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**AFRICA CENTRES OF EXCELLENCE (ACE)
PROJECT**

**PAN AFRICAN MATERIALS INSTITUTE
(PAMI)**

► BID EVALUATION REPORT ◄ ◄

for the

**SUPPLY AND INSTALLATION OF LABORATORY EQUIPMENT FOR
THE UPGRADE OF BIOMATERIALS LABORATORY
at African University of Science and Technology, Abuja
NCB NO: PAMI/06/2017/03 (LOT 3)**

August 2017

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2. INTRODUCTION

2.1 General

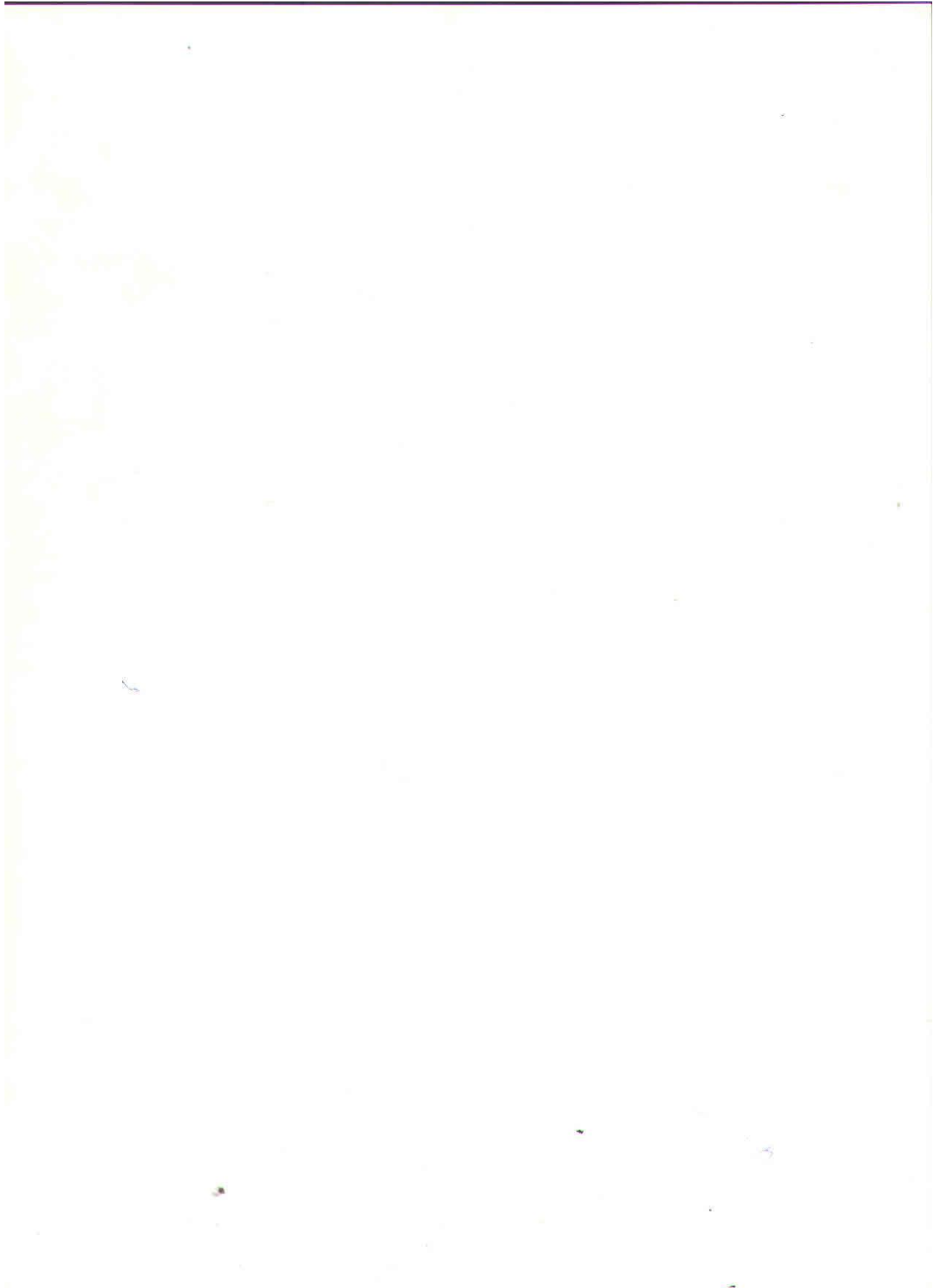
The Pan African Materials Institute (PAMI) Project hosted by the African University of Science and Technology (AUST), Abuja has received funding from the World Bank under the Bank's Africa Centres of Excellence Project (ACEs) in the amount of Eight Million Dollars (USD8M) and is using part of the proceeds of the grant to cover eligible payments under the contract for the "Supply and Installation of Laboratory Equipment for the Upgrade of Biomaterials Laboratory" to AUST. Bidding was open to eligible Bidders across the country.

2.2 Identification and Bidding Process

The basic information on the procurement process leading to the contract for the "Supply and Installation of Laboratory Equipment for the Upgrade of Biomaterials Laboratory" is contained in Table 1 below.

Table 1: Basic Information on the Procurement Process

1.1	Name of recipient	Federal Government of Nigeria (FGN)
1.2	Loan/Credit No.	Credit Number 5415-NG
1.3	Date of effectiveness	June 29, 2015
1.4	Closing date:	February 25, 2018
(a)	Original	February 25, 2018
(b)	Revised	N/A
1.5	Name of project	Pan African Materials Institute (PAMI)
1.6	Purchaser (or Employer)	PAMI, African University of Science and Technology (AUST)
(a)	Name	
(b)	Address	KM 10 Airport Road, Abuja, Nigeria
1.7	Name of contract	Supply and Installation of Laboratory Equipment for the Upgrade of Biomaterials Laboratory
1.8	Contract number (identification)	PAMI/06/2017/03
1.9	Contract description	Supply and Installation of Laboratory Equipment for the Upgrade of Biomaterials Laboratory
1.10	Cost estimate	USD93,750
1.11	Method of procurement	NCB



3.1 Bid submission deadline (a) Original date, time	June 23, 2017 (12:00 noon local time)
(b) Extension, if available	N/A
3.2 Bid opening date, time	June 23, 2017; 12:00 noon
3.3 Record of bid opening, date sent to Bank	N/A
3.4 Bid validity period days or weeks) (a) Originally specified	120 days
(b) Extensions, if any	N/A

1.3 Scope of Contract and Approximate Cost

The scope of the contract is the "Supply and Installation of Laboratory Equipment for the Upgrade of Biomaterials Laboratory" The approximate cost of the Contract is Ninety Three Thousand Seven Hundred and Fifty Thousand US Dollars Only (USD93,750.000) or its equivalent in Nigerian Naira.

