

Date: 08-04-2025

Bid Evaluation Report		
Supply & Installation of Renewal of Trend Micro End point Security Solution.		
1	Name of Procuring Agency	Sindh Bank Ltd.
2	Tender Reference No.	SNDB/COK/ADMIN/TD/1418/2024
3	Tender Description	Supply & Installation of Renewal of Trend Micro End point Security Solution.
4	Method of Procurement	Single Stage One Envelop Bidding Procedure
5	Tender Published	SPPRA BILL HOISTING: EPADS-250161427 Express Tribune, Sindh Express, Daily Express (31/01//2025)
6	Total Bids Received	02
7	Technical / Financial Bid Opening Date	17/02/2025 Time: 1030 Hours
8	No of Bid Technically Qualified	02
9	Bid(s) Rejected	0

S. No.	Name of Company	Cost Offered by Bidder	Ranking in Terms of Cost	Comparison with Estimated Cost 160,000 US \$	Reason for Acceptance/ Rejection	Remarks
0	1	2	3	4	5	6
1	M/s Secure Network PVT LTD.	149,500 US \$	1st Lowest Qualified Bidder.	10,500 US \$ Below with the estimated cost	Accepted Being the Most Advantageous Bid	
2	M/s Secure Business Machine.	NO BID FINANCIAL & TECHNICAL SUBMITTED	Disqualified.	Disqualified	NO BID FINANCIAL & TECHNICAL SUBMITTED	

**Note:** Accordingly, going through the Technical/Financial evaluation criteria laid down in the tender document, M/s Secure Networks PVT LTD is the most advantageous bid and hence recommended for Supply & Installation of Renewal of Trend Micro End point Security Solution.

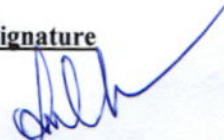
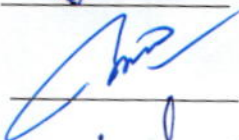
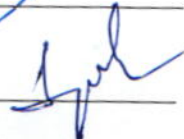
**Members – Procurement Committee**

(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**

**SIGNATURE MEMBERS PC-ADMIN**

Head - Fin Div. \_\_\_\_\_

Head - Admin Div. \_\_\_\_\_

Member-IDBL. \_\_\_\_\_

Date: \_\_\_\_\_





Be Secured

Secure Networks (Pvt.) Ltd.

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

www.securenetworks.pk

*[To be signed & stamped by the Bidder and reproduced on the letterhead]*

**PRICE SCHEDULE**

(Applicable for the year 2025-2026)

Secure Networks Private Limited

S.NO	Item	Quantity	Amount (PKR)/(USD)
1	Renewal of Trend Micro Endpoint Security license /Warranty/Support/appliance	2001	149,500.00 USD
	2 <sup>nd</sup> -year license /Warranty/Support/appliance Cost	2001	149,500.00 USD
	3 <sup>rd</sup> -year license /Warranty/Support/appliance Cost	2001	149,500.00 USD
	<b>*Total Amount (In PKR)/(USD)</b>		448,500.00 USD

*\*This Total Amount will be taken as the price offered by the vendor.*

- \* To secure a fixed rate, Sindh Bank need to know the pricing for the second and third years.
- \* 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 to Note. 6 below).

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 a 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
6. 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.
7. 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.
8. All conditions in the contract agreement attached as Annexure G are part of this tender document.
9. The tender will be considered cancelled if the contract agreement 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.
10. 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.
11. In case the financial bids are the same, the successful bidder will be the one who has the highest turnover of the two bidders.
12. Pre Bid Meeting: Within one week (For Any Clarification)
13. 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

