



THE DIGITAL MALAWI PROGRAM PHASE I: DIGITAL FOUNDATIONS PROJECT

PROJECT NUMBER: P160533

MINUTES OF PUBLIC OPENING OF BIDS FOR THE IMPLEMENTATION AND MAINTENANCE OF AN E-GOVERNMENT PROCUREMENT SYSTEM IN MALAWI

DATE: 17TH DECEMBER 2021
TIME: 10:00AM LOCAL TIME
VENUE: THE PUBLIC PRIVATE PARTNERSHIP COMMISSION

PRESENT

FOR THE CLIENT

- | | | |
|-------------------------|---|---|
| 1. Victor Funsani | : | Digital Technology Specialist |
| 2. Isaac Chimutu | : | Senior Projects Procurement Specialist |
| 3. Gloria Thupi | : | E-Government Procurement Manager |
| 4. Richard Migambi | : | Consultant – E-Government Procurement |
| 5. McNeil Mhango | : | IT Manager – PPDA |
| 6. Emily Kwatani | : | Information and Communication Systems Manager |
| 7. MacFarlane Mwangwela | : | Procurement Officer |
| 8. Clemence Mvonye | : | Procurement Specialist |
| 9. Alice Gondwe | : | Assistant Procurement Specialist |

FOR THE SUPPLIERS

- | | | |
|----------------------------|---|--|
| 1. Wansegamila Nkerdyanoni | : | Soft Tech Consultants |
| 2. Austin Mzumara | : | NITEL |
| 3. Abdul Kananji | : | Globe Computer Systems Limited |
| 4. Prosper Mopiwa | : | Twenty Third Century Systems |
| 5. Nick Chitsvatsva | : | Techno Brain |
| 6. Leonidas Bardis | : | European Dynamics |
| 7. Diana Guimarães | : | ANO – Sistemas de Informática e Serviços, Lda. |
| 8. Nandan Gopalakrishna | : | Techno Brain |

Minute EGP01/12/2021: Opening Remarks

The meeting commenced soon after close of bid submission at 10:00am local time. Bidders' representatives were informed that the opening of bids provided for both virtual and physical

participation. A total of seven bids were received by close of bid submission. Four bids were submitted physically, and three bids were submitted electronically as provided for in ITB 23.1 under additional options for bid submission.

The Chairperson announced the bids received before close of bid submission as follows:

1. Soft Tech Consultants in a Joint Venture with E-Procurement – Physical Submission
2. Globe Computers Systems Limited – Physical Submission
3. Twenty Third Century Systems Private Limited – Physical Submission
4. Sybyl Kenya Limited in Partnership with National Integrated Technologies Limited (NITEL) – Physical Submission
5. Techno Brain Global FZ LLC in a Joint Venture with Next Tenders (India) Pvt. Ltd – Electronic Submission
6. ANO – Sistemas de Informatica e-Servicos, Lda – Electronic Submission
7. European Dynamics – Electronic Submission

All bids were placed on the table and those submitted electronically were also confirmed by bidders' representatives.

Minute EGP02/12/2021: Brief on the Procedures for Bid Opening

It was communicated and agreed that each bid will be opened at a time and recordings shall be made as follows:

- a. Confirmation that the outer envelope of the bid is sealed and those submitted electronically are protected using a password
- b. Name and status of the Bidder
- c. Signed bid form
- d. Expiration date (Bid Validity Period)
- e. Bid Security
- f. Substitution, Withdrawal, or Modification
- g. Alternative bids if any
- h. Discounts or modifications offered
- i. Bid Price

Minute EGP03/12/2021: Opening of Bids

It was noted that the bids submitted through electronic mails by ANO – Sistemas de Informatica e-Servicos, Lda and European Dynamics were not able to open due to their size and failure of the PPPC Server to retrieve the documents. The bids were quarantined and required the approval of the administrators. To avoid more delays, it was agreed that the bidders' representatives be allowed to share the screens and open the e-mails as submitted and read out all the necessary information as indicated in the bid opening procedures.

