Section 3: Evaluation and Qualification Criteria

**Table of Criteria**

**1. Evaluation Criteria 3-2**

**1.1 Technical Criteria 3-2**

**1.2 Domestic Preference 3-2**

**1.3 Economic Criteria**

1.3.1 Adjustment for Scope 3-2

1.3.1.1 Local Handling and Inland Transportation 3-2

1.3.1.2 Minor Omissions or Missing Items 3-2

1.3.2 Adjustment for Deviations from the Terms of Payment 3-2

1.3.3 Adjustment for Deviations in the Delivery and Completion Schedule 3-2

1.3.4 Operating and Maintenance (O&M) Costs 3-3

1.3.5 Spare Parts 3-3

1.3.6 Performance and Productivity of the Goods 3-3

**1.4 Multiple Lots (Contracts)** 3-3

**2. Qualification Criteria 3-4**

**Contract Type B. Custom-Designed, High-Value, and Technically Complex Items 3-4**

**2.1 Eligibility 3-4**

2.1.1 Nationality 3-4

2.1.2 Conflict of Interest 3-4

2.1.3 ADB Eligibility 3-4

2.1.4 Government-Owned Enterprise 3-4

2.1.5 United Nations Eligibility 3-4

**2.2 Historical Contract Nonperformance 3-5**

2.2.1 History of Nonperforming Contracts 3-5

2.2.2 Suspension Based on Execution of Bid-Securing Declaration 3-5

2.2.3 Pending Litigation 3-5

**2.3 Experience and Technical Capacity 3-6**

2.3.1 Contractual Experience 3-6

2.3.2 Technical Experience 3-7

2.3.3 Production Capacity 3-8

2.3.4 Technical Resources and Work Experience 3-9

**2.4 Financial Situation 3-10**

2.4.1 Historical Financial Performance 3-10

2.4.2 Size of Operation (Average Annual Turnover) 3-10

2.4.3 Cash Flow Capacity 3-10

##### 1. Evaluation Criteria

* + 1. **Evaluation**

In addition to the criteria listed in ITB 36.2 (a) – (e) the following criteria shall apply;

* Tax clearance of the lowest evaluated bidder shall be checked prior to contract award.
* Employer’s requirement (issued with the bidding document) for the project must be met.
  + 1. **Adequacy of Technical Proposal**

The Purchaser will first examine the Technical Bid to confirm that all documents and technical documentation requested in ITB 11.1 have been provided and determine the completeness of each document submitted before evaluating the technical proposals in accordance with ITB 31.2. & 31.3. The cost of all quantifiable deviations or deficiencies from the technical requirements as specified in Section 6 (Schedule of Supply) shall be evaluated.

Technical evaluation of the bids will be evaluated in accordance with ITB 31.3 & 31.4 as outlined under header “1.1.3 - Technical Evaluation” of this Section.

If a Technical Bid is not substantially responsive to the requirements of the Bidding Document, the Bid will not be considered for further price evaluation and will be rejected by the Purchaser. The Bidder shall not be permitted to correct or withdraw material deviation, reservation, or omission once bids have been opened.

* + 1. **Price Evaluation**

If a Technical Bid is not substantially responsive to the requirements of the Bidding Document, it will not be considered further and be rejected.

The Purchaser will evaluate and compare the Bids that have been determined to be substantially responsive, pursuant to ITB 36.2.

The Bid with the lowest price among responsive Bids shall be the Most Advantageous Bid, provided the Bidder was prequalified and/or it was found to be qualified to perform the Contract in accordance with ITB 38.

**1.2 Domestic Preference**

If domestic preference is provided for under ITB 35.1, the following procedure shall apply: **Not Applicable.**

**1.3 Economic Criteria**

**1.3.1 Adjustment for Scope**

**1.3.1.1 Local Handling and Inland Transportation**

Costs for inland transportation, insurance, and other incidental costs for delivery of the goods from the EXW premises, or port of entry, or border point to the Project Site, as defined in Section 6 (Schedule of Supply), shall be quoted in the Price Schedule for Related Services to Be Offered from Outside and Within the Purchaser’s Country provided In Section 4 (Bidding Forms). These costs will be taken into account during bid evaluation. If a Bidder fails to include such costs in its Bid, then these costs will be estimated by the Purchaser on the basis of published tariffs by the rail or road transport agencies, insurance companies, or other appropriate sources and added to EXW or DDP price.

