

PIA

Pakistan International Airlines
Supply Chain Management
Commercial Purchases Section
Tel: 99043304
E-mail: dgmipc@piac.aero

REF: 18012389
Dated: 02-07-2020
Tender Cost: PKR 6,000

INVITATION TO TENDERS AND INSTRUCTIONS TO BIDDERS

M/S _____

Subject: **Tender Document for the Procurement of Network Equipment for Rawalpindi Data Center**

Dear Sirs,

We are pleased to invite your sealed tenders for the subject tender. 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 Supply Chain Management Building JIAP Karachi by **22-07-2020**. The tenders may be dropped in the tender box marked as “**Tender Box Commercial Purchases**” placed at the entrance of the PIA Supply Chain Management 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, 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 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

- A) 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. 1% of the total awarded value in form of warranty Performance will be hold till the Completion of warranty as Described in Purchase Order and will be released after expiry of such warranty.

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).

Technical Proposal having following documents.

- a) Tender Fees Pay Order of RS. 6,000 (NOT REFUNDABLE)
- b) Company profile, Copy of GST & NTN certificate and technical literature.

The outer cover of envelopes should bear address of the General Manager Procurement, PIA Supply Chain Management, 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 Technical Specifications
2. Annexure C-Evaluation Criteria
3. Term & Conditions

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

INTRODUCTION

PIAC desire to engage the firm(s) for the purchasing of IT Equipment. The Equipment's specification and quantity are mentioned in Annexure A.

SCOPE OF Work

- The vendor should be responsible to provide IT equipment stipulated in Annex "A"
- The vendor will be responsible for physical installation and configuration of equipment's hardware and software.
- The vendor will be responsible for integration with existing equipment including but not limited to VXLAN and Huawei's Agile controller (on standard communication protocols) etc.
- The Vendor should provide 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 without assigning any reason.
- 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 fulfil all requirements as laid down in Annex-A "Technical Specifications" and Annex-C "Mandatory Requirements" of evaluation criteria.
- That proposed bid may be rejected if any of the requirement is not met in "Mandatory Requirements" and no further condition shall be given.
- That minimum qualifying score is 50% (in General Evaluation).

ANNEXURE A – Technical Specifications

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

The following are the Quantity and Technical Specifications of Equipment:

Equipment	Quantity
Network NGFW Devices	04
Campus Core Fiber Switch	02
DC Core Switch	02
Network High End Routers	04

Technical Specification

Network NGFW Device	Campus Core Fiber Switch
Enterprise Class Device and must operate in active/active mode. The Solution must be appliance based.	Layer 3 unicast and multicast routing protocols e.g. BGP, OSPFRIPv2, SSM, and MSDP etc.
Required at least 08 Ports 1G Copper Ethernet Interfaces or higher and 08 port 1G SFP+ or higher with SFPs	Must have redundant hot swappable power supply.
Required at least 2 x 10G SFP+ Ports or higher (with 10G Multimode SFPs Required)	At least 2 Tbps or higher layer 2 hardware forwarding
The Solution must support at least 2 million concurrent sessions or higher.	Must support Virtual Systems (Many to one & One to Many)
The Solution must support at least following user authentication methods: <ul style="list-style-type: none"> Local Users Radius LDAP Pre-Shared Key (PSK/Password) 	
The Solution should support user authentication with active directory and SSO	
Application aware throughput of the solution must be at least 03 Gbps after enabling all protection, including IPS, AV, and URL filtering (Real World Traffic Throughput Rate)	3000 or Higher VLANs per switch
The device must have services of firewall, IDS/IPS and ATP (Advance Threat Protection)	24 x 1 / 10 Gbps Fiber and at least 4 x 40G/100G interfaces or higher.
The Solution must have malware detection capabilities With AI Engine (AIE), threat detection capacity, and intelligent policy analysis. It must scan incoming and outgoing traffic for malware with automatic clean up,	06 Fiber SFPs+ single mode and 06 Fiber SFPs+ multi-mode connectivity and 12 Copper SPFs + 04 x QSFP+ 40 G multimode.

