**EXECUTIVE** **COMBINED TECHNICAL & COMMERCIAL EVALUATION AND RECOMMENDATION (BAFO 01)**

**Asset Tagging & QR Coding Project at MASAR Destination**

**UAQ-RFP-PROJ-24015**



**UMM AL QURA FOR DEVELOPMENT & CONSTRUCTION COMPANY**

**October 2024**

|  |  |  |
| --- | --- | --- |
| Revision | Date | Description |
| 00 | 30 September 2024 | First Issue: Executive Report Combined Technical & Commercial Evaluation and Recommendation Report for **Asset Tagging & QR Coding Project at MASAR Destination** |
| 00 | 22 October 2024 | Second Issue (BAFO-01): Executive Report Combined Technical & Commercial Evaluation and Recommendation Report for **Asset Tagging & QR Coding Project at MASAR Destination** |

|  |  |  |
| --- | --- | --- |
| **Document Number:** |  | |
| **MORGANTI** | | |
| **Name** | **Signature** | **Date** |
| **Originator:** | | |
| **Mohsin Ali Mohammed**  Procurement Manager |  |  |
| **Reviewed by:** | | |
| **Sultan Ahmad Nakouzi** Head of Asset Management |  |  |
| **Authorized for Issue by:** | | |
| **Eng. Ahmed Madani**  Project Director |  |  |

|  |  |  |
| --- | --- | --- |
| **UAQ** | | |
| **Name** | **Department** | **Signature** |
| **Reviewed by:** | | |
| **Amer Alhabbash**  Lead Facility Management | Development Department – Facility Management |  |
| **Osama Radwan**  Senior Procurement Manager | Commercial Department - Procurement |  |
| **Approved by:** | | |
| **Abdulmuhsin Albakr**  Chief Development Officer | Development Department |  |

**COMBINED TECHNICAL & COMMERCIAL EVALUATION AND RECOMMENDATION**

**REPORT**

**(BAFO - 01)**

Contents

[1.0 INTRODUCTION 4](#_Toc180486840)

[1.1 Project Brief: 4](#_Toc180486841)

[2.0 THE TENDER 4](#_Toc180486842)

[2.1 The Tender Document: 4](#_Toc180486843)

[2.2 The Tenderers (BIDDERs): 4](#_Toc180486844)

[2.3 Key Milestones Dates: 5](#_Toc180486845)

[2.4 TENDER TECHNICAL & COMMERCIAL COMMITTEE: 5](#_Toc180486846)

[2.5 Technical Evaluation Methodology: 6](#_Toc180486847)

[2.6 Commercial Evaluation Methodology: 7](#_Toc180486848)

[2.7 COMBINED TECHNICAL AND COMMERCIAL Score 7](#_Toc180486849)

[3.0 INITIAL Proposals 8](#_Toc180486850)

[3.1 Initial Offers: 8](#_Toc180486851)

[3.2 Technical Evaluation Outcome: 8](#_Toc180486852)

[4.0 REVISED PROPOSALS (BAFO 01) 9](#_Toc180486853)

[4.1 Revised Offers: 9](#_Toc180486854)

[4.2 Technical Evaluation Outcome: 9](#_Toc180486855)

[4.3 Commercial Evaluation Outcome: 9](#_Toc180486856)

[4.4 Combined Evaluation Results 10](#_Toc180486857)

[5.0 CONCLUSION 10](#_Toc180486858)

[6.0 RECOMMENDATION 10](#_Toc180486859)

[7.0 APPENDICES 10](#_Toc180486860)

# INTRODUCTION

## Project Brief:

MASAR project is located in the holy city of Makkah, KSA; it is an urban development aimed to providing mixed land used, and public amenities in order to support religious, social and commercial activities to pilgrims, visitors and local residents all year round. The Project is being developed by Umm Al-Qura for Development & Construction Company abbreviated as (UAQ), it covers an area of approximately 1.2 million square meters.

