

**TENDER DOCUMENT**

**FOR**

**Procurement of New Multimedia Projector**  
**for**  
**State Life Building No. 9 – Principal Office, Karachi**

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## **1. INTRODUCTION**

The State Life Insurance Corporation of Pakistan is the largest life insurance institution in Pakistan. State Life intends to procure, install, test and commission a new Multimedia Projector at State Life Building No. 9 – Principal Office, Karachi.

## **2. SCOPE OF WORK**

- Supply, installation, testing and commissioning of New Multimedia Projector Set.
- Delivery, installation and commissioning.
- 02 Years Comprehensive parts, Service and after sales support.

## **3. BILL OF QUANTITIES (BOQ)**

| <b>Section A: Hardware Procurement</b> |                                                                                                                                                                                               |
|----------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>S.no</b>                            | <b>High-End Laser Projector (Quantity = 1)</b>                                                                                                                                                |
| 1                                      | <b>Technology:</b> 3LCD, 3-Chip Projection Technology. Single-chip DLP technology not acceptable. Or Higher                                                                                   |
| 2                                      | <b>Brightness:</b> Minimum 7,000 ANSI Lumens Color Light Output and White Light Output (ISO 21118 compliant). Or Higher                                                                       |
| 3                                      | <b>Resolution:</b> Minimum WUXGA (1920 × 1200) with native 16:10 aspect ratio. Or Higher                                                                                                      |
| 4                                      | <b>Input Capability:</b> Compatible with input signals up to 4K UHD (3840 × 2160) @ 60Hz for enhanced content compatibility and image processing. Or Higher                                   |
| 5                                      | <b>Light Source:</b> Laser light source with minimum 20,000 hours operational life in Normal Mode and up to 30,000 hours in Extended/Eco Mode. Or Higher                                      |
| 6                                      | <b>Lens &amp; Image Adjustment:</b> Optical zoom, focus, and wide-range vertical and horizontal lens shift to facilitate flexible installation without digital keystone distortion. Or Higher |
| 7                                      | <b>Connectivity:</b> Minimum 2 × HDMI, 1 × HD BaseT, 1 × RJ-45 LAN, built-in wireless networking. Or Higher                                                                                   |
| 8                                      | <b>Projector Screen:</b> 13x9 motorized screen. Or Higher                                                                                                                                     |
| 9                                      | <b>Mounting:</b> Universal adjustable ceiling/wall mounting kit compatible with the offered projector.                                                                                        |
| 10                                     | <b>Remote:</b> Wireless Presentation Remote (Quantity = 2)                                                                                                                                    |
| 11                                     | <b>Projector Warranty:</b> 02 Years Comprehensive parts, Service and after sales support.                                                                                                     |

| <b>Section B: Installation &amp; Services</b> |                                                                                                                                             |
|-----------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|
| <b>S.no</b>                                   | <b>High-End Laser Projector</b>                                                                                                             |
| 1                                             | <b>Projector Installation:</b> Mounting, Leveling, Focus Adjustment                                                                         |
| 2                                             | <b>Cable Installation:</b> Routing, Testing                                                                                                 |
| 3                                             | <b>System testing &amp; Commissioning:</b> Full end-to-end testing, Documentation, On site training for Auditorium staff after Installation |

## **4. PREPARATION OF PROPOSAL**

### **4.1 TECHNICAL PROPOSAL**

- a. While preparing Technical Proposal, bidding firm(s) are expected to examine the documents comprising this invitation in detail, as material deficiencies in providing the information requested may result in rejection of the proposal.
- b. To establish the conformity of the item required through this TENDER Document, the Vendor shall furnish as part of its Technical Proposal, a detailed description of the Bidder's proposed item conforming in all material aspects with the Technical Requirements both overall as well as in regards to the performance of each proposed item.
- c. Please note that the technical proposal shall not include any financial information.

### **4.2 FINANCIAL PROPOSAL**

- a. While preparing the financial proposal, bidder(s) is expected to take into account the requirement and conditions of the invitation documents. The Financial proposal should follow standard form as mentioned in Annexure -A. It should provide lump sum costs associated with the assignment and all other out of pocket expenses & inclusive of taxes.
- b. The Data Sheet shows for how many days after the submission date the proposal must remain valid. During this period the bidder is expected to keep available the professional staff working on the proposal. The State Life will make its best effort to complete technical clarification (if needed) within this period. Proposal validity period may be extended with mutual consent as PPRA rules.