**1.3.1.2 Minor Omissions or Missing Items**

Pursuant to ITB 32.3, the cost of all quantifiable nonmaterial nonconformities or omissions from the contractual and commercial conditions shall be evaluated. The Purchaser will make its own assessment of the cost of any nonmaterial nonconformities and omissions for the purpose to ensure a fair comparison of Bids.

**1.3.2 Adjustment for Deviations from the Terms of Payment**

Deviations from the Terms of Payment as specified in SCC 16.1 are not permitted.

**1.3.3 Adjustment for Deviations in the Delivery and Completion Schedule**

Deviations from the Delivery and Completion Schedule specified in Section 6 (Schedule of Supply) are not permitted.

**1.3.4 Operating and Maintenance (O&M) Costs**

Maintenance cost factors for calculation are as follows:

1. Number of years for Comprehensive Technical and Maintenance Service specified in Section 6 (Schedule of Supply).
2. The bidder is required to include the Comprehensive Technical and Maintenance Service required for the 1st Year specified in Section 6 (Schedule of Supply) – item No. 1.5 and item No. 1.9.
3. In addition, the bidder is required to submit the cost of Annual Comprehensive Technical and Maintenance Services for the 2nd and 3rd Year specified in Section 6 (Schedule of Supply) – item 5 (a) and Item 5 (b) Related Services.
4. Maintenance costs include costs such as technical support, defect fix, and system update services specified in Section 6 (Schedule of Supply)
5. The total cost of Comprehensive Technical and Maintenance Service shall be quoted in the Price Schedule for Related Services in Section 4 (Bidding Forms).
6. These costs stated in (e) **shall** be taken into account during bid evaluation.
7. All Comprehensive local on-site technical support and maintenance services for existing and upgraded Infra in Production & DR should be performed by the original equipment manufacturer (OEM) service delivery engineers/professionals.

**1.3.5 Spare Parts**

The bidder is required to nominate and submit a comprehensive list of critical spare parts for the solution in Section 6 (Schedule of Supply) that are expected to be necessary during the initial 3-year period of operation, maintenance and repair purposes.

The bidder should specify the manufacturer part number, spare parts part number, and, if applicable, assembly part number for the nominated critical spare part list.

The bidder should provide the unit cost of each item. The total cost of these items at the total price quoted in each Bid **shall not** be added to the bid price for evaluation purposes.

**1.3.6 Performance and Productivity of the Goods**

**Not Applicable**

**1.4 Multiple Lots (Contracts)**

**Not Applicable**

##### 2. Qualification Criteria

**2.1 Eligibility**

| **Criteria** | **Compliance Requirements** | | | | **Documents** |
| --- | --- | --- | --- | --- | --- |
| **Requirement** | **Single Entity** | **Joint Venture** | | | **Submission Requirements** |
| **All Partners Combined** | **Each Partner** | **One Partner** |

**2.1.1 Nationality**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Nationality in accordance with ITB 4.2. | Must meet requirement | Must meet requirement | Must meet requirement | Not applicable | Bid Submission Sheet;  Forms ELI – 1 and  Forms ELI – 2 |

**2.1.2 Conflict of Interest**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| No conflicts of interest in accordance with ITB 4.3. | Must meet requirement | Must meet requirement | Must meet requirement | Not applicable | Bid Submission Sheet |

**2.1.3 ADB Eligibility**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Not having been declared ineligible by ADB, as described in ITB 4.4. | Must meet requirement | Must meet requirement | Must meet requirement | Not applicable | Bid Submission Sheet |

**2.1.4 Government-Owned Enterprise**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Bidder required to meet conditions of ITB 4.5. | Must meet requirement | Must meet requirement | Must meet requirement | Not applicable | Bid Submission Sheet;  Forms ELI – 1 and  Forms ELI – 2 |

**2.1.5 United Nations Eligibility**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Not having been excluded by an act of compliance with a United Nations Security Council resolution in accordance with ITB 4.8. | Must meet requirement | Must meet requirement | Must meet requirement | Not applicable | Bid Submission Sheet |

