

Bid Evaluation Report

1. Name of Procuring Agency: Excise, Taxation & Narcotics Control Department, Government of Sindh.
2. Tender Reference No: INF. KRY. NO. 2134/2017
3. Tender Description/Name of work/item: Integration / Up-gradation of Tax Database and Online Tax Collection / Supply of Hardware, Software and Services for Integration / Up-gradation of Motor Vehicle Database
4. Method of Procurement: Single Stage Two Envelope
5. Tender Published: SPPRA S.No. 32814, Daily Dawn dt: 19.04.2017, Daily Kawish dt 19.04.2017 & Daily Jung dt 20.04.2017
6. Total Bid documents Sold; Seven (07)
7. Total Bids Received: Three (03)
8. Technical Bid Opening date: 05.05.2017
9. No. of Bid technically qualified (if applicable): Three (03)
10. Bid(s) Rejected: Nil
11. Financial Bid Opening date: 11.05.2017 03:00 P.M

12. Bid Evaluation Report:

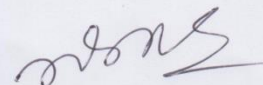
1. PORTAL, ONLINE SERVICE & ALTERNATE DELIVERY MECHANISMS:

<i>S No</i>	<i>Name of Firm or Bidder</i>	<i>Cost offered by the Bidder</i>	<i>Ranking in terms of cost</i>	<i>Comparison with Estimated cost</i>	<i>Reasons for acceptance/ rejection</i>	<i>Remarks</i>
0	1	2	3	4	5	6
1.	M/S. Sapphire	75,999,995	01 st Lowest	Within estimated cost	Lowest quoted	Accepted
2.	M/S. AGCN	76,984,000	02 nd Lowest	Within estimated cost	Highest quoted	Rejected
3.	M/S. Convolair	77,310,000	03 rd Lowest	Within estimated cost	Highest quoted	Rejected

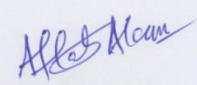
II. BUSINESS INTELLIGENCE:

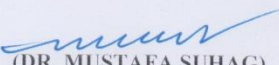
S No	Name of Firm or Bidder	Cost offered by the Bidder	Ranking in terms of cost	Comparison with Estimated cost	Reasons for acceptance/rejection	Remarks
0	1	2	3	4	5	6
1.	M/S. Sapphire	43,989,000	01 st Lowest	Within estimated cost	Lowest quoted	Accepted
2.	M/S. AGCN	44,159,000	02 nd Lowest	Within estimated cost	Highest quoted	Rejected
3.	M/S. Convolair	44,171,000	03 rd Lowest	Within estimated cost	Highest quoted	Rejected


(SHABBIR AHMED SHAIKH)
Director (Admn/MVR)
Excise, Taxation & Narcotics
Control, Karachi


(MAHESH LAL DODANI)
Deputy Secretary (Admn-I)
Excise, Taxation & Narcotics
Control Department


(MUSARRAT MOKHTAR)
Deputy Director (Dev. & Insp.)
Representative of Industries &
Commerce Department


(AFTAB ALAM)
Program Officer (RSU)
Education & Literacy Department


(DR. MUSTAFA SUHAG)
Additional Secretary (Admn-I)
Excise, Taxation & Narcotics
Control Department

COMPARATIVE STATEMENT

Integration / Up-gradation of Tax Database and Online Tax Collection / Supply of Hardware, Software and Services for Integration / Up-gradation of Motor Vehicle Database.

Tender Invited No: SO (B&A)/E&T/11(24)/2015 (Online Tax), dated 18-04-2017
INF/KRY-2134/2017 (SPPRA SR#32814)

Date of Opening (Technical) : 05-05-2017
Date of Opening (Financial) : 11-05-2017