### **4.3 TENDER DOCUMENT PRICE / PAYMENT:**

- a. Bid price shall be inclusive of all taxes, duties, levies, charges, etc.
- b. Bidder should quote bid in Pak Rupees.
- c. All Payments will be made in Pak Rupees.
- d. The prices charged by the successful bidder for the required items along with accessories and associated services shall not vary from the prices as quoted in the financial proposal.
- e. Payment will be made on submission of invoices duly verified in all respect by the user Division / Department.
- f. The most advantageous bidder will be selected based on the evaluation criteria mentioned at Section 6. Financial opening date will be communicated to technical qualified bidder through EPADS system.

### **4.4 COST OF BIDDING**

The bidder shall bear all costs associated with the preparation and submission of his bid and State Life will in no case be responsible or liable for those costs, regardless of the outcome of the bidding process.

#### **4.5 CONFIDENTIALITY**

- a. Information relating to the evaluation of proposals and recommendations concerning award shall not be disclosed to the bidder(s) who submitted the proposals or to other persons not officially concerned with the process, until the announcement of evaluation reports of contract is notified to the successful firm.
- b. Information relating to the examination, evaluation, comparison and post qualification of Proposals, and recommendation of contract award, shall not be disclosed to Bidders or any other persons.
- c. Any attempt by a Bidder to influence State Life in the examination, evaluation, comparison, and post-qualification of the Proposals or Contract award decisions will result in the rejection of its Proposals.

#### **4.6 USE OF CONTRACT DOCUMENTS AND INFORMATION:**

- a. The bidder shall not, without State Life's prior written consent, disclose the Contract, or any provision thereof or any specification, plan, drawing, pattern, sample, or information furnished by or on behalf of State Life in connection therewith, to any person other than a person employed by the Bidder in the performance of the Contract. Disclosure to any such employed person shall be made in confidence and shall extend only as far as may be necessary for purposes of such performance.
- b. The bidder shall not, without State Life's prior written consent, make use of any document or information related to State Life functions and procedures except for purposes of performing the Contract.
- c. All documents shall remain the property of State Life and shall be returned (all copies) to State Life on completion of the Bidder's performance under the Contract if so required by State Life.
- d. The Bidder shall permit State Life to inspect their accounts and records relating to the performance of the supply and to have them audited by auditors appointed by State Life, if so required by State Life. State Life can directly contact the references given in the technical requirements part of TENDER DOCUMENT to verify Bidder's technical reasons supporting compliance.

#### **4.7 BID VALIDITY**

- a. Bid shall remain valid and open for acceptance for a period of **90 days** from the specified date of tender opening.
- b. In exceptional circumstances prior to expiry of the original bid validity period, the bidder may be requested in writing for an extension of the period of validity. A bidder agreeing to such request will not be permitted to modify his bid. A bidder not agreeing to such request may be withdrawn at the discretion of State Life.

#### **4.8 AMENDMENT OF BIDDING DOCUMENTS**

- a. At any time prior to the deadline for submission of Bids, State Life may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Bidder, modify the Bidding Documents by amendment.
- b. The amendment shall be part of the Bidding Documents, shall be made available on the State Life's website/PPRA/ EPADS system to all prospective bidders who have received the Bidding Documents, and will be binding on them.

#### **4.9 CLARIFICATIONS / QUERIES REGARDING TENDER**

- a. The bidders are expected to carefully examine all instructions, forms and specifications in the Bidding Documents. Any Bidder in doubt as to the exact meaning or interpretation of any part of the Bidding Documents should immediately seek clarification in writing through EPADS System.
- b. Requests for all clarifications in regard to the given specifications or other information contained in Tender Documents should come EPADS System. Telephone enquiries may not be entertained. All inquiries about the tender made to State Life and State Life's response will be made known to other bidders without disclosing identity of the bidder who made the enquiry.

