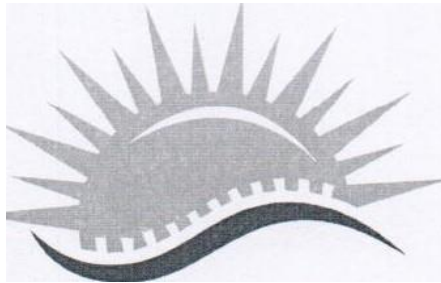


Quaid-e-Azam Solar Power (Pvt.) Ltd



Quaid e Azam Solar Power (pvt) Ltd

Tender Document for  
Video Conferencing System

# **VIDEO CONFERENCING SYSTEM**

## **TENDER SCOPE**

Quaid-e-Azam Solar Power (Pvt.) Ltd invites / requests Proposals for supply of Video Conferencing equipment and for installation, configuration, deployment, commissioning, training, testing, after-sale support of the said Goods. The objective of this project is to provide a fast, secure, efficient and effective way of communication to the high Govt. officials in provincial capital, divisional headquarters, district headquarters or any other department in the Punjab, and consultants of QA Solar abroad for timely exchange of information in order to make timely decisions and to increase the productivity. Following particular objectives are aimed for this project:

- Provision, installation and commissioning of the state of the art video conferencing system
- Facilitation for instant multi point communication

## **TENDER ELIGIBILITY/QUALIFICATION CRITERIA**

Eligible Bidder/Tenderer is a Bidder/Tenderer who:

- has a registered/incorporated company/firm in Pakistan with relevant business experience
- Must be registered with Tax Authorities as per prevailing latest tax rules (Only those companies which are validly registered with sales tax and income tax Departments, have valid Registration of General Sales Tax (GST) & National Tax Number (NTN));
- must be authorized partner of the principal / manufacturer;
- has been established for at least three (3) years with proven experience in conducting/carrying out the similar business / services mentioned in this tender document,(At least 5 similar project)
- has authorization / distribution of the quoted brand in Pakistan for all items required in the tender;
- Has submitted bid for complete items.
- Has not been blacklisted by any of Provincial or Federal Government Department, Agency, Organization or autonomous body or Private Sector Organization anywhere in Pakistan. (Submission of undertaking of not being black listed on legal stamp paper is mandatory).

## **TENDER COST**

- The Tenderer shall bear all costs / expenses associated with the preparation and submission of the Tender(s) and the Procuring agency shall in no case be responsible / liable for those costs / expenses.

## **TECHNICAL REQUIREMENTS**

The video codec must meet all specifications and requirements given in the Annex-1 of the document.

## **INSTRUCTIONS TO THE BIDDERS**

The bids prepared by the potential bidders should comprise of the following:

### **Technical Proposal:**

- Covering Letter on company letterhead.
- Company Profile
- List of all successful Video Conferencing implementations as an Organization
- Copy of authorized dealership certificate.
- Company registration document
- National Tax Number (NTN) Copy.
- An affidavit on a stamp paper stating that the Company has not been blacklisted by any Government Organization, has remained in litigation with any Government Organization or is defaulter in any previous order and/or contract.
- Company's financial position as per Annex-2
- Bid Security in the amount of Rs.25,000/- in favor of "Quaid-e-Azam Solar Power (Pvt.) Ltd"
- Proposal for Video Conferencing Solution must also include:
  - Implementation detail.
  - Hardware details.
  - System maintenance schedule.
  - Customer support service.
  - Warranty of the product.
- Filled Annex 2

### **Financial Proposal:**

- Covering Letter on company letterhead.
- Detailed cost summary with separate retail costs of product (hardware & Software), cost of services to be provided (implementation, maintenance, development and post-sale services etc.) and taxation (at HO Lahore and SITE office QA Park Bahawalpur).
- Any recurring costs (annual or otherwise whichever may be the case, but clearly marked)
- Annual maintenance cost details
- Any other cost details
- Total cost of the proposed system with and without taxes in PKR. **Financial Evaluation will be carried out on the total cost.**

**Training support:**

Selected company shall be responsible to train Procuring agency staff to maintain and handle the software and hardware

**The bid is liable to be rejected if:**

- The Bid is incomplete
- The Bid is for partial items
- The Bid does not meet the Technical Requirements criteria given in Annex-1of the Document
- The Proposal is unsigned.
- The Proposal is received after the time and date fixed for its receipt.
- Offer is ambiguous or conditional.
- The offer is from a firm blacklisted by any Government Organization, has remained in litigation with any Government Organization or is defaulter in any previous order and/or contract.