block malicious sites and root kit. It must support web content filtering, support blocking unwanted applications, protection from suspicious behavior and web.		12 fiber patch cords and 12 copper patch cords (Cat 7 or higher) with at least 15 Meters length	
The device must support traffic shaping and quality of service options.		Switch must support QOS, HA, etc.	
The Solution must be capable of on-box reporting without the need of separate hardware, Attacks (IPS, Malware Protection, port scanner etc), Real time Traffic Monitoring, and Surf traffic etc.		Device must operate in Active/Active mode and stackable accessories must be provided.	
The Solution must have logging facility to external syslog server, central reporting server etc. and device must have local storage capacity of at least 100 GB or higher for logs etc.		Specifications: Auto Discovery of Multiple Switches, Software Upgrade of Switches, Centralized VLAN Configuration, Link Aggregation Configuration, L3 Routing and Services, Policy-Based Routing, Unicast/Multicast traffic balance over trunking port, IPV6 support	
Must be able to incorporate (Device and user) with NTP, RADIUS, TACACS, LDAP and SIEM solution.		Device must support SDN feature	
Support 1000 or higher concurrent IPSEC-VPN sessions (Site to Site and Remote Access collectively)			
Built in DHCP, NTP, DNS server, and DNS proxy		Syslog, Policy Control of Users and Devices, DHCP Snooping	
Static, dynamic and Policy based routing, WAN load balancing with multi-paths. Multicast traffic support, content routing, IPV6 support, local user database, Software patches Upgrade		IEEE 802.1Q VLAN Tagging, Active-Active availability, Jumbo frames, Storm Control	
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		Device either be equivalent or higher	
With three years warranty and onsite support with parts and labor including subscription		With three year's warranty and onsite support with parts and labor	
Quantity = 4		Quantity = 2	
Per Unit Cost (PKR)		Per Unit Cost (PKR)	
GST (if applicable)		GST (if applicable)	
Cost of Total QTY (with GST)		Cost of Total QTY (with GST)	

DC Core Switch		Network High End Router	
Layer 3 unicast and multicast routing protocols e.g. BGP, OSPF, RIPv2, SSM, MSDP, and VXLAN gateways etc.		Each Router should include a 4 port 1G combo. routed ports module for additional requirements of WAN connectivity	
Must have redundant hot swappable power supply.		Proposed router must support a throughput of 1Gbps or higher.	
At least 2 Tbps or higher layer 2 hardware forwarding		Four Fiber SFPs, two multi-mode and two single-mode	
1000 mpps or higher packet forwarding throughput		The proposed router should support advanced networking protocols such as L2TPv3, BFD, MPLS, VRF, VXLAN etc.	
3000 or Higher VLANs per switch And Device must support virtual systems. One to many, many to one.		Proposed router should support features like SD WAN	
At least 24 x 1 / 10 Gbps Fiber and at least 4 x 40GE/100GE interfaces or higher with SFPs.		Core router should have a separate Control and Data Plane	
12 Copper SFPs+ and 12 Fiber SFPs+ multi-mode connectivity. 04 x 40 GE QSFPs+.		Support H.323 and SIP protocols for VoIP	
12 fiber patch cords and 12 copper patch cord (Cat 7 or higher) with at least 15 Meters length			
Switch must support QOS, HA, etc. Device must support SDN Feature		802.1q VLAN tagging, 802.1x Support, GRE, IP in IP, bridging,	
Must be able to incorporate with NTP, RADIUS, TACACS, LDAP and SIEM solution.		IPv4 and IPv6 addressing, DHCP/DHCPv6 addressing, Static, Dynamic and PBR support, MPLS support, ACL & Zone base security, NATTING, IPsec S2S and Remote access, PPTP/L2TP support,	
IEEE 802.1Q VLAN Tagging, 802.1x Support, Active-Active availability, jumbo frames, Storm Control		CLI (SSH, telnet, Console, GUI)	
Auto Discovery of Multiple Switches, Software Upgrade of Switches, Centralized VLAN Configuration, Link Aggregation Configuration, L3 Routing and Services, Policy-Based Routing, Unicast/Multicast traffic balance over trunking port, IPV6 support		L3 routing advance features, Security bundle feature must be included. For Future expansion free slots must be available in the device.	
Syslog, Policy Control of Users and Devices, DHCP Snooping		SNMP, Net flow, NTP, Syslog, Discovery protocol	
Device either be equivalent or higher		Device either be equivalent or higher	
With three years warranty and onsite support with parts and labor		With three years warranty and onsite support with parts and labor	
Quantity = 02		Quantity = 04	
Per Unit Cost (PKR)		Per Unit Cost (PKR)	
GST (if applicable)		GST (if applicable)	
Cost of Total QTY (with GST)		Cost of Total QTY (with GST)	

