Date: 24-01-2025

Bid Evaluation Report

Supply and Installation of Privilege Access Management (PAM) Solution

1	Name of Procuring Agency	Sindh Bank Ltd.
2	Tender Reference No.	SNDB/COK/ADMIN/TD/1415/2024
3	Tender Description	**Supply and Installation of Privilege Access Management (PAM) Solution**
4	Method of Procurement	Single Stage One Envelop Bidding Procedure
5	Tender Published	EPADS-S-241241063 Express Tribune, Daily Express, Jeejal (10-12-2024)
6	Total Bid Documents Sold	03
7	Total Bids Received	03
8	Technical/Financial Bid Opening Date	27/12/2024 Time: 1600 Hours
9	No of Bid Technically Qualified	02
10	Bid(s) Rejected/Disqualified	1

S. No.	Name of Company	Cost Offered by Bidder	Ranking in Terms of Cost	Comparison with Estimated Cost Rs.13,897,240/-	Reason for Acceptance/ Rejection	Remarks
0	1	2	3	4	5	6
1	M/s Supersecure	Rs. 4,970,070/-	1st Lowest Bidder	Rs. 8,927,170/- Below with the estimated cost	**Accepted Being the Most Advantageous Bid**	
2	M/s Secure Networks	Rs. 12,000,000/-	2nd Lowest Bidder	Rs.1,897,240/- Below with the estimated cost	2nd Lowest Bidder	
3	M/s Jazz	Rs. 4,870,985/-	Disqualified	Disqualified	Eligibility Criteria Not Fulfilled	

Note: Accordingly, going through the Technical/Financial evaluation criteria laid down in the tender document, M/s Supersecure is the most advantageous bid and hence recommended for Supply and Installation of Privilege Access Management (PAM) Solution.

Members – Procurement Committee

(Mr. Dilshad Hussain Khan) Chief Financial Officer – EVP – Chairperson

(Mr. Arshad Abbas Soomro) Head of Administration-SVP-Member

(Mr. Syed Muhammad Aqeel) Chief Manager, IDBL, KHI –AVP – Member

Signature

SINDH BANK

IN MEMORY OF SHAHEED MOHTARMA BENAZIR BHUTTO

POWER TO THE PEOPLE

ATTENDANCE SHEET
BID OPENING -

FOR SELECTION OF ___PAM Solutions___

Date: ___27/12/2024___

S.No	Company Name	Name of Company Representative	Contact No.	Company Address	Signature
01	JAZZ	M. Khusram	0304 2349304	Sky Tower 14th floor DHC	
02	SECURE NETWORK	3 By E-Submit.			
03	Super Secure	Super Secure. Areej Ansari.	0333-0255827	9th floor Tower B, WTC, Clifton BLK-5 KHI.	

Signature –Procurement Committee Members

Head of Administration _____

Chief Financial Officer _____

Chief Manager (IDBL) _____

MINUTES OF THE OPENING OF THE TENDER (TECHNICAL /FINANCIAL PHASE)

TYPE OF PROCUREMENT   ADMIN / IT / CONSULTANT / MEDIA

TENDER NAME   PAM SOLUTION

TYPE OF TENDER   SINGLE STAGE-ONE ENVELOPE / SINGLE STAGE-TWO ENVELOPE / TWO STAGE /TWO STAGE-TWO ENVELOPE

OPENING DATE   27/12/2024

OPENING TIME   1500h

ATTENDANCE (MEMBER PC)

	NAME	FIRM	BID OFFERED
ATTENDANCE (REPS. OF BIDDERS)		Super Secure	Rs 16,451,946/- (1st year price (4,870,070/=))
		Secure Net-2	Rs 39,000,000/- (1st year price (12,000,000/=))
		Jazz	Rs 14,039,240 (1st year Price Rs = 4,870,985/=)

TOTAL BIDS ACCEPTED FOR EVALUATION   3

TOTAL BIDS REJECTED

REMARKS

SIGNATURE MEMBERS PC-ADMIN
Head - Fin Div.
Head - Admin Div.
Member-IDBL.
Date:

SCOPE OF WORK / TECHNICAL SPECIFICATION

Sindh Bank Limited requires Supply and Installation of a Privilege Access Management (PAM). The requirement will be issued on need basis. Therefore, quantity may vary depends on the requirement of the bank, accordingly bank will not be responsible if the quantity asked is not as per scope of work below and in this context no claim will be entertained. Payment will be done on supply of actual numbers of items. The purchase of item will be spread over the year as needed.

Required items should strictly be original/genuine and in accordance with the below specifications.