The scope of work includes:

* + Supply, install, testing and commissioning of Asset Tagging & QR Coding Project at MASAR Destination

# THE TENDER

The document issued to the Bidders consist of the following:

* Appendix 1.1: RFP Acknowledgement - Masar
* RFP Document: Masar Makkah – Assets Register and Bar Coding

## The Tender Document:

The RFP issued to the Tenderers consist of the followings

**RFP – INSTRUCTION TO TENDERERS**

SECTION 1: OVERVIEW

SECTION 2: PROJECT OVERVIEW

SECTION 3: GENERAL REQUIREMENTS FOR THE PROPOSAL

SECTION 4: STRUCTURE OF THE PROPOSAL

SECTION 5: INDEMNIFICATION AND NO LIABILITY

SECTION 6: APPENDICES

APPENDIX A: VENDOR’S BASIC INFORMATION

APPENDIX B: ORGANIZATIONAL STRUCTURE & RESOURCES

APPENDIX C: OVERVIEW & TECHNICAL CAPABILITY

SECTION 7: PMO REQUIREMENTS

SECTION 8: PENALTY MECHANISM

APPENDIX F: PAYMENT MECHANISM

## The Tenderers (BIDDERs):

* + 1. Four **(4)** expression of interest letters (EOI) were issued to qualified Companies, in which those companies are specialized companies in Asset Tagging & QR Coding.
    2. Three **(3)** Companies showed their interest to participate in the Tender.
    3. Table below lists the Companies that were invited along with an indication of which companies submitted a BID and which companies withdrew/did not respond.

| **No.** | **Name of Tenderer Invited** | **Proposal Received** | **BAFO 01 – Proposals Received** |
| --- | --- | --- | --- |
| 1 | Remco | √ | √ |
| 2 | Bureau Veritas Saudia Arabia | √ | √ |
| 3 | Asitco | √ | √ |

## Key Milestones Dates:

|  |  |
| --- | --- |
| EOI Issuance | 29 May 2024 |
| RFP Issuance | 5 August 2024 |
| Original Tender Closing Date | 18 August 2024 |
| Extension of Time (EOT-1) | 22 August 2024 |
| Extension of Time (EOT-2) | 29 August 2024 |
| Technical & Commercial Tender Opening | 2 September 2024 |
| Technical Report | The Technical and Commercial Proposals were opened at the same time, this report replaces for both Technical and Commercial reports. |
| Commercial Report |
| Issued BAFO Letters | (AT-3867-24) dated 22 September 2024 |
| Revised Commercial Proposal Submission (BAFO 01): | 25th Sept 2024 |
| Revised Commercial Bid Opening (BAFO 01): | 01st October 2024 |

## TENDER TECHNICAL & COMMERCIAL COMMITTEE:

The Tender was issued as an RFP inclusive of its supporting documents to supply and install the Asset Tagging & QR Coding Project accordance to the tender package. The Technical and Commercial proposals were received in sealed envelopes, so both technical and financial bids were opened together as a combined approach as agreed by the Tender Opening Committee.

A Tender Committee from Morganti and Umm Al-Qura Development and Construction Company UAQ was formed for the opening of the Technical and Commercial Submittal. The following are members of the team:

| **Name** | **Organisation/ Position** |
| --- | --- |
| Osama Radwan | UAQ – Tender & Procurement |
| Amer Alhabbash | UAQ – Lead Facility Management |
| Abdulaziz Qaboos | UAQ - Legal |
| Ghassan Nabrawi | UAQ - Financial |
| Ahmed Madani | Morganti – FM Director |

*See Appendix A – Technical and Commercial Opening Log*

## Technical Evaluation Methodology:

The Tender Technical evaluation consist of the following:

* Technical Evaluation 70 points
  + (based on the physical Submission and compliance matrix list submitted)

To pass, a BIDDER must achieve a score of 70%, which is a total of 49 points out of the 70 total points.

The Tender Technical evaluation criteria as follows:

| **#** | **Description** | **Weight** |
| --- | --- | --- |
| 1 | **Mandatory Documents**:  1. (Company Ownership Details, Company Registration, ZAKAT, Labor, GOSI, VAT) Certificates.  2. Signed & Stamped RFP + Bid Addendum Singed + Tender Clarifications Singed.  3. Authenticated Resolution / Power of Attorney.  4. Site Visit Singed Form. | Required Documents |
| **2** | **Specialized Experience** | **20%** |
| 2.1 | Experience in the Field for more than 7 years | 10 |
| 2.2 | Done similar project and scope of work in the government sector and the private sector | 10 |
| **3** | **Scope of Work & Solutions provided** | **40%** |
| 3.1 | Ability and commitment to Cover scope of service required & undertake all deliverables defined in this RFP. 10% out of the 40% will be based on the technical presentation and the sample of asset tagging that will be provided | 5 |
| 3.2 | (Time Line & Work Plan) | 10 |
| 3.3 | Clarify and details project management methodology (Approach & Methodology) Well, thought through approach and methodology to deliver the defined scope and Project approach clearly defined and Proven methodology for all deliverables | 10 |
| 3.4 | Experience in the design, set-up and operationalization of strategic units including mandate, governance, requirements, selection and onboarding of leadership and staff, performance management definition, etc. | 15 |
| **4** | **Qualifications of the project team members** | **20%** |
| 4.1 | Org chart showing proposed project set-up and governance o Team size / number of team members & Professional profiles and CVs of assigned project team incl  o        Background and Tenure  o        Qualifications  o        Language skills | 6 |
| 4.2 | Number of years of experience for the project team member work in the same field | 7 |
| 4.3 | The presence of Saudis team member in the staff | 7 |
| **5** | **Knowledge Transfer & Training** | **10%** |
| 5.1 | Clarify and details knowledge transfer approach | 10 |
| **6** | **IT tools** | **10%** |
| 6.1 | Having own mobile application under the same company name to do the asset registration | 10 |
| **Total** | | 100 |

In addition to the above specified Technical evaluation criteria, a compliance list has also been requested from all bidders as a mandatory requirement prior to proposal submittals in order to align all bidders on UAQ’s requirements.

## Commercial Evaluation Methodology:

Out of the 100% maximum score of the Technical and Commercial Evaluation combined; 70% are allocated to the technical part and 30% are allocated to the Commercial part. The maximum overall points which any Tenderer could achieve in this evaluation is 30 points which make up 100% of the Commercial Evaluation.

The Commercial evaluation is based on an evaluation criteria and methodology agreed by the Tender Committee, which should to be based on the lowest compliant financial offer received. The methodology for evaluating the total lump sum fee was to give the Commercial Proposal equal to the lowest bidder offer the maximum ‘’Commercial Score’’ of 100 %. The formula for determining the commercial scores for each proposal was then calculated as follows:

CS = (Lowest Bidder / Bidder Offer X 30)

Where CS is the Commercial Score.

## COMBINED TECHNICAL AND COMMERCIAL Score

The Proposals were ranked based on the following weighting:

|  |  |
| --- | --- |
| **WEIGHTED COMBINED EVALUATION** | **Score** |
| TECHNICAL SCORE | 70% |
| COMMERCIAL SCORE | 30% |
| COMBINED SCORE | 100% |

# INITIAL Proposals

## Initial Offers:

The following table illustrates the Initial offers of the Bidders:

| **No.** | **TENDERERS** | **The Offer** |
| --- | --- | --- |
| 1 | Remco | 2,475,000 SAR |
| 2 | Bureau Veritas Saudi Arabia | 1,543,000 SAR |
| 3 | Asitco | 1,500,000 SAR |

## Technical Evaluation Outcome:

In accordance with the Technical Evaluation carried out, below table summarizes the overall results taking into consideration the technical evaluation criteria and compliance matrix.

| **No.** | **TENDERERS** | **Technical Evaluation (70%)** | **Compliance Matrix (30%)** | **Total %** | **Total Technical Score (70 Points)** |
| --- | --- | --- | --- | --- | --- |
| 1 | Remco | 90% | 90% | 90% | 63 |
| 2 | Bureau Veritas Saudi Arabia | 96% | 92% | 92% | 64.4 |
| 3 | Asitco | 97% | 94% | 94% | 65.8 |

# REVISED PROPOSALS (BAFO 01)

In order to align all bidders and have a fair apple-to-apple comparison, all bidders were initially requested to submit their BAFO offer in which an additional request via email was requested from all bidders to submit their BAFO offers in a detailed excel sheet which includes the project’s breakdown as well as the unit rates given that single asset units may be requested during the contract period. (*for details please refer* *to Appendix B – Email request from bidders to submit detailed breakdown).*

The current asset count as per the consultant (Morganti) and the business user (UAQ Facility Management) is estimated to be around 50K assets; hence, the commercial evaluation scoring was considered for the specified asset count (50K).

Using the above methodology, the scoring results from both technical and commercial evaluations were used to calculate the Combined Technical and Commercial Ranking for BAFO-01.