**Warranty,Support&Maintenance**

- The Contractor shall provide a warranty of at least one year from the date of acceptance against all defects/malfunctions/bugs and the like in the system and shall, free of charge, make any corrections and modifications required to fix the problems during this period without any additional cost.
- A dedicated professional from the successful bidder will work inside QA Solar Office to rectify bugs and modify features as and when required by QA Solar.
- Three months dedicated support.

**Submission of Bids**

- The bids shall comprise a single sealed package, marked as "*Proposal for Video Conferencing Solution*", containing two separate sealed envelopes.Each envelope shall contain separately the (01) Technical Proposal and (02) Financial Proposal marked as "Technical Proposal" and "Financial Proposal" respectively
- The bids shall be submitted before 12:00PM,02 May, 2016.
- The bids will be opened on the same date at 12:30 PM in presence of the bidders/ representatives

**Bid Validity**

The bid validity period shall be 90 days from the date of opening of the bids

**Payment Plan:**

Sr.	Milestone	Payment
1	Complete Installation	80%
2	Completion of three months dedicated support	15%
3	Completion of One year Warranty service	5%

### **Opening and Evaluation of Bid:**

1. Initially, only the envelope marked "TECHNICAL PROPOSAL "shall be opened.
2. The envelope marked as "FINANCIAL PROPOSAL" shall be retained in the Custody of QA Solar without being opened.
3. QA Solar shall evaluate the technical proposal in a manner prescribed ahead in the document (Annex 2), without reference to the price and reject any proposal that does not conform to the specified requirements.
4. After submission, no amendments in the technical or financial proposal shall be permitted.
5. After the evaluation and approval of the technical proposal, QA Solar shall, at a Time within the bid validity period, publicly open the financial proposals of bids on a time, date and venue announced and communicated to the Technically qualified bidders in advance in the presence of the bidders or their representatives. The financial bids of the technically non-responsive bidders shall be returned un-opened to the respective bidders.

### **FINANCIAL EVALUATION**

Financial proposals of all technically responsive bidders (70% or more of the total Technical Marks (130)) shall be opened upon invitation and in presence of bidders/ representatives of bidders. Financial bids of Non- responsive technical bidders shall be returned un-opened to the respective bidders.

The total amount of points allocated for the financial component is 30. The maximum number of points (30 points) will be allotted to the lowest Financial Bid that is opened and compared among those invited Firms which obtain the qualifying points in the evaluation of the technical component. All other price Bids will receive points in inverse proportion to the lowest price e.g.

$$\text{Price score} = \frac{\text{Total Price Score i.e. } 30 \times \text{Lowest Bid Price}}{\text{Bid Price of the Bidder}}$$

Example:

1st Lowest Bid Price =	Rs.1,000/-
2nd Lowest Bid Price =	Rs.1,050/-
3rd Lowest Bid Price =	Rs.1,200/-

Price Score of 1st Lowest Bidder=  $(30 * 1000)/1000 = 30$   
Price Score of 2nd Lowest Bidder=  $(30 * 1000)/1050 = 28.57$   
Price Score of 3rd Lowest Bidder=  $(30 * 1000)/1200 = 25$