#### **4.10 CONTRADICTIONS, OBSCURITIES AND OMISSIONS**

The Bidder should likewise notify to the above of any contradictions, obscurities and omissions in the Bidding Documents if clarification of these is necessary for the clear understanding of the documents and for preparation of the Bid. Such enquiries must reach the above named not later than date and time mentioned in EPAD System.

#### **4.11 MARKING AND TRANSMISSION OF THE BID**

Your detailed “**Technical Proposal**” and “**Financial Proposal**” should be submitted before the closing date and time as mentioned in Tender Notice through EPADS system.

#### **4.12 DEADLINE FOR SUBMISSION OF BIDS**

State Life may, at its discretion, extend the deadline for the submission of Bids by amending the Bidding Documents, in which case all rights and obligations of State Life and bidders previously subject to the deadline will thereafter be subject to the deadline as extended.

#### **4.13 BID OPENING**

- a. The Bid shall be opened publicly (on EPADS system) by State Life's designated "Central Procurement Committee (CPC)" in presence of Bidder's representative who wish to attend the bid opening time and date communicated in Tender Notice.
- b. Bidders are required to upload their bids on EPADS systems as per laid down PPRA procedure for single state two-envelope method i.e. separate "Technical Proposal" and "Financial Proposal" respectively (on EPADS system) and clearly marked as "Procurement of New Multimedia Projector". However, bid security in shape of pay order must be submitted at the address given in tender notice before closing time else tender will be rejected.
- c. Initially only Technical Proposal will be opened and downloaded from EPADS on the opening date and time as given in tender notice. Time and date for opening of Financial Proposal of technically qualified bidders will be announced after finalization of Technical Evaluation and will be announced on EPADS system accordingly

#### **4.14 MODIFICATIONS AND WITHDRAWAL OF BIDS**

- a. Bidder may modify or withdraw their bid after submission, prior to the prescribed deadline for submission of bids (if allowed in EPADS System).
- b. No bid shall be modified subsequent to the deadline for submission of bids and before the expiry of the period of bid validity.
- c. No bid shall be withdrawn in the interval between the deadline for submission of bids and the expiry of the period of bid validity.

#### **4.15 BID BOND**

- a. The bidder shall furnish with the Bid Bond, as part of their bid, a bid bond for an amount of **Rs. 100,000**.
- b. The bid bond shall be in the form of a Bank draft / Pay order must be issued by a Pakistani Scheduled Bank or branch of a foreign bank operating in Pakistan. The bid bond shall be valid for **90 days** counting from the day of the bid opening.
- c. Any bid not accompanied by the requisite Bid Bond shall be rejected as nonresponsive. The bid bond of unsuccessful bidders will be returned. The bid bond of the successful bidder shall be discharged after requisite Performance Bond of 3% of the offered financial bid value by successful bidder has been furnished and the contract has been executed. Performance Bond of successful bidder will be released after expiry of warranty period.
- d. The bid bond will be forfeited in case a bidder withdraws its bid during the period of bid.

- e. In case of failure of the successful bidder to execute the contract/supply the items. Performance bond will be fortified.

#### **4.16 RESPONSIVENESS OF THE BIDS**

- a. The Technical Portion of the bid proposal must be accompanied with the certificate declaring that a bid bond of appropriate amount is enclosed with the financial proposal.
- b. The Bid must be prepared in the English Language.
- c. The Bid must be unconditionally valid for **90 days** from the date of Bid Opening.
- d. Bid Bond should also be submitted by hand or by courier services including uploading of the same on EPADS system as well before closing date & time, else bid will be rejected.
- e. Bid must be submitted through EPADS system before date and time specified in Tender Document/ Notice. The State Life will evaluate and compare only the most advantageous bid.
- f. Bids determined to be substantially responsive will next be checked for any material error in computation.

#### **4.17 GENERAL TERMS AND CONDITIONS**

- a. After opening the bids, State Life will determine whether each bid is substantially responsive to the requirements of the Bidding Documents.
- b. State Life will examine the bids to determine whether they are complete, whether any computational errors have been made, whether required information has been provided, whether the documents have been properly signed, and whether the bids are generally in order.
- c. A substantially responsive bid is one, which conforms to all the terms and conditions of the Bidding Documents without material deviation. A material deviation is one which being inconsistent with the Bidding Documents, affects in any substantial way the scope, instruction to Bidders, or prescribed completion schedule or which limits in any substantial way State Life's right or the bidders' obligation under the Contract.
- d. A bid determined to be non-responsive will be rejected by State Life and shall not subsequently be made responsive by the Bidder by correction of the non-conformity.

