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**INSURANCE & PENSIONS COMMISSION**

**TENDER EVALUATION REPORT**

**FOR**

**IPEC/DOM/16/2024**

**TENDER EVALUATION FOR VULNERABILITY ASSESSMENT AND PENETRATION TESTING CONSULTANCY SERVICES**

# 1. BACKGROUND

The invitation to tender for provision of security services was published in the Government Gazette on 30 August 2024 as per requirements. This was an open invitation and the deadline for submission was 19 September 2024.

Eleven security companies submitted bid as follows:

1. iTechlab Group Private Limited
2. Ability Consulting Services
3. Sagehill Business Solutions
4. omniviewdigitalsolutions
5. Ernst & Young Advisory Services
6. Jolani Computing PVT LTD
7. Compulink Systems
8. JV of Bluefusion Enterprises Private Limited, Wire Speed Systems Pty Ltd
9. Data control & systems (1996) (private) limited t/a liquid intelligent technologies
10. Mitra Systems (Pvt) Ltd
11. Axis Solutions
12. Dandemutande Investments (Pvt) Ltd
13. Kenac Computer Systems (Pvt) Ltd
14. Cimetrix Solutions (Private) Limited
15. TechTip Pvt Ltd
16. Supply Relay Investments (Pvt) Limited
17. Procomm P/L

**2. EVALUATION COMMITTEE**

The evaluation was carried out at the IPEC offices. The following Evaluation Committee members were appointed by the accounting officer through an internal memo dated 23 January 2025 in accordance with section 18 of the Public Procurement and Disposal of Public Assets Act [Chapter 22:23]

L. Gumbo Chairperson

T Mawire Member

K. Madhara Member

E. Madavirashe Member

F. Makaya Member

K. Mugabe Member

# 3.0 EVALUATION

The evaluation was conducted in the following three stages as indicated in the tender document:

1. Administrative/ Preliminary Evaluation
2. Technical Evaluation
3. Financial Evaluation

3.1ADMINISTRATIVE EVALUATION

The evaluation of administrative compliance examines the mandatory conditions and documents defined in the tender document. Therefore, all bidders are required to comply the mandatory conditions for them to be eligible for the technical evaluation stage.

**ADMINISTRATIVE EVALUATION TABLE**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Item No.** | **Criteria** |  |  |  |  |  | **Name of Bidders** |  |
|  |  | . iTechlab Group  |  Ability Consulting Services |  Sagehill |  omniview |   Ernst & Young  |  Jolani  |  Compulink Systems |   JV of Bluefusion |  LIQUID  | Mitra Systems  |  Axis Solutions |  Dandemutande | 13. Kenac  | Cimetrix Solutions | TechTip Pvt Ltd | 16. Supply Relay | 17. Procomm P/L |
|  | Bid submission sheet | C | C | C | C | C | C | C | C | C | C | C | C | C | NC | C | NC | C |
|  | PRAZ | C | C | C | C | C | C | C | NC | NC | C | NC | NC | C | NC | C | NC | C |
|  | Company Profile | C | C | C | C | C | C | C | C | C | C | C | C | C | C | C | C | C |
|  | Certificate of incorporation | C | C | C | C | C | C | C | NC | C | C | C | C | C | NC | C | NC | C |
|  | Valid tax clearance  | C | C | C | C | C | C | C | NC | NC | C | C | C | C | NC | NC | NC | C |
|  | Valid NSSA certificate | C | C | C | C | C | C | C | NC | NC | C | C | C | C | NC | NC | NC | C |
|  | CR14 | C | C | C | C | C | C | C | NC | NC | C | C | C | C | NC | C | NC | C |
|  | Bid security | C | NC | C | C | C | C | C | C | C | C | C | C | C | NC | C | NC | C |
|  | Three Trade references letters  | NC | NC | NC | NC | C | C | NC | C | NC | C | C | NC | NC | NC | C | NC | C |
| **Overall compliance** | **NC** | **NC** | **NC** | **NC** | **C** | **C** | **NC** | **NC** | **NC** | **C** | **NC** | **NC** | **NC** | **NC** | **NC** | **NC** | **C** |

**3.0 ADMINSTRATIVE OBSERVATIONS**

3.1 The following bids were all accepted for compliance with administrative requirements and qualified for technical evaluation.