**2.2 Historical Contract Nonperformance**

**2.2.1 History of Nonperforming Contracts**

| **Criteria** | **Compliance Requirements** | | | | | **Documents** |
| --- | --- | --- | --- | --- | --- | --- |
| **Requirement** | **Single Entity** | **Joint Venture** | | | | **Submission Requirements** |
| **All Partners Combined** | **Each Partner** | | **One Partner** |
| Nonperformance of a contract a did not occur as a result of contractor default since **1 January 2021** | Must meet requirement | Must meet requirement | Must meet requirement b | Not applicable | | Form CON-1 |

a *Nonperformance, as decided by the Purchaser, shall include all contracts where (a) nonperformance was not challenged by the contractor, including through referral to the dispute resolution mechanism under the respective contract, and (b) contracts that were so challenged but fully settled against the contractor. Nonperformance shall not include contracts where Purchasers decision was overruled by the dispute resolution mechanism. Nonperformance must be based on all information on fully settled disputes or litigation, i.e. dispute or litigation that has been resolved in accordance with the dispute resolution mechanism under the respective contract and where all appeal instances available to the Bidder have been exhausted.*

b *This requirement also applies to contracts executed by the Bidder as Joint Venture partner.*

**2.2.2 Suspension Based on Execution of Bid-Securing Declaration**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Criteria** | **Compliance Requirements** | | | | **Documents** |
| **Requirement** | **Single Entity** | **Joint Venture** | | | **Submission Requirements** |
| **All Partners Combined** | **Each Partner** | **One Partner** |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Not under suspension based on execution of a Bid-Securing Declaration pursuant to ITB 4.6. | Must meet requirement | Must meet requirement | Must meet requirement | Not applicable | Bid Submission Sheet |

**2.2.3 Pending Litigation**

Pending litigation and arbitration criterion **shall not** apply.

**2.3 Experience and Technical Capacity**

**2.3.1 Contractual Experience**

| **Criteria** | **Compliance Requirements** | | | | **Documents** |
| --- | --- | --- | --- | --- | --- |
| **Requirement** | **Single Entity** | **Joint Venture** | | | **Submission Requirements** |
| **All Partners Combined** | **Each Partner** | **One Partner** |
| Successful completion as a main supplier within the last **eight (08)** years of at least **ten (10)** contracts, each valued at **MVR 2,000,000.00 or above,** with a nature and complexity similar to the scope (such as HPE Composable Infrastructure; HPE Disaggregation Hyperconverged Infrastructure; HPE Hyper-Converged Infrastructure) of supply described in Section 6 (Schedule of Supply). | Must meet requirement | Must meet requirement | Not  applicable | Not  applicable | Form EXP – 1a |
| Successful completion as a main supplier within the last **five (05)** years of at least **three (03)** contracts, each valued at **MVR 3,000,000.00 or above** with a nature and complexity similar to the scope (such as Fortinet or Cisco Network/Security Infrastructure) of supply described in Section 6 (Schedule of Supply). | Must meet requirement | Must meet requirement | Not  applicable | Not  applicable | Form EXP – 1a |
| Successful completion as a main supplier within the last **five (05)** years of at least **two (02)** contracts, each valued at **MVR 2,000,000.00 or above** with a nature and complexity similar to the scope (such as VMware Server Virtualization) of supply described in Section 6 (Schedule of Supply). | Must meet requirement | Must meet requirement | Not  applicable | Not  applicable | Form EXP – 1a |

a *In addition to the submission of Form EXP-1, the Bidder shall provide the Signed Contract Agreement.*

**2.3.2 Technical Experience**

| **Criteria** | **Compliance Requirements** | | | | **Documents** |
| --- | --- | --- | --- | --- | --- |
| **Requirement** | **Single Entity** | **Joint Venture** | | | **Submission Requirements** |
| **All Partners Combined** | **Each Partner** | **One Partner** |
| Successful completion of **ten (10)** **Datacenter Computing and Storage projects** with a nature and complexity similar to the scope (such as HPE Composable Infrastructure, HPE Disaggregation Hyperconverged Infrastructure, HPE Hyper-Converged Infrastructure) as the main supplier, which has   1. been supplied, installed, configured and migration services within at least **five (05)** years 2. been in operation for a minimum of **one (01)** years | Must meet requirement | Must meet requirement | Not  applicable | Not  applicable | Form EXP – 2a |
| Successful completion of **five (05) Network and Security projects** with a nature and complexity similar to the scope (such as Fortinet or Cisco Network/Security Infrastructure) as the main supplier, which has   1. been supplied, installed, configured and migration services within at least **five (05)** years 2. been in operation for a minimum of **one (01)** years | Must meet requirement | Must meet requirement | Not  applicable | Not  applicable | Form EXP – 2a |
| Successful completion of **two (02) VMware Server Virtualization projects** as the main supplier, which has   1. been supplied, installed, configured and migration services within at least **five (05)** years 2. been in operation for a minimum of **one (01)** years | Must meet requirement | Must meet requirement | Not  applicable | Not  applicable | Form EXP – 2a |

a *In addition to the submission of Form EXP-2, the Bidder shall provide the Signed Contract Agreement and Completion Certificate issued by the client.*