SIGNATURE MEMBER SPPRA

Head - Fin Div. \_\_\_\_\_

Head - Admin Div. \_\_\_\_\_

Member-IDBL. \_\_\_\_\_



P.O. Box: Karachi 62200

+92 213 537 3802

info@securenetworks.pk



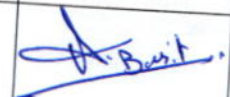
ATTENDANCE SHEET  
 BID OPENING -

FOR SELECTION OF

Trans Micro GND BANI Security Solu

Date:

17/02/2025

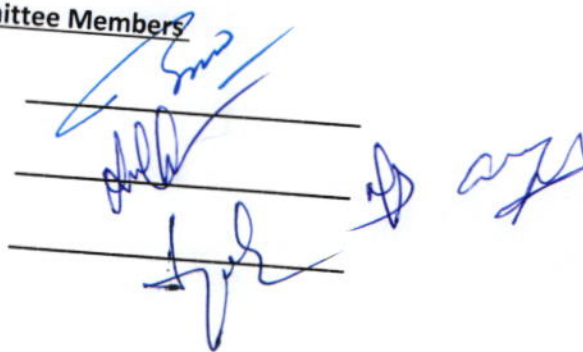
S.No	Company Name	Name of Company Representative	Contact No.	Company Address	Signature
01	Secure Network Pvt. Ltd	Secure Networks Pvt. Ltd	0311-2487031		
02	Secure Business Mach	By Drip Bay Bio Security			

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

Trans Micro European Security Solution

TYPE OF TENDER

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

OPENING DATE

17/02/2025

OPENING TIME

10:30 AM

ATTENDANCE (MEMBER PC)

B H A  
CFO  
CHIEF MANAGER, IDBL

ATTENDANCE (REPS. OF BIDDERS)

NAME

FIRM

BID OFFERED

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Secure Network  
Secure Business

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USD 448,500 (per year 149,500 US)

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\_\_\_\_\_

TOTAL BIDS ACCEPTED FOR EVALUATION

01.

TOTAL BIDS REJECTED

REMARKS

SIGNATURE MEMBERS PC ADMIN

Head - Fin Div. \_\_\_\_\_

Head - Admin Div. \_\_\_\_\_

Member-IDBL. \_\_\_\_\_

Date: \_\_\_\_\_



M/S Secure Network Pvt Ltd.

## 1. SECTION –III TECHNICAL SPECIFICATIONS/SCOPE OF WORK

Sindh Bank Limited requires Supply and Installation of a Renewal of Trend Micro Endpoint Security Solution (complete solution which already deployed in Sindh Bank). The requirement will be issued on need basis. Therefore, quantity may vary depends on the requirement of the bank, accordingly bank will not be responsible if the quantity asked is not as per scope of work below and in this context no claim will be entertained. Payment will be done on supply of actual numbers of items. The purchase of item will be spread over the year as needed.

Required items should strictly be original/genuine and in accordance with the below specifications

S no.	Compliance
	Renewal of Trend Micro Endpoint Security Qty 2001
1	Trend Micro XDR for Endpoints Qty 2001
2	Trend Micro Email Security Cloud Qty 2001
3	Trend Micro Web Security Cloud Qty 2001
4	Trend Micro Sandbox Qty 2001
5	Deep Security Enterprise Qty 50
5	1- Deep Discovery Inspector 1000 Appliance (including 1yr HW warranty) Qty 1GBPS
6	2-Deep Discovery Inspector 1000 Software with 1Gbps Qty 1GBPS
7	Encryption at disk level and Centralized level

### License /Warranty / Support /

It would be mandatory for the Bidder to provide a hardware/license/Warranty/Support for (01) year for the product and provide on-site comprehensive support, extendable at the Bank's discretion. The hardware/license/Warranty/Support period of one year would commence from the date of issue of the Completion Certificate by the Bank. During the Warranty period, the Bidder would be required to undertake all necessary modifications not falling under the purview of 'Change Management' such as updates, bug fixes, changes in the application, or any other support as and when required at no extra cost.

