

Subject: MINUTES OF THE TECHNICAL COMMITTEE MEETING FOR EVALUATION OF TECHNICAL QUOTATION RECEIVED FOR PURCHASE OF TWO TELEPHONE EXCHANGES AND ALLIED ITEMS

Meeting regarding the subject matter was held on 23/12/2021 under the chairmanship of DS (Admn) in his office. Following attended the meeting:

- |    |  |                  |
|----|--|------------------|
| 1. | DS (Admn), CM Secretariat              | Chairman         |
| 2. | SO (Admn), CM Secretariat              | Member           |
| 3. | SO (Budget & Accounts)                 | Member           |
| 4. | DD (IT), CM Secretariat                | Technical Member |
| 5. | Asst: Divisional Engineer, NTC         | Technical Member |
| 6. | Engineering Supervisor, CM Secretariat | Technical Member |
| 7. | Telephone Technician, CM Secretariat   | Technical Member |

The chair welcomed the participants and the meeting started with the recitation of Holy Quran. The purchase committee has assigned the task to examine technical quotations received from firms and submit report to procurement committee for further deliberation.

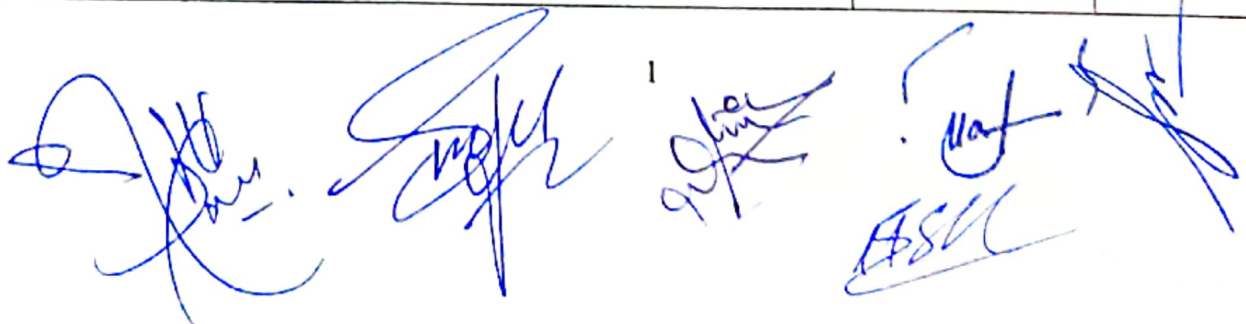
Technical quotations from two firms i.e. M/S Soulco, M/S Sky Link were received to this Secretariat.

M/S Soulco offered technical quotation for items at S.No 1 to 11 in the tender document.

M/S Sky Link offered quotation for item at S.No 12 only i.e. building wiring.

Finding / Report of Technical committee are as under:

S.No	Requirement	Documents Attached	
		M/S Soulco	M/S Sky Link
1	Minimum year of incorporation or establishment of the company is more than 2 years;	✓	X
2	Must demonstrate/ undertake at least 2 supply of similar projects in past 3 years-Work/ Purchase Order to be attached; Technical team of Chief Minister's Secretariat will visit the site where similar projects was installed by the firm.	✓	✓
3	Undertaking for not blacklisted by any Pakistan Government.	✓	✓
4	The bidder should be authorized distributor with quoted brand.	✓	X
5	The bidder should have at least 1 factory trained engineer for the proposed solution	✓	X
6	The Partner should provide a 3 years plan for software Support and 1 year Warranty on Hardware/ and Services SLA in its technical solution on visit base.	✓	✓



7	The bidder must provide Manufacturer Authorization Letter (MAL).	✓	X
8	The bidder must have a support team nearest to Peshawar	✓	✓
9	Sales Tax Registration Certificate	✓	✓
10	NTN Registration Certificate	✓	✓
11	On Active Tax payer List of FBR	✓	✓
12	The bidder must meet the technical requirements mentioned at Annexure-I	✓	✓

As per the eligibility criteria mentioned in the bidding document, M/S Soulco has fulfilled already mentioned requirements. However, MS Skylink didn't make it to provide the required documents for eligibility criteria and is non-responsive to eligibility criteria.