2. BID INVITATION PROCESS

2.1 Advertisement and Other Pre Bid Activities

2.1.1 Specific Procurement Notice

The Specific Procurement Notice (SPN) was advertised in two Nigerian Newspapers viz The Guardian and Thisday Newspapers of May 31, 2017 (Appendix 5A, 5B).

2.1.2 Pre Bid Conference

There was no pre Bid Conference for Bidders. However, clarifications for the Upgrade of Biomaterials Laboratory was transmitted to all the Bidders before the deadline for submission. This was done essentially to ensure level playing field for all the bidders.

2.2 Submission of Bids

The deadline for submission of bids was on or before 12 noon, local time on June 23, 2017 in accordance with the date stated in Specific Procurement Notice (SPN). The 4 companies that purchased the bidding document completed and submitted

on time.

2.3 Bid Opening

The bid opening exercise commenced at 12 noon on Friday, June 23, 2017. All necessary measures were taken to ensure transparency. For instance, all bid documents were displayed (one after the other) for Bidders or their representatives to assess and ascertain their status. Also, basic evaluation instruments and information contained in each bid were disclosed and captured in a special form designed for that purpose. These included Name of Bidder; Bid Security; Alternative Offer; Bid Price; Bidder's Representative (Appendix 1). Also recorded was the attendance at the event (Appendix 2). Minutes of the Proceedings at the Bid Opening Event is attached as Appendix 3. Summary of Bid Prices as read out is presented in Table 2 below.

Table 2: Bid Prices Read Out

S/N	Name of Contract	Name of Bidder	Bid Price	Discount	Alternative Offer
1.	Supply and Installation of Laboratory Equipment for the Upgrade of Biomaterials Laboratory	Wintech Nigeria Limited	N79, 694,210.00	NO	NO
		Deux Project	N684,223,738.05	NO	NO
		Nigeria Laboratories Company	N374,420,165.00	NO	NO
		Chibek Instruments Limited	N190,573,056.26	NO	NO

3.0 BID EVALUATION COMMITTEE

The membership of the Committee composed of AUST staff is as follows:

- Professor Azikiwe Onwualu - Chairman
- Mr Morgan Leo - Procurement Specialist - Member
- Mr Tony Elechi - Lab Technologist - Member
- Mr Victor Tebite – Accounts - Member
- Mrs. Nsima Joseph E., Student Affairs - Secretary

The Committee's work benefitted immensely from the expertise and experience of members that provided oversight on the technical aspects of the evaluation process. They included:

- Dr. Zebaze Kana
- Dr. Shola Odusanya
- Prof. Wole Soboyejo

4.0 PRELIMINARY EXAMINATION OF BIDS

4.1 Legal, Validity, Bid Security, and Bid Completeness

The purpose of this exercise was to establish whether the bids received were complete as stated in the bidding documents before further detailed examination.

4.2 Commercial Responsiveness

Further to establishing responsiveness of the bids, they were examined to detect deviations that violate the commercial expectations spelt out in the bidding document.

4.2.1. Compliance with Commercial Requirements

Among the key commercial requirements in the bid process of which full compliance were expected are: Evidence of Registration with Corporate Affairs Commission (CAC) of Nigeria; Bid Security; Audited Balance Sheet; Completeness of Schedule; Letter of Manufacturer's Authorization; Joint Venture Agreement (JVCA); Fixed Bid Price; and Bid Validity Period. At this stage, Bidders that did not satisfy the requirements were marked for non responsiveness. Among the four (4) bidders, only Chibek Instruments Limited completed the "Completed Schedules Form". Others left out substantial number of equipment as can be verified from their bids. Therefore, the bids proposed by Wintech Nigeria Limited, Nigerian Laboratories Company, and Deux Project were unanimously adjudged incomplete and commercially non responsive. Table 3 below shows the outcome of the preliminary examination with respect to commercial requirements.

Table 3: Preliminary Examination of Bids (Abridged Version)

LOT 3: Equipment for the Upgrade of Biomaterials Laboratory

Bidder No	CAC	Bid Security	Audited Balance Sheet	Completeness of Schedule	Letter of Authorization	JVCA	Fixed Bid Price	Bid Validity Period	Commercial Responsiveness
1.	YES	YES	YES	NO	YES	N/A	YES	YES	NO
2.	YES	YES	YES	YES	YES	N/A	YES	YES	YES
3.	YES	YES	YES	YES	NO	N/A	YES	YES	NO
4.	YES	YES	YES	YES	YES	N/A	YES	YES	YES

* JVCA- Joint Venture Agreement

* CAC- Corporate Affairs Commission

Legend:

- 1 - Wintech Nigeria Limited
- 2 - Deux Project
- 3 - Nigeria Laboratories Company
- 4 - Chibek Instruments Limited

**5.0 FURTHER EVALUATION OF
SUBSTANTIALLY RESPONSIVE BIDS**

5.1 Arithmetic Check and Corrections

The two substantially responsive bids were subjected to thorough arithmetic checks to ascertain their arithmetic accuracy and make corrections where necessary. The exercise revealed that the two substantially responsive bids made arithmetic errors in their calculations. While the “Read Out Bid Price” tallied with the “Bid Price From Grand Summary” for all the bidders, the “Corrected Bid Price” that resulted from arithmetic corrections however revealed deviations for the two bidders. Hence, the bid prices were corrected to N651,949,033.35 and N181,910,644.61 for Deux Project Limited and Chibek Instruments Limited. Value Added Tax was deducted from the bid price for Deux Project limited, while Withholding Tax of 5% was deducted from the bid price submitted by Chibek Instruments Limited. Full detail of the analysis is presented in Table 4 below.

Table 4: Corrected/Discounted Bid Price

Bidder No.	Read Out Bid Price (N)	Bid Price from Grand Summary (N)	Correction (N)	Corrected Bid Price (N)	Unconditional Discount (%)	Corrected/ Discounted Price (N)
2	684,223,738.05	684,223,738.05	32,274,704.70	651,949,033.35	-	651,949,033.35
4	190,573,056.26	190,573,056.26	8,662,411.65	181,910,644.61	-	181,910,644.61

Legend

- 2- Deux Project
- 4- Chibek Instruments Limited

5.5 Commercial and Technical Terms and Conditions

The commercial terms and conditions of all the substantially responsive bids were further evaluated. Generally, there were no material deviations observed in the bids apart from the ones discovered during preliminary evaluation..

