

**Bids Evaluation Report**

Name of Procuring Agency:	Sindh Integrated Emergency & Health Services (SIEHS)
Tender Reference No.	Tender Document –T40/2023
Tender Description/Item/services	Internet & Data Connectivity across Sindh
Budget Available	Yes
Method of Procurement	Single Stage Two Envelopes Procedure
Tender Published in Newspapers	Newspapers (Dawn, Jang and Kawish)
Date of Publication	2 <sup>nd</sup> February 2023
Total Bids Received	02
Technical Bid Opening date by procurement committee	Friday, 24 <sup>th</sup> February 2023
Technical Evaluation completed by technical evaluation committee	3 <sup>rd</sup> March 2023
Bid(s) Rejected	None
Financial Bid Opening Date	28 <sup>th</sup> March 2023

**Technical Evaluation Committee Report:**

As per notification of SIEHS (copy attached) to establish technical evaluation committee, the following three staff nominated to perform technical evaluation of received bids:

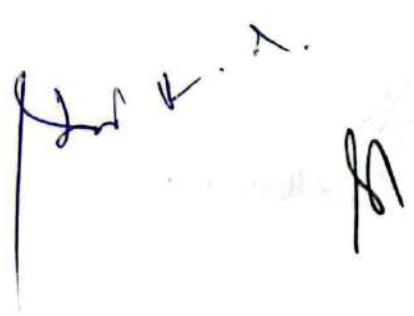
Description	Nominated Staff Member
User/requester department (IT Department)	Mr. Adnan Saify
Nominated staff member from Operations Department	Muhammad Ibrahim
Neutral Member from Neutral Department	Mr. Saad Hassan

**Summary:**

In result of publication of tender in leading three newspapers, total two bids were received from the following bidders:

- (1) Linkdot Net
- (2) Supernet Ltd

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The technical evaluation committee thoroughly reviewed the technical proposals of bidders in light of the technical evaluation criteria defined in the tender document.

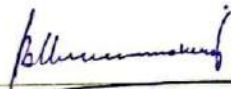
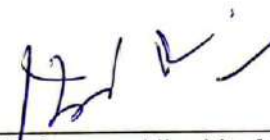

**Result of Technical Evaluation** (duly signed technical evaluation report is attached as Annexure-1):

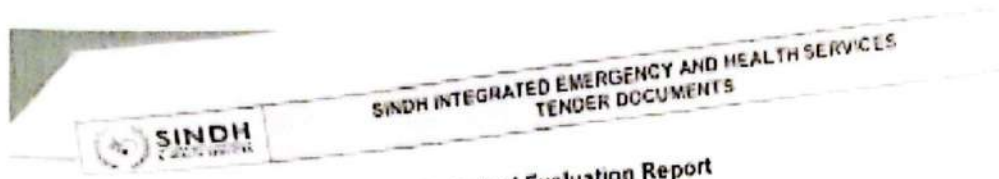
**Bid(s) Qualified:** M/s Linkdot Net & M/s. Supernet Ltd are **technically qualified** after meeting all aspects of eligibility criteria as defined in the tender document. The technical bids further acquired overall **72.5 and 72 marks respectively** in result of technical evaluation by the technical evaluation committee. However, the minimum marks for qualification is 52.5 described in tender document to consider technically qualified bidder.

**Recommendation of Procurement Committee:**

In light of the above-mentioned Technical Evaluation Committee results, the procurement committee recommends proceeding for opening the financial bid of technically qualified bidders' M/s. Linkdot Net & M/s. Supernet Ltd.

Signatures of Procurement Committee:

  
Dr. Muhammad Saeed Quraishy  
VC, DUHS – Chairman  
Mr. Mohammad Ibrahim Memon,  
Additional Secretary (PM&I),  
Health Department, GoS -Member  
Mr. Syed Salman Shah,  
D.G. PDMA – Member  
Muhammad Ibrahim  
M. A. Ahsan  
Syed Saad Hussain .

**Annexure - 1**

**Technical Evaluation Report**


Tender reference: **Tender 40-2023**  
 Tender description / nature of work: **Internet & Data Connectivity across Sindh**  
 Method of procurement: **Single stage - Two Envelopes**  
 Total bid received: **02 (Two)**  
 Bid opening date: **Friday, 24<sup>th</sup> February 2023**  
 Bid rejected: **None**

ELIGIBILITY CRITERIA FOR BIDDERS	LinkDot Net	Supernet
Companies must be available on List of Active Tax Payers* of FBR (for Income Tax) and GST / SRB (For Sales Tax) websites	Yes	Yes
For any existing or previous service / goods provider to Sindh Integrated Emergency and Health Services (SIEHS) or Aman Health Care Services (AHCS) the bidder needs to obtain a 'Satisfactory performance letter' from SIEHS or AHCS. This letter can be obtained by a written request to SIEHS's procurement department or technical end user department	Not Applicable	Yes
Details of turn over of at least last three years supported by income tax return document	Yes	Yes
Affidavit on Rs 100 stamp paper that the firm is not blacklisted & involved in any active litigation with GoP or GoS	Yes	Yes
Tender Fee of Rs 3,000 in shape of Pay order should be in favor of Sindh Integrated Emergency and Health Services (NTN# 4978065-C)	Yes	Yes

