

**Pakistan International Airlines**  
Supply Chain Management Department  
Commercial Purchases Section,  
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**Tender No. 19012415**  
Dated; 29-01-2020  
Tender Cost: PKR 3,000

**INVITATION TO TENDERS AND INSTRUCTIONS TO TENDERERS**

M/S \_\_\_\_\_

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**Sub: Tender document for the Procurement of Firewall**

Dear Sirs,

We are pleased to invite your sealed tenders for the items listed in the attached schedule/s. In case of more than one schedule separate tender for each schedule should be furnished. The terms & conditions of the tender / supplies are given below:-

**A) SUBMISSION OF TENDER**

1. You are required to send your sealed tenders **In Single Stage Two Envelope** Basis addressed to General Manager Procurement, PIA SCM Building JIAP Karachi by **19-02-2020**. The tenders may be dropped in the tender box marked as “**Tender Box Commercial Purchases**” placed at the entrance of the PIA SCM Building latest by **10:30** hours on the specified date. You may also send your tenders through registered A/D mail addressed to General Manager Procurement SCM, which must reach before the closing date and time mentioned above. Tenders will be opened at **11:00** hours the same day in the presence of tenderers.

2. Tenders received after stipulated date & time shall not be considered. The Corporation will not be responsible for postal delays. The decision of General Manager Procurement SCM in this respect shall be final and binding.

### **EARNEST MONEY**

The Tender should be accompanied by a 2% (two) of the tendered value having been deposited in terms of a Pay Order payable at Karachi in lieu thereof in the name of **M/S PAKISTAN INTERNATIONAL AIRLINES** as interest free Earnest Money (Refundable) in Financial Proposals. Earnest Money in any other shape shall not be accepted. Earnest / Security Money deposited against a running contract (s) purchase orders(s) shall not be transferable as earnest money for any other tender. All tenders without Earnest Money shall not be considered.

### **SECURITY DEPOSIT**

The successful tenderers upon award of Contract / Purchase Order will be required to furnish in the amount equivalent to 5% of total tender value as interest free Security deposit in shape of Pay Order of an equivalent amount or a Bank Guarantee for an equivalent amount countersigned by the Head Office of the Bank and to remain valid 3-months after the expiry period of the Contract. The Earnest Money already held can be converted into Security Deposit and balance amount if any shall be deposited as above.

### **PREPARATION OF TENDER**

Tender will be opened on “**Single Stage two envelopes**” basis. All bidders must submit **two sealed envelopes** “Technical proposal and Financial Proposal” on specified tender opening date/time. Technical Proposal will be opened on same date, whereas Financial Proposal will remain sealed till the evaluation of samples by PIA Management. Evaluation report uploaded on PPRA/PIA website.

### **Financial Proposal having following documents.**

- a) The Schedule duly filled in, signed and sealed.
- b) Pay Order for Earnest Money 2 % ( Refundable).
- c) Rates Tender Schedule-A

### **Technical Proposal having following documents.**

- a) Tender Fees Pay Order of RS. 3,000.00 (NON RETURNABLE)
- b) Quality Sample 02 Pieces ((NON RETURNABLE)
- c) Company profile, Copy of GST & NTN certificate and technical literature (if Any).

The outer cover of envelopes should bear address of the General Manager Procurement, PIA SCM Building, JIAP Karachi - Pakistan, Tender reference number, opening date and company name.

All information about the material proposed to be supplied must be given as required in the schedule to tender.

The tender will not be considered if complete information required is not given therein.

Particular attention must be paid to delivery time.

Authorized Signatures of individual signing the tender and other documents connected with the contract must specify whether signing as:

- a) Sole Proprietor or his attorney.
- b) A registered active partner of the firm or his attorney.
- c) For the firm per procreation.
- d) As secretary, Manager, Partner, etc., or their attorney in case of firms registered under Partnership Act.
- e) The Tenderers must indicate whether its firm / company / organization etc is registered with PIA or not. If registered then specify PIA Registration number.