5.6 Lowest Evaluated Bid

Table 5: Ranking of Evaluated Bids

S/N	Bidder	Total Evaluated Bid Price	Ranking
1.	Deux Project	651,949,033.35	2 nd
4.	Chibek Instruments Limited	181,910,644.61	1 st

With reference to Table 5 above that shows the ranking among the substantially responsive bidders after all the necessary adjustments have been made, it is seen that Chibek Instruments Limited submitted the lowest bid.

Technical Evaluation of the Responsive Bids

After subjecting all the bidders to preliminary evaluation to determine their commercial responsiveness, it was observed that two bidders, namely Deux Project Limited and Chibek Instruments Limited were commercially responsive. However, for the purposes of due diligence with the ultimate objective of ensuring that bidders that were technically responsive were not eliminated due to their failure to meet the commercial requirements for the Contract, possibly due to minor reason(s), technical evaluation of the bids submitted by all the bidders was carried out by the Technical Team of the Bid Evaluation Committee to determine their technical responsiveness. As seen in the Technical Evaluation Sheet presented as **Appendix 4** in this report, one company (out of the four that submitted bids for LOT 3) viz Chibek Instruments Limited submitted technically responsive bid. Being that Wintech Nigeria Limited, Deux Project, and Nigerian Laboratories Company Limited failed the technical evaluation and thus did not meet the requisite technical conditions for this Contract, it is apparent that only Chibek Instruments Limited met both requirements (commercial and technical) for the award of this Contract. By implication, only Chibek Instruments Limited qualified for the Post-Qualification stage of the evaluation process.

6.0 POST QUALIFICATION OF THE LOWEST EVALUATED COMMERCIAL/TECHNICALLY RESPONSIVE BID (CHIBEK INSTRUMENTS LIMITED)

As required, the lowest evaluated bidder was subjected to post qualification test based precisely on the Evaluation and Qualification Criteria provided in the bidding document.. Below is the outcome of the exercise.

6.1 Eligibility

Under eligibility, the conditions were on the basis of Nationality, Conflict of Interest, Bank Ineligibility, Government Owned Entity and Ineligibility based on a UN Resolution or Borrower's Country Law The bidder met all the requirements in its submission.

6.2 History of Non-Performing Contracts

Accordingly, the requirements under these criteria include History of Non-Performing Contracts within the last three years; Failure to Sign Contract; and Pending Litigation. It was observed that the bidder did not err in any of the areas listed.

Leveraging the expertise of the Accounts Unit of AUST, the Committee carried out a thorough and comprehensive assessment of the Financial Situation of the bidder in terms of the prescribed conditions which include Financial Resources (Liquid Assets and Access to Lines of Credit) and Annual Turnover, with a view to determining the firm's capacity to successfully undertake the contract. The outcome of the process is enumerated below.

6.3 Financial Resources

Under Financial Resources, the bidder must demonstrate access to, or availability of financial resources such as liquid assets, unencumbered real assets, lines of credit, and other financial means, other than any contractual advance payments to meet the overall cash flow requirements for this contract and its current commitments. The key requirement was submission of audited balance sheet and income statement, and or document issued by a financial institution granting or guarantying the bidder access to line of credit of at least 25% of the its bid price to demonstrate the current soundness of the bidder's liquidity position and its capacity to successfully undertake the contract. The bidder submitted a one year Audited Balance Sheet and Income Statement that reports a liquid assets of N87,973,307.51 that meet the requirement of 25% of the bid price which was found to be N45,477,661.20 (i.e. 25% of N181,910,644.61). This appears to be a reasonable sound liquidity condition. However, no document was provided by the bidder to ascertain its access to lines of credit of at least 25% of its bid price.

A summary of these are shown in Table 6 below.

Table 6: Summary of Liquid Assets and Total Revenue of Chibek Instruments Limited

	(2016) N
Current Assets (CA)	199,071,227.86
Inventory	111,097,920.35
Total Revenue	365,604,903.03
Corrected Bid Price	181,910,644.61
Liquidity Assets (CA less Inventory)	87,973,307.51

6.4 Annual Turnover

The requirement for annual turnover of at least twice the bid price of the bidder is N363,821,289, calculated as corrected bid price multiple by 2. Based on the year 2016 Audited Income Statement presented by the bidder, it shows an annual turnover of N365,604,903.03 which met and surpassed the requirement of an annual turnover of at least twice the bid price.

6.5 Experience

It was stated in the Qualification Criteria under the Special Instructions to Tenderers that "Tenderers shall have a minimum of 10 years of overall experience in the supply of goods and related services". It was also stated that the "Tenderer shall have a minimum of of 7 years of specific experience in the supply of similar goods and related services. From the bid proposed by Chibek Instruments Limited, it is seen that the Company has met and also surpassed the requirements. For example, the Company has within the last five years successfully completed contracts that are similar to the one we are offering in terms of physical size, complexity, methodology, technology, scope and value.

6.6 Summary of Post Qualification of Commercial/ Technical Bidder

In view of the evaluation criteria applied at the post qualification stage, it is seen that Chibek Investments Limited substantially satisfied the requirements listed in the bidding document as well as those stated in the SPN for the Contract. Therefore, the committee adjudged this bidder as possessing the required capacity necessary for the successful execution of the project. Furthermore, as mentioed under the Special Instructions to Tenderers that "Manufacturer's Authorization Letter is required for all items that the Tenderer does not manufacture or produce and the bid price exceeds Thirty Thousand US Dollars (USD30,000), Chibek Instruments Limited submitted two copies of Manufacturer's Authorization as a distributor of the required microscopes and other equipment which cost exceeded Thirty Thousand US Dollars (USD30,000.00)

7. RECOMMENDATIONS

Going by the steps taken in assessing all the companies that submitted bids in respect of LOT3 as narrated above, it is seen that Chibek Instruments Limited was the most technically and commercially responsive of all the bidders. In view of the above, it is the Committee's recommendation that the Contract for the "Supply and Installation of Laboratory Equipment for the Upgrade of Biomaterials Laboratory" be awarded to Chibek Instruments Limited at the Corrected Bid Price of **One Hundred and Eighty One Million Nine Hundred and Ten Thousand Six Hundred and Forty Four Naira Sixty One Kobo Only (181,910,644.61).**

ENDORSEMENT BY MEMBERS OF THE BID EVALUATION COMMITTEE

- Professor Azikiwe Onwualu

AAO al. 24/8/17

- Mr Morgan Leo

LM Leo 24/8/2017

- Mr Tony Elechi

TE 24/8/2017

- Mr Victor Tebite

VT 24/08/2017

- Mrs. Nsima Joseph E.