1. Ernst & Young Advisory Services
2. Jolani Computing PVT LTD
3. Mitra Systems (Pvt) Ltd
4. Procomm P/L

3.2 The following bids were not administratively compliant and therefore, could not proceed to the technical evaluation stage.

1. iTechlab Group Private Limited
2. Ability Consulting Services
3. Sagehill Business Solutions
4. Omniviewdigitalsolutions
5. Compulink Systems
6. JV of Bluefusion Enterprises Private Limited, Wire Speed Systems Pty Ltd
7. Data control & systems (1996) (private) limited t/a liquid intelligent technologies
8. Axis Solutions
9. Dandemutande Investments (Pvt) Ltd
10. Kenac Computer Systems (Pvt) Ltd
11. Cimetrix Solutions (Private) Limited
12. TechTip Pvt Ltd
13. Supply Relay Investments (Pvt) Limited

**4.0 TECHNICAL EVALUATION**

Technical evaluation checks compliance with technical specifications as per the evaluation criteria set out in the tender document. The criteria below were used to rate the technical responsiveness of the bidders. The minimum qualifying score was 75% for bidders to qualify for the next stage of financial evaluation. The following tables show the technical requirements that were evaluated for each bidder;

| **a) Jolani Computing PVT LTD** |
| --- |
| **ITEM NO** | **CRITERIA DESCRIPTION, WEIGHTING AND REQUIREMENTS** | **OBSERVATION**  | **AWARDED MARK%** |
|  | **Methodology proposed (40%)****Consultant is required to submit clear implementation plan/ methodology and Gant Chart showing distinguishable key stages and duration of the project.**The bidder is expected to provide a broad range of quality Services to meet the requirements of IPEC as follows:1. Vulnerability Assessment Services
2. Penetration Testing Services; **Black Box and Grey Box**

**Breakdown of 40% is as follows*** Implementation Workplan Plan -**15 marks**
* Methodology- **10 Marks**
* Naming the methodology standard to be adopted 5 **marks**
* Gant chart – 10 marks
* On methodology, consultant must provide different possible methods and the proposed one. Turnaround times are to be clearly specified
 | **Implementation Plan**20 business days for project implementation. The submitted plan is well detailed, and the given implementation is well explained. All key activities that will be undertaken were clearly covered, however some of the proposed approaches seems generic, lacking tailoring for IPEC- **13 marks****Methodology**The bidder managed to name one VAPT methodology standards to be applied, the other standards spoke to IS Audit **(3 marks)**The proposed methodology meets the expectations and is linked to the provided terms of reference as outlined in the bidding document. **– 8** **marks****Gant chart**The Gant chart given is not detailed **– 8 marks** | **32** |
| 1.
 | 1. **Project Manager; must have below qualification.**
2. University Bachelor’s degree (**2 mark**)
3. Number of two similar assignments handled (Penetration testing) (2 marks for each project = 4 **marks**)
4. PMP or Prince 2 or equivalent certificate **(2 mark)**
5. Must have experience in Vulnerability Assessment and Penetration Testing Projects for at least 3 Years **(2 marksThe consultancy firm is required to clearly indicate its top three personnel**
 | **The identified top three personnel** Dout Jolani is identified as the project manager. Bachelor of Science (BSc Honours) ComputerScience National University of Science andTechnology (2003)-**2 marks*** Managed VAPT Projects

@ Empower Bank- **(2 marks)*** Has Project Management Professional (PMP)- **2 marks**
* Worked on the Empower Bank VAPT Dec 2024 to Jan 2025, as highlighted in the submission and hence Did not specify2025, as highlighted in the submission and hence falls short of the required 3 years- **(0 marks)**
 | **6** |
|  | 1. **One (1) Technical Lead; Qualification**

(Attach a detailed CV fully signed by the employee and the employer)1. Number of three similar assignments handled (Penetration testing) (2 marks for each project = **6 marks**)

Certified Information Systems Security Professional (CISSP) or equivalent **(4 marks)** | **The identified**  **Herbert Mazikana as the technical leader:*** He led penetration testing projects at;
* Empower Bank
* MMCZ
* Untu Capital (**6marks)**
* Holds a certificate in Certified Information Systems Auditor (CISA)**-4 marks**
 | **10** |
|  | 1. **Two (2) Technical team must have below**

