


Name of Bidders	The Data Corporation (TDC)	Sapphire Consulting	Systems Limited
			Yes
Original Solution Providers/authorized implementation partners of ERP are eligible to participate in the bid.	Partnership certificate not provided	Mentioned as ORACLE Gold partner	Microsoft partnership Microsoft Authorization letter
In case of joint ventures, Lead Member to be specifically defined alongside partners. The Lead contractor would take the entire responsibility of the submitted bid. The Lead Partner shall be original solution provider/Authorized implementation Partner of ERP.	Neither Partnership certificate provided nor Joint Venture	Partner (certificate provided)	Partner (certificate provided)
Offers received through brokers/agents/intermediaries shall not be considered.	N/A	N/A	N/A
Documentary evidence that interested bidder or Lead member in case of a JV must either be Principal or an authorized partner of Principal.	N/A	N/A	N/A
The bidder should be a reputed Information Technology Company/ Firm for the "Implementation of ERP and/or Development of Customized System / Hybrid Solution for PRCL with preferably such experience in the Public Sector.	Yes	Yes	Yes
The bidder should be in the business for more than 03 (Three) years in Pakistan. Proof must be attached.	Yes	Yes	Yes
The bidder should have a business & technically qualified, experienced and certified team of professionals with adequate experience in System designing, development and Implementation (Proof is required). In case, the proposed personnel would have to leave the bidder organization during the implementation of the contract, bidder should replace him/her with equally qualified personnel. In such cases, PRCL reserves the right to validate them.	The proposed team comprises of only 6 members	Yes	Yes
Bidder should not have been blacklisted by any Government/Semi Government organization/Public sector company. In this regard an affidavit must be provided.	Not provided	Yes, affidavit provided	Yes, affidavit provided



Shahzad Farooq Lodhi
(ED HR)



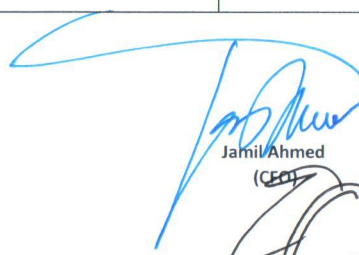
Sajid Baloch
(HOD, Retrocession)



Muhammad Khurshid
(CIA)



Muhammad Naveed
(Manager, Investments)



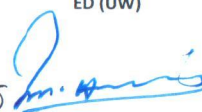
Jamil Ahmed
(CEM)



Abdur Raheed Joyo
(DM Fire/Marine)



Muhammad Junaid Moti
(ED UW)



Mushtaq Hussain
(Officer Treaty)



Zohaib Hassan
(GM IT)



Muhammad Asif
(Officer Engineering)

Implementation of ERP AND/OR Development of Customized Ssystem/Hybrid Solution

Annexure -B (Page -1)

S.No.	Description	Mandatory Requirement	Maximum Marks	Minimum passing Marks	Sapphire Consulting	Systems Ltd.	The Data Corportion (TDC)
1	Pakistani registered vendor with 03 (Three) years' experience and having partner and local office in Karachi.	Yes	N/A	N/A	Yes	Yes	Partnership information not provided
2	Minimum of 03 (Three) years of experience in ERP Implementation / Software Development.	Yes	N/A	N/A	Yes	Yes	
3	Annual turnover minimum 50 million PKR each year during the last 03 (Three) financial years ending June. (5 marks for each year)	Yes	15	10	15	15	
4	Registered with Sales Tax and Income Tax Department for last 03 (Three) years and is included in Active Tax Payer list of FBR.	Yes	N/A	N/A	Yes	Yes	
5	Bidder must have Partner and local office in Karachi for proposed solution.	Yes	N/A	Yes	Yes	Yes	
6	Functional Evaluation:	Yes	30	20	6	8	
	Compliance to BRA document=10				1	2	
	Migration of existing data= 2				2	2	
	Modularity = 2				2	2	
	Scalability= 4				4	4	
	Project management methodology= 4				4.25	3.6	
	Presentation & demo of solution= 6				1	1	
	Licensing Model & Approach (Annual, Perpetual, Consumption, any other) = 2						
7	Must provide details of team's relevant work experience of ERP Implementation / Software development during the last 03 (Three) years. Projects involving similar nature of work.	Yes	20	12	Yes	Yes	
	ERP Projects = 12 marks (4 marks for each project)				12	12	
	Customized Projects = 8 marks (2.6 marks for each project)				8	8	
	(Project Completion certificate and recommendation letter will be submitted)				Yes	No	
8	Must have team of Professional, Technical, Business Analysts, Certified Professionals and domain experts in each area (Underwriting, IT, HR, and Finance).	Yes	20	12	Yes	Yes	
	Underwriting - 1 experts (5 marks)				5	3	
	IT - 2 experts (5 marks for each expert, Total 10 marks) *				5	5	
	Finance - 1 expert (5 marks)				5	5	
	HR - 1 expert (5 marks)				2	3	
	For each of the above experts the marks will be awarded as under: Experience >= 10 years: 5 marks Experience >= 5 years: 3 marks Experience >= 2 years: 2 marks Experience <= 2 years: 0 marks. * (In case of company not including domain experts in project, the vendor may be disqualified)						
9	Training Resource	Yes	10	6	6	6	
	Total marks 10, maximum 5 marks for each resource.						
	(1 mark for each year of experience of the resource)						
10	Support Services (On-line, On call, site visit)	Yes	5	3	4	5	
Total			100		82.25	84.6	

** Minimum Passing Score: 75

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(Officer Engineering)

ERP Evaluation Demo & Presentation Session

Annexure - B (Page - 2)

S.No.	Evaluation Criteria	Maximum Marks	Sapphire Consulting (Score)	Systems Limited (Score)
	Capabilities of the solution			
	a) Technical			
1	Integration between modules	5	4	3
2	Data Analysis (Dashboards, KPIs, alerts)	3	2	2
3	Reporting Capabilities (Reports, BI Tool demo)	2	2	2
4	Usability (Userfriendliness, ease of access)	2	2	1
5	Security/Audit trail	2	2	1
	b) Functional modules			
6	Underwriting	10	5	4
7	Finance	6	5	5
8	Human Resource	3	3	3
9	Investment	2	0.5	0
10	Admin	1	1	1
11	Corporate Affairs	1	0	0
12	Retakaful	2	0	0
	Other			
13	QA Session	7	6	5
14	Data Migration strategy	8	6	5
15	Future Expandability (Modular/customized)	2	1	1
16	Vendor Credentials			
17	Annual Licensing model	2	1	1
18	Support model	2	2	2
		60	42.5	36



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