- e. State Life may waive any minor deviation non-conformity or irregularity in a bid, which does not constitute a material deviation, provided that the waiver does not prejudice or affect the relative standing order of any Bidder.
- f. To assist in determining a bid's responsiveness the Bidder may be asked for clarification of his bid. The Bidder is not permitted, however, to change bid price or substance of his bid.
- g. The evaluation of the bids will take into accounts, in addition to the bid price, the following factors:
  - i. Reliability and efficiency of the offered Service.
  - ii. Financial standing of the Bidder.

## **5. PROPOSAL EVALUATION**

### **5.1 GENERAL**

- a. Bidding firms shall not contact the State Life on any matter relating to their proposal from the time of submission of the technical and financial proposal to the time the contract is awarded. If a firm wish to bring additional information to the notice of the State Life, it should do so through EPAD System.
- b. Evaluators of technical proposal shall have no access to the financial proposals until the technical evaluation is concluded.
- c. Any effort by a bidder to influence State Life in its decisions on Proposal evaluation, Proposal comparison or contract award will result in the rejection of the Bidder's Proposal and forfeiture of Bid Bond.

### **5.2 TECHNICAL EVALUATION**

- a. The bids will be evaluated as per the information provided by the bidder as requested, the most advantageous bidder may be asked to provide sample or give demonstration of features for the proposed item/equipment. State Life's Evaluation Committee will evaluate the received bids on information provided by the bidders related to following parameters:
- b. The evaluation shall be on the basis of bidder responsiveness to the required Specification & Tender terms & Conditions. The State Life will apply following point system evaluation criteria to evaluate the technical bids. Minimum Passing marks in Technical Evaluation Criteria **(60 Marks)**

| S.No. | Mandatory Eligibility & Point Scoring Criterion                                                                                                                                                                                                                                  | Total Points |
|-------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|
|       | NTN/GST Registration with tax departments (Mandatory).<br>(Yes= Qualified for Evaluation, No= Not consider for evaluation)                                                                                                                                                       | Y/N          |
|       | The bidder should not be blacklisted or debarred by any Government/SemiGovernment / Private Department <b>Mandatory</b><br>(Yes= Qualified for Evaluation, No= Not consider for evaluation)<br>Submit undertaking on a Stamp paper of Rs.100/=                                   | Y/N          |
|       | Financial Standing for last three years (Audited Financial Report should be provided Mandatory) (Yes= Qualified for Evaluation, No= Not consider for evaluation)                                                                                                                 | Y/N          |
|       | The Bidder should not be under liquidation, court receivership or similar proceedings or bankrupt. (Certificate in this required will be required from the company on its letter head) (Mandatory) (Yes= Qualified for Evaluation, No= Not consider for evaluation)              | Y/N          |
|       | Compliant with Projector Technical specification as mentioned above in Scope of Work (Yes= Qualified for Evaluation, No= Not consider for evaluation)                                                                                                                            | Y/N          |
|       | Vendor must have own offices in three major cities in Pakistan.<br>(Mandatory & proof required)<br>(Yes= Qualified for Evaluation, No= Not consider for evaluation)                                                                                                              | Y/N          |
|       | Vendor must have operated in Pakistan for at least 10 years<br>(Mandatory & registration record to be verifiable from SECP / FBR portals) (Yes= Qualified for Evaluation, No= Not consider for evaluation)                                                                       | Y/N          |
| 1     | Proven Experience of responding firm in relevant services in Projector deployment (three points for each completed year, Max.=15 Points)                                                                                                                                         | 15           |
| 2     | Vendor must have at least 10 years' experience with quoted brand verified by distribution/authorization letter for each year (2 mark for each year)                                                                                                                              | 20           |
| 3     | No. of successfully deployed Projectors orders completed 5+ Sites: 20, 3-4 Sites: 10, <=2 Sites: 5 (Max. 20 Marks)                                                                                                                                                               | 20           |
| 4     | Financial Capabilities for having annual revenue more than 100 million PKR verified by Tax returns & Audited reports of previous year. (Only audited reports will result in 0 marks)<br>PKR150 million>= 20 marks, 130 million >= & <150 million 10 marks, 130 million< 5 marks. | 20           |

|   |                                                                                                                                                                         |    |
|---|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|
| 5 | Vendor must have OEM trained engineers/staff verified by OEM provided certificate of the quoted brand (five point for each OEM certified engineer/staff max point = 25) | 25 |
|---|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|

