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***The Electricity Distribution Company  
(EDCO)***



*Tender # 39-2010  
CSIS, Billing, Collections &  
Workflow Systems*

***Technical Evaluation Report***

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## Executive Summary

The Electricity Distribution Company (**EDCO**) in Jordan seeks to enhance and improve its customer services through the implementation of new Customer Services Information (CSIS), Billing, Collections and Workflow applications by procuring hardware, systems and solutions, applications software, networking and communications equipment together with their associated support and training facilities in order to replace its existing legacy systems with enhanced and fully functional new systems.

**EDCO** delivers domestic and industrial electrical power to customers in around 70% of Jordan with the total number of customers to date exceeding 165,000 subscribers. **EDCO's** concession area is divided into six separate districts as follows:

1. Jordan Valley
2. Karak
3. Tafila
4. Maan
5. Eastern Area
6. Aqaba

**EDCO** has a legacy information system mostly developed in the late 1980s and early 1990s based on open VMS operating system, COBOL programming language and multiple database technologies, RMS files, Oracle RDB and SQL Sever 2005. The coverage of the systems to the business needs is considered fair. **EDCO** has also some special purpose applications like CYME used for electricity distributions planning and to study and design new project. A new system was developed to meet the performance standards issued by the Electricity Regulatory Commission.

On June 10<sup>th</sup> 2010, **EDCO** issued an RFP in an open tender format to system suppliers and vendors. On August 24<sup>th</sup> 2010, **EDCO** received seven proposals from the following vendors. Short codes were given to each vendor in order to simplify the referencing process within this report:

#	Company Name	Code	Product	Platform
1	International Turnkey Systems	ITS	Ferranti , MECOMS	MS SQL Dynamics AX
2	SIV AG / GCE Soft / Al Jaar	SIV	kVASy	Oracle 10
3	Smart Cube / WIPRO	SMC	Oracle Utilities & CC	Oracle 10
4	Computer & Communications Systems	CCS	Oracle Utilities & CC	Oracle 10
5	Offtec / Able Software	OFT	Utility Star	Oracle 10 or MS SQL
6	Savvytek	SVK	Local to Be Dev	Oracle 10
7	Netwtek / Eskadenia	NTK	Local Product	.NET & Oracle 10

The seven proposals were officially forwarded by **EDCO** for evaluation on September 14<sup>th</sup> 2010.

This report was prepared as part of the deliverables under the current consulting services assignment with **EDCO**. It contains the results of the technical evaluation process, as well as recommendations for subsequent steps.

# 1 Evaluation Procedure

## 1.1 Points System

The following pointing system, *which was pre approved by EDCO prior to issuing the tender and was distributed to all prospective bidders*, will be used for the proposal evaluation process:

	Points
Technical Evaluation	70.00
Financial Evaluation	30.00
<b>Total</b>	<b>100.00</b>

The breakdown of the Technical Points shall be as follows:

Technical Component	Points
History And Experience	15.00
Compliance	25.00
Methodology	15.00
Implementation Of Similar Projects	20.00
Key Staff	20.00
Training	05.00
<b>Total</b>	<b>100.00</b>

The breakdown of Financial Points shall be as follows:

Financial Component	Points
Total Proposal Price	15.00
Warranty Period	05.00
Cost of Ownership (5yrs)	10.00
<b>Total</b>	<b>30.00</b>

In order to calculate and compile total points on a base of 100, the Total Technical Points for each proposal will be multiplied by a factor of (0.7).

## 1.2 Evaluation Procedure

The following two-stage process will be adopted in evaluating the submitted proposals:

### 1.2.1 Stage 1 / Technical Evaluation

The Technical Evaluation stage will consist of the following steps:

- The technical proposals will be evaluated prior to any financial proposals being opened and analyzed. The technical evaluation criteria and the weight given to each criterion shall be as described above.
- **EDCO** and **The Consultant** will evaluate the technical proposals and Technical Ranking scores will be designated for each proposal.
- Proposals scoring total technical points of less than 70/100 shall be eliminated.
- Elimination letters shall be issued by **EDCO** to bidders scoring less than the required 70/100.
- The final Technical Ranking shall be made public by **EDCO** to those bidders receiving greater than 70/100 in the Technical Evaluation.
- Financial proposals shall remain sealed throughout this stage.