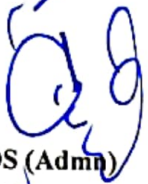
S#	Parameters	Sub-Parameters	Marks	Marks Obtained	
1.	Specifications		30	M/S Soulco	M/S Sky Link
		91 – 100 % conformity of the Technical Specifications	30 Marks	30	10
		81 – 90 % conformity of the Technical Specifications	20 Marks		
		71 – 80 % conformity of the Technical Specifications Less than 70% conformity to the Technical Specifications	10 Marks 0 Marks		
2.	Legal Requirements		20		
		Most recent Sale Tax return from FBR	05	05	05
		Annual turnover Rs. 20 Million latest Audit report	05	05	03
		ISO 9001-2015 Quality Management Certificate of the firm. SECP Registration / Registrar of Firms in Pakistan	05 05	05 05	00 00
3.	Relevant Experience		05		
	Market Experience of quoted brand	i. Less than 1 year	00	05	05
		ii. 1-2 years	03		
iii. Above 2 years		05			
4.	Major Institution Served		05		
	Past Performance	Satisfactory Reports from at least 5 departments, 01 mark for each satisfactory report.	05	05	05
5.	Networking & Uptime		06		
	Supplier's office for maintenance and 24/7 support	• Availability of office in Peshawar with rent agreement	03	00	03
		• Certificate to the affect that the firm will provide 95% uptime	03	01	03
6.	Testing & Calibration Equipment		04		
		• Testing equipment and Calibration equipment relevant	02	02	02

*(Handwritten signatures and initials)*

	to the product			
	• Relevant Spare parts available in stock	02	02	02
<b>Total Marks</b>		<b>70</b>	<b>65</b>	<b>38</b>
<b>Qualifying Marks</b>		<b>49</b>		

**Recommendations:**

- ❖ For items at S.NO 1 to 11 in the tender, M/S Soulco meets eligibility criteria and also passed the qualifying marks. Hence, M/S Soulco is technically qualified and may be considered for items at S.No 1 to 11.
- ❖ For item at S.No 12 in the tender, i.e. building wiring, M/S Sky Link doesn't meet eligibility criteria and also failed to secure qualifying marks i.e. 49 marks. Hence, M/S Sky Link is technically disqualified and may not be considered for further evaluation.



DS (Admn)  
CM Secretariat




SO (Admn)  
CM Secretariat



DD (IT)  
CM Secretariat



SO (B&A)  
CM Secretariat



Asst: Divisional Engineer  
NTC



Engineering Supervisor  
CM Secretariat



Telephone Technician  
CM Secretariat

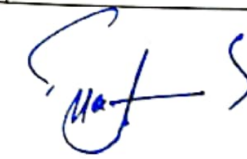
## BIDDERS ELIGIBILITY CRITERIA FOR M/S SOULCO PVT LTD.

S.#	REQUIREMENT	DOCUMENT ATTACHED	REMARKS
1.	Minimum year of incorporation or establishment of the company is <b>more than 2 years</b> ;	SECP 28-12-2012	More than Nine (09) Years of Incorporation. <b><u>Attached at Sr#01</u></b>
2.	Must demonstrate/ undertake at least 2 supply of similar projects in past 3 years– <b>Work/ Purchase Order to be attached</b> ; Technical team of Chief Minister's Secretariat will visit the site where similar projects was installed by the firm.	SECP 22-06-2021 FWOCP 13-07-2020 Islamabad Club 16-04-2021 Siemens Pakistan Office (ISB) UOI Islamabad , OGDCL State Bank Peshawar Comsats Institute Attock Institute of Space Technology	Provided 8 Work Completion certificates of similar nature projects in well-known/reputed organizations.  <b><u>Attached at Sr#02</u></b>
3.	Undertaking for not blacklisted by any Pakistan Government.	Yes	<b><u>Attached at Sr#03</u></b>
4.	The bidder should be authorized distributor with quoted brand.	Yes	Verified through Online Unify Official website partner list. <b><u>Attached at Sr#04 &amp; 07</u></b>
5.	The bidder should have at least 1 factory trained engineer for the proposed solution	Yes	Imtiaz Ahmad , Muhammad Usman Shoaib <b><u>Attached at Sr#05</u></b>
6.	The Partner should provide a 3 years plan for software Support and 1 year Warranty on Hardware/ and Services SLA in its technical solution on visit base.	Yes	<b><u>Attached at Sr#06</u></b>
7.	The bidder must provide Manufacturer Authorization Letter (MAL).	Yes	<b><u>Attached at Sr#04 &amp; 07</u></b>
8.	The bidder must have a support team nearest to Peshawar	Yes	Soulco Pakistan (PVT) ltd (nearest to Peshawar 2 <sup>nd</sup> Floor , Office No 1,2 &3 , Block No 16 , Civic Center Melody Market , Near MCB Bank, Sector G-6 Markaz Islamabad. <b><u>Attached at Sr#08</u></b>
9.	Sales Tax Registration Certificate	Yes	<b><u>Attached at Sr#09 &amp; 10</u></b>
10.	NTN Registration Certificate	Yes	<b><u>Attached at Sr#09 &amp; 10</u></b>
11.	On Active Tax payer List of FBR	Yes	<b><u>Attached at Sr#11</u></b>
12.	The bidder must meet the technical requirements mentioned at Annexure-I	Yes	<b><u>Attached at Sr#12</u></b>