**Note:** 70% technical and 30% financial on weighted average formula as given in section 5.4 of the tender document. The firm having less than 60% over-all technical score as per criterion given above, will technically disqualify and shall not be considered for at the time of opening financial bids.

- c. The Bidder shall furnish, as part of its bid, documents establishing the conformity to the Bidding Documents of the required items/equipment that the Bidder proposes to supply and install under the Contract.
- d. Bidding firms have to submit client references to evaluate previous experience in relevant category through sample reference form provided at **Annexure - A**.
- e. A proposal shall be rejected at this stage if it does not respond to important aspects of the Tender. If the missing parameters/technical features are a scored technical feature, the relevant score will be set at zero
- f. The State Life will notify the bidding firm of the rejection of their technical proposal indicating that their financial proposal if any will be returned unopened after completing the selection process.
- g. The State Life will notify to the firm(s) that passed the minimum technical score, and indicate the date, time and address for opening the financial proposal. The notification may be sent by registered letter, courier, cable telex, facsimile, or electronic mail.
- h. On opening the financial proposal in presence of the bidding firm(s) representatives who wish to attend, the State Life will announce the names of the firm(s), their technical scores, and the amounts of their financial proposals.

### 5.3 FINANCIAL EVALUATION

Financial Proposals of only the technically qualified bidders would be opened and, evaluated / compared on the following basis.

- a. The financial proposals shall first be checked for any error of computation and arithmetic errors will be corrected.
- b. If a bidder does not accept the correction of errors, its bid will be rejected and its bid security may be forfeited.

- c. For the purpose of evaluation / comparison of bids, total lump sum cost will be considered.
- d. Total evaluated financial cost of each responsive bidder shall be the basis of merit ranking of the Financial Proposal of the bid.
- e. Bidders have to submit Financial Proposal as per Sample Template provided as **Annexure – A.**

#### **5.4 TECHNICAL-CUM-FINANCIAL EVALUATION:**

Only those firms will be considered in the technical evaluation that have the required capabilities to meet the criteria specified to supply items listed and also technically qualify as per criteria and the judgment based on it as per the following formula:

- Providing 70% Weight, using Weighted Average Formula (Technical)  
**= (100 – ((Highest Secured Point – Points Secured)/Highest Secured Points \* 100))\*0.7**

The Financial proposal of only technically qualified bidders will be opened. However, the lower financial bid will have a prime upshot in the award of contract, as per following formula:

- Providing 30% Weight, using Weighted Average Formula (Financial)  
**= (100 – (Quoted Bid – Lowest Bid)/Lowest Bid \* 100)\*0.3**

**Most Advantageous Evaluated Bid = Weighted Average Technical Score + Weighted Average Financial Score**

The Decision of State Life Insurance Corporation of Pakistan will be binding on all concerned and will in no case be challengeable at any forum.

#### **6. STATE LIFE'S RIGHT TO ACCEPT OR REJECT ANY OR ALL BIDS**

- a. State Life reserves the right to accept or reject any bid and to annul the bidding process and reject all bids at any time prior to award of contract, without thereby incurring any liability to the effected bidder or bidders or any obligation to inform the affected bidder or bidders of the grounds for State Life's action as per PPRA rules.

b. State Life may at any time terminate the Contract by giving 02 months' written notice to the bidder, if the bidder becomes bankrupt or otherwise insolvent. In this event, termination will be without compensation, provided that such termination will not prejudice or affect any right of action or remedy, which has, accrued or will accrue thereafter to State Life.

c. If the bidder is unable to fulfill its obligations as mentioned in the work plan and withdraws from the project, State Life shall terminate the contract by issuing a written notice and shall not be responsible to pay off any liability incurred towards the bidder and forfeit the performance guarantee.