**qualification:**Must provide two (2) key Technical Staff to be deployed in the assignment, Academic and Professional qualifications (Attach certified copies of certificates).1. Bachelor’s degree in computer science or a related field **(5 marks)**

Professional certification for each technical staff proposed: Certified Ethical Hacker or equivalent certificate Training Courses **(5 Marks)** | The Consultant have a provided two key technical team:1. **Ruvimbo Manyani**
* Bachelor of Technology honors in Computer Science ,
* A Certified Ethical Hacker (**5 marks)**
1. **Francis Matsika**
* Higher National Diploma in Information Communication Technology
* Has no CEH equivalent (**2 marks)**
 | **7 marks** |
|  | **References**Submission of at least three (3) reference letters on client’s letterhead - Where your company has supplied and implemented the proposed Vulnerability Assessment and Penetration Testing (VAPT) Services. **10 Marks for each relevant reference Letters up to a maximum of three on letterheads of clients (3)** | The Consultant provided three relevant trade references’* Empower Bank
* ZIDA
* NBSZ (**30 marks)**
 | **30 marks** |
|  | Total Aggregated Technical score | **85** |

| **b)**  **Ernst & Young Advisory Services** |
| --- |
| **ITEM NO** | **CRITERIA DESCRIPTION, WEIGHTING AND REQUIREMENTS** | **OBSERVATION**  | **AWARDED MARK%** |
|  | **Methodology proposed (40%)****Consultant is required to submit clear implementation plan/ methodology and Gant Chart showing distinguishable key stages and duration of the project.**The bidder is expected to provide a broad range of quality Services to meet the requirements of IPEC as follows:1. Vulnerability Assessment Services
2. Penetration Testing Services; **Black Box and Grey Box**

**Breakdown of 40% is as follows*** Implementation Workplan Plan -**15 marks**
* Methodology- **10 Marks**
* Naming the methodology standard to be adopted **5 marks**
* Gant chart – 10 marks
* On methodology, consultant must provide different possible methods and the proposed one. Turnaround times are to be clearly specified
 | **Implementation Plan**25 business days for project implementation. The submitted plan is well detailed, and the given implementation is well explained. All key activities that will be undertaken were clearly covered- **15 marks****Methodology**The bidder managed to name three methodology standards to be applied. **(5 marks)**The proposed methodology meets the expectations and is linked to the provided terms of reference as outlined in the bidding document. **– 9** **marks****Gant chart**The Gant chart given is not detailed **– 9 marks** | **38** |
|  | 1. **Project Manager; must have below qualification.**
2. University Bachelor’s degree (**2 mark**)
3. Number of two similar assignments handled (Penetration testing) (2 marks for each project = 4 **marks**)
4. PMP or Prince 2 or equivalent certificate **(2 mark)**
5. Must have experience in Vulnerability Assessment and Penetration Testing Projects for at least 3 Years **(2 marksThe consultancy firm is required to clearly indicate its top three personnel**
 | **The identified top three personnel** Takudzwa Chatora is identified as the project manager. Bachelor of Science (BSc Honours) ComputerScience National University of Science andTechnology (2003)-**2 marks*** Managed It Security and VAPT Projects

@ Cgrate, NMB Bank, Agribank, Zimplats, CBZ- **(4 marks)*** Has Project Management Professional (PMP)- **2 marks**
* Did not specify the project dates for the committee to determine the years of experience- **(0 marks)**
 | **8** |
|  | 1. **One (1) Technical Lead; Qualification**

(Attach a detailed CV fully signed by the employee and the employer)1. Number of three similar assignments handled (Penetration testing) (2 marks for each project = **6 marks**)

Certified Information Systems Security Professional (CISSP) or equivalent **(4 marks)** | **The identified**  **Givemore Dube as the technical leader:*** He led penetration testing projects at;
* NMB
* CBZ
* Zera (**6marks)**
* Holds a certificate in Certified Information Systems Security Professional (CISSP) & Certified Cloud Security Professional (CCSP)**-4 marks**
 | **10** |
|  | 1. **Two (2) Technical team must have below**

**qualification:**Must provide two (2) key Technical Staff to be deployed in the assignment, Academic and Professional qualifications (Attach certified copies of certificates).1. Bachelor’s degree in computer science or a related field **(5 marks)**