\*The licenses of the required other associate / supporting tools should be provided by the bidder

### Annual Maintenance Contract (AMC)

The Bank shall enter an AMC agreement with the successful bidder initially for the period of (03) years on a per-year basis to provide the complete utility of maintenance & and support services (i.e., on-site & and off-site) after the expiry of the warranty period. The agreement would also capture the responsibilities and obligations of the selected bidder and SBL. Any major changes in the application which will fall under the 'Change Management', the vendor will be paid separately.


Quoted hardware solution must have an end of life beyond (05) years at the time of submission.

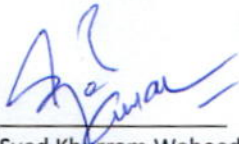
Delivery Time: Within 06 to 08 Weeks

### PRE BID MEETING:

In case of any clarification required regarding Bidding Document, a pre-bid meeting can be held at Sindh Bank Limited Head Office 3<sup>rd</sup> floor, federation House Abdullah Shah Ghazi Road Karachi with prior notice for appointment.

  
Faraz Ahmed  
Admin Div

  
M. Khalid  
I.T Div

  
Syed Khurram Waheed  
IT Div

### SIGNATURE MEMBERS PC-ADMIN

Head - Fin Div. 

Head - Admin Div. 

Member-IDBL. 

Date: 



19/8 Secure Network

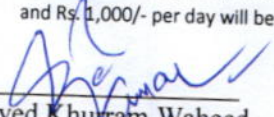
F. Bid Evaluation Criteria	
2.5.8	Criteria to Bid evaluation is presented below:

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:

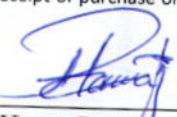
S. No.	Requisite	Compliance / Proof	
1	Bidder must be registered with the Income Tax and Sales Tax Department and must appear on the Active Taxpayer List of FBR.	Yes <input checked="" type="checkbox"/>	No
2	The bidder must either be a Manufacturer (OEM) or an authorised Partner of the OEM in Pakistan.	Yes <input checked="" type="checkbox"/>	No
3	Bidder must have an Annual Turnover of at least PKR 100 Million in the last Three (03) financial years. Audited Financial reports or Tax Statements are to be submitted with the proposal.	Yes <input checked="" type="checkbox"/>	No
4	The bidder must deploy the required solution in at least Two (02) commercial Banks.	Yes <input checked="" type="checkbox"/>	No
5	Bidder must have a service and support office in at least two (02) major cities of Pakistan including Karachi.	Yes <input checked="" type="checkbox"/>	No
6	Bidder must not be blacklisted by any government, semi-government, or private organisation.	Yes <input checked="" type="checkbox"/>	No
7	Bidder must be in relevant IT business for the last Five (05) years.	Yes <input checked="" type="checkbox"/>	No

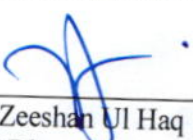
#### ELIGIBILITY CRITERIA NOTE

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 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 12 to 14 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.

  
Syed Khuram Waheed  
AVP-II / IT Div

**Member – Procurement Committee.**

  
Hasan Raza  
Finance Div

  
S. Zeeshan Ul Haq  
IT Div

**Signature**

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

(Arshad Abbas Soomro) Head of Administration – SVP- Member

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


## MANDATORY

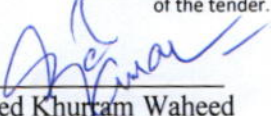
1. GST/Income Tax Registration/Registration With Sindh Revenue Board
2. Attachment of Affidavit (specimen attached as Annexure "H") on stamp paper from the owner of the company.
3. Attachment of Annexure "A" (With Financial Proposal) & Annexure "B" (With Financial Proposal if Bank Guarantee is going 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 at the time of opening of bids.
5. The bidders are required to submit bids only in prescribed financial proforma given in Tender Document.
6. The representative present at the time of opening of tender shall be in possession of authority letter on the company's letter head, duly signed by the CEO of the company.
7. The Company must be in I.T. Business for Preferably 04 Years in Pakistan. (Attach documentary proof as Annexure-7)
8. Company must provide a valid & latest Manufacturer Authorization Certificate (MAF) from the Manufacturer/Principal for supply of required equipment.
9. (Attach documentary/certificate proof as Annexure-8)