The Technical Scoring Table (Base 100) structure shall be as follows:

Technical Evaluation	History & Experience	Compliance	Methodology	Similar Projects	Key Staff	Training	Total Points
Base	15.00	25.00	15.00	20.00	20.00	5.00	100.00
Bidder #1							
Bidder #2							
Bidder #3							
Bidder #4							
Bidder #5							
Bidder #6							
Bidder #7							

The normalized Technical Scoring Table (Base 70) shall be as follows:

<b>Technical Evaluation</b>	<b>Technical Score</b>	<b>Technical Score</b>	<b>Rank</b>
Base	100.00	70.00	
Bidder #1			
Bidder #2			
Bidder #3			
Bidder #4			
Bidder #5			
Bidder #6			
Bidder #7			

### 1.2.2 Stage 2 / Financial Evaluation

The Financial Evaluation stage is ***totally separate*** and will only be initiated after completion of the technical evaluation. It consists of the following steps:

- Upon completing the technical evaluation, the financial proposals will be opened and evaluated for those proposals equaling or exceeding a total technical score of 70/100 points.
- The financial evaluation criteria and the weight given to each criterion shall be as described above.
- **EDCO** and **The Consultant** will evaluate the technical proposals that passed the 70/100 required points and Financial Ranking scores will be designated for each qualified proposal.

The Financial Scoring Table shall be as follows:

Financial Evaluation	Total Proposal Price	Warranty Period	Ownership Cost (5yrs)	Total Points	Rank
Base	15.00	5.00	10.00	30.00	
Bidder #1					
Bidder #2					
Bidder #3					
Bidder #4					
Bidder #5					
Bidder #6					
Bidder #7					

The total cost of ownership over five years for the systems and solutions is calculated as follows:

$$TCO = TPP + ((60-WP) \times AMP / 12 \times 100) \times PPM$$

- TCO Total Cost of Ownership
- TPP Total Proposal Price
- WP Warranty Period in months
- AMP Annual Maintenance and Support Percentage
- PPM Proposal Price Component Subject to Maintenance Charges

### 1.2.3 Final Combined Ranking

A Final Ranking Table will be produced as follows:

- The Final Ranking will be established by adding the technical scores (Base 70) and the financial scores (Base 30) for qualified proposals.
- The Final Ranking shall be made public by **EDCO** to all bidders in the Financial Evaluation stage.

The Final Ranking Table shall be as follows:

Final Ranking	Total Technical Points	Total Financial Points	Grand Total Points	Rank
Base	70.00	30.00	100.00	
Bidder #				
Bidder #				
Bidder #				
Bidder #				
Bidder #				
Bidder #				
Bidder #				

## 2 Technical Summary of Proposals

For the purposes of the Technical Evaluation, the breakdown of the Technical Points shall be as follows:

Technical Component	Points
<b>History And Experience</b>	<b>15.00</b>
<i>Local</i>	5.00
<i>International</i>	10.00
<b>Compliance</b>	<b>25.00</b>
<i>CSIS</i>	7.00
<i>BLG</i>	7.00
<i>CLS</i>	7.00
<i>BPM</i>	4.00
<b>Methodology</b>	<b>15.00</b>
<i>Project Plan Timescale</i>	3.00
<i>Product (Local vs International)</i>	6.00
<i>Product (Ready Made or to be Developed)</i>	6.00
<b>Implementation Of Similar Projects</b>	<b>20.00</b>
<i>Local</i>	5.00
<i>International</i>	15.00
<b>Key Staff</b>	<b>20.00</b>
<i>Local</i>	10.00
<i>International</i>	10.00
<b>Training</b>	<b>05.00</b>
<b>Total</b>	<b>100.00</b>

Each bidder was allocated points based on the information provided in their technical proposals including the required compliance tables.

Reduction in points for the **Compliance** component was based on (0.25 points) for each partial compliance and (0.50) points for each non compliance.

Our estimate of the project implementation timescale is 12 months. Anything substantially below or above our estimate lost points pro rata.