The bid submitted through an electronic mail by Techno Brain opened successfully. The original copies were presented after the close of bid opening time. It was agreed that the electronic submission of the bid be opened as it was submitted and received before closing time. It was noted that the electronic submission did not include all the necessary documentation. The bid opening therefore focused on the bid that was submitted before close of bid submission and the hard copies were not opened as they were delivered after the close of bid opening time.

The bids were therefore opened and recorded as follows:



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PROJECT NUMBER: P160533

Procurement of: Implementation and Maintenance of an e-Government Procurement System in Malawi

Contract Reference: MW-PPPC-247935-GO-RFB

Bid Opening Date: 17th December 2021

Time: 10:00am Local Time

Name of Bidder: Twenty Third Century Systems Private Limited

- a) Is outer envelope of bid sealed? **Yes**
- b) Is bid form completed and signed? **Yes**
- c) Expiration date of bid: **16th June 2022**
- d) Is documentary authority for signing enclosed? **Yes**
- e) Bid Security: **MWK12,375,000.00**
- f) Describe any "Substitution," "Withdrawal," or "Modification" submitted: **None**
- g) Describe any alternative bid made: **None**
- h) Describe any discounts or modifications offered: **None**
- i) Additional comments: **The Bid Security was issued by Prime Insurance Company**
- j) Name of bidder or representative present: **Prosper Mopiwa**
- k) Total bid price: **USD1,689,879.00**

Signature of responsible official: _____

A handwritten signature in black ink, appearing to be 'Prosper Mopiwa', written over a horizontal line.

Date: _____

17.12.21



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Bid Opening Date: 17th December 2021

Time: 10:00am Local Time

Name of Bidder: Globe Computer Systems Limited

- a) Is outer envelope of bid sealed? **Yes**
- b) Is bid form completed and signed? **Yes**
- c) Expiration date of bid: **6th June 2022**
- d) Is documentary authority for signing enclosed? **Yes**
- e) Bid Security: **MWK15,000.00**
- f) Describe any "Substitution," "Withdrawal," or "Modification" submitted: **None**
- g) Describe any alternative bid made: **None**
- h) Describe any discounts or modifications offered: **None**
- i) Additional comments: **The Bid Security was issued by First Capital Bank**
- j) Name of bidder or representative present: **Abdul Kananji**
- k) Total bid price: **USD3,442,702.58**

Signature of responsible official: _____

A handwritten signature in black ink, appearing to be "Abdul Kananji", written over a horizontal line.

Date: 17.12.21



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Bid Opening Date: 17th December 2021

Time: 10:00am Local Time

Name of Bidder: Sybyl Kenya Limited in Partnership with National Integrated Technologies Limited (NITEL)

- a) Is outer envelope of bid sealed? **Yes**
- b) Is bid form completed and signed? **Yes**
- c) Expiration date of bid: **6th June 2022**
- d) Is documentary authority for signing enclosed? **Yes**
- e) Bid Security: **USD15,000.00**
- f) Describe any "Substitution," "Withdrawal," or "Modification" submitted: **None**
- g) Describe any alternative bid made: **None**
- h) Describe any discounts or modifications offered: **None**
- i) Additional comments: **The Bid Security issued by Ecobank Malawi**
- j) Name of bidder or representative present: **Vincent Banda**
- k) Total bid price: **USD2,072,418.36**

Signature of responsible official: _____

Date: 17.12.21



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Bid Opening Date: 17th December 2021

Time: 10:00am Local Time

Name of Bidder: Soft Tech in a Joint Venture with E-Procurement

- a) Is outer envelope of bid sealed? **Yes**
- b) Is bid form completed and signed? **Yes**
- c) Expiration date of bid: **6th June 2022**
- d) Is documentary authority for signing enclosed? **Yes**
- e) Bid Security: **USD15,000.00**
- f) Describe any "Substitution," "Withdrawal," or "Modification" submitted: **None**
- g) Describe any alternative bid made: **None**
- h) Describe any discounts or modifications offered: **None**
- i) Additional comments: **The Bid Security issued by Diamond Trust Bank**
- j) Name of bidder or representative present: **Wansegamila Nkerdyanoni**
- k) Total bid price: **USD6,015,605.00**

Signature of responsible official: _____

A handwritten signature in black ink, appearing to be "Wansegamila Nkerdyanoni", is written over a horizontal line.