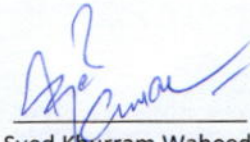| S no.	Compliance
1	The solution should be a leader in Gartner's magic quadrant
2	OEM should have at least Two deployments in Pakistan
3	To minimize hardware footprint, the vendor must be able to rotate passwords, support authentication against AD, run account discovery and also function as an RDP and SSH jump host with ONLY ONE Windows service on ONE VM
4	The proposed solution cannot rely on non-standard or proprietary components such as proprietary databases or network protocols. The vendor must allow the use of standard tools provided by the database vendor to manage the vault database.
5	The database used by PAM is managed by industry-standard database tools. Eg MSSQL Management Studio. There is no need to use PAM vendor-provided proprietary tool to manage the database to prevent vendor lock-in.
6	PAM vendor's vault database must support Transparent Data Encryption(TDE) if required.
7	The proposed solution must have out of the box integration at the API level for popular RPA solutions, UiPath and Blueprism.
8	Secret Erase Workflow
9	The proposed solution must have a user-friendly configurable way to support launching thick clients without relying on scripting. Any client applications that can be launch from command prompt manually can be configured from the single pane of glass interface without the need for vendors professional services.
10	The proposed solution must not require middleware applications or plug-in like using RPA tools such as AutoIt and Selenium for launching an application if the application can be launched from the command line with username and password parameters.
11	The proposed solution must support a configuration where RDP & SSH sessions are brokered through PAM's own "jumpbox"/proxy component without Microsoft Remote Desktop Service Infra
12	The vendor must provide the option of seperately licensed thick client software that can be installed on administrator's Windows laptop/desktop and Macbook. This software can retrieve secret from PAM vault, manage SSH and RDP connection and launch SSH and RDP launch directly as an alternative to PAM web console.
13	To improve usability for server and network administrators, Vendor must provide thick client software so that user can group favourite assets together and launch multiple sessions in one single click.

14	Solution must be provide a web extension for browsers so that onboarding new web application login can be seamless without professional services. The web extension must support firefox,chrome,opera and safari.
15	This web browser extension must be able to inject credentials automatically on web pages without any scripting or customization or relying on additional selenium plugin.
16	The proposed solution must provide a separate account type which is non chargeable and free for application to use to authenticate against proposed solution to use it's API. This account type is different from standard user so that it does not consume user license.
17	The proposed solution must protect data at rest with multiple layer of encryption beyond AES256 and give customer option to create workflow for 2nd layer of encryption layer on top of default encryption for static sensitive password. This means at least 2 person need to enter their password to decrypt a secret. The 2nd person's password is the key to the 2nd layer of encryption at the data level
18	The proposed solution must be able to calculate password entropy score for measuring the difficulty of generated password by defined password policies being cracked by brute force attack.

Faraz Ahmed
Admin Div

M. Khalid
IT Div

Syed Khurram Waheed
IT Div

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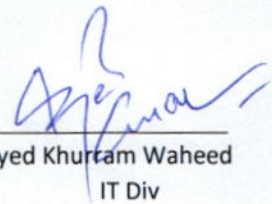| S no.	Compliance
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Faraz Ahmed
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IT Div

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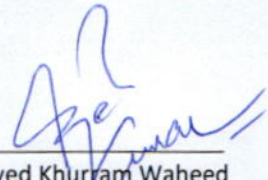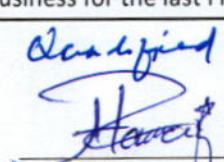| S no.	Compliance
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Faraz Ahmed
Admin Div
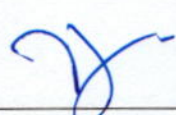
M. Khalid
IT Div

Syed Khurram Waheed
IT Div

M/S Supersecure.

Eligibility Criteria

S. No.	Requisite	Compliance / Proof	
1	Bidder must be registered with the Income Tax and Sales Tax Department and must appear on the Active Taxpayer List of FBR.	Yes ✓	No
2	The bidder must either be a Manufacturer (OEM) or an authorized Partner of the OEM in Pakistan.	Yes ✓	No
3	Bidder must have an Annual Turnover of at least PKR 100 Million in the last Three (03) financial years. Audited Financial reports or Tax Statements are to be submitted with the proposal.	Yes ✓	No
4	The bidder/OEM proposed solution must be deployed in at least Two (02) commercial Banks during the last three years.	Yes ✓	No
5	OEM must have successfully done Two (02) deployments of solution in commercial Banks.	Yes ✓	No
6	Bidder must have a service and support office in at least two (02) major cities of Pakistan including Karachi.	Yes ✓	No
7	Bidder must not be blacklisted by any government, semi-government, or private organization.	Yes ✓	No
8	The bidder must submit an OEM authorization letter for this specific procurement.	Yes ✓	No
9	The quoted solution must have an end of life beyond three (03) years at the time of submission.	Yes ✓	No
10	Bidder must be in relevant IT business for the last Five (05) years.	Yes ✓	No

Syed Khurram Waheed
AVP-II / IT Div

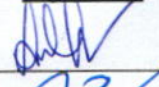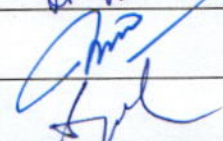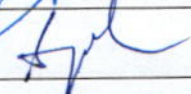Hasan Raza
Finance Div

S. Zeeshan Ul Haq
IT Div

Member – Procurement Committee.