Estimated Cost

119,997 Million

PORTAL, ONLINE SERVICE & ALTERNATE DELIVERY MECHANISMS

Expense Head	Unit	Qty	M/s. Sapphire		M/s. Comolair		M/s. AGCN		Status
			Unit Cost	Total	Unit Cost	Total	Unit Cost	Total	
Machinery and Equipment									
Servers Hosting									
Servers Hosting (Dedicated)	Year	2	1,025,000	2,050,000	1,040,000	2,080,000	1,035,000	2,070,000	Sapphire 1st Lowest
PCs & Related accessories									
Smart phones/ Tablets GSM enabled	Unit	23	64,000	1,472,000	70,000	1,610,000	69,000	1,587,000	Sapphire 1st Lowest
Services									
Digital Certificates and Security Software	Unit	1	4,347,000	4,347,000	4,377,000	4,377,000	4,372,000	4,372,000	Sapphire 1st Lowest
SMS Gateway	Unit	1	2,173,000	2,173,000	2,208,000	2,208,000	2,203,000	2,203,000	Sapphire 1st Lowest
Commercial Middleware, Security and Setup (Oracle/IBM/similar)	Unit	1	19,999,999	19,999,999	20,105,000	20,105,000	20,100,000	20,100,000	Sapphire 1st Lowest
Software Services									
Online Portal	Job	1	25,739,999	25,739,999	25,945,000	25,945,000	25,940,000	25,940,000	Sapphire 1st Lowest
Mobile Phone/Smart Phone	Job	1	2,608,000	2,608,000	2,638,000	2,638,000	2,633,000	2,633,000	Sapphire 1st Lowest
Software Services inclusive of integration, testing and rollout with a payment channel (government as well as non-governmental), with full functionality for tax calculations, assessments for all types of vehicles, registrations, federal and provincial tax calculations, penalties and transfers etc. Should also include servicing requests from other law enforcement agencies									
C configuration/setup, security and API Development through the Middleware	Job	1	4,999,999	4,999,999	5,078,000	5,078,000	5,075,000	5,075,000	Sapphire 1st Lowest
Training to personnel in various regions	Job	3	217,000	651,000	237,000	711,000	232,000	696,000	Sapphire 1st Lowest
Connectivity									
Internet Connection 2 Mbps (Annual)	Site	2	214,000	428,000	234,000	468,000	220,000	440,000	Sapphire 1st Lowest
WAN Connection 128 Kbps (Annual)	Site	3	680,000	2,040,000	705,000	2,115,000	681,000	2,043,000	Sapphire 1st Lowest
SMS Charges	Unit	200,000	1	200,000	1.75	350,000	1.25	250,000	Sapphire 1st Lowest
Mobile Phone/Smart Phone Service (annual)	Unit	23	17,000	391,000	27,000	621,000	25,000	575,000	Sapphire 1st Lowest
Total				75,999,995		77,310,000		76,984,000	
Earnes Money 2.5%				1,900,000		1,932,750		1,924,600	
Submitted Earnest Money				1,900,000		1,950,000		1,925,000	

TRANSACTIONS CHARGES:**M/s. Sapphire Consulting Services:**

Transaction Charges	Unit	Amount	Fixed or %
Periodic Tax Collections	Transaction	85	Fixed
New Registration	Transaction	1%	Percent
Transfer	Transaction	1%	Percent
Alteration	Transaction	85	Fixed
Online Payment via Credit/Debit Card	Transaction	3.50%	Percent
Optional Payment Channels			
Card Payment at Excise Counter	Transaction	3.50%	Percent
Payment at Bank Branches	Transaction	85	Fixed
Other Services			
Challan & Sticker Courier in Sindh	Envelope	125	
Challan & Sticker Courier outside of Sindh	Envelope	200	
SMS and Email Alerts	One Year	50	

M/s. Convolair (Pvt) Limited:

Head	Cost
Transaction Handling Charges	2.50%
Mailing of Challan to Taxpayer	250
SMS Package per Year	75

M/s. AGCN Pakistan (Pvt) Limited:

Service	Price
Per Transaction Fees	3.000%
Postage of Challan in Sindh	200
Postage of Challan in Pakistan	250
SMS Alerts, Annual	150

