

FINAL EVALUATION REPORT

(As Per Rule 35 of PP Rules, 2004)

1. NAME OF PROCURING AGENCY : PAKISTAN NATIONAL SHIPPING CORPORATION (PNSC),
2. METHOD OF PROCUREMENT : SINGLE STAGE TWO ENVELOPS PROCEDURE, AS PER PPR RULE 36(b), OF PPR 2004,
3. TITLE OF PROCUREMENT : INTERNATIONAL TENDER FOR ACQUISITION AND IMPLEMENTATION OF CRM APPLICATION IN PNSC,
4. TENDER INQUIRY NO. : PRCD/CRM-APPCTN/2025/417
5. PPRA REF. NO. (TSE) : **TS681597E**
6. DATE & TIME OF BID CLOSING : 25-11-2025 (11:00 A.M)
7. DATE & TIME OF BID OPENING : 25-11-2025 (11:30 A.M) Financial Bid Opening Date & Time: 11-02-2026 (11:00AM)
8. NO OF BIDS RECEIVED : FOUR (04),
9. CRITERIA FOR BID EVALUATION : MOST ADVANTAGEOUS BID,
10. DETAILS OF BID(S) EVALUATION : DETAILS ARE TABULATED HEREUNDER:

NAME OF BIDDER	MARKS		EVALUATED COST OF PKR:	RULES/REGULATION/SBD*/POLICY/BASIS OF REJECTION/ACCEPTANCE AS PER RULE 35 OF PP RULES, 2004
	Technical	Financial		
M/S. INFINITRS (PVT.) LTD,	-	1 st Lowest	PKR: 2,816,216/-	ACCEPTED AS PER PPRA RULE NO. 38, BEING THE MOST ADVANTAGEOUS BIDDER.
M/S. ODOLUTION,	-	2 nd Lowest	PKR: 3,771,575/-	Second (02) Lowest Bidder
M/S. LINURO SYSTEMS,	-	3 RD Lowest	PKR: 3,993,995/-	Third (03) Lowest Bidder
M/S. BILYTICA,	-	4 th Lowest	PKR: 8,876,495/-	Forth (04) Lowest Bidder

MOST ADVANTAGEOUS BIDDERS : M/S. INFINITRS (PVT.) LTD.,

11. Any other additional/supporting information, SCANNED BIDDERS COMPARATIVE STATEMENT IS ATTACH

SIGNATURE:

ALI IMAM QADRI
General Manager (Procurement)

OFFICIAL STAMP:

STANDARD BIDDING DOCUMENTS (SBD).

2. Duly signed financial proposals of the four (04) qualified bidders (flag 'AA', File 1) are placed opposite. During examining of the bids, M/s. Linuro Systems bid was found to be conditional, therefore, further clarification was made with all bidders, under express provision of Rule 31 which is reproduce below for ready reference:-

31. Clarification of bids.-

- (1) No bidder shall be allowed to alter or modify his bid after the bids have been opened. However the procuring agency may seek and accept clarifications to the bid that do not change the substance of the bid.
 (2) Any request for clarification in the bid, made by the procuring agency shall invariably be in writing. The response to such request shall also be in writing.

3. However, M/s. Linuro Systems forwarded a link and requested additional cost for social media costing. As per the above bid Rule 31, the bid cannot be altered or modified. Therefore, in accordance with the Instructions to Bidders under the PPRA SBD, the bid price of M/s. Linuro Systems has been adjusted for comparison purposes only to reflect the price of the missing or non-conforming item or component.
4. Based on the response received from M/s. Linuro systems, following is the comparison of quoted cost showing the cost related to the Social Media charges in the bid of M/s. Linuro Systems:

Description	Quoted Cost (PKR)			
	M/S. Bilytica	M/S. Linuro Systems	M/S. Odolution	M/S. Infinitrs
Installation, Configuration and Implementation of CRM Solution Including Sales Management and Social Media with Consulting, Training, Support & Services [Brand: Odoo, HubSpot, Zoho, Sugar CRM or equivalent]	6,842,147/-	875,000/-	2,565,075/-	2,000,000/-
Users, Licensing & Hosting Charges (if any)	810,000/-	576,000/-	1,206,500/-	816,216/-
Sales Tax (PKR)	1,224,348/-	included	included	included
Total Quoted Cost with Tax (PKR)	8,876,495/-	1,451,000/-	3,771,575/-	2,816,216/-
Conditional Bid?	NO	YES	NO	NO
Description of Conditional Bid (if any)	Including all costing	Quoted Cost excluding Social Media accounts costing	Including all costing	Including all costing
Additional Annual Cost (if Conditional Bid)	-	2,542,995/-	-	-
References of Additional Cost (if Conditional Bid)	-	Attached (Annex "CC")	-	-

5. As per above comparison, following is the summary of the bids.

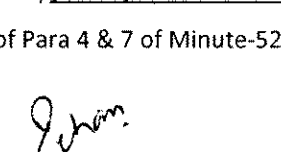
SR. #	Bidder Name	Product Name	Product Cost (PKR)	Annual Social Account Cost (PKR)	Net Cost (PKR)
1.	M/S. Bilytica,	Velocity CRM	8,876,495/-	included	8,876,495/-
2.	M/S. Linuro Systems,	Grand CRM	1,451,000/-	2,542,995/-	3,993,995/-
3.	M/S. Odolution,	Odoo	3,771,575/-	Included	3,771,575/-
4.	M/S. Infinitrs,	Odoo	2,816,216/-	included	2,816,216/-

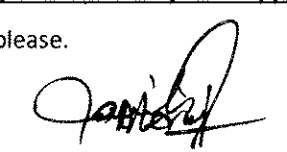
6. As per the above comparison, **M/S. Infinitrs** has quoted amount of **PKR: 2,816,216/-** (including annual recurring cost of **PKR 816,216/-** for 15 Users) and is found to be the **Most Advantageous bidder**.


7. In view of the above, The Tender Committee unanimously recommends to award the tender to **M/s. Infinitrs**, being the most advantageous bidder, at the total cost of **PKR 2,816,216/-** (including annual recurring cost of **PKR: 816,216/-** for 15 Users) **for Acquisition and Implementation of CRM Application in PNSC.**

8. Submitted for approval of Para 4 & 7 of Minute-52 please.


MR AFZAAL HUSSAIN
 Deputy Manager (MIS)
 Member Tender Committee


MR REHAN AHMED
 Actg. Manager (FINANCE)
 Member Tender Committee


MR DANISH MERAJ
 Act. General Manager (MIS)
 Member Tender Committee


MR ALTINAM QADRI
 General Manager (Procurement)
 Chairman Tender Committee