ANNEXURE C-EVALUATION CRITERIA

Mandatory Requirements

S. No.	Description	Documents
1	Company must be OEM or OEM certified partner / or Authorized Distributor of OEM	Partnership Certificate
2	GST, NTN and SECP registration certificate	Relevant certificate
3	The vendor must be authorized by their OEM/Principal specifically for this procurement	OEM Letter
4	Company must have geographical presence in Karachi and Islamabad. More locations will be an added advantage.	Office addresses
5	Quote the Unit Rate and GST (If applicable) SEPARATELY	Tender Document (Financial)
6	Must not be black Listed / Debarred from any other organization.	Records/Affidavit
7	Must be Active Tax Payer	Online verification
8	Solution must be produced by same OEM	
9	Devices must support 802.1X standard	
10	The Equipment should not be refurbished	
11	The equipment should be corresponding with Enterprise product portfolio and should not be in the SMB product portfolio	
12	The proposed equipment must be integrated with Huawei's Agile controller on Standard Communication Protocols.	
13	Solution should include NMS software including complete deployment with at least three years subscription. NMS software should be with the same hardware OEM/third party for at least 500 Nodes/devices licenses and capable of providing following features for multi-vendor network equipment support: <ul style="list-style-type: none"> 1. Servers/Network devices up and down status 2. Resources utilization 3. Bandwidth utilization 4. Link status 	
14	Company should provide local trainings for 05 persons for complete solution on Principal/OEM official curriculum.	
15	OEM must be in Gartner 2019 Leaders/Challengers/Visionaries for the proposed equipment.	
16	The Service Provider shall be responsible for providing Resident Engineer/Certified Professional on offered solution during the warranty period of equipment, at PIA's Primary Data Center at Karachi during general office hours.	

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 of certified resources
3	Financial Strength (Annual Turnover)	2 Million= 1 Mark Max = 20	Last two years audited reports *Evaluation will be on the basis of 2018
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 01 Million)	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

Financial Evaluation

S. No.	Solution Cost Including All Items with Required Quantity, PKR	GST, PKR	Total Cost Including All Items with Required Quantity including GST, PKR
1			

Terms and Conditions

1. Tenders will be called on **Single Stage Two Envelope** basis.
2. Company must be OEM or OEM certified partner / or Authorized Distributor of OEM or Authorized Distributor of OEM certified partner.
3. All local bidders are required to submit 2% of total bid value in Financial Proposal as Earnest Money in shape of pay order.
4. **Bidders are required to submit a pay order of Rs. 6,000 (non-refundable) with Technical Proposal as Tender Documents fee.**
5. All participants are required to mention all taxes & GST separately.
6. Payment term net thirty days.
7. All participants must quote one rate and best delivery period.
8. Quotation must be valid for 120 days (Extendable).
9. Guarantee & Warrantee must be provided.
10. Please note that quoted rates must be firmed and final in all respect.
11. Item found below PIA Standard shall be rejected / returned.
12. PIA may reserve the right to increase or Decrease or cancel the requirement of any or Complete tender without assigning proper reason.

Tenderer's Signature _____ Designation _____

Address _____

Tel No. _____ Fax No. _____ Email _____

GST No. _____ NTN NO. _____

Seal _____

Each Page of this Must Be signed & Company Seal