BUSINESS INTELLIGENCE

Expense Head	Unit	Qty	Unit Cost	Sapphire		Convair		ACCN		Status
				Total	Unit Cost	Total	Unit Cost	Total		
Software										
Commercial BI tool	Unit	1	21,739,000	21,739,000	21,819,000	21,819,000	21,814,000	21,814,000	Sapphire 1st Lowest	
Software Services										
Development of Dashboards, Alerts, OLAP										
tools etc	Job	1	16,782,000	16,782,000	16,836,000	16,836,000	16,832,000	16,832,000	Sapphire 1st Lowest	
C consulting										
Consulting to determine the KPIs (key performance indicators)	Job	1	5,468,000	5,468,000	5,516,000	5,516,000	5,513,000	5,513,000	Sapphire 1st Lowest	
Total				43,989,000		44,171,000		44,159,000		
Earns Money 2.5%				1,099,725		1,104,275		1,103,975		
Submitted Earnest Money				1,125,000		1,150,000		1,130,000		

(SHABIR AHMED SHAIKH)

Director (Admn MVR)

Excise, Taxation & Narcotics Control, Karachi

MEMBER

(MAHESH LAL DODANI)

Deputy Secretary (Admn-I)

Excise, Taxation & Narcotics Control Department

MEMBER

(AFTAB ALAM)

Program Officer (RSU)

Education & Literacy Department

MEMBER

(MUSARRAT MOKHTAR)

Deputy Director (Dev. & Insp)

Representative of Industries & Commerce Department

MEMBER

(DR. MUSTAFA SUHAG)

Additional Secretary (Admn-I)

Excise, Taxation & Narcotics Control Department

CHAIRMAN



NO: SO (B&A)/E&T/11(24)/2015 (Online Tax)
GOVERNMENT OF SINDH
EXCISE, TAXATION & NARCOTICS CONTROL
DEPARTMENT

Subject: - MINUTES OF THE MEETING OF PROCUREMENT COMMITTEE
FOR PROCUREMENT OF INTEGRATION / UP-GRADATION OF
TAX DATABASE AND ONLINE TAX COLLECTION / SUPPLY OF
HARDWARE, SOFTWARE AND SERVICES FOR INTEGRATION/
UPGRADING OF MOTOR VEHICLE DATABASE

A meeting of the Procurement Committee was held on 05th May, 2017 at 04:00 P.M. under the Chairmanship of the Additional Secretary (Admn-I), Excise, Taxation & Narcotics Control Department, Government of Sindh, Karachi.

2. The following Members of the Committee attended the meeting: -

1. Mr. Shabbir Ahmed Shaikh,
Director (Admn/MVR),
Excise, Taxation & Narcotics Control, Karachi.
3. Mr. Mahesh Lal Dodani,
Deputy Secretary (Admn-I),
Excise, Taxation & Narcotics Control Department.
4. Abdul Ghaffar Soomro,
Section Officer
Representative of Industries & Commerce Department.
5. Mr. Aftab Alam,
Program Officer (RSU),
Education & Literacy Department

3. The Chair welcomed the participants. Before opening of Tender bids, the participants were informed that following seven (07) companies have purchased the Tender Document: -

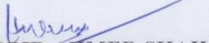
- (i) M/S. SI Global
- (ii) M/S Convolair (Pvt) Limited
- (iii) M/S. Sapphire Consulting Services
- (iv) M/S. Infotech
- (v) M/S. The Sprint Express
- (vi) M/S. Mega Plus
- (vii) M/S. AGCN Pakistan (Pvt) Limited

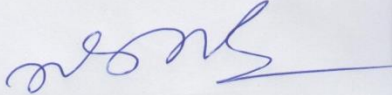
4. Out of above, following three (03) Companies/Firms participated/submitted their documents before the closing time. Accordingly, the Procurement Committee started process of opening of Tender bids and opened the Technical Proposals in presence of representatives of bidders of following: -

- (i) M/S Convolair (Pvt) Limited
- (ii) M/S. Sapphire Consulting Services
- (iii) M/S. AGCN Pakistan (Pvt) Limited

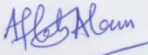
5. It was decided that after evaluation of Technical Proposals submitted by the bidders as per criteria mentioned in Bidding Document, the Financial Proposals will be opened in the next meeting.

The meeting ended with votes of thanks to and from the chair.