NJE 24/08/2017



**AFRICA CENTRES OF EXCELLENCE (ACE)
PROJECT**

**PAN AFRICAN MATERIALS INSTITUTE
(PAMI)**

► BID EVALUATION REPORT ◄ ◄

for the

**SUPPLY AND INSTALLATION OF LABORATORY EQUIPMENT FOR
THE UPGRADE OF MULTIFUNCTIONAL LABORATORY
at African University of Science and Technology, Abuja
NCB NO: PAMI/06/2017/02 (LOT 2)**

August 2017

1. INTRODUCTION

1.1 General

The Pan African Materials Institute (PAMI) Project hosted by the African University of Science and Technology (AUST), Abuja has received funding from the World Bank under the Bank's Africa Centres of Excellence Project (ACEs) in the amount of Eight Million Dollars (USD8M) and is using part of the proceeds of the grant to cover eligible payments under the contract for the "Supply and Installation of Laboratory Equipment for the Upgrade of Multifunctional Laboratory" to AUST. Bidding was open to eligible Bidders across the country.

1.2 Identification and Bidding Process

The basic information on the procurement process leading to the contract for the "Supply and Installation of Laboratory Equipment for the Upgrade of Multifunctional Laboratory" is contained in Table 1 below.

Table 1: Basic Information on the Procurement Process

1.1	Name of recipient	Federal Government of Nigeria (FGN)
1.2	Loan/Credit No.	Credit Number 5415-NG
1.3	Date of effectiveness	June 29, 2015
1.4	Closing date:	February 25, 2018
(a)	Original	February 25, 2018
(b)	Revised	N/A
1.5	Name of project	Pan African Materials Institute (PAMI)
1.6	Purchaser (or Employer)	PAMI, African University of Science and Technology (AUST)
(a)	Name	
(b)	Address	KM 10 Airport Road, Abuja, Nigeria
1.7	Name of contract	Supply and Installation of Laboratory Equipment for the Upgrade of Multifunctional Laboratory
1.8	Contract number (identification)	PAMI/06/2017/02
1.9	Contract description	Supply and Installation of Laboratory Equipment for the Upgrade of Multifunctional Laboratory
1.10	Cost estimate	USD93,750
1.11	Method of procurement	NCB

1.12	Prior review required	N/A
1.13	Domestic preference allowed	N/A
1.14	Regional preference allowed	N/A
1.15	Fixed price contract	Yes
1.16	Co-financing, if any:	N/A
(a)	Agency name	
(b)	Percent financed by agency	

Bidding Process

2.1	General Procurement Notice first issue date	N/A
2.2	Pre qualification, if required	
(a)	Number of firms pre qualified	N/A
(b)	Date of Bank's no objection	N/A
2.3	Specific Procurement Notice	
(a)	Names of national newspapers	The Guardian Newspaper; Thisday Newspaper
(b)	Issue date	May 31, 2017
(c)	Name of international publication	N/A
(d)	Issue date	N/A
(e)	Address of the website(s)	pami.aust.edu.ng
(f)	Issue date	May 31, 2017
2.4	Standard Bidding Document	
(a)	Title, publication date	(a) Standard Bidding Document for the Procurement Goods, Bureau of Public Procurement, Federal Republic of Nigeria (May, 2011)
(b)	Date of bank's no-objection	(b) N/A
(c)	Date of issue to bidders	June 23, 2017
2.5	Number of firms issued documents	7
2.6	Amendments to document, if any	N/A
(a)	List all issue dates	1.----- 2.-----, 3.-----
(b)	Date(s) of Bank's no objection	1.----- 2----- 3-----
2.7	Date of pre bid conference, if any	N/A
2.8	Date minutes of conference was sent to	N/A

~~Contract and Appendix~~
~~scope of the contract is the Supply and Installation of~~
Laboratory Equipment for the upgrade of Multifunctional
Laboratory. The approximate cost of the Contract is Ninety
Three Thousand Seven Hundred and Fifty Dollars Only
(N93,750.00) or its equivalent in Nigerian Naira.

2. BID INVITATION PROCESS

2.1 Advertisement and Other Pre Bid Activities

2.1.1 Specific Procurement Notice

The Specific Procurement Notice (SPN) was advertised in two Nigerian Newspapers viz The Guardian and Thisday Newspapers of May 31, 2017 (Appendix 5A, 5B).

2.1.2 Pre Bid Conference

There was no pre Bid Conference for Bidders. However, clarifications on Equipment for the upgrade of multifunctional laboratory was transmitted to all the Bidders before the deadline for submission. This was done essentially to ensure level playing field for all the bidders.

2.2 Submission of Bids

The deadline for submission of bids was on or before 12

noon, local time on June 23, 2017 in accordance with the date stated in Specific Procurement Notice (SPN). Out of the 7 companies that purchased the bidding document, 5 companies completed and submitted on time. One case of late submission (which was rejected) was recorded.

2.3 Bid Opening

The bid opening exercise commenced at 12 noon on Friday, June 23, 2017. All measures were taken to ensure transparency. For instance, all bid documents were displayed (one after the other) for Bidders or their representatives to assess and ascertain their status. Also, basic evaluation instruments and information contained in each bid were disclosed and captured in a special form designed for that purpose. These included Name of Bidder; Bid Security; Alternative Offer; Bid Price; Bidder's Representative (Appendix 1). Also recorded was the attendance at the event (Appendix 2). Minutes of the Proceedings at the Bid Opening Event is attached as Appendix 3. Summary of Bid Prices as read out is presented in Table 2 below.

Table 2: Bid Prices Read Out

S/N	Name of Contract	Name of Bidder	Bid Price	Discount	Alternative Offer
1.	Supply and Installation of Laboratory Equipment for the Upgrade of Multifunctional Laboratory	Wintech Nigeria Limited	N72, 959,003.00	NO	NO
		Nigeria Laboratories Company	N66,076,712.00	NO	NO
		Deux Project	N32,852,081.60	NO	NO
		Chibek Instruments Limited	N98,818,318.21	NO	NO
		AT & S Investments Limited	N97,945,913.00	NO	NO

3.0 BID EVALUATION COMMITTEE

The membership of the Committee composed of AUST staff is as follows:

- Professor Azikiwe Onwualu - Chairman
- Mr Morgan Leo - Procurement Specialist - Member
- Mr Tony Elechi - Lab Technologist - Member
- Mr Victor Tebite – Accounts - Member

- Mrs. Nsima Joseph E., Student Affairs - Secretary

The Committee's work benefitted immensely from the expertise and experience of members that provided oversight on the technical aspects of the evaluation process. They included:

- Dr. Zebaze Kana
- Dr. Shola Odusanya
- Prof. Wole Soboyejo

4.0 PRELIMINARY EXAMINATION OF BIDS

4.1 Legal, Validity, Bid Security, and Bid Completeness

The purpose of this exercise was to establish whether the bids received were complete as stated in the bidding documents before further detailed examination.

4.2 Commercial Responsiveness

Further to establishing responsiveness of the bids, they were examined to detect deviations that violate the commercial expectations spelt out in the bidding document.