(Mr Dilshad Hussain Khan) Chief Financial Officer – EVP- Chairperson

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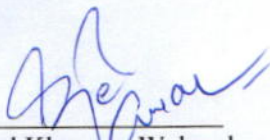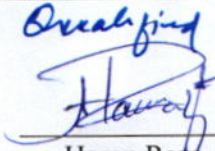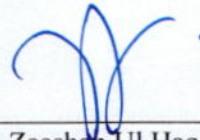(Mr Syed Muhammad Aqeel) Chief Manager , IDBL , KHI , AVP- Member

Signature

M/S Secure Networks.

Eligibility Criteria

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2	The bidder must either be a Manufacturer (OEM) or an authorized Partner of the OEM in Pakistan.	Yes ✓	No
3	Bidder must have an Annual Turnover of at least PKR 100 Million in the last Three (03) financial years. Audited Financial reports or Tax Statements are to be submitted with the proposal.	Yes ✓	No
4	The bidder/OEM proposed solution must be deployed in at least Two (02) commercial Banks during the last three years.	Yes ✓	No
5	OEM must have successfully done Two (02) deployments of solution in commercial Banks.	Yes ✓	No
6	Bidder must have a service and support office in at least two (02) major cities of Pakistan including Karachi.	Yes ✓	No
7	Bidder must not be blacklisted by any government, semi-government, or private organization.	Yes ✓	No
8	The bidder must submit an OEM authorization letter for this specific procurement.	Yes ✓	No
9	The quoted solution must have an end of life beyond three (03) years at the time of submission.	Yes ✓	No
10	Bidder must be in relevant IT business for the last Five (05) years.	Yes ✓	No

Qualifying

Syed Khurram Waheed
AVP-II / IT Div

Hasan Raza
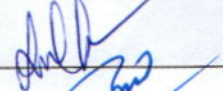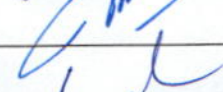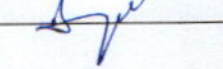Finance Div

S. Zeeshan Ul Haq
IT Div

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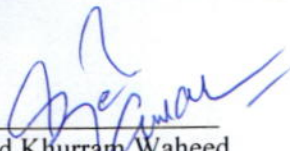(Mr Syed Muhammad Aqeel) Chief Manager , IDBL , KHI , AVP- Member
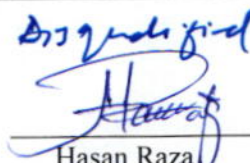
Signature

M/s Jazz.

Eligibility Criteria

S. No.	Requisite	Compliance / Proof	
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2	The bidder must either be a Manufacturer (OEM) or an authorized Partner of the OEM in Pakistan.	Yes ✔	No
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10	Bidder must be in relevant IT business for the last Five (05) years.	Yes ✔	No

Syed Khurram Waheed
AVP-II / IT Div

Hasan Raza
Finance Div

S. Zeeshan Ul Haq
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(Mr Syed Muhammad Aqeel) Chief Manager , IDBL , KHI , AVP- Member

Signature

8.6 FINANCIAL BID FORM/PRICE SCHEDULE

PRICE SCHEDULE

(Applicable for the year 2024-2025)

Name of Bidder : **PMCL - Jazz**

S.NO	Item	Unit Price	Quantity	Amount (PKR)
1	Privilege Access Management (PAM) (25 users) license /Warranty/Support	4,870,985	1	4,870,985
	2nd year subscription and/or Support Cost (25 users)	4,584,027		4,584,027
	3rd year subscription and/or Support Cost (25 users)	4,584,027		4,584,027
	*Total Amount (In PKR)			14,039,040

This Total Amount will be taken as price offered by the vendor.
* To secure a fixed rate, Sindh Bank need to know the pricing for the second and third years.
* This amount will be considered as only the "Bid Offered". Whereas be apprised that the successful bidder will be the one whose "Evaluated Bid" is the lowest. (For further clarification refer Note. 6 below).