Professional certification for each technical staff proposed: Certified Ethical Hacker or equivalent certificate Training Courses **(5 Marks)** | The Consultant have a provided two key technical team:1. Nigel Chasiya
* BTech,
* A Certified Ethical Hacker (**5 marks)**
1. Nimrod Moyo
2. BSc Honours in computer science
* A certified ethical hacker (**5 marks)**
 | **10 marks** |
|  | **References**Submission of at least three (3) reference letters on client’s letterhead - Where your company has supplied and implemented the proposed Vulnerability Assessment and Penetration Testing (VAPT) Services. **10 Marks for each relevant reference Letters up to a maximum of three on letterheads of clients (3)** | The Consultant provided three relevant trade references’* NBS
* Zimplats
* CBZ (**30 marks)**
 | **30 marks** |
|  | Total Aggregated Technical score | **96** |

**c.) Mitra**

|  |  |  |  |
| --- | --- | --- | --- |
|  | Methodology Gantt ChartNaming a methodologyWork plan | A clear explanation of their methodogy is given – 12/15Gantt chart not showing resources - 6/10Named the standards to be followed – 5/5The work plan is also clear but they expect to take more time than what we see as standard – 7/10 | 30 |
| 2 | Project Manager – Willard Mutemererwa | 1. BSc Business Administration – 2/2
2. Recent Projects not similar or aligned to VAPT – 0/4
3. PMP Certificate – 2/2
4. No experience linked to VAPT – 0/2
 | 4 |
| 3 | Technical Lead – Prince Magaisa | 1. Two VAPT experiences (Kwese South Africa and Econet Wireless Burundi) – 4/6
2. Certified Information Systems Security Professional – 4/4
 | 8 |
| 4 | Technical Team – Joel Makopa and Emmanuel Tururu | 1. No Bachelors degree certificates attached for both – 0/5
2. Both are Certified Ethical Hackers – 5/5
 | 5 |
| 5 | VAPT References | 1. Zambia Electronic Clearing House
2. KrosPayz, Malawi
3. Open Channel Systems
 | 30 |
|  | Total | 77 |

1. **Procomm**

|  |  |  |  |
| --- | --- | --- | --- |
| 1 | Methodology Gantt ChartNaming a methodologyWork plan | A clear explanation of their methodogy is given – 13/15Gantt chart not showing resources - 10/10Named the standards to be followed – 5/5The work plan is also clear they expect to take about 6 weeks to complete the job – 8/10 | 36 |
| 2 | Project Manager – Naison Sebastian | 1. No Bachelors degree certificate attached – 0/2
2. Recent Projects VAPT at NBS and African Data Centres – 4/4
3. CPO Certificate – 2/2
4. Experience linked to VAPT – 2/2
 | 8 |
| 3 | Technical Lead – Tawengwa Toronga | 1. Two VAPT experiences (Bindura Nickel Mine, TPZ, Botswana Ash) – 6/6
2. CISM, CRISC – 4/4
 | 10 |
| 4 | Technical Team – Lynet Svotwa and Anthony Hove | 1. Bachelors degree certificates attached for both – 5/5
2. Certified Ethical Hackers but no certificates attached – 5/5
 | 10 |
| 5 | VAPT References | 1. Zambia Electronic Clearing House
2. KrosPayz, Malawi
3. Open Channel Systems
 | 30 |
|  | Total | 94 |

**4.0 TECHNICAL OBSERVATIONS:**

**4.1 ACCEPTED BIDS**

The following bids scored above the minimum score mark of 75% and therefore, qualified for the financial evaluation stage;

* 1. Ernst & Young Advisory Services
	2. Jolani Computing PVT LTD
	3. Mitra Systems (Pvt) Ltd
	4. Procomm P/L

**5.0 FINANCIAL EVALUATION**

* The financial evaluation seeks to determine the evaluated price of bids and to determine the lowest evaluated bid.
	1. **DUE DILEGENCE OBSERVATIONS:**

**7.0 RECOMMENDATIONS:**

**Signed:**

L. Gumbo ........................................................ Date...................................................

K. Madhara.………………………………………Date ……….…………………………

F. Makaya……………………………………… .. Date ……………………………………

E. Madavirashe……………………………………Date……………………………………….

K. Mugabe…………………………………………Date……………………………………….