4.2.1. Compliance with Commercial Requirements

Among the key commercial requirements in the bid process of which full compliance were expected are: Evidence of Registration with Corporate Affairs Commission (CAC) of Nigeria; Bid Security; Audited Balance Sheet; Completeness of Schedule; Letter of Manufacturer's Authorization; Joint Venture Agreement (JVCA); Fixed Bid Price; and Bid Validity Period. At this stage, Bidders that did not satisfy the requirements were marked for non responsiveness. Among the five (5) bidders, only Chibek Instruments Limited completed the "Completed Schedules Form". Others left out substantial number of equipment as can be verified from their bids. Therefore, the bids proposed by Wintech Nigeria Limited, Nigerian Laboratories Company, Deux Project, and AT & S Investments Limited were unanimously adjudged incomplete and commercially non responsive. Table 3 below shows the outcome of the preliminary examination with respect to commercial requirements.

Table 3: Preliminary Examination of Bids (Abridged Version)

LOT 2: Equipment for the Upgrade of Multifunctional Laboratory

Bidder No	CAC	Bid Security	Audited Balance Sheet	Completeness of Schedule	Letter of Authorization	JVCA	Fixed Bid Price	Bid Validity Period	Commercial Responsiveness
1.	YES	YES	YES	NO	YES	N/A	YES	YES	NO
2.	YES	YES	YES	NO	NO	N/A	YES	NO	NO
3.	YES	YES	YES	NO	YES	N/A	YES	YES	NO
4.	YES	YES	YES	YES	YES	N/A	YES	NO	YES
5.	YES	YES	YES	NO	YES	N/A	YES	YES	NO

* JVCA- Joint Venture Agreement

* CAC- Corporate Affairs Commission

Legend:

- 1 - Wintech Nigeria Limited
- 2 - Nigerian Laboratories Company
- 3 - Deux Project
- 4 - Chibek Instruments Limited
- 5 - AT & S Investments Limited

**5.0 FURTHER EVALUATION OF
SUBSTANTIALLY RESPONSIVE BID**

5.1 Arithmetic Check and Corrections

The only substantially responsive bid proposed by Chibek Instruments Limited was subjected to thorough arithmetic checks to ascertain their arithmetic accuracy and make corrections where necessary. The exercise revealed that the only substantially responsive bid made arithmetic errors in its calculations. While the “Read Out Bid Price” tallied with the “Bid Price From Grand Summary” for the bidder, the “Corrected Bid Price” that resulted from arithmetic corrections however revealed deviations for the bidder. Hence, the bid price was corrected to N94,122,684.01 for Chibek Instruments Limited. To clarify, Withholding Tax of 5% which the Company added to its bid price was deducted from the company's submission. Full detail of the analysis is presented in Table 4 below.

Table 4: Corrected/Discounted Bid Price

Bidder No.	Read Out Bid Price (N)	Bid Price from Grand Summary (N)	Correction (N)	Corrected Bid Price (N)	Unconditional Discount (%)	Corrected/ Discounted Price (N)
4	98,818,318.21	98,818,318.21	4,705 634.20	94,122,684.01	-	94,122,684.01

Legend

4- Chibek Instruments Limited

5.5 Commercial and Technical Terms and Conditions

The commercial terms and conditions of all the substantially responsive bids were further evaluated. Generally, there were no material deviations observed in the bids apart from the ones discovered during preliminary evaluation.

5.6 Lowest Evaluated Responsive Bid

Table 5: Ranking of Evaluated Bids

S/N	Bidder	Total Evaluated Bid Price	Ranking
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1.	Chibek Instruments Limited	94,122,684.01	1 st
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With reference to Table 5 above that shows the ranking among the substantially responsive bidders after all the necessary adjustments have been made, it is seen that Chibek Instruments Limited was the only commercially responsive bid..

Technical Evaluation of the Responsive Bids

After subjecting all the bidders to preliminary evaluation to determine their commercial responsiveness, it was observed that only Chibek Instruments Limited was commercially responsive. However, for the purposes of due diligence with the ultimate objective of ensuring that bidders that were technically responsive were not eliminated due to their failure to meet the commercial requirements for the Contract, possibly due to minor reason(s), technical evaluation of the bids submitted by all the bidders was carried out by the Technical Team of the Bid Evaluation Committee to determine their technical responsiveness. As seen in the Technical Evaluation Sheet presented as **Appendix 4** in this report, one company (out of the five that submitted bids for LOT 2) viz Chibek Instruments Limited submitted technically responsive bid. Being that Wintech Nigeria Limited, Nigerian Laboratories Company, Deux Project, and AT & S Investments Limited failed the preliminary evaluation and thus did not meet the requisite commercial conditions for this Contract as seen in the results of the "Preliminary Examination of Submitted Bids (Lot 2)" in Table 3 above, it is apparent that only Chibek Instruments Limited met both requirements (commercial and technical) for the award of this Contract. By implication, only Chibek Instruments Limited qualified for the Post-Qualification stage of the evaluation process.

6.0 POST QUALIFICATION OF THE LOWEST EVALUATED COMMERCIAL/TECHNICALLY RESPONSIVE BID (CHIBEK INSTRUMENTS LIMITED)

As required, the lowest evaluated bidder was subjected to post qualification test based precisely on the Evaluation and Qualification Criteria provided in the bidding document.. Below is the outcome of the exercise.

6.1 Eligibility

Under eligibility, the conditions were on the basis of Nationality, Conflict of Interest, Bank Ineligibility, Government Owned Entity and

Ineligibility based on a UN Resolution or Borrower's Country Law The bidder met all the requirements in its submission.

6.2 History of Non-Performing Contracts

Accordingly, the requirements under these criteria include History of Non-Performing Contracts within the last three years; Failure to Sign Contract; and Pending Litigation. It was observed that the bidder did not err in any of the areas listed.

Leveraging the expertise of the Accounts Unit of AUST, the Committee carried out a thorough and comprehensive assessment of the Financial Situation of the bidder in terms of the prescribed conditions which include Financial Resources (Liquid Assets and Access to Lines of Credit) and Annual Turnover, with a view to determining the firm's capacity to successfully undertake the contract. The outcome of the process is enumerated below.

6.3 Financial Resources

Under Financial Resources, the bidder must demonstrate access to, or availability of financial resources such as liquid assets, unencumbered real assets, lines of credit, and other financial means, other than any contractual advance payments to meet the overall cash flow requirements for this contract and its current commitments. The key requirement was submission of audited balance sheet and income statement, and or document issued by a financial institution granting or guarantying the bidder access to line of credit of at least 25% of the its bid price to demonstrate the current soundness of the bidder's liquidity position and its capacity to successfully undertake the contract. The bidder submitted a one year Audited Balance Sheet and Income Statement that reports a liquid assets of N87,973,307.51 that meet the requirement of 25% of the bid price which was found to be N23,530,671 (i.e. 25% of N94,122,684.01). This appears to be a reasonable sound liquidity condition. However, no document was provided by the bidder to ascertain its access to lines of credit of at least 25% of its bid price.

