

**Evaluation of Technical Bid in respect of Tender No. 16006/01/2025/Div.III/NPPA dated 19.08.2025 for the “Hiring of an agency for providing data and information on pharmaceutical products”**

The National Pharmaceutical Pricing Authority (NPPA) floated a tender (Tender No. 16006/01/2025/Div.III/NPPA dated 19.08.2025) for the “Hiring of an agency for providing data and information on pharmaceutical products” which was published on both the Central Public Procurement (CPP) portal and the NPPA website. A Committee comprising of three members was constituted with the approval of the Competent Authority, vide OM No. D-21013/02/2024-Admin (NPPA) dated 22.08.2025.

2. Further, as per the critical information outlined in the NIT, the Pre-Bid meeting was held on 26.08.2025 at 12:00 PM in hybrid mode (both physical and virtual). Two agencies namely M/s Pharmarack Technologies Pvt. Ltd. and M/s MARG ERP Ltd. participated in the meeting. Response/clarification of the queries raised in the pre-bid meeting was uploaded on the both CPPP portal and the NPPA website on 28.08.2025.

3. Also, as provided in the NIT, both the companies made a presentation before the Committee on 19.09.2025 at 03:00 PM through virtual mode on overall understanding of the project and the intended regional coverage. The Presentation was evaluated by the Committee members.

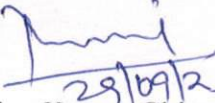
4. The Committee opened the technical bids on 22.09.2025, as per the date specified in the NIT and noted that two firms viz., M/s Pharmarack Technologies Pvt. Ltd. and M/s MARG ERP Ltd. had participated in the Technical Bid. Upon opening of technical bid, the Committee observed that M/s Pharmarack has not provided copy of the balance sheet and profit & loss accounts, and M/s MARG ERP has not submitted certificate in support of engagement of the company in the similar services for at least 5 years as on 31.03.2025. Accordingly, vide email dated 23.09.2025 both bidders were asked to furnish the requisite document. Both the bidders submitted the requisite document.

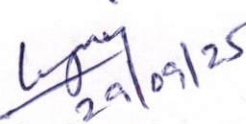
5. Upon scrutiny of the technical bids, the Committee observed that both agencies have not submitted documents in support of their claims related to market coverage as well as experience, as required under the Technical Bid Evaluation Criteria specified in the NIT document. Hence, to ensure fair and comprehensive evaluation, an email dated 25.09.2025 was sent to both the bidders asking them to provide region-wise distributor details, the total number of SKUs & distributors covered, and a sample dataset aligned with the scope of work mentioned in the NIT. They were also asked to share details of companies to whom similar data was provided along with years of services, and documents such as Letters of Award, work orders, or completion certificates to support their experience claims. The bidders were requested to submit the required information by 26.09.2025, forenoon.

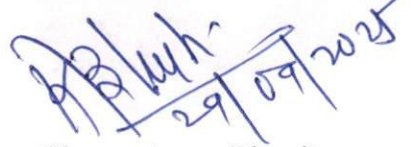
6. The Committee noted that the bidder M/s Pharmarack Technologies Pvt. Ltd. has submitted the requisite supporting documents on 26.09.2025 whereas M/s MARG ERP vide mail dated 26.09.25 requested for some additional time. Considering the request of M/s MARG ERP Ltd., additional time was granted vide email dated 26.09.2025 at 6:07 PM and M/s MARG ERP Ltd. was directed to furnish the requisite details by Monday, 29.09.2025 at 12:00 PM. It was also clarified that no further correspondence on this matter would be entertained, and NPPA would proceed based on the documents available with the office. As on date, 29.09.2025 by 6:00 PM, no communication has been received from the bidder M/s MARG ERP Ltd.

7. As M/s MARG ERP Ltd. failed to submit the requisite documents/ clarification, the Committee decided to proceed with the evaluation of the technical bid based on the document submitted by the both the bidders. The score awarded by the Committee on the technical bid is enclosed at Annexure-I.

8. It may be noted that as per the NIT technical bid evaluation process, any bidder who scores 60% or above is eligible for the opening of the financial bid. In view of the above, only M/s Pharmarack Technologies Pvt. Ltd. is technically qualified.

  
(Pallav Kumar Chittej)  
Deputy Director, NPPA

  
(Sanjay Kumar)  
Adviser (Cost), NPPA

  
(Kumar Aman Bharti)  
Director, NPPA

**Notice Inviting Tender (NIT) for providing Data and Information on Pharmaceutical Products**  
**Technical Bids Evaluation Criteria**

| Sl. No. | Parameter                                                                                   | Sub Parameters and Marks                                                                                                                                                                                                                           | Maximum Marks | Pharmarack Technologies Pvt. Ltd. | MARG ERP Limited |
|---------|---------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|-----------------------------------|------------------|
| 1       | Market Coverage & Reach-<br>Number of the distributors captured                             | Based on the No. of Distributors Captured-Marks<br>Upto-10000 distributors- 10 marks<br>From 10000- 15000 distributors-20 marks<br>More than 15000 distributors-30 marks<br><br>Note-Bidder will mention the regional spread of their distributors | 30            | 30                                | - NIL -          |
| 2       | Experience of the agency/Company<br>Total number of years in providing such services        | Number of years- Marks<br>Above 5- Below 10 years- 10 marks<br>Above 10 years-20 marks                                                                                                                                                             | 20            | 20                                | - NIL -          |
| 3       | Presentation on the overall understanding of the project and the intended regional coverage | Marks will be awarded by Monitoring and Evaluation Committee constituted by NPPA at its sole discretion based on the understanding of the project and the intended regional coverage                                                               | 10            | 09                                | 02               |
| 4       | Annual Turnover                                                                             | Annual Turnover-Marks<br>Above ₹5 Cr- Below ₹10 Cr -6 marks<br>Above ₹10 Cr-10 marks                                                                                                                                                               | 10            | 10                                | 10               |
|         | Total                                                                                       |                                                                                                                                                                                                                                                    | 70            | 69<br>(Sixty nine)                | 12<br>(Twelve)   |

1. Sh. Pallav Kumar Chittej  
Deputy Director, NPPA

2. Sh. Kumar Aman Bharti,  
Director, NPPA

3. Sh. Sanjay Kumar,  
Adviser (Cost), NPPA

## Notice Inviting Tender (NIT) For Providing Data and Information on Pharmaceutical Products

Technical Evaluation Parameter- Presentation on the overall understanding of the project and the intended regional coverage

| Sr. No. | Agency Name                           | Maximum marks | Marks Awarded |
|---------|---------------------------------------|---------------|---------------|
| 1       | M/s Pharmarack Technologies Pvt. Ltd. | 10            | 9 (Nine)      |
| 2       | M/s MARG ERP Ltd.                     | 10            | 2 (Two)       |

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