## Revised Offers:

The following table illustrates the revised offers of the Bidders taking into consideration 50K assets as the benchmark:

| **No.** | **TENDERERS** | **BAFO Offer (40-60K Assets)** | **Remarks** |
| --- | --- | --- | --- |
| 1 | Remco | 4,080,000 SAR | Did not price items 6 & 7 within the BOQ |
| 2 | Bureau Veritas Saudi Arabia | 1,459,500 SAR | - |
| 3 | Asitco | 1,300,000 SAR | Offer priced as lump sum regardless of the number of Assets with a ceiling of 100K |

*See Appendix C – Revised Proposals (BAFO-01) + Proposals Breakdown*

*Note: All values exclude VAT*

## Technical Evaluation Outcome:

In accordance with the Technical Evaluation carried out, the overall result remains the same as per the conducted and carried out technical evaluation within the initial round of the tendering process.

## Commercial Evaluation Outcome:

The Commercial evaluation for the Revised proposals (BAFO-1) obtained as follows:

| **No.** | **TENDERERS** | **BAFO Offer (40-60K Assets)** | **Commercial Scoring %** | **Commercial Score (30)** |
| --- | --- | --- | --- | --- |
| 1 | Remco | 4,080,000 SAR | 35.8% | 9.6 |
| 2 | Bureau Veritas Saudi Arabia | 1,459,500 SAR | 89.1% | 26.7 |
| 3 | Asitco | 1,300,000 SAR | 100% | 30 |

*Appendix D – Commercial Analysis*

## Combined Evaluation Results

The Combined outcome for the revised proposals as Follows:

| **Combined Technical & Evaluation Score** | | | | | |
| --- | --- | --- | --- | --- | --- |
| **No.** | **BIDDER** | **Technical Score 70%** | **Commercial Score 30%** | **Combined Score** | **Rank** |
| 1 | Asitco | 65.8 | 30 | 95.8% | 1 |
| 2 | Bureau Veritas Saudi Arabia | 64.4 | 26.7 | 91.1% | 2 |
| 3 | Remco | 63 | 9.6 | 72.6% | 3 |

*Appendix E – Combined Evaluation Results*

# CONCLUSION

As per the carried out Tender process and conducted commercial/technical evaluation, **Asitco** is ranked No. 1 with the highest combined score of 95.8 from a possible 100 maximum points. The Tenderer **Asitco** is compliant with RFP’s specifications and requirements. Moreover, provided references by ASITCO were crossed checked by Morganti team with following conclusion.

**5.1** **Conclusion on References:**

In our review of the references provided, we found a consistent positive endorsement of ASITCO. Multiple references highlighted their reliability, expertise in the field, and ability to meet deadlines effectively. Notably, (Reputation and Credibility & Alignment with Project Needs). which align well with our project requirements. However, payment criteria were also noted, which has to be monitored closely throughout the project. Overall, based on these findings as initial conversation with below listed clients subject to UAQ final discretion, we feel confident in ASITCO’s ability to deliver on our needs and recommend moving forward with this proposal.

**Details of shared references:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sl#** | **Name of the Client** | **Contact Person** | **Email** | **Mobile#** |
| 1 | King Saud University | Eng. Fahad AlDerhim | [faldrehimm@KSU.EDU.SA](mailto:faldrehimm@KSU.EDU.SA) | 0504210778 |
| 2 | Riyadh Airports | Eng. Fayes AlEnzy | [fayanazi@riyadhairports.com](mailto:fayanazi@riyadhairports.com) | 0569909690 |
| 3 | Matarat (PWC) | Eng. Mohammad Salah | [mohamed.marwan.salah@pwc.com](mailto:mohamed.marwan.salah@pwc.com) | 0563674262 |

# RECOMMENDATION

Pursuant to the above conclusion, the Tender Evaluation Committee therefore recommends that UAQ considers awarding the Asset Tagging & QR Coding Project at MASAR Destination to **Asitco** for a lump sum amount of **SAR 1,300,000.00** (Excluding VAT), and conducting a final negotiation meeting to try and obtain a further final discounted offer from the recommended bidder (**Asitco).**

# APPENDICES

* Appendix A – Technical and Commercial Opening Log
* Appendix B – Email request from bidders to submit detailed breakdown
* Appendix C – Revised Proposals (BAFO-01) + Proposals Breakdown
* Appendix D – Commercial Analysis
* Appendix E – Combined Evaluation Results