A summary of these are shown in Table 6 below.

Table 6: Summary of Liquid Assets and Total Revenue of Chibek Instruments Limited

	(2016) N
Current Assets (CA)	199,071,227.86
Inventory	111,097,920.35
Total Revenue	365,604,903.03
Corrected Bid Price	94,122,684.01

6.4 Annual Turnover

The requirement for annual turnover of at least twice the bid price of the bidder is N188,245,368, calculated as corrected bid price multiple by 2. Based on the year 2016 Audited Income Statement presented by the bidder, it shows an annual turnover of N365,604,903.03 which met and surpassed the requirement of an annual turnover of at least twice the bid price.

6.5 Experience

It was stated in the Qualification Criteria under the Special Instructions to Tenderers that "Tenderers shall have a minimum of 10 years of overall experience in the supply of goods and related services". It was also stated that the "Tenderer shall have a minimum of 7 years of specific experience in the supply of similar goods and related services. From the bid proposed by Chibek Instruments Limited, it is seen that the Company has met and also surpassed the requirements. For example, the Company has within the last five years successfully completed contracts that are similar to the one we are offering in terms of physical size, complexity, methodology, technology, scope and value.

6.6 Summary of Post Qualification of Commercial/ Technical Bidder

In view of the evaluation criteria applied at the post qualification stage, it is seen that Chibek Investments Limited substantially satisfied the requirements listed in the bidding document as well as those stated in the SPN for the Contract. Therefore, the committee adjudged this bidder as possessing the required capacity necessary for the successful execution of the project. Furthermore, as mentioned under the Special Instructions to Tenderers that "Manufacturer's Authorization Letter is required for all items that the Tenderer does not manufacture or produce and the bid price exceeds Thirty Thousand US Dollars (USD30,000), Chibek Instruments Limited submitted Manufacturer's Authorization as a distributor of the Jaw Crushers BB 50, BB 300, BB 500 XL which cost per item may not necessarily exceed Thirty Thousand US Dollars (USD30,000.00).

7. RECOMMENDATIONS

Going by the steps taken in assessing all the companies that submitted bids in respect of LOT2 as narrated above, it is seen that Chibek Instruments Limited was the most technically and commercially responsive of all the bidders. In view of the above, it is the Committee's recommendation that the Contract for the "Supply and Installation of

Laboratory Equipment for the Upgrade of Multifunctional Laboratory”
be awarded to Chibek Instruments Limited at the Corrected Bid Price of
**Ninety Four Million One Hundred and Twenty Two Thousand Six
Hundred and Eighty Four Naira Only (94,122,684.01)**

ENDORSEMENT BY MEMBERS OF THE BID EVALUATION COMMITTEE

- Professor Azikiwe Onwualu *AAO 24/8/17*
- Mr Morgan Leo *Zemle 24/8/2017*
- Mr Tony Elechi *TE 24/8/2017*
- Mr Victor Tebite *VT 24/08/2017*
- Mrs. Nsima Joseph E. *NJS 24/08/2017*



**AFRICA CENTRES OF EXCELLENCE (ACE)
PROJECT**

**PAN AFRICAN MATERIALS INSTITUTE
(PAMI)**

► BID EVALUATION REPORT ◀◀

for the

**SUPPLY AND INSTALLATION OF X-RAY DIFFRACTION (XRD)
EQUIPMENT AND 20KVA ONLINE UPS
at African University of Science and Technology, Abuja
NCB NO: PAMI/06/2017/01 (LOT 1)**

August 2017

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1. INTRODUCTION

1.1 General

The Pan African Materials Institute (PAMI) Project hosted by the African University of Science and Technology (AUST), Abuja has received funding from the World Bank under the Bank's Africa Centres of Excellence Project (ACEs) in the amount of Eight Million Dollars (USD8M) and is using part of the proceeds of the grant to cover eligible payments under the contract for the "Supply and Installation of X-Ray Diffraction (XRD) Equipment and 20KVA Online UPS" to AUST. Bidding was open to eligible Bidders across the country.

1.2 Identification and Bidding Process

The basic information on the procurement process leading to the contract for the "Supply and Installation of X-Ray Diffraction (XRD) Equipment and 20KVA Online UPS" is contained in Table 1 below.

Table 1: Basic Information on the Procurement Process

1.1	Name of recipient	Federal Government of Nigeria (FGN)
1.2	Loan/Credit No.	Credit Number 5415-NG
1.3	Date of effectiveness	June 29, 2015
1.4	Closing date:	February 25, 2018
(a)	Original	February 25, 2018
(b)	Revised	N/A
1.5	Name of project	Pan African Materials Institute (PAMI)
1.6	Purchaser (or Employer)	PAMI, African University of Science and Technology (AUST)
(a)	Name	
(b)	Address	KM 10 Airport Road, Abuja, Nigeria
1.7	Name of contract	Supply and Installation of X-Ray Diffraction (XRD) Equipment and 20KVA Online UPS
1.8	Contract number (identification)	PAMI/06/2017/01
1.9	Contract description	Supply and Installation of Laboratory Equipment and 20KVA Online UPS
1.10	Cost estimate	USD300,000
1.11	Method of procurement	NCB

1.12	Prior review required	N/A
1.13	Domestic preference allowed	N/A
1.14	Regional preference allowed	N/A
1.15	Fixed price contract	Yes
1.16	Co-financing, if any:	N/A
(a)	Agency name	
(b)	Percent financed by agency	
Bidding Process		
2.1	General Procurement Notice first issue date	N/A
2.2	Pre qualification, if required	
(a)	Number of firms pre qualified	N/A
(b)	Date of Bank's no objection	N/A
2.3	Specific Procurement Notice	
(a)	Names of national newspapers	The Guardian Newspaper; Thisday Newspaper
(b)	Issue date	May 31, 2017
(c)	Name of international publication	N/A
(d)	Issue date	N/A
(e)	Address of the website(s)	pami.aust.edu.ng
(f)	Issue date	May 31, 2017
2.4	Standard Bidding Document	
(a)	Title, publication date	(a) Standard Bidding Document for the Procurement Goods, Bureau of Public Procurement, Federal Republic of Nigeria (May, 2011)
(b)	Date of bank's no-objection	(b) N/A
(c)	Date of issue to bidders	June 23, 2017
2.5	Number of firms issued documents	7
2.6	Amendments to document, if any	N/A
(a)	List all issue dates	1.----- 2.-----, 3.-----
(b)	Date(s) of Bank's no objection	1.----- 2----- 3-----
2.7	Date of pre bid conference, if any	N/A
2.8	Date minutes of conference was sent to bidders and Bank	N/A
3		

3.1 Bid submission deadline (a) Original date, time	June 23, 2017 (12:00 noon local time)
(b) Extension, if available	N/A
3.2 Bid opening date, time	June 23, 2017; 12:00 noon
3.3 Record of bid opening, date sent to Bank	N/A
3.4 Bid validity period days or weeks) (a) Originally specified	120 days
(b) Extensions, if any	N/A

1.3 Scope of Contract and Approximate Cost

The scope of the contract is the Supply and Installation of X-Ray Diffraction Equipment and 20KVA Online UPS.. The approximate cost of the Contract is Three Hundred Thousand Naira Only (USD300,000.00) or its equivalent in Nigerian Naira.

