

Request for Proposal

SUPPLY OF NETWORK SWITCHES FOR FWBL

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Proposals Submission Dead line Date: 15 June 2022 11:00 AM

Opening of Technical & Financial Bid: 15 June 2022 11:30 AM

First Women Bank Limited

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Proposal

This is single stage two envelope bidding procedure as per PPRA rules. The bidders shall submit their proposals in one sealed envelope containing two different separate sealed envelopes marked as “Technical Proposal” and “Financial Proposal” . Only Technical proposal envelope will be opened in the presence of bidders and Financial proposal envelopes will stay in FWBL custody till the opening of Financial bids.

Financial proposals will only be opened for bidders that met “Eligibility Criteria” and minimum requirement specification documented under section “Term of Reference” in this RFP document. Sealed financial bids will be returned to bidders that did not qualify for financial evaluation. Final date of opening of Financial Bids which will be communicated to all the bidders in advance.

Further final evaluation reports containing the combination of marks including technical and financials will be published on FWBL website and PPRA as well.

Successful bidder who qualifies with the combined evaluation, a meeting with the FWBL’s management will be held to discuss in details the exact requirements and procedures to be followed in conducting this assignment.

After the finalization of combined evaluation the qualifying organization will be issued “Letter of Intent” which will be followed by the Service agreement and Service order.

Submission Details

Submission Deadline

All proposal submissions for responding to this request must be submitted on or before 15 June 2022 11:00 AM in a single sealed envelope containing two sealed envelopes.

Submission will be valid if:

- Responses to RFP are submitted no later than 15 June 2022 11:00 AM at FWBL, Head Office GF-2 Reception Area, S.T.S.M Foundation Building, CL-10/20/2, Beaumont Road, Civil Line, Karachi.
- Bids shall be submitted in a Single sealed envelope containing two sealed envelopes containing “Technical & Financial Proposal”.

Submission Questions & Clarifications

You may contact the following person if you have any questions or require clarification on any topics covered in this Request for Proposal:

Name: Naveed Ali
Email: ali.naveed@fwbