

Technical Evaluation Criteria

TECHNICAL EVALUATION CRITERIA				
Sr #	Descriptions	Total Points	Scoring Points	Remarks (Attachment of relevant evidence in each case is mandatory. In case of non-compliance no mark will be awarded)
1	Client Portfolio/ Relevant Experience	20		
	Supplied & Installed similar nature of Equipment to more than 10 local/international/multinational clients including public sector or private sector organizations: The experience shall be relevant to the Lot(s) quoted by the bidder, i.e., experience in supply and installation of Servers/Server Infrastructure for Lot-1 and Network Switches/Network Switching Equipment for Lot-2 In case the bidder participates in both Lots, relevant experience shall be evaluated separately for each Lot. In case the bidder participates in a single Lot, only the experience relevant to that Lot shall be considered.		20	Documentary proof: (Purchase/Service order/ copies of contract with contact details of clients should be furnished, along with completion certificates *Multiple projects with same client will be counted as one. Note: A Prospective bidder who has submitted completion certificates for the post project has to submit 25% satisfactory certificates
	Supplied & Installed similar nature of Equipment to more than 06 but less than or equal to 10 local/international/multinational clients including public sector or private sector organizations: The experience shall be relevant to the Lot(s) quoted by the bidder, i.e., experience in supply and installation of Servers/Server Infrastructure for Lot-1 and Network Switches/Network Switching Equipment for Lot-2. In case the bidder participates in both Lots,		15	

	relevant experience shall be evaluated separately for each Lot. In case the bidder participates in a single Lot only the experience relevant to that Lot shall be considered.			
	Supplied & Installed similar nature of Equipment to more than 03 but less than or equal to 06 local/international/multinational clients including public sector or private sector organizations: The experience shall be relevant to the Lot(s) quoted by the bidder, i.e., experience in supply and installation of Servers/Server Infrastructure for Lot-1 and Network Switches/Network Switching Equipment for Lot-2. In case the bidder participates in both Lots, relevant experience shall be evaluated separately for each Lot. In case the bidder participates in a single Lot, only the experience relevant to that Lot shall be considered.		10	
	Less than 3 projects.		Disqualification	
2	Compliance to the Technical Specifications and scope of work mentioned in the bidding document	40		
	100% Compliance to the Specifications and scope of work / services mentioned in the bidding document. The bidder shall provide a detailed compliance statement against the Technical Specifications and Scope of Work specified in the bidding document. The compliance shall be specific and relevant to the Lot quoted by the bidder, as follows: Lot-1: Compliance with the requirements relating to the supply and installation of		40	If the quoted product is fully complied with the specifications mentioned in the Scope of Work, full Marks will be given, else zero (0). (Bidder to share the copies of technical literature, Data Sheet & Brochures from the manufacturer, which may be verified on the Internet)

	Servers/Server Infrastructure. Lot-2 : Compliance with the requirements relating to the supply and installation of Network Switches/Network Switching Equipment. Where the bidder participates in both Lots, separate and complete compliance statements shall be submitted and evaluated independently for each Lot. Compliance submitted for one Lot shall not be considered as compliance for the other Lot. Where the bidder participates in only one Lot, the bidder shall submit compliance documentation relevant to that respective Lot only. The bidder's compliance statement shall clearly demonstrate conformity with all applicable technical specifications, functional requirements, and scope of work stipulated in the bidding document for the respective Lot.			
3	Presence of the OEM or OEM's authorized Tier 1 partner in Pakistan for Warranty & technical Support	10		
	Presence of Principal/OEM or OEM's authorized Tier 1 partner in Pakistan for equipment warranty & Support Services The bidder shall demonstrate the availability/presence in Pakistan of the Principal/OEM or its authorized Tier-1 Partner for the provision of equipment warranty, technical support, and after-sales support services. The evidence and compliance shall be specific and relevant to the Lot quoted by the bidder, as follows: Lot-1 : Presence and support arrangement		10	A Written confirmation from Principal/OEM on their Letterhead is required confirming their or their authorized tier 1 partner presence in Pakistan for equipment warranty & Support services.

	of the Principal/OEM or OEM's Authorized Tier-1 Partner in Pakistan for Servers/Server Infrastructure. • Lot-2 : Presence and support arrangement of the Principal/OEM or OEM's Authorized Tier-1 Partner in Pakistan for Network Switches/Network Switching Equipment. Where the bidder participates in both Lots, separate documentary evidence shall be submitted and evaluated independently for each Lot. The OEM authorization/support arrangement submitted for one Lot shall not be considered as compliance for the other Lot unless the submitted authorization explicitly covers the equipment quoted under both Lots. Where the bidder participates in only one Lot, the evidence submitted shall be relevant to and specifically cover the equipment offered under that respective Lot.			
4	Compliance to the delivery timelines for the supply, installation, commissioning of servers	15		
	The Delivery Timelines for the supply, installation, commissioning of servers / Network Switches/Network Switching Equipment. is 10-12 weeks after issuance of Purchase Order, Bidder to share compliance. The bidder shall provide a clear compliance statement confirming its ability to complete the supply, installation, and commissioning of the equipment within the delivery timeline specified in the bidding document. The stipulated delivery timeline shall be 10–12 weeks from the date of issuance of the Purchase		15	A written confirmation on Company's letterhead is required.

	Order, applicable to both Lot-1(Servers/Server Infrastructure) and Lot-2(Network Switches/Network Switching Equipment). Where the bidder participates in both Lots, the bidder shall submit separate compliance confirmations for each Lot, confirming its commitment and ability to complete the respective supply, installation, and commissioning activities within the stipulated 10–12 weeks timeline. Where the bidder participates in only one Lot, the bidder shall submit compliance relevant to the respective Lot quoted.			
	12-14 weeks		10	
	14-16 weeks		5	
5	Financial Turnover	15		
	Annual turnover /revenue of the company is greater than or equal to 40 million (PKRs)		15	Documentary proof required (tax returns or financial audited report from registered firm/company for the year 2024-2025 or latest)
	Annual turnover /revenue of the company is less than 40 million (PKRs) but greater than or equal to 30 million (PKRs)		10	
	Annual turnover /revenue of the company is less than 30 million (PKRs) but greater than or equal to 20 million (PKRs)		5	
Total Technical Evaluation Score		100		

All participating vendors are required to submit compliance sheets in editable Excel format against the technical specifications of their respective lots.

A separate compliance sheet for each lot in editable Excel format shall also be submitted against the evaluation criteria, clearly detailing:

- Number of similar projects completed
- Quoted product/solution and OEM details
- OEM local presence and support capability
- Committed delivery timeline

The information provided shall be supported by relevant documentary evidence wherever applicable.

Note:

Minimum Passing Marks and Mandatory Technical Evaluation Criteria

The bidder must obtain a minimum of 70 marks out of the total technical evaluation marks to qualify for further evaluation.

In addition to achieving the minimum qualifying score of 70 marks, the bidder shall be required to obtain full marks in Serial Nos. 2 and 3 of the Technical Evaluation Criteria, namely:

- **Serial No. 2:** Compliance to the **Technical Specifications and Scope of Work** specified in the bidding document; and
- **Serial No. 3: Presence of the Principal/OEM or OEM's Authorized Tier-1 Partner in Pakistan** for equipment warranty and technical support services.

For bidders participating in **both Lots**, the above mandatory criteria shall be evaluated **separately for each Lot**. The bidder must achieve full marks against the applicable criteria for **each Lot quoted**. Compliance or qualification under one Lot shall not be considered as satisfying the corresponding mandatory requirement for the other Lot.

Accordingly, a bidder shall be considered technically qualified only if it:

1. Achieves a minimum overall technical score of **70 marks**; and
2. Obtains **full marks in Serial Nos. 2 and 3 for each Lot quoted**, as applicable.

Failure to achieve the minimum overall score of 70 marks or failure to obtain full marks in any of the specified mandatory criteria shall result in the bidder being considered **technically non-responsive** for the relevant Lot.