**Technical committee members**

  
 Adnan Faris  
 User dept. (Admin)  
 3<sup>rd</sup> March 2023

  
 Muhammad Ibrahim  
 Other dept. (Fleet dept.)  
 3<sup>rd</sup> March 2023

  
 Saad Hasan  
 Neutral dept. (Admin dept.)  
 3<sup>rd</sup> March 2023



**DOCUMENTS CHECKLIST**

List of Documents	LinkDot Net	Supernet
Copy of NTN / Income Tax Registration Certificate, Sales Tax Registration Certificate / On line verification of Active Tax Payer for Sales Tax	Yes	Yes
Minimum 3 years income tax return	Yes	Yes
Copy of CNIC of signatory of the Bid Form	Yes	Yes
Audited Financial Statement of the bidder for last three years. (if available)	Yes * 2018-2021 *	Yes * 2019-2020 *
Affidavit on Rs 100 stamp paper / e-stamp paper that		
a. the bidding company is neither blacklisted nor suspended by any National / International, including Provincial and Federal Government	Yes	Yes
b. the bidder has submitted the correct and complete information along with the bid offer. If any document/information is found forged/engineered /fake/bogus at any stage, the bidder may be declared as Blacklisted in accordance with law and the bid security performance guarantee and payment, if any may be forfeited	Yes	Yes

Technical committee members

  
Aqib Sali  
User dept. (Admin)  
3<sup>rd</sup> March 2023

  
Muhammad Ibrahim  
Other dept. (Fleet dept.)  
3<sup>rd</sup> March 2023

  
Usad Hasan  
Neutral dept. (Admin dept.)  
3<sup>rd</sup> March 2023



**Evaluation Criteria**

- Qualified bidder will require 70% marks in technical criteria to qualify for financial evaluation

Sr#	Description	Requirements	Allocated Marks	Link/Dot Net	Subtotal
<b>Evaluation Criteria - 100 marks</b>					
1	Provider must have his own or provide third party Long haul Fiber in Pakistan	Documentary proof required	4.5	4.5	2
2	Bidder has completed Turnkey projects (MPLS & SDWAN solution with internet connectivity) in Urban + Rural Sindh in last 3 years	Project details with customer reference, project completion/feedback document! Each Project - 1.5 Points	4.5	4	4
3	MPLS connectivity with back medium required (SIEHS Head Office, DR, HYD, SKU & Thatta) SDWAN solution with internet connectivity - 9 sites in Karachi, 4 sites in Thatta and 6 sites in expansion	Each MPLS site with backup medium - 2 points MPLS with single medium - 1 point	7.5	7.5	7.5
		SDWAN with internet connectivity - 1.5 point each site Without internet - 5 point	28.5	28.5	28.5
4	Onsite 24x7x365 support	Customer support Mechanism Same Day replacement (4hrs) - 5 points Same Day replacement (12hrs) - 3 points Same Day replacement (24hrs) - 1 points	6	3	5
5	Compliance	Compliance match with minimum specifications (15 Marks) Compliance match over & above the specifications (25 Marks)	25	25	25

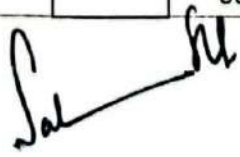



### FINANCIAL BIDS EVALUATION REPORT

Tender Reference No.	Tender Document –T40/2023
Tender Description/Item/services	Internet & Data Connectivity across Sindh
Financial Bid Opening Date	28 <sup>th</sup> March 2023

In accordance with the terms of document, the following prices offered by the two bidders participated in bidding process:

Scope of Work of the Tender Document				Prices offered by Bidder-1		Prices offered by Bidder-2	
OPTION 2 - SD WAN & MPLS				Link DotNet Telecom Limited		Supernet Ltd.	
S. No.	Location	Internet	Data	OTC	MRC	MRC	OTC
1	PECHS (Head Office)	30 MB	65 MB	Waived	175,000	110,800	
2	Bin Qasim	2 MB	6 MB		38,500	31,745	10,000
3	Korangi	2 MB	6 MB		38,500	31,745	10,000
4	Gulistan-e-Johar	2 MB	6 MB		38,500	31,745	10,000
5	North Nazimabad	2 MB	6 MB		38,500	31,745	10,000
6	PECHS Station	6 MB	12 MB		63,000	58,065	10,000
7	Satellite Office	-	Data Connectivity P2P		15,000	10,000	
8	CubeXs	-	20 MB		175,000	24,000	
9	Thatta	4 MB	6 MB		38,500	79,265	10,000
10	Sujawai	2 MB	6 MB		38,500	79,265	10,000
11	Mirpur Bathoro	2 MB	6 MB		38,500	79,265	10,000
12	Sakro	2 MB	6 MB		38,500	79,265	10,000
13	Aggregation	-	10 MB		35,000	-	-
	Thatta-KHI						
14	Hyderabad	6 MB	15 MB		73,500	79,265	-
	Aggregation Hyderabad-SIEHS HO	-	15 MB		52,500	-	-
15	Sukkur	6 MB	15 MB		73,500	79,265	10,000
	Aggregation Sukkur-SIEHS HO		15 MB	52,500	-	-	
16	Badin	2 MB	6 MB	38,500	79,265	10,000	
17	Larkana	2 MB	6 MB	38,500	79,265	10,000	