1. The company will be considered disqualified from the very outset, if not GST registered.
2. The cost must include all taxes, stamp duty (as applicable under Stamp Act 1989) duly stamped on the contract agreement, installation, commissioning, transportation and labour charges.
3. No advance payment for the supply of equipment will be made, bills are only be processed for necessary payment on receipt of certificate of delivery/satisfaction from the concerned officer.
4. Calculation of bid security. 5% of the *Total Amount will be submitted with the tender document as bid security in shape of Pay Order /Bank Guarantee in favour of Sindh Bank Ltd.
5. In case it is reviled at any stage after installation of the equipment that the asked specification of the tender have not been met, the amount of the total installation of that specific equipment will be fined to the vendor with appropriate action as deemed necessary by the procurement committee
6. The successful bidder will be the one whose total sum of cost is the lowest. As it is package tender, so no partial lowest cost will be considered for award of any work.
7. Qualified company will also be bound to sign a bond/undertaking that in case of any observation arising in respect of quality of the equipment within the warranty period, the company will be liable to address it at his own cost, non-compliance of the same will result into initiation of a case against the company for non-commitment.
8. All conditions in the contract agreement attached as Annexure G are part of this tender document.
9. The tender will be considered cancelled if the contract agreement after due signature is not submitted with Admin Office after 5 days of completion of bid evaluation report hoisting period (7 days) on SPPRA website.
10. The tender will stand cancelled if any of the given condition of the tender in not met in strictly as per the requisite of the tender document.

11. In case the financial bids are the same, the successful bidder will be the one who has the highest turnover of the two bidders.

Pakistan Mobile Communications Limited
T +92 51 2817 533, F +92 51 2817 551
Digital Headquarters, DHQ 1.
1-A Kohistan Road, F-8 Markaz.
Islamabad, Pakistan.

8.6 FINANCIAL BID FORM/PRICE SCHEDULE

[To be signed & stamped by the Bidder and reproduced on the letter head]

PRICE SCHEDULE

(Applicable for the year 2024-2025)

Name of Bidder

S.NO	Item	Unit Price	Quantity	Amount (PKR)
1	Privilege Access Management (PAM) (25 users) license /Warranty/Support	198,803	25	4,970,070
	2nd year subscription and/or Support Cost (25 users)	218,683	25	5,467,077
	3rd year subscription and/or Support Cost (25 users)	240,592	25	6,014,799
	*Total Amount (In PKR)			16,451,946

This Total Amount will be taken as price offered by the vendor.

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10. The tender will stand cancelled if any of the given condition of the tender in not met in strictly as per the requisite of the tender document.
11. In case the financial bids are the same, the successful bidder will be the one who has the highest turnover of the two bidders.
12. Pre Bid Meeting: Within one week (For Any Clarification)
13. Note. There can be subsequent modification or amendment to this specific tender for which it is advised to keep yourself abreast with the notification being hoisted on Sindh Bank Ltd. & SPPRA website regularly.

Signature & Stamp of Bidder _____

Secure Networks (Pvt.) Ltd.

Office No-B1, Second Floor, Plot No. 59-C,
24th Commercial Street, Tauheed Commercial Area,
DHA, Karachi, Pakistan

www.securenetworks.pk

Be Secured

FINANCIAL BID FORM/PRICE SCHEDULE

[To be signed & stamped by the Bidder and reproduced on the letter head]

PRICE SCHEDULE

(Applicable for the year 2024-2025)

Name of Bidder

S.NO	Item	Unit Price	Quantity	Amount (PKR)
1	Privilege Access Management (PAM) (25 users) license /Warranty/Support	480,000.00	25	120,00,000.00
2	2nd year subscription and/or Support Cost (25 users)	540,000.00	25	135,00,000.00
3	3rd year subscription and/or Support Cost (25 users)	540,000.00	25	135,00,000.00
		*Total Amount (In PKR)		390,00,000.00

Total Amount will be taken as price offered by the vendor.

* To secure a fixed rate, Sindh Bank need to know the pricing for the second and third years.

* This amount will be considered as only the "Bid Offered". Whereas be apprised that the successful bidder will be the one whose "Evaluated Bid" is the lowest. (For further clarification refer Note. 6 below).

1. The company will be considered disqualified from the very outset, if not GST registered.

2. The cost must include all taxes, stamp duty (as applicable under Stamp Act 1989) duly stamped on the contract agreement, installation, commissioning, transportation and labour charges.

3. No advance payment for the supply of equipment will be made, bills are only be processed for necessary payment on receipt of certificate of delivery/satisfaction from the concerned officer.

4. Calculation of bid security. 5% of the *Total Amount will be submitted with the tender document as bid security in shape of Pay Order /Bank Guarantee in favour of Sindh Bank Ltd.

5. In case it is reviled at any stage after installation of the equipment that the asked specification of the tender have not been met, the amount of the total installation of that specific equipment will be fined to the vendor with appropriate action as deemed necessary by the procurement committee

6. The successful bidder will be the one whose total sum of cost is the lowest. As it is package tender, so no partial lowest cost will be considered for award of any work.