The proposed system must support PAL with a PTZ camera. The codec must be based on ITU standards. The VC End Point should be a codec based hardware. No software based solution is accepted here. All components of the VC system like Codec, Camera and Microphone should be from the same OEM.		
Sr#	Description	Specification Parameter
1	Package	Full HD 1080p camera, codec, Microphone Array, cables, and remote control
2	Video Standards and Resolutions	It should support H.323, SIP standards for communications.
		It should support H.261, H.263, H.264 AVC/ SVC, H.264 High Profile
		The codec should support HD720p30. The same system should be software upgradable to support HD1080p 60 f2s 1080p.30 f2s.
3	Content Standards and Resolutions	It should support content sharing using standard based 239 and BFCP over SIP. It should also support audio from PC used for content sharing.
		It should transmit both people and content both simultaneously to the far end location at HD720p30fps
4	Audio Standards and Features	It should support G.711, G.728, G.729A, G.722, G.722.1, AAC-LD or better
		It should support 20kHz bandwidth with crystal clear audio and stereo sound.
		Automatic Gain Control and Automatic Noise Suppression
		Keyboard noise reduction and instant adaptation echo cancellation
5	Video and Audio inputs	1x HD input for connecting main HD camera, 1x 3.5mm stereo line-in
		1x HDMI input for connecting PC/Laptop to share HD content
		1x VGA input for connecting PC/Laptop to share HD content 1x Microphone Input (Quoted System should be capable of supporting minimum 4 mics)
6	Video and Audio Outputs	2 x HDMI output for connecting main monitor & second monitor.
		1 x 3.5 mm stereo line-out
7	Other Interfaces	1x 10/100/1000 LAN port, 1x RS-232 mini-DIN 8-pin
		2 x USB 2.0 for software upgrade and connecting external devices
8	Camera	It should support 1080p60fps with 10x optical zoom and 65° field of view
		It should be capable of enhancing video conferencing experience in future with advanced face-recognition technology such that it automatically scans the room and seamlessly commands the main camera to appropriately frame the users during a call without any manual intervention. Bidders are required to quote the unit price of the product.
		It should support PAN Range of +/-100°, and Tilt of +/-20°
9	Network Features	H.323 and SIP bandwidth up to 6 Mbps
		IPv4 and IPv6 support from day one, H.323 based Packet Lost Recovery, IP Precedence,
10	Multisite Feature	It should support at least 6 sites at 720p
11	Security	Media Encryption (H.323, SIP): AES-128, AES-256
		Authenticated access to admin menus, web interface and telnet API.
12	Other Standards	H.224/H.281, H.323 annex Q, H.245, H.241, H.225, H.460, auto sensing power supply.

**TECHNICAL EVALUATION**

The Technical proposals shall be evaluated by the technical evaluation committee in the light of following evaluation criteria:

<b>Organizational &amp; Technical Expertise</b>			
<b>Sr.</b>	<b>Description</b>	<b>Points</b>	
<b>1</b>	Certificate of Company/Firm Registration/ Incorporation under the laws of Pakistan	Mandatory	
	Valid Income Tax Registration	Mandatory	
	Submission of undertaking on legal valid and attested stamp paper that the firm is not blacklisted by any of Provincial or Federal Government Department, Agency, Organization or autonomous body or Private Sector Organization anywhere in Pakistan.	Mandatory	
	Compliance to the technical specifications of hardware (all items) to be procured mentioned vide Annex-1 of this document	Mandatory	
	Must be authorized partner of the principal (authorization certificate)	Mandatory	
<b>2</b>	Audited Financial Reports (Max Points 15)	3 Years	5 Points for each year
<b>3</b>	Number of Projects of Similar Nature with worth more than 1Million in last three years (2 Points for each, Max Points 20)	10 Projects	20 Points
<b>4</b>	Average Annual Sales of last three (3) years (Max Points 25) (In PKR)	10-20 Million	10 Points
		21-30 Million	15 Points
		31-40 Million	20 Points
		41and above	25 Points
<b>5</b>	Working Capital/Net Worth of last three (3) years (Max Points 25) (In PKR)	10-20 Million	10 Points
		21-30 Million	15 Points
		31-40 Million	20 Points
		41 and above	25 Points
<b>6</b>	Net Income of last three (3) years (Max	1-2 Million	10 Points



	Points 25) (In PKR)	2.1-3.0 Million	15 Points
		3.1-4.0 Million	20 Points
		4.1 and above	25 Points
<b>7</b>	Number of Employees (Max Points 20)	5	5 Points
		6-10	10 Points
		11-15	15 Points
		16-20	20 Points

**Total Points for Technical Evaluation are 130**

**Total Score= Technical score + Financial Score**

***Note for Bidders:***

*Bidders must provide list of all deployments year-wise, and all supporting documents as proof for evaluation.*