18	Mirpurkhas	2 MB	6 MB		38,500	79,265	10,000
19	Qambar Shahdadkot	2 MB	6 MB		38,500	79,265	10,000
<b>Total price excluding of taxes (PKR):</b>					<b>1,177,000</b>	<b>1,122,495</b>	<b>140,000</b>
<b>General Sales Tax (19.5%) (PKR):</b>					<b>1,406,515</b>	<b>1,341,382</b>	<b>167,300*</b>
<b>Advance Income Tax 15% on internet charges only (PKR):</b>					Not Applicable	<b>149,408</b>	Not Applicable
<b>Annual Amount inclusive of taxes (PKR):</b>					<b>16,878,180</b>	<b>18,056,774</b>	
<b>Combined Evaluation Score (Technical + Financial):</b>					<b>97.5</b>	<b>95.36</b>	

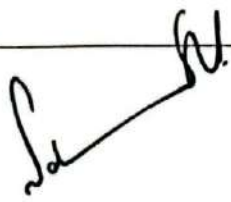
\*OTC charges waiver is applied only connectivity of equipment. Communication towers/poles will be charged/invoices at actual.

### Summary:

As per tender document, technically two options were asked from ISPs in their proposals. The requisite department has been selected OPTION-2 - SD WAN & MPLS considering its supportively advance technology. Only two Internet Service Providers (ISPs) have participated in tendering process and both were technically qualified in result of technical evaluation process by the technical evaluation committee of SIEHS. Commercially, M/s. Link DotNet Telecom Limited has proposed lowest price as compared with M/s Supernet Ltd. and found most advantageous bidder basis on overall highest evaluation score.

Prices of OTC & MRC of future upcoming sites of SIEHS, which will be operated in near future were also discussed with the bidders, M/s. Supernet Ltd has provided following rates however, M/s. Link DotNet has submitted response on further clarification and requested to hold until opening of financial bids:

S.No	Upcoming Sites	Link DotNet Telecom Limited	Supernet Ltd OTC	Supernet Ltd MRC
1	Malir	The MRC for the Upcoming sites are already included in the total bidding price. Total bidding price will remain same and new upcoming sites will be added as per the tender document within the same commercials, quoted by Link DotNet.	10,000	39,265
2	Baldia		10,000	39,265
3	SITE		10,000	39,265
4	DHA/Clifton		10,000	39,265
5	North Karachi		10,000	39,265
6	Ghotki		10,000	79,265
7	Kandkot		10,000	79,265
8	Shikarpur		10,000	79,265
9	Jacobabad		10,000	79,265


10	Jamshoro		10,000	79,265
11	Shaheed Benzirabad		10,000	79,265
<b>Total price excluding of taxes (PKR):</b>		<b>The prices inclusive of taxes are already included in the above mentioned financial bid of Link DotNet.</b>	<b>110,000</b>	<b>671,915</b>
<b>General Sales Tax (19.5%) (PKR):</b>			<b>21,450</b>	<b>131,023.42</b>
<b>Sub-Total Amount inclusive of taxes (PKR):</b>			<b>131,450</b>	<b>802,938.42</b>
<b>Advance Income Tax on internet charges only (PKR):</b>			<b>Not Applicable</b>	<b>82,455</b>
<b>Grand Total price/s inclusive taxes (PKR):</b>			<b>131,450 *</b>	<b>885,393.42</b>


*\*OTC charges waiver is applied only connectivity of equipment. Communication towers/poles will be charged/invoices at actual.*

In light of the above rationale and analysis, M/s. Link DotNet Limited is found most advantageous bidder and the following committees recommend to award the contract/agreement.

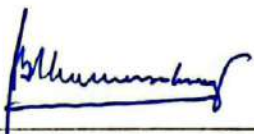
**Signature of Technical Evaluation Committee:**


  
 \_\_\_\_\_  
 Adnan Sali  
 Information Technology  
 Department


  
 \_\_\_\_\_  
 Muhammad Ibrahim  
 Fleet Department

  
 \_\_\_\_\_  
 Saad Hasan  
 Administration Department

**Signatures of Procurement Committee:**

  
 \_\_\_\_\_  
 Dr. Muhammad Saeed Quraishy  
 VC, DUHS  
 (Chairman)

  
 \_\_\_\_\_  
 Mr. Mohammad Ibrahim Memon,  
 Additional Secretary (PM&I),  
 Health Department, GoS  
 (Member)

  
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 Mr. Syed Salman Shah,  
 D.G. PDMA  
 (Member)