2. BID INVITATION PROCESS

2.1 Advertisement and Other Pre Bid Activities

2.1.1 Specific Procurement Notice

The Specific Procurement Notice (SPN) was advertised in two Nigerian Newspapers viz The Guardian and Thisday Newspapers of May 31, 2017 (Appendix 5A, 5B).

2.1.2 Pre Bid Conference

There was no pre Bid Conference for Bidders. However, clarifications on X-Ray Diffraction Equipment (XRD) was transmitted to all the Bidders before the deadline for submission. This was done essentially to ensure level playing field for all the bidders.

2.2 Submission of Bids

The deadline for submission of bids was on or before 12 noon, local time on June 23, 2017 in accordance with the date stated in Specific Procurement Notice (SPN). Out of the 7 companies that purchased the bidding document, 5 companies

completed and submitted on time. One case of late submission (which was rejected) was recorded.

2.3 Bid Opening

The bid opening exercise commenced at 12 noon on Friday, June 23, 2017. All measures were taken to ensure transparency. For instance, all bid documents were displayed (one after the other) for Bidders or their representatives to assess and ascertain their status. Also, basic evaluation instruments and information contained in each bid were disclosed and captured in a special form designed for that purpose. These included Name of Bidder; Bid Security; Alternative Offer; Bid Price; Bidder's Representative (Appendix 1). Also recorded was the attendance at the event (Appendix 2). Minutes of the Proceedings at the Bid Opening Event is attached as Appendix 3. Summary of Bid Prices as read out is presented in Table 2 below.

Table 2: Bid Prices Read Out

S/N	Name of Contract	Name of Bidder	Bid Price	Discount	Alternative Offer
1.	Supply and Installation of X-Ray Diffraction Equipment and 20KVA Online UPS	Wintech Nigeria Limited	N92, 263,000.00	NO	NO
		Katchey Company Limited	N376,201,656.06	NO	NO
		Deux Project	N122,112,000.00	NO	NO
		Solid Wealth Development Company Limited	\$288,000.00	NO	NO
		Chibek Instruments Limited	N99,963,765.32	NO	NO

3.0 BID EVALUATION COMMITTEE

The membership of the Committee composed of AUST staff is as follows:

- Professor Azikiwe Onwualu - Chairman
- Mr Morgan Leo - Procurement Specialist - Member
- Mr Tony Elechi - Lab Technologist - Member
- Mr Victor Tebite – Accounts - Member
- Mrs. Nsima Joseph E., Student Affairs - Secretary

The Committee's work benefitted immensely from the expertise and experience of members that provided oversight on the technical aspects of the evaluation process. They included:

- Dr. Zebaze Kana
- Dr. Shola Odusanya
- Prof. Wole Soboyejo

4.0 PRELIMINARY EXAMINATION OF BIDS

4.1 Legal, Validity, Bid Security, and Bid Completeness

The purpose of this exercise was to establish whether the bids received were complete as stated in the bidding documents before further detailed examination.

4.2 Commercial Responsiveness

Further to establishing responsiveness of the bids, they were examined to detect deviations that violate the commercial expectations spelt out in the bidding document.

4.2.1. Compliance with Commercial Requirements

Among the key commercial requirements in the bid process of which full compliance were expected are: Evidence of Registration with Corporate Affairs Commission (CAC) of Nigeria; Bid Security; Audited Balance Sheet; Completeness of Schedule; Letter of Manufacturer's Authorization; Joint Venture Agreement (JVCA); Fixed Bid Price; and Bid Validity Period. At this stage, Bidders that did not satisfy the requirements were marked for non responsiveness. For example, Katchey Company Limited offered a validity period of 90 days against what was required in the bidding document. Furthermore, the Company failed to complete the "Completed Schedules Form". Similarly, Solid Wealth Development Company Limited submitted Manager's Cheque in place of Bid Security. This of course was rejected by the Committee. Therefore, the bids proposed by Katchey Company Limited and Solid Wealth Development Company Limited were unanimously adjudged incomplete and commercially non responsive. Table 3 below shows the outcome of the preliminary examination with respect to commercial requirements.

Table 3: Preliminary Examination of Bids (Abridged Version)

LOT 1: X-Ray Diffraction Equipment and 20KVA Online UPS

Bidder No	CAC	Bid Security	Audited Balance Sheet	Completeness of Schedule	Letter of Authorization	JVCA	Fixed Bid Price	Bid Validity Period	Commercial Responsiveness
1.	YES	YES	YES	YES	YES	N/A	YES	YES	YES
2.	YES	NO	YES	YES	YES	N/A	YES	NO	NO
3.	YES	YES	YES	YES	YES	N/A	YES	YES	YES
4.	YES	NO	YES	YES	YES	N/A	YES	NO	NO
5.	YES	YES	YES	YES	YES	N/A	YES	YES	YES

* JVCA- Joint Venture Agreement

* CAC- Corporate Affairs Commission

Legend:

- 1 - Wintech Nigeria Limited
- 2 - Katchey Company Limited
- 3 - Deux Project
- 4 - Solid Wealth Development Company Limited
- 5 - Chibek Instruments Limited

**5.0 FURTHER EVALUATION OF
SUBSTANTIALLY RESPONSIVE BIDS**

5.1 Arithmetic Check and Corrections

The three substantially responsive bids were subjected to thorough arithmetic checks to ascertain their arithmetic accuracy and make corrections where necessary. The exercise revealed that all the three substantially responsive bids made arithmetic errors in their calculations. While the "Read Out Bid Price" tallied with the "Bid Price From Grand Summary" for all the bidders, the "Corrected Bid Price" that resulted from arithmetic corrections however revealed deviations for the three bidders. Hence, the bid prices were corrected to N87,869,523.80, N116,332,000 , and N93,938,312.78 for Wintech Nigeria Limited, Chibek Instruments Limited and Deux Project Limited respectively. Value added taxes were deducted in each bid price except for Chibek Instruments limited that added Withholding Tax of 5% which was deducted from the company's submission. Full detail of the analysis is presented in Table 4 below.