### **PRICES**

- a) The Prices quoted must be net as per accounting unit as shown in the Schedule to tender inclusive of all duties / taxes, packing, octroi and delivery charges for free delivery to Karachi Airport. However, if GST is applicable, same should be shown separately.
- b) The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order / Contract.
- c) The Prices must be stated for each item separately both in **words and figures** in Pakistan Currency. Additional information, if any must be linked with entries on the Schedule to Tender.
- d) Offers must be valid for 120 days.
- e) Quotation must be written on PIA prescribed form otherwise Bids will not be entertained.

### **ACCEPTANCE OF TENDER**

PIA do not pledge themselves to accept the lowest tender and reserve the right to accept or reject any or all tenders / quotations, divide business among more than one supplier or accept the tenders at rates on lowest individual items or extend the date of opening with assigning reason.

Yours truly,  
**For: Pakistan International Airlines**

**DGM (Purchases Commercial)**

Encl:

1. Tender Schedule-A
2. Terms & Conditions

Notes: 1- Prescribed Tenders form for the subject item may be directly downloaded from PIAC / PPRA website.

**TENDER SCHEDULE-A (Tender No. PC-19012305)**

Specifications	Qty	Unit Price (PKR)	GST if Applicable (PKR)	Total (PKR)
<ul style="list-style-type: none"> <li>• <b>Branch / Spoke NGFW Device</b></li> </ul>	05 EA			
<b><u>Total GST if Applicable Rs.</u></b>				
<b><u>Grand Total Rs.</u></b>				

TENDERER'S SIGNATURE \_\_\_\_\_ DESIGNATION \_\_\_\_\_

ADDRESS \_\_\_\_\_

Tel No. \_\_\_\_\_ Fax No. \_\_\_\_\_ Email \_\_\_\_\_

GST No. \_\_\_\_\_

NTN NO. \_\_\_\_\_

SEAL

## **INTRODUCTION**

PIAC desire to Purchase firewalls for the connectivity of our stations LAN to our Data Center as Hub and spoke model. The Equipment's specifications and quantity are mentioned in Annexure A.

## **SCOPE OF Work**

- The vendor will be responsible for physical installation and configuration of equipment.
- The Vendor should provide three (03) years' warranty and onsite support 24x7x4 with parts and labor for complete hardware.
- Vendor should provide complete support for integration with existing environment.

## **RESPONSE REQUIREMENTS**

Potential bidders must follow the following requirement for their responses.

- Certificate of Company/Firm/Contractor Registration/Incorporation under the laws of Pakistan.
- Valid Registration Certificate for Income Tax & Sales Tax (GST).
- Bidder must submit earnest money and security deposit as per PIA rules.
- Incomplete and conditional responses will not be entertained.
- PIAC reserves the right to accept/reject any response or cancel the tender process altogether at any stage in line with PPRA rules.
- Responses are liable to be rejected if; they are not conforming to the terms, conditions and specifications stipulated in this document.
- The Responses submitted via email or fax will not be entertained

## **EVALUATION CRITERIA**

Bidder should be vigilant:

- To fulfill all requirements as laid down in Annex-A "Technical Specifications" and Annex-B "Mandatory Requirements" of evaluation criteria.
- That proposed bid may be rejected if any of the requirements is not met in "Mandatory Requirements" and in Technical Specifications, and no further consideration shall be given.