**Note: 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.**

## DISQUALIFICATION

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

1. On black list of SPPRA & Sindh Bank Ltd.
2. Issued with two (2) warning letters/emails by Sindh Bank Ltd in the past to the bidder for unsatisfactory performances.
3. Not GST/Income Tax Registered/Registration With Sindh Revenue Board
4. An 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 a Tender Fee.
8. Warranty of supplied items is less than 1 year.
9. If during the verification process of the clential 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.

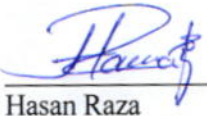
  
Syed Khuram Waheed  
AVP-II / IT Div


### **Member – Procurement Committee.**

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

(Arshad Abbas Soomro) Head of Administration – SVP- Member

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

  
Hasan Raza  
Finance Div

  
S. Zeeshan Ul Haq  
IT Div

  
**Signature**



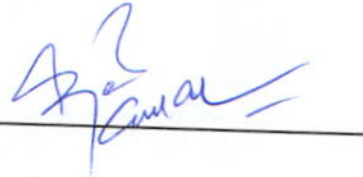
Date: 08-04-2025

**Subject: Certificate Compliance of SPPRA Rule 48 TENDER REF NO. SNDB / ADMIN / TD / 1418/ 2025**

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
USD 201,825/-	USD 149,500/-

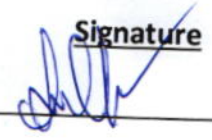
Syed Khurram Waheed AVP-II I.T / Division



**Members – Procurement Committee**

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


**Signature**



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



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







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Karachi 75400  
NTN 2289768-2  
info@instecdigital.com  
www.instecdigital.com  
+92-21-34547281  
Sindh Sales Tax: SNTN-2289768-2

Sindh Bank Limited (NTN: 3654008-7)  
HEAD OFFICE Basement-2 Floor  
Federation House  
Abdullah Shah Ghazi Road, Clifton  
Karachi

## QUOTE SNDB-003

21 February 2025

Quantity	Details	Unit Price (\$)	Sindh Sales Tax	Net Subtotal (\$)
1	Trend Micro Endpoint Security - Quantity=2001 1-Trend Micro XDR for Endpoints -Quantity=2001 2-Trend Micro Email Security Cloud- Quantity=2001 3-Trend Micro Web Security Cloud- Quantity=2001 4-Trend Micro Sandbox -Quantity=2001  Deep Security Enterprise - Quantity=50 1- Deep Discovery Inspector 1000 Appliance(including 1 yr HW Warranty) - Quantity=1 Gbps 2-Deep Discovery Inspector 1000 Software with 1Gbps - Quantity=1 Gbps	175,500.00	15%	175,500.00
Net Total				175,500.00
Sindh Sales Tax				26,325.00
USD Total				\$201,825.00

Instec Digital Systems is Trend Micro Authorized Partner in Pakistan

### Notes:

- Validity: 2 Weeks
- Payment Terms: 100% payment in advance with confirmed purchase order.
- The quoted prices include withholding tax and Sindh Sales Tax on Services only any additional taxes or duties will be borne by the customer.
- For currency conversion US\$ interbank selling rate at the time of payment applies
- Boarding, lodging and airfare for sites outside Karachi will be at customer's expense

SIGNATURE MEMBERS PC ADMIN

Head - Fin Div. \_\_\_\_\_

Head - Admin Div. \_\_\_\_\_

Member-IDBL. \_\_\_\_\_

Date: \_\_\_\_\_