## **7. AWARD CRITERIA**

The contract shall be awarded to the most advantageous bidder meeting the technical and financial requirements of the tender document.

## **8. PERFORMANCE GUARANTEE**

At the time of receipt of the letter for the award of contract, the successful bidder shall furnish to State Life, a Performance Guarantee in the form of pay order amounting to 03% of the offered financial bid value by successful bidder and will be released after successful completion of services based on satisfactory performance to SLIC.

## **09. DELAYS IN THE BIDDER'S PERFORMANCE**

If at any time during performance of the Contract, the bidder encounters conditions impeding timely delivery of required items/services/equipment, the Bidder shall promptly notify State Life in writing of the fact of the delay, its likely duration and its cause(s). As soon as practicable after receipt of the Firm's notice, State Life shall evaluate the situation and may at its discretion extend the Firm's time for performance, with or without liquidated damages, in which case the extension shall be ratified by the parties by amendment of Contract.

## **10. ARBITRATION**

Any disputes or differences arising out in connection with this assignment which cannot be amicably settled within 15 days between the State Life and the Bidder shall be referred to grievance redressed committee formed at State Life as per PPRA rules.

## **11. AWARD OF CONTRACT**

a. Subsequent to comprehensive Technical & Financial Evaluation by designated Technical Evaluation Committee and recommended/endorsed by CPC. Successful evaluated bidder will be identified as per predetermined Technical-cum-Financial Evaluation criterion.

- b. Results of evaluation process will be uploaded on PPRA's website for (15) working days.

## **12. DELIVERY PLAN**

- a. Successful bidder has to supply the required items, services and hardware within one (01) month from the date of issue of the work order.
- b. No advance payment will be made
- c. After-sales services during warranty period will be provided on-site as per standard warranty terms & condition.

## **13. SUPPORT SERVICES**

Vendor is required to provide support services after providing equipment. Support shall include the vendor to provide support for supplied item/ Equipment maintenance or upgrades for a period of two years after delivery to ensure smooth operations.

## **14. SIGNING OF AGREEMENT**

- a. Upon acceptance of the Bid, successful bidder shall execute agreement with the State Life Insurance Corporation of Pakistan on a non-judicial stamp paper of Rs. 100/- containing the terms and conditions in the form prescribed by the State Life with (15) days from the day of acceptance of the work order.
- b. The agreement shall be governed and interpreted in all respects in accordance with the law of Pakistan.
- c. In case of any dispute, Divisional Head (IT) State Life is the final arbitrary authority to settle the matter and the vendor will be liable to accept the decision. Whereas contractor shall be implied in any action commenced and further to enforce of any decree or order.

## **15. MODE OF PAYMENT**

Complete payment will be made upon successful installation, configuration and training of the staff with issuance of satisfactory certificate by Head of Infrastructure IT Division.

## **16. TERMINATION OF AGREEMENT**

State Life Insurance Corporation shall have the right to terminate the agreement wholly or partially by giving a notice of 60 days to contractor upon his failure to provide satisfactory services.

## Annexure - A

### Sample Template for Financial Proposal

| S No.        | Item                                                                            | Unit Cost | Tax | Unit Cost inclusive Tax | Qty. | Total Cost including Tax |
|--------------|---------------------------------------------------------------------------------|-----------|-----|-------------------------|------|--------------------------|
| 1            | Supply, installation, testing and commissioning of New Multimedia Projector     | E         | F   | E+F                     | N    | (E+F)*N                  |
| 2            | (with 02 Years Comprehensive parts and Service and after sales service support) |           |     |                         |      |                          |
| <b>Total</b> |                                                                                 |           |     |                         |      | G1                       |

### Basis of Payment

- a) No advance payment or mobilization advance will be allowed
- b) The each bid bond of the successful bidder shall be discharged after requisite Performance Guarantee has been furnished and contract has been signed.
- c) Bidders are advised to bid in PKR only, bids in other currencies will not be entertained.
- d) Quoted prices shall be inclusive of all applicable taxes.
- e) Payments will be released on:
  - i. Satisfactory on-site delivery/ deployment and performance of required items/services and equipment.
  - ii. Obtaining successful commissioning certificate from users.
  - iii. Payment Terms mentioned at clause 15 (Mode of Payments) of this tender document