreement at vendor's end as legal department of M/s PTCL Ltd has raised some queries over the agreement's few points which are under internal discussion and take some more time.


Farhan A Siddiqui
AVP-I/Admin Division


Ather Iqbal
AVP-I/Admin Division


S. Zeeshan ul Haq
SVP/IT Division

Members – Procurement Committee

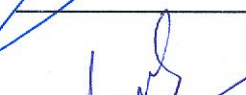
(Mr. Dilshad Hussain Khan) Chief Financial Officer – EVP – Chairperson

(Mr. Arshad Abbas Soomro) Head of Administration – SVP – Member

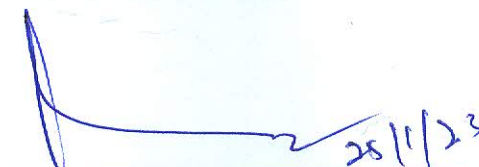
(Mr. Syed Muhammad Aqeel) Chief Manager, IDBL, KHI –AVP – Member

(Mr. Syed Assad Ali Shah) GBH Sindh-(R)-Co-opted Member

(Mr. Syed Ata Hussain) EVP-I.T. Head- Co-opted Member

Signature

on Leave



President/CEO

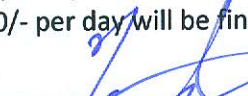
Eligibility Criteria:


The contract will be awarded to the successful Bidder whose bid will be found technically compliant and has offered the lowest cost and emerged as most advantageous bid. Proposed Bidder must qualify following criteria:


1. Bidder must be registered with Income Tax and Sales Tax Department and must appear on Active Taxpayer List of FBR.
2. Bidder must either be a Manufacturer (OEM) or an authorized Partner of the OEM in Pakistan.
3. Bidder must have Annual Turnover of at least PKR 200 Million in last Three (03) financial years. Audited financial reports or Tax Statements to be submitted with the proposal.
4. OEM must have presence in Pakistan since last Ten (10) years.
5. OEM/Bidder must have successfully done One (01) deployments of proposed router/firewall based SD-WAN solution in commercial Banks in Pakistan in last three years.
6. Bidder must have successfully done Two (02) WAN Core router/firewall deployments in commercial Banks in Pakistan in last three years.
7. Bidder must have service and support offices major cities of Pakistan including Islamabad, Lahore and Karachi.
8. Bidder must be deliver, configuration / installation proposed solution at bank's datacentre and branches.
9. Bidder must not be blacklisted by any government, semi-government, or private organization.
10. Bidder must submit OEM authorization letter for this specific procurement.
11. Quoted hardware solution must have end of life beyond five (05) year at the time of submission.
12. Bidder must be in relevant IT business since last Ten (10) years.
13. Bidder must have at least two professional level certified resource on proposed OEM.
14. One Certified resident engineer (Cisco CCNA/equivalent certification) for one (01) year required.

ELIGIBILITY CRITERIA NOTE

1. If company not active Tax payer it will consider as a disqualified (Attached Proof as Annexure-6).
2. There can be a 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.
3. 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.
4. Bank reserves the right to verify all or any documents from the source, submitted in the bid as per SPPRA rule # 30(1).
5. Bank reserves the right to verify the equipment from the principle at any time to ensure that the supply of equipment is genuine, original, new and that its specification are the same as described in the bid. In case of any fake/refurbished equipment, the company may be subject to legal proceeding as per SPPRA rule # 30(1).
6. Company will be considered disqualified if specification of the Network Equipment quoted does not meet the specification given in the tender document.
7. Company shall supply Goods as per specifications and upon the recommendations of the Technical/Standardized Committee appointed by the Bank within 8 to 10 weeks from the date of receipt of purchase order. In addition to that Rs. 500/- per day will be fined after 10 days and Rs. 1,000/- per day will be fined after 20 days.


Taimoor Ghausi
AVP/ Finance Division.


Ahsan Ali
VP/ Operations Div


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

SIGNATURE MEMBERS PC-ADMIN

Head - Fin Div. _____

Head - Admin Div. _____

Member-IDBL. _____

Date: _____

Sindh Bank Limited
Tender Document – Supply and Installation of SD-WAN

FINANCIAL PROPOSAL

PRICE SCHEDULE (Applicable for the year 2022-2023)

Name of Bidder Wateen Solutions Pvt. Ltd.