# BIDDERS ELIGIBILITY CRITERIA FOR M/S SKYLINK PVT LTD.

## (NOT ELIGIBLE)

S.#	REQUIREMENT	DOCUMENT ATTACHED	REMARKS
1.	Minimum year of incorporation or establishment of the company is <b>more than 2 years</b> ;	No	<b>Less than two years of establishment. Not registered with SECP or Registrar of Firms</b>
2.	Must demonstrate/ undertake at least 2 supply of similar projects in past 3 years– <b>Work/ Purchase Order to be attached</b> ; Technical team of Chief Minister's Secretariat will visit the site where similar projects was installed by the firm.	Yes	Attached at Annex -I
3.	Undertaking for not blacklisted by any Pakistan Government.	Yes	Attached at Annex-II
4.	The bidder should be authorized distributor with quoted brand.	No	<b>Not an authorized distributor</b>
5.	The bidder should have at least 1 factory trained engineer for the proposed solution	No	<b>No factory trained engineer.</b>
6.	The Partner should provide a 3 years plan for software Support and 1 year Warranty on Hardware/ and Services SLA in its technical solution on visit base.	Yes	Attached at Annex-III
7.	The bidder must provide Manufacturer Authorization Letter (MAL).	No	<b>Not an authorized distributor</b>
8.	The bidder must have a support team nearest to Peshawar	Yes	Attached at Annex-IV
9.	Sales Tax Registration Certificate	Yes	Attached at Annex-V
10.	NTN Registration Certificate	Yes	Attached at Annex-VI
11.	On Active Tax payer List of FBR	Yes	Attached at Annex-VII
12.	The bidder must meet the technical requirements mentioned at <b>Annexure-I</b>	Yes	Attached at Annex-VIII



## TECHNICAL SPECIFICATION COMPLIANCE SHEET M/S SOULCO PVT LTD.

S.#	SPECIFICATION	COMPLIANCE	DOCUMENTARY PROOF
1.	Supply / Installation of X-8 latest hybrid PABX Telephone Exchange with 174 extension lines (150 analogues + 24 Digital), 16 analogue input lines + 16 SIP Service Input Lines with PC Extendable up to 500 output lines features as described in Annexure - I	Yes	Attached at <u>Annexure-A</u>
2.	Analogue Telephones CLI set with licenses (approval of sets from competent authority will be required)	Yes Alcatel T56 (Black)	Attached at <u>Annexure-B</u>
3.	Digital telephones Opti point 500 advance /30T (approval of sets from competent authority is required)	Yes	The quoted model opti point 500 advance and 30/T model set in advertisement is discontinued by the manufacturer and new Model sets OpenScape Desk Phone CP 400T are supported by exchange X8, letter from the principals are annexed at <u>Annexure-C</u>
4.	Open Stage Key Module (extra)	Yes	This module is used with CP400T <u>Annexure-D</u>
5.	Operator Console Opti point 500 Advance with 90 Key Module	Yes	The quoted model opti point 500 advance and 30/T model set in advertisement is discontinued by the manufacturer and new supported model Operator Console T40 with 90 key modules is supported by exchange X8, letter from the principals are annexed at <u>Annexure-E</u>
6.	Head gear for operator console	Yes	
7.	Supply and Installation of MDF 200 lines fixed Surge protected	Yes	
8.	Supply and Installation of MDF 200 lines Changeable surge protected	Yes	
9.	Uninterrupted power supply with battery backup suitable for 5 hours backup for provided exchanges	Yes	
10.	Extra Power Supply	Yes	
11.	Punching Tools	Yes	