**2.3.3 Production Capacity**

**Not Applicable**

**2.3.4 Team Composition and Qualification**

| **Criteria** | **Compliance Requirements** | | | | | **Documents** | |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Requirement** | **Single Entity** | **Joint Venture** | | | | **Submission Requirements** | |
| **All Partners Combined** | **Each Partner** | **One Partner** | |
| The Bidder shall have the following full-time OEM Professional/Engineer under its payroll to provide all professional services. All relevant engineer(s) certificates and supporting documents shall be included with the proposal.  The supplier shall submit the following documents:   1. Certificate copies of the relevant training. 2. A letter from the organization stating that the engineer is employed at the bidder’s organization. 3. ID card/passport copy of the engineer. 4. Provide the contact information of the staff and their supervisor in that organization.   **Project Manager Certificates** (minimum requirements):   * Degree in Information Technology / Electronic and Communication * IT Project Management or IT Service Management   **Implementation Engineers Certificates** (minimum requirements):   * HPE Storage Solution * HPE Composable Infrastructure Solutions * HPE Server Solution * HPE Support * HPE MSA Service and Solution * Fortinet NSE 4 Network Security Associate * Fortinet NSE 3 Network Security Associate * Fortinet NSE 2 Network Security Associate * Fortinet NSE 1 Network Security Associate * VMware * Schneider Electric Certified Secure Power Specialist   **Work Experience of the proposed personnel** (requirements):   |  |  |  | | --- | --- | --- | | **Position** | **Nos** | **Work Experience (in Years)** | | **Project Manager & Technical Leader**  (Implementation & Field Support Engineer) | **1** | **5Y** | | **Implementation Engineer - 1**  (Implementation & Field Support Engineer) | **1** | **5Y** | | **Implementation Engineer - 2**  (Implementation & Field Support Engineer) | **1** | **5Y** | | **Implementation Engineer** - 3  (Implementation & Field Support Engineer) | **1** | **5Y** | | Must meet requirement | Must meet requirement | Not  applicable | | Not  applicable | | Form PER – 1a  and  Form PER – 2a |

a *In addition to the submission of Form PER-1 and Form PER-2, the Bidder shall provide the Engineer’s Certificate Copies and CVs.*

**2.4 Financial Situation**

**2.4.1 Historical Financial Performance**

| **Criteria** | **Compliance Requirements** | | | | **Documents** |
| --- | --- | --- | --- | --- | --- |
| **Requirement** | **Single Entity** | **Joint Venture** | | | **Submission Requirements** |
| **All Partners Combined** | **Each Partner** | **One Partner** |
| Submission of audited financial statements or, if not required by the law of the Bidder’s country, other financial statements acceptable to the Purchaser for the last **five (05)** years to demonstrate the current soundness of the Bidder’s financial position. As a minimum, the Bidder’s net worth for the last year calculated as the difference between total assets and total liabilities should be positive. | Must meet requirement | Not  applicable | Must meet requirement | Not  applicable | Form FIN – 1 |

**2.4.2 Size of Operation (Average Annual Turnover): Optional**

| **Criteria** | **Compliance Requirements** | | | | **Documents** |
| --- | --- | --- | --- | --- | --- |
| **Requirement** | **Single Entity** | **Joint Venture** | | | **Submission Requirements** |
| **All Partners Combined** | **Each Partner** | **One Partner** |
| Minimum average annual turnover of **MVR 40 million (in words: Maldivian Rufiyaa Forty million)** calculated as total payments received by the Bidder for contracts completed or under execution over the last **five (05)** years. | Must meet requirement | Must meet requirement | Must meet  **Twenty percent (20%)** of the requirement | Must meet **Fifty percent (50%)** of the requirement | Form FIN – 2 |

**2.4.3 Cash Flow Capacity**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Criteria** | **Compliance Requirements** | | | | **Documents** |
| **Requirement** | **Single Entity** | **Joint Venture** | | | **Submission Requirements** |
| **All Partners Combined** | **Each Partner** | **One Partner** |
| Availability of or access to liquid assets, lines of credit, and other finances sufficient to meet cash flow requirement, which is **MVR 5 million (in words: Maldivian Rufiyaa Five million)** | Must meet requirement | Must meet requirement | Must meet  **Twenty percent (20%)** of the requirement | Must meet **Forty Five percent (45%)** of the requirement | Form FIN – 3 |