**ANNEXURE A–Technical Specifications**

**All specifications to include " or equivalent " wherever applicable**

**The following are the Quantity and Technical Specifications of Equipment:**

**Technical Specification**

<b>Branch / Spoke NGFW Device</b>
Small Enterprise / Branch Office and must operate with standard based IPSec Hub and Spoke model with Huawei 6600 series Enterprise firewall or higher. The Solution must be appliance based.
The solution must have centralized management for seamless management and operations.
At least 3x 1GE copper ports including at least 2 WAN ports
The Solution must support at least 100 K concurrent sessions or higher. And 10K or higher new sessions per second
The Solution must support at least following user authentication methods: <ul style="list-style-type: none"> <li>• Local Users</li> <li>• Radius</li> <li>• LDAP / AD</li> <li>• Pre-Shared Key (PSK/Password)</li> <li>• SSO</li> </ul>
Firewall must have throughput of at least 350 Mbps or higher and at least 80 Mbps with all services enable.
The device must include licenses of at least firewall, IDS/IPS and Malware detection, bandwidth management, Web filtering, IPSec VPN and reporting.
The Solution must have capabilities to scan incoming and outgoing traffic for malware with automatic clean up, block malicious sites and root kit. It must support web content filtering, support blocking unwanted applications, protection from suspicious behavior and web.
The solution must have integrated protection which integrates firewall, VPN, intrusion prevention, bandwidth management, and URL filtering.
The solution must support traffic load balancing across multiple available links.
The device must have centralized configuration, logging, monitoring, and reporting capabilities.
Support 80 or higher concurrent VPN users.
If required, firmware/Software patches Upgrade.
Must have GUI based dedicated management console with CLI.
NAT / routed and transparent mode support
NAT support (all flavors), Traffic shaping and QOS, VOIP support.
Device either be equivalent or higher <b>OF WHAT ?</b>
With three years warranty and onsite support with parts and labor including subscription

**May we add short cut remover ( be filtered somehow)?**

### ANNEXURE C–EVALUATION CRITERIA

#### Mandatory Requirements

S. No.	Description	Documents
1	Company must be OEM or OEM certified partner of OEM, <b>Authorized Distributor of OEM or Authorized Distributor of OEM's Certified Partner.</b>	Partnership Certificate
2	GST, NTN and SECP registration certificate	Relevant certificate
3	Manufacturer authorization letter from OEM or OEM certified partner of OEM, <b>Authorized Distributor of OEM or Authorized Distributor of OEM's Certified Partner.</b>	Principal Letter
4	Company must have geographical presence in Karachi or <del>and</del> Islamabad.	Office addresses
5	Quote the Unit Rate and GST(If applicable) <b>SEPARATELY</b>	Tender Document
6	Must not be black Listed / Debarred by PPRA , PIA or any of its subsidiaries.	Records/Affidavit
7	Must be Active Tax Payer	Online verification
8	The Equipment should not be refurbished	Letter from or OEM certified partner of OEM, <b>Authorized Distributor of OEM or Authorized Distributor of OEM's Certified Partner.</b>
9	Proposed product should be a renowned brand with presence in at least 05 <del>15</del> countries across the globe.	Documentary Evidence
10	Company should provide local trainings for 05 persons for complete solution as per approved curriculum of OEM or certified partner of OEM, <b>Authorized Distributor of OEM or Authorized Distributor of OEM's Certified Partner.</b> at vendor site.	

#### General Requirements

S. No.	Description	Marks	Documents
1	Geographical Presence	1 Locations = 5 Marks Max = 15	Offices' addresses
2	<u>Availability of Technical Staff</u> (relevant category Engineers + Technicians + Product Certified Resources)	1 Technical Staff = 3 Marks Max = 15	Staff list + CVs + employment letter of certified resources
3	Financial Strength (Annual Turnover)	2 Million= 1 Mark Max = 20	LAST THREE YEARS FINANCIAL STATEMENTS. At least from January 2016
4	Number of years in business	1 Year = 3 Marks Max = 15	Company registration certificate
5	Similar projects or delivery of goods successfully completed in last five years (SLA/PO at least 100 thousand)	1 Project/Delivery = 2 Marks Max = 20	Purchase Orders

Passing / Qualifying marks = **50%** of the total  
 Bidders securing Less than 50% will not be entertained further