(SHABBIR AHMED SHAIKH)
Director (Admn/MVR)
Excise, Taxation & Narcotics
Control, Karachi


(MAHESH LAL DODANI)
Deputy Secretary (Admn-I)
Excise, Taxation & Narcotics
Control Department


(ABDUL GHAFFAR SOOMRO)
Section Officer
Representative of Industries &
Commerce Department


(AFTAB ALAM)
Program Officer (RSU)
Education & Literacy Department


(DR. MUSTAFA SHAH)
Additional Secretary (Admn-I)
Excise, Taxation & Narcotics

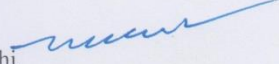
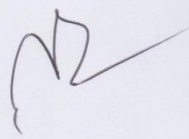
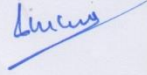


"SAY NO TO CORRUPTION"
NO.SO (B&A)/E&T/11(24)/2015 (Online Tax)
GOVERNMENT OF SINDH
EXCISE, TAXATION & NARCOTICS CONTROL
DEPARTMENT

Subject: - MINUTES OF MEETING FOR OPENING OF FINANCIAL PROPOSAL OF PROCUREMENT COMMITTEE FOR INTEGRATION / UP-GRADATION OF TAX DATABASE AND ONLINE TAX COLLECTION / SUPPLY OF HARDWARE, SOFTWARE AND SERVICES FOR INTEGRATION / UP-GRADATION OF MOTOR VEHICLE DATABASE.

A meeting of Procurement Committee regarding opening of Financial Proposal for Integration / Up-gradation of Tax Database and Online Tax Collection / Supply of Hardware, Software and Services for Integration / Up-gradation of Motor Vehicle Database was held on 11.05.2017 at 03:00 P.M. under the Chairmanship of Additional Secretary (Admn-I) Excise, Taxation & Narcotics Control Department, Government of Sindh, Karachi.

The Following Members of the committee attended the meeting: -

1. Mr. Shabbir Ahmed Shaikh,
Director (Admn/MVR),
Excise, Taxation & Narcotics Control, Karachi. 
2. Mr. Mahesh Lal Dodani,
Deputy Secretary (Admn-I),
Excise, Taxation & Narcotics Control Department. 
3. Musarrat Mokhtar,
Deputy Director (Dev. & Insp.) 
Representative of Industries & Commerce Department. 
4. Mr. Aftab Alam,
Program Officer (RSU),
Education & Literacy Department 

2. The Chair welcomed the participants and informed them that seven (07) companies / firms (i.e. M/S. SI Global, M/S Convolair (Pvt) Limited, M/S. Sapphire Consulting Services, M/S. Infotech, M/S. The Sprint Express, M/S. Mega Plus & M/S. AGCN Pakistan (Pvt) Limited) purchased the Tender Document. Out of above following three (03) companies / firms are participating and submitted their documents

well in time. The chair further informed that the committee has scrutinized all Technical Proposals submitted by the above mentioned companies/firms.

3. Therefore, it was unanimously decided to present the report of the Technical Evaluation before the representatives of the companies.

4. As per evaluation report of the Technical Evaluation M/s. Convolair Private Limited, M/s. AGCN Pakistan & M/s. Sapphire Consulting Services obtained following marks in two components: -

I. Portal & Alternative Delivery:

- i. M/s. Convolair Private Limited 750/1000 marks.
- ii. M/s. AGCN Pakistan 805/1000 marks
- iii. M/s. Sapphire Consulting Services 935/1000 marks.

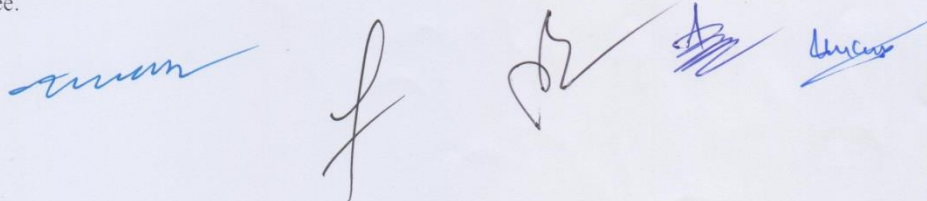
II. Business Intelligence:

- i. M/S. Convolair Private Limited 755/1000 marks.
- ii. M/S. AGCN Pakistan 790/1000 marks
- iii. M/S. Sapphire Consulting Services 905/1000 marks.

5. Accordingly, in view of the Technical Evaluation Report above three (03) companies / firms qualified as per Evaluation Criteria.

