

**FINAL EVALUATION REPORT  
(As per Rule 35 of Public Procurement Rules, 2004)**

1. Name of Procurement Agency: **Benazir Income Support Programme (BISP)**
2. Method of Procurement: **Least Cost Selection (LCS) Method under Procurement of Consultancy Services Regulations, 2010 read with relevant provisions of Public Procurement Rules, 2004 (as amended from time to time)**
3. Title of Procurement: **Hiring of Financial Institutions (FIs) for Payments to BISP Beneficiaries**
4. Tender Inquiry No.: **RFP No.: 11(3)/CT/BISP/2018-P-001**
5. PPRA Ref. No. (TSE): **TS526315E**
6. Date & Time of Proposal/Bid Closing: **December 11, 2023 at 14:00 Hours**
7. Date & Time of Proposal/Bid Opening: **December 11, 2023 at 14:30 Hours**
8. No. of Proposal/Bid Received: **49 for 08 Clusters**
9. Criteria for Proposals/Bids Evaluation: **As per Clause 10.1 (A) and Clause 21.1 of the Proposal Data Sheet to the RFP**
10. Details of Proposals/Bids Evaluation: **Two tier evaluation:**

- a) Preliminary Examination - Status of Responsiveness i.e., Qualification/Eligibility of FIs as per Clause 10.1 (A) Of The Proposal Data Sheet to the RFP, for detailed technical evaluation
- b) Detailed Technical Evaluation as per Clause 21.1 Of The Proposal Data Sheet to the RFP

**a) Preliminary Examination - Status of Responsiveness i.e., Qualification/Eligibility of FIs as per Clause 10.1 (A) Of The Proposal Data Sheet to the RFP, for detailed technical evaluation**

S#	Name of Financial Institution (FI)	Responsive/ Non-Responsive	Rule/Regulation/SRFP-SBD*/Policy/ Basis for Non-Responsiveness/Disqualification/ Technical Rejection / Acceptance as per Rule 35 of PP Rules, 2004.	Remarks
1	M/s Bank Alfalah Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
2	M/s BOP as Lead in JV with M/s Bank Alfalah Limited as Associate Member	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
3	M/s Mobilink Micro-Finance Bank Limited/Jazz Cash	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
4	M/s FINCA Microfinance Bank Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
5	M/s United Bank Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
6	M/s Telenor Microfinance Bank Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
7	M/s Habib Bank Limited	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
8	(a) M/s HBL Microfinance Bank Limited as Lead in JV with M/s HBL as Associate Member	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation
	(b) M/s HBL Microfinance Bank Limited in Sole Capacity	Responsive	Clause 10.1 (A) Of The Proposal Data Sheet	Stood responsive and eligible for detailed Technical Evaluation

**b) Detailed Technical Evaluation as per Clause 21.1 Of The Proposal Data Sheet to the RFP**

S#	Name of Financial Institution (FI)	Cluster Wise Technical Score/Marks (Total Marks =100, Passing marks 70% and/or above)							Rule/Regulation/SRFP-SBD*/Policy/ Basis for Non-Responsiveness/Disqualification/ Technical Rejection / Acceptance as per Rule 35 of PP Rules, 2004.	Remarks
		4	6	8	10	11	13	14		
1.	M/s Bank Alfalah Limited					88.63	90.11			Clause 21.1 Of The Proposal Data Sheet The FI is technically qualified for cluster# 11 and 13; and is recommended for opening of financial proposals of qualified clusters subject to its own choice of maximum one (1) cluster as per the provision of RFP.
2	M/s BOP as Lead in JV with M/s Bank Alfalah Limited as Associate Member	86.50	89.11	88.00	87.44			87.36	89.38	Clause 21.1 Of The Proposal Data Sheet The FI is technically qualified for Cluster# 4, 6, 8, 10, 14 and 15 and is recommended for opening of financial proposals subject to its own choice of maximum four (4) clusters as per the provision of RFP.

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3	M/s Mobilink Micro-Finance Bank Limited/Jazz Cash	79.50	82.50	82.00	73.67	78.25	83.67	78.80	82.00	Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for Cluster# 4, 6, 8, 10, 11, 13, 14 and 15 and is recommended for opening of financial proposals subject to its own choice of maximum three (3) clusters as per the provision of RFP.
4	M/s FINCA Microfinance Bank Limited	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	Clause 21.1 Of The Proposal Data Sheet	The FI failed to obtain the minimum passing score i.e 70 % in all the 8 clusters and declared technically disqualified.
5	M/s United Bank Limited	71.34	73.33	72.88	70.67	70.25	72.67	70.91	73.34	Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for Cluster# 4, 6, 8, 10, 11, 13, 14 and 15 and is recommended for opening of financial proposals subject to its own choice of maximum four (4) clusters as per the provision of RFP.
6	M/s Telenor Microfinance Bank Limited	83.83	84.89	83.50	84.00	83.75	83.44	83.67	84.63	Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for Cluster# 4, 6, 8, 10, 11, 13, 14 and 15 and is recommended for opening of financial proposals subject to its own choice of maximum four (4) clusters as per the provision of RFP.
7	M/s Habib Bank Limited			76.13			78.50			Clause 21.1 Of The Proposal Data Sheet	The FI is technically qualified for cluster# 8 and 13 and is recommended for opening of financial proposals subject to its own choice of maximum one (1) cluster as per the provision of RFP.
8	(a) M/s HBL Microfinance Bank Limited as Lead in JV with M/s HBL as Associate Member		68.71			66.88		64.23	70.38	Clause 21.1 Of The Proposal Data Sheet	The FI failed to obtain the minimum passing score i.e 70 %, in cluster#6, 11 and 14 and declared technically disqualified.  However, the FI is technically qualified for cluster#15 and is recommended for opening of financial proposals for cluster#15.
	(b) M/s HBL Microfinance Bank Limited in Sole Capacity	47.50		45.63	45.45					Clause 21.1 Of The Proposal Data Sheet	The FI failed to obtain the minimum passing score i.e 70 %, in cluster#4, 8 and 10 and declared technically disqualified.