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PublicPrivate
Partnership
Commission

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Contract Reference: MW-PPPC-247935-GO-RFB

Bid Opening Date: 17th December 2021

Time: 10:00am Local Time

Name of Bidder: ANO – Sistemas de Informática e Serviços, Lda.

- a) Is outer envelope of bid sealed? **Yes**
- b) Is bid form completed and signed? **Yes**
- c) Expiration date of bid: **16th June 2022**
- d) Is documentary authority for signing enclosed? **Yes**
- e) Bid Security: **USD15,000.00**
- f) Describe any "Substitution," "Withdrawal," or "Modification" submitted: **None**
- g) Describe any alternative bid made: **None**
- h) Describe any discounts or modifications offered: **None**
- i) Additional comments: **The Bid Security issued by Banco Santander Totta, SA**
- j) Name of bidder or representative present: **Diana Guimarães - Remotely**
- k) Total bid price: **USD18,618,532.74**

Signature of responsible official: _____

Date: 17.12.21



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Bid Opening Date: 17th December 2021

Time: 10:00am Local Time

Name of Bidder: European Dynamics

- a) Is outer envelope of bid sealed? **Yes**
- b) Is bid form completed and signed? **Yes**
- c) Expiration date of bid: **31st August 2022**
- d) Is documentary authority for signing enclosed? **Yes**
- e) Bid Security: **USD15,000.00**
- f) Describe any "Substitution," "Withdrawal," or "Modification" submitted: **None**
- g) Describe any alternative bid made: **None**
- h) Describe any discounts or modifications offered: **None**
- i) Additional comments: **The Bid Security issued by ING Bank of Belgium**
- j) Name of bidder or representative present: **Leonidas Bardis - Remotely**
- k) Total bid price: **USD2,386,640.00**

Signature of responsible official: _____

A handwritten signature in black ink, appearing to be 'Leonidas Bardis', written over a horizontal line.

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Contract Reference: MW-PPPC-247935-GO-RFB

Bid Opening Date: 17th December 2021

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Name of Bidder: Techno Brain Global FZ LLC in a Joint Venture with Next Tenders (India) Pvt. Ltd

- | | |
|--|-------------------------|
| a) Is outer envelope of bid sealed? | Yes |
| b) Is bid form completed and signed? | Yes |
| c) Expiration date of bid: | No Letter of Bid |
| d) Is documentary authority for signing enclosed? | Not Included |
| e) Bid Security: | Not included |
| f) Describe any "Substitution," "Withdrawal," or "Modification" submitted: | None |
| g) Describe any alternative bid made: | None |
| h) Describe any discounts or modifications offered: | None |
| i) Additional comments: | None |
| j) Name of bidder or representative present: | Nick Chitsvatsva |
| k) Total bid price: | No Letter of Bid |

Signature of responsible official: _____

A handwritten signature in black ink, appearing to be "Nick Chitsvatsva", is written over a horizontal line.

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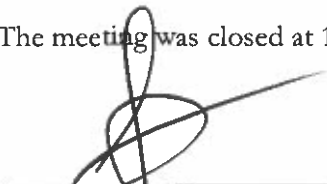

Minute EGP04/12/2021: Comments from Bidders

No comments from Bidders

Minute EGP05/12/2021: Closing Remarks

The Chairperson appreciated the response from bidders and thanked all for their presence.

The meeting was closed at 11:35am.


Mr. Victor Funsani
Mr. Isaac Chimutu