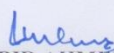
6. M/s. Convolair Private Limited, M/s. AGCN Pakistan & M/s. Sapphire Consulting Services were given opportunity to present their point of view any against the Technical Evaluation of their company. The representatives of the above firms agreed with the Technical Evaluation Report and appreciated the working of the Committee.

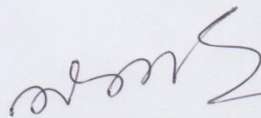
7. Therefore, envelopes marked as “**Financial Proposals**” submitted by the M/s. Convolair Private Limited, M/s. AGCN Pakistan & M/s. Sapphire Consulting Services were opened, the rates quoted were readout and signed by the members of Committee.



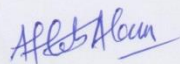
8. After evaluation of Financial Proposals, the Procurement Committee recommended M/s. Sapphire Consulting Services Private Limited on the basis of the Technical report as well as Comparative Statement on package basis, Portal Alternative Delivery & Business Intelligence for further process as per SPPRA rules and final approval of the Competent Authority.

9. The meeting ended with the vote of thanks to and from the chair.


(SHABBIR AHMED SHAIKH)
Director (Admn/MVR)
Excise, Taxation & Narcotics
Control, Karachi


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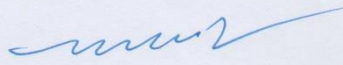
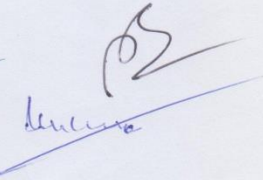
**TECHNICAL EVALUATION FOR SUPPLY OF HARDWARE,
SOFTWARE & SERVICES FOR INTEGRATION/UPGRADING OF
MOTOR VEHICLE DATABASE**

1. PORTAL & ALTERNATE DELIVERY:

S#	Evaluation Parameter for proposal	Quantity Description	Marks	AGCN Pakistan Private Limited	Convolair Private Limited	Sapphire Consulting Services (Pvt.) Ltd.
1.	Company Profile	All companies should have sales tax and income tax registration numbers.	50 marks	50	40	50
	a) Period since Firm is in Information Technology business. (Submit SECP registration certificate)	From 1 to 5 years. From 6 to 10 years. 11 years and above.	10 15 20	20	10	20
	b) Number of office locations in Sindh (Not more than 1 per city. Specify addresses of all office locations along with rental agreements or any other document as proofs)	1 2 3 or more	5 15 30	30	30	30
2.	Financial Soundness /Status		50 marks	50	35	50
	a) Income Tax Return of Firm (Submit copies of the returns)	1 to 3 years 4 to 6 years 7 to 10 years	10 15 25	25	10	25

S#	Evaluation Parameter for proposal	Quantity Description	Marks	AGCN Pakistan Private Limited	Convolair Private Limited	Sapphire Consulting Services (Pvt.) Ltd.
	b) Average Annual Turnover of last five (5) years (Attach copies of the Audited Accounts)	Up-to PKR 30 Million PKR 31 Million to PKR 60 Million PKR 61 Million to PKR 100 Million PKR 101 million and above	10 15 20 25	25	25	25
3.	Company Experience		300 marks	250	120	250
	a) Number of similar projects in public/private sector with one being a minimum of 50 million (Submit contracts or completion certificates with costs specified)	1 to 2 years 3 years and above	50 100	100	50	100
	b) Number of IT Operations & Maintenance Support Projects in public sector, with at least 2 being PKR 10 million and above annually (Submit contracts along with costs)	1 to 2 3 to 4 5 and above	20 50 100	100	50	100
	c) Cumulative value of Public Sector IT Projects in hand or completed in Past 5 Years. (Submit contracts or completion certificates with costs specified)	Up to 300 million Between 300 million to 500 million More than 500 million	20 50 100	50	20	50
4.	Technical Solution		500 marks	355	455	485
	a) Proposed Application Architecture		100	85	90	95