**Legend:**

	Proposal Not Submitted
	Qualified and Recommended for Opening of Financial Proposal
	Not-Qualified and Rejected

**11. a) Financial Evaluation:**

As per the Technical Evaluation Report, seven (07) FIs were determined technically qualified, and recommended for financial opening, whose financial proposals were opened during the public opening of the financial proposals. As required under Clause 21.1 of Proposal Data Sheet of the RFP, the technically qualified FIs submitted their choice of maximum four (04) clusters before opening of the financial proposals, which were counted collectively in previous and current bidding. The financial proposals of their chosen clusters were accordingly opened publically in the presence of Procurement Evaluation Committee along with Co-opted members and representatives of the FIs. As per the opening of the financial proposals, following were the results announced aloud:

S#	Name of Financial Institution (FI)	Numbers of Chosen Clusters with Rates in %								Rule/Regulation/SRFP-SBD*/Policy/Basis for Non-Responsiveness/Disqualification/Technical Rejection / Acceptance as per Rule 35 of PP Rules, 2004.	Remarks
		4	6	8	10	11	13	14	15		
1.	M/s Bank Alfalah Limited	-	-	-	-	0.50%	-	-	-	Clause 21.1 Of The Proposal Data Sheet	During the public opening, it was announced that as required under
2	M/s BOP as Lead in JV with M/s Bank Alfalah Limited as Associate Member	-	0.18%	0.28%	0.38%	-	-	-	0.38%	Clause 21.1 Of The Proposal Data Sheet	Rule 38B[1(d)] of Public Procurement
3	M/s Mobilink Micro-Finance Bank Limited/Jazz Cash	0.84%	0.84%	-	-	-	-	-	0.84%	Clause 21.1 Of The Proposal Data Sheet	Rules, 2004, to determine "financial conformance in terms of rate

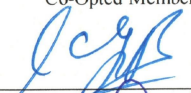
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4	M/s United Bank Limited	-	-	5.0%	-	5%	5%	-	5.0%	Clause 21.1 Of The Proposal Data Sheet	reasonability", in response to the rates quoted by single bidders/FIs in cluster no. 4 and 14, an independent committee will be constituted, to finalize the further proceedings in the matter.
5	M/s Telenor Microfinance Bank Limited	-	0.74%	-	0.74%	-	-	0.74%	0.86%	Clause 21.1 Of The Proposal Data Sheet	
6	M/s Habib Bank Limited	-	-	-	-	-	0.35%	-	-	Clause 21.1 Of The Proposal Data Sheet	
7	M/s HBL Microfinance Bank Limited as Lead in JV with M/s HBL as Associate Member	-	-	-	-	-	-	-	0.35%	Clause 21.1 Of The Proposal Data Sheet	

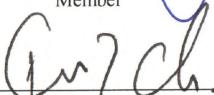
11. b) Under Public Procurement Rules, 2004, due to the competition in clusters # 6, 8, 10, 11, 13, and 15, these lowest evaluated FIs were considered "Most Advantageous Bidders". However, in response to the rates quoted by single bidders/ FIs in clusters # 4 and 14, the "financial conformance in terms of rate reasonability" was assessed under Rule 38B[1(d)] of Public Procurement Rules, 2004. According to the assessment of "financial conformance in terms of rates reasonability", carried out under Rule 38B[1(d)] of Public Procurement Rules, 2004 by an independent committee of BISP, the rates quoted in clusters # 4 & 14 were accordingly accepted. In conclusion, following FIs (rates mentioned against each), have been declared as "Most Advantageous Bidders", and recommended for award of contract in compliance with Public Procurement Rules, 2004 and as per terms and conditions prescribed in the bidding documents.

S#	Name of Financial Institutions (FIs) i.e., Most Advantageous Bidders	Cluster Numbers with Rates	
		Cluster Number(s)	Rates in% (Exclusive of Indirect Taxes)
1	M/s Bank Alfalah Limited	11	0.50%
2	M/s BOP as Lead in JV with M/s Bank Alfalah Limited as Associate Member	6, 8, & 10	0.18%, 0.28% & 0.38%
3	M/s Mobilink Micro-Finance Bank Limited/Jazz Cash	4	0.84%
4	M/s Telenor Microfinance Bank Limited	14	0.74%
5	M/s Habib Bank Limited	13	0.35%
6	M/s HBL Microfinance Bank Limited as Lead in JV with M/s HBL as Associate Member	15	0.35%

  
Procurement Specialist  
Co-Opted Member

  
Director (MIS)  
Co-Opted Member

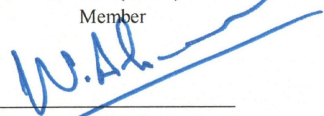
  
Director (Policy & Coordination)  
Member

  
Director General (CT)  
Member


  
Director (Payments & Reconciliation)  
Co-Opted Member

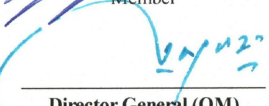
  
Deputy Director (Procurement)  
Secretary

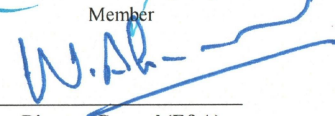
  
Director (M&E)  
Member

  
Director General (Technology)  
Member

  
Director (NSO)  
Co-Opted Member

  
Director (Procurement)  
Member

  
Director General (OM)  
Member

  
Director General (F&A)  
Chairman