SNO	Item	Unit Price	Qty	Amount in PKR with tax
1	SD-WAN Controller Cluster	4,965,945	1x SD-WAN Controller Cluster for Primary DC site	4,965,945
2	1x SD-WAN Controller Cluster for Primary DC site	1,308,591	2x for DC site 2x for DR site	5,234,363
3	SD-WAN Branch Routers/Firewalls	126,496	200	25,299,281
4	3 year SD-WAN subscription		SD-WAN Core routers/firewalls (4) SD-WAN Branch routers/firewalls (200)	NA
5	Branch LAN switch	89,768	24*10/100/1000BASE-T ports, 2*GE SFP ports, AC power quantity 200	17,953,643
6	LAN switch	487,134	48*10/100/1000BASE-T ports, 2*10GE SFP ports, dual AC power quantity 8	3,897,071
7	One (01) year services support includes: · Major and minor software upgrades. · 24x7 TAC support. · 4 hr. 7x24 h/w replacement on Core Routers/firewalls and Controllers. · NBD 8x5	2,318,787	SD-WAN Controllers (1 clusters) Core routers/firewalls (4) Branch routers/firewalls (200) Branch LAN switch (200)	2,318,787



	h/w replacement on Branch routers/firewalls and Branch switches).			
8	Year 2 services cost and SD-WAN subscription	7,012,292	SD-WAN Controllers (1 clusters) Core routers/firewalls (4) Branch routers/firewalls (200) Branch LAN switch (200) SD-WAN subscription	7,012,292
9	Year 3 services cost and SD-WAN subscription	8,081,964	Year 3 services cost and SD-WAN subscription	8,081,964
10	Professional Services (PS) by OEM	13,221,268	1	13,221,268
Total Price with HW+ PS and One Year Subs +Support				72,890,358
Total Price with HW+ PS and Three Years Subs +Support				87,984,615

30,621.37

35,292.42

5,7734.80



SIGNATURE MEMBERS PC-ADMIN

Head - Fin Div. _____

Head - Admin Div. _____

Member-IDBL. _____

Date: _____

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9585551



SIGNATURE MEMBERS PC-ADMIN

Head - Fin Div. _____

Head - Admin Div. _____

Member-IDBL. _____

PRICE SCHEDULE

(Applicable for the year 2022-2023)


BUSINESS SOLUTIONS
 INNOVATIVE. DEPENDABLE. AGILE
Name of Bidder: Pakistan Telecommunications Company Limited

Date: _____

USD = 229

S. No.	Item	Unit Price (USD)	Quantity	Amount (USD)
1	SD-WAN Controller Cluster	18,689	1x SD-WAN Controller Cluster for Primary DC site.	18,689
		39,542	1x Professional Services	39,542
2	SD-WAN Core Routers/Firewalls	4,286	2x for DC site 2x for DR site	17,145
3	SD-WAN Branch Routers/Firewalls	388	200	77,544
4	3 year SD-WAN subscription	28,615	SD-WAN Core routers/firewalls (4) SD-WAN Branch routers/firewalls (200)	28,615
		20,474	OPTIONAL - SD-WAN Subscription Branch LAN switch (200) OPTIONAL - SDWAN Subscription LAN Switch (8)	20,474
5	Branch LAN switch	256	24*10/100/1000BASE-T ports, 2*GE SFP ports, AC power quantity 200	51,139
6	LAN switch	1,431	48*10/100/1000BASE-T ports, 2*10GE SFP ports, dual AC power quantity 8	11,450
7	One (01) year services support includes: - Major and minor software upgrades. - 24x7 TAC support. - 4 hr. 7x24 h/w replacement on Core Routers/firewalls and Controllers. - NBD 8x5 h/w replacement on Branch routers/firewalls and Branch switches).	6,934	SD-WAN Controllers (1 clusters) Core routers/firewalls (4) Branch routers/firewalls (200) Branch LAN switch (200)	6,934
8	Year 2 services cost and SD-WAN subscription	14,320	SD-WAN Controllers (1 clusters) Core routers/firewalls (4) Branch routers/firewalls (200) Branch LAN switch (200) SD-WAN subscription	14,320
9	Year 3 services cost and SD-WAN subscription	14,320	SD-WAN Controllers (1 clusters) Core routers/firewalls (4) Branch routers/firewalls (200) Branch LAN switch (200) SD-WAN subscription	14,320
*Total Amount (In USD)				222,443