S#	Evaluation Parameter for proposal	Quantity Description	Marks	AGCN Pakistan Private Limited	Convolair Private Limited	Sapphire Consulting Services (Pvt.) Ltd.
	b) Proposed Business and Transaction models for the Payments		100	90	95	95
	c) Knowledge of the Motor Vehicle Registration processes in Sindh.		200	80	175	195
	d) Implementation & Deployment Methodology		50	50	45	50
	e) Support & Maintenance Plan		50	50	50	50
5.	Team Qualifications		100 marks	100	100	100
	a) Proposed Project team. Project Manager, Hardware Specialist, Software developer, Application/data base administrator with QA Engineer & Network Specialist. Submit CVs of all the Leads along with rest of the team.	1 to 10 11 & above	25 50	50	50	50
	b) Certifications in Oracle, IBM, , Microsoft, CISCO, PMP etc technologies	5 to 15 16 to 30 31 and above	15 25 50	50	50	50
			TOTAL	805	750	935

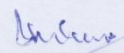

2. BUSINESS INTELLIGENCE:

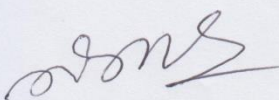
S#	Evaluation Parameter for proposal	Quantity Description	Marks	AGCN Pakistan Private Limited	Convolair Private Limited	Sapphire Consulting Services (Pvt.) Ltd.
1.	Company Profile	All companies should have sales tax and income tax registration numbers.	50 marks	50	40	50
	a) Period since Firm is in Information Technology business. (Submit SECP registration certificate)	From 1 to 5 years. From 6 to 10 years. 11 years and above.	10 15 20	20	10	20
	b) Number of office locations in Sindh (Not more than 1 per city. Specify addresses of all office locations along with rental agreements or any other document as proofs)	1 2 3 or more	5 15 30	30	30	30
2.	Financial Soundness /Status		50 marks	50	35	50
	a) Income Tax Return of Firm (Submit copies of the returns)	1 to 3 years 4 to 6 years 7 to 10 years	10 15 25	25	10	25
	b) Average Annual Turnover of last five (5) years (Attach copies of the Audited Accounts)	Up-to PKR 30 Million PKR 31 Million to PKR 60 Million PKR 61 Million to PKR 100 Million PKR 101 million and above	10 15 20 25	25	25	25
3.	Company Experience		300 marks	250	120	250
	a) Number of similar projects in Public/Private Sector with one being a minimum of 50 million (Submit contracts or completion certificates with costs specified)	1 to 2 3 and above	50 100	100	50	100

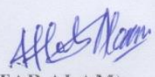
S#	Evaluation Parameter for proposal	Quantity Description	Marks	AGCN Pakistan Private Limited	Convolair Private Limited	Sapphire Consulting Services (Pvt.) Ltd.
	b) Number of IT Operations & Maintenance Support Projects in public sector, with at least 2 being PKR 10 million and above annually (Submit contracts along with costs)	1 to 2 3 to 4 5 and above	20 50 100	100	50	100
	c) Cumulative value of Public Sector IT Projects in hand or completed in Past 5 Years. (Submit contracts or completion certificates with costs specified)	Up to 300 million Between 300 million to 500 million More than 500 million	20 50 100	50	20	50
4.	Technical Solution		500 marks	340	460	455
	a) Proposed Application Architecture		100	80	95	80
	b) Proposed KPIs		100	80	95	80
	c) Knowledge of the Motor Vehicle Registration Data Architecture.		200	80	175	195
	d) Implementation & Deployment Methodology		50	50	45	50
	e) Support & Maintenance Plan		50	50	50	50
5.	Team Qualifications		100 marks	100	100	100
	a) Proposed Project team. Project Manager, Hardware Specialist, Software developer, Application/database administrator & QA Engineer & Network Specialist. Submit CVs of all the Leads along with rest of the team.	1 to 10 11 & above	25 50	50	50	50

S#	Evaluation Parameter for proposal	Quantity Description	Marks	AGCN Pakistan Private Limited	Convolair Private Limited	Sapphire Consulting Services (Pvt.) Ltd.
	b) Certifications in Oracle, IBM, , Microsoft, CISCO, PMP etc technologies	5 to 15 16 to 30 31 and above	15 25 50	50	50	50
			TOTAL	790	755	905

Firm must get 75% i.e. 750/1000 marks in Technical Proposal for qualifying as per above mentioned criteria.


(SHABBIR AHMED SHAIKH)
 Director (Admn/MVR)
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