

**PREQUALIFICATION, TECHNICAL & FINANCIAL EVALUATION MATRIX**

Ser	Description	Criteria	Marks	Remarks
1	Registration with SECP	Yes	10	
		No	0	
2	Registration with SECP	More than 5 years	10	
		3 - 5 years	7/5	
		2 - 3 years	2	
		1 - 2 years	1	
		Less than 1 year	0	
3	Registration with DGDP	Yes	10	
		No	0	
4	Registration with DGDP	More than 2 Years	10	
		1-2 years	5	
		Less than 1 year	2	
5	Financial Category with DGDP	Cat A	10	
		Cat B	5	
		Cat C	3	
		Lower than Cat C	1	
6	No of items for which Registered with DGDP	More than 500	10	
		300 - 500	5	
		100 - 300	2	
		Less than 100	1	
7	Geographical spread	All over Pakistan (4 Provinces)	10	
		3 x Provinces	7.5	
		2 x Provinces	5	
		1 x Province	2.5	
8	Current no of Independent Pharmacies (Both Retail and LP, JV not included)	40 and Above	10	
		30 - 40	7.5	
		20 - 30	5	
		10 - 20	2	
9	(Pharmacy Business) experience of the company/ firm/ vendor	5 years and above	10	
		Less than 5 years	5	
		Less than 2 years	2	
		Less than 1 year	0	
10	Organizational employment of staff (Account numbers as proof)	More than 500 employees	10	
		300-500 employees	5	
		100 - 300 employees	2	
		Less than 100	0	
11	Whether medical stores products available at outlets/warehouse/ virtual warehouse.	Yes	Physical storage	10
			Virtual warehouse	5
		No		0
		Held		10

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	Warehouse Facility of the company/ firm/ vendor (Share Details)	Not Held	0	Recom to be excluded
12	Whether warehouse is purpose built (Humidity and temperature control facility) or some make-shift arrangement (residential accommodation etc)	Purpose Built	10	
		Make shift arrangement	0	
		Residential building	-10	
13	Value of inventory held at warehouse before and throughout contract period (Proof of inventory and random sample checking during series of surprise visits)	100 Mn and above	10	
		50 – 100 Mn	5	
		20 – 50 Mn	2	
		Less than 20 Mn	0	
14	Accumulative value of Inventory held at all pharmacies throughout the year (On judicial stamp paper duly notarized by Oath Commissioner)	400 Mn and above	10	
		200 – 400 Mn	5	
		50 – 200 Mn	2	
		Less than 50 Mn	0	
15	Area of Warehouse	3 Kanal and above	10	
		2 – 3 Kanal	5	
		1 Kanal	2	
16	Availability of cold chain enabled transport to ensure daily supply of demand of medical store items	Yes	10	
		No	0	
17	Aval of cold storage and backup electrical supply at POS/ medical store (UPS or Generator)	Yes	10	
		No	0	
18	Police verification of proprietor, qualified pharmacist and staff	Yes	10	
		No	0	
19	Security clearance with any defense organization (name of organization to be mentioned along with evidence)	Yes	10	
		No	0	
20	Details of doing Business with Institutions during LFY (Documentary proof)	Army/ Navy/ PAF	10	
		Federal Govt Institutions	5	
		Provincial Govt Institutions	2	
21	Have the firm / organization ever been blacklisted? If, so share details.	Yes	10	
		No	0	
22	Whether any of vendor's relative in pharmacy business got blacklisted (Share details)	Yes	0	
		No	10	
23	Any dispute / negligence or court case instituted against the company/ firm / vendor culminating in to blacklisting for certain period	Yes	0	
		No	10	
24		Yes	10	

Ser	Description	Criteria	Marks	Remarks
	FBR registration certificate of company / vendor / firm	No	0	
25	Registration with FBR	More than 5 years	10	
		3 – 5 years	5	
		1 – 3 years	2	
		Less than 1 year	1	
26	Direct POS Integration with FBR	Yes	10	
		No	0	
27	Number of POS directly integrated with FBR	More than 30	20	
		20 – 30	10	
		10 – 20	5	
		Less than 10	2	
28	Active tax payer list of company/ vendor / firm	Yes	10	
		No	0	
29	Amount of tax paid in LFY	100 Mn and above	20	
		50 – 100 Mn	10	
		10 – 50 Mn	5	
		10 Mn and less	2	
30	Salary disbursed to employees per month (Employment Generation Index)	25 Mn and above	20	
		10 – 25 Mn	10	
		5 – 10 Mn	5	
		Less than 5 Mn	2	
31	External audit of the company/ firm/ vendor (share details)	Yes	10	
		No	0	
32	Provision of annual audited financial statements	3 years incl LFY	10	
		2 years including LFY	5	
		1 year including LFY	2	
33	Annual (Pharmacy) turnover of company/ firm/ vendor	5 Bn and above	10	
		2.5 - 5 Bn	5	
		Up to 2 Bn	2	
34	Undertaking to produce valid copy of Drug Selling License before commencement of operations/ valid copy of drug sale license held (Copy to be produced)	Yes	10	
		No	0	
35	Valid distribution license of the company/ firm/ vendor	Yes	10	
		No	0	
36	Provision of 24/7 emergent services by the company/ firm/ vendor	Less than ½ hour	10	
		½ - 2 hours	8	
		More than 2 hours	4	

**EVALUATION – TECHNICAL / FINANCIAL MARKING**

Score Secured x 100 = Percentage Secured (%)

Total Score (200)