Terms:

- * Total Amount quoted above is the sum of Point No. 1,2,3,5,6 and 7 (total 1st year cost).
- The above given commercials are inclusive of GST/SST. However, any change in tax rates or addition of any new taxes will be applicable as per actual
- 3yr SDWAN subscription of Branch LAN Switches (200) & LAN Switch (8) is added as optional in Point No. 4, since SDWAN subscription is required in technical scope, however, the same was missing here.
- The total 3 yrs SDWAN costs given in Point 4 is indicative only and doesn't count in total bid value/contract value since the amount is already part of the respective hardware and yearly renewal costs.
- Point No.1 is bifurcated into SDWAN Controller Cluster Hardware and Professional Services for the sake of clarity and understanding only.

Pakistan Telecommunication Company Limited

PTCL Zonal Office South Hatim Alvi Road, Block-4 Clifton Karachi.

www.ptcl.com.pk/business


PTCLBusiness



PTCLBusinessSolutions



	h/w replacement on Branch routers/firewalls and Branch switches).			
8	Year 2 services cost and SD-WAN subscription	7,012,292	SD-WAN Controllers (1 clusters) Core routers/firewalls (4) Branch routers/firewalls (200) Branch LAN switch (200) SD-WAN subscription	7,012,292
9	Year 3 services cost and SD-WAN subscription	8,081,964	Year 3 services cost and SD-WAN subscription	8,081,964
10	Professional Services (PS) by OEM	13,221,268	1	13,221,268
Total Price with HW+ PS and One Year Subs +Support				72,890,358
Total Price with HW+ PS and Three Years Subs +Support				87,984,615

30,621.37

35,292.42

57734.80



SIGNATURE MEMBERS/PC-ADMIN

Head - Fin Div. _____

Head - Admin Div. _____

Member-IDBL. _____

Date: _____

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9585551





4 FINANCIAL PROPOSAL

Pakistan Mobile Communications Limited

T+92 51 2817533, F+92 51 2817551

Jazz Digital Headquarters, DHQ-1,
Sindh Bank Limited

Tender Document – Supply and Installation of SD-WAN
F-8 Markaz
Islamabad, Pakistan.

PRICE SCHEDULE

(Applicable for the year 2022-2023)

Name of Bidder LinkDotNet Telecom Limited

S.NO	Item	Unit Price	Quantity	Amount (PKR)
1	SD-WAN Controller Cluster		1x SD-WAN Controller Cluster for Primary DC site.	8,462,447.14
2	SD-WAN Core Routers/Firewalls		2x for DC site 2x for DR site	14,431,614.9
3	SD-WAN Branch Routers/Firewalls		200	32,369,388.5
4	3 year SD-WAN subscription		SD-WAN Core routers/firewalls (4) SD-WAN Branch routers/firewalls (200)	20,084,457.6
5	Branch LAN switch		24*10/100/1000BASE-T ports, 2*GE SFP ports, AC power quantity 200	21,492,319.7
6	LAN switch		48*10/100/1000BASE-T ports, 2*10GE SFP ports, dual AC power quantity 8	3,716,278.49
7	One (01) year services support includes: • Major and minor software upgrades. • 24x7 TAC support. • 4 hr. 7x24 h/w replacement on Core Routers/firewalls and Controllers. • NBD 8x5 h/w replacement on Branch routers/firewalls and Branch switches).		SD-WAN Controllers (1 clusters) Core routers/firewalls (4) Branch routers/firewalls (200) Branch LAN switch (200)	16,333,943
8	Year 2 services cost and SD-WAN subscription		SD-WAN Controllers (1 clusters) Core routers/firewalls (4) Branch routers/firewalls (200) Branch LAN switch (200) SD-WAN subscription	25,534,298.3
9	Year 3 services cost and SD-WAN subscription		SD-WAN Controllers (1 clusters) Core routers/firewalls (4) Branch routers/firewalls (200) Branch LAN switch (200) SD-WAN subscription	25,534,298.3
*Total Amount (In PKR)				167,959,045.93

SIGNATURE MEMBERS PC-ADMIN

Head - Fin Div. _____

Head - Admin Div. _____

Member-IDBL. _____

Date: _____

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