Table 4: Corrected/Discounted Bid Price

Bidder No.	Read Out Bid Price (N)	Bid Price from Grand Summary (N)	Correction (N)	Corrected Bid Price (N)	Unconditional Discount (%)	Corrected/Discounted Price (N)
1	92,263,000	92,263,000	4,393,476.20	87,869,523.80	-	87,869,523.80
3	122,112,000	122,112,000	5,760,000	116,332,000	-	116,332,000
5	99,963,765.32	99,963,765.32	6,025,452.54	93,938,312.78	-	93,938,312.78

Legend

- 1- Wintech Nigeria Limited
- 3- Deux Project
- 5- Chibek Instruments Limited

5.5 Commercial and Technical Terms and Conditions

The commercial terms and conditions of all the substantially responsive bids were further evaluated. Generally, there were no material deviations observed in the bids apart from the ones discovered during preliminary evaluation..

5.6 Lowest Evaluated Bid

Table 5: Ranking of Evaluated Bids

S/N	Bidder	Total Evaluated Bid Price	Ranking
1.	Wintech Nigeria Limited	87,869,523.80	1 st
2.	Chibek Instruments Limited	93,938,312.78	2 nd
3.	Deux Project	116,332,000	3 rd

With reference to Table 5 above that shows the ranking among the substantially responsive bidders after all the necessary adjustments have been made, it is seen that Wintech Nigeria Limited submitted the lowest bid.

Technical Evaluation of the Responsive Bids

After subjecting all the bidders to preliminary evaluation to determine their commercial responsiveness, it was observed that three bidders, namely Wintech Nigeria Limited; Deux Project Limited; and Chibek Instruments Limited were commercially responsive. However, for the purposes of due diligence with the ultimate objective of ensuring that bidders that were technically responsive were not eliminated due to their failure to meet the commercial requirements for the Contract, possibly due to minor reason(s), technical evaluation of the bids submitted by all the bidders was carried out by the Technical Team of the Bid Evaluation Committee to determine their technical responsiveness. As seen in the Technical Evaluation Sheet presented as **Appendix 4** in this report, two companies (out of the five that submitted bids for LOT 1) viz Chibek Instruments Limited and Solid Wealth Development Company Limited submitted technically responsive bids. Being that Solid Wealth Development Company Limited failed the preliminary evaluation and thus did not meet the requisite commercial conditions for this Contract as seen in the results of the "Preliminary Examination of Submitted Bids (Lot 1)" in Table 3 above, it is apparent that only Chibek Instruments Limited met both requirements (commercial and technical) for the award of this Contract. By implication, only Chibek Instruments Limited qualified for the Post-Qualification stage of the evaluation process.

**6.0 POST QUALIFICATION OF THE
LOWEST EVALUATED COMMERCIAL/TECHNICALLY RESPONSIVE BID
(CHIBEK INSTRUMENTS LIMITED)**

As required, the lowest evaluated bidder was subjected to post qualification test based precisely on the Evaluation and Qualification Criteria provided in the bidding document.. Below is the outcome of the exercise.

6.1 Eligibility

Under eligibility, the conditions were on the basis of Nationality, Conflict of Interest, Bank Ineligibility, Government Owned Entity and Ineligibility based on a UN Resolution or Borrower's Country Law The bidder met all the requirements in its submission.

6.2 History of Non-Performing Contracts

Accordingly, the requirements under these criteria include History of Non-Performing Contracts within the last three years; Failure to Sign Contract; and Pending Litigation. It was observed that the bidder did not err in any of the areas listed.

Leveraging the expertise of the Accounts Unit of AUST, the Committee carried out a thorough and comprehensive assessment of the Financial Situation of the bidder in terms of the prescribed conditions which include Financial Resources (Liquid Assets and Access to Lines of Credit) and Annual Turnover, with a view to determining the firm's capacity to successfully undertake the contract. The outcome of the process is enumerated below.

6.3 Financial Resources

Under Financial Resources, the bidder must demonstrate access to, or availability of financial resources such as liquid assets, unencumbered real assets, lines of credit, and other financial means, other than any contractual advance payments to meet the overall cash flow requirements for this contract and its current commitments. The key requirement was submission of audited balance sheet and income statement, and or document issued by a financial institution granting or guarantying the bidder access to line of credit of at least 25% of the its bid price to demonstrate the current soundness of the bidder's liquidity position and its capacity to successfully undertake the contract. The bidder submitted a one year Audited Balance Sheet and Income Statement that reports a liquid assets of N87,973,307.51 that meet the requirement of 25% of the bid price which was found to be N23,484,578.20 (i.e. 25% of N93,938,312.78). This appears to be a reasonable sound liquidity

condition. However, no document was provided by the bidder to ascertain its access to lines of credit of at least 25% of its bid price.

A summary of these are shown in Table 6 below.

Table 6: Summary of Liquid Assets and Total Revenue of Chibek Instruments Limited

	(2016) N
Current Assets (CA)	199,071,227.86
Inventory	111,097,920.35
Total Revenue	365,604,903.03
Corrected Bid Price	93,938,312.78
Liquidity Assets (CA less Inventory)	87,973,307.51

6.4 Annual Turnover

The requirement for annual turnover of at least twice the bid price of the bidder is N187,876,625.56, calculated as corrected bid price multiple by 2. Based on the year 2016 Audited Income Statement presented by the bidder, it shows an annual turnover of N365,604,903.03 which met and surpassed the requirement of an annual turnover of at least twice the bid price.

6.5 Experience

It was stated in the Qualification Criteria under the Special Instructions to Tenderers that “Tenderers shall have a minimum of 10 years of overall experience in the supply of goods and related services”. It was also stated that the “Tenderer shall have a minimum of of 7 years of specific experience in the supply of similar goods and related services. From the bid proposed by Chibek Instruments Limited, it is seen that the Company has met and also surpassed the requirements. For example, the Company has within the last five years successfully completed contracts that are similar to the one we are offering in terms of physical size, complexity, methodology, technology, scope and value.

6.6 Summary of Post Qualification of Commercial/ Technical Bidder

In view of the evaluation criteria applied at the post qualification stage, it is seen that Chibek Investments Limited substantially satisfied the requirements listed in the bidding document as well as those stated in the SPN for the Contract. Therefore, the committee adjudged this bidder as possessing the required capacity necessary for the successful execution of the project. Furthermore, as mentioed under the Special Instructions to Tenderers that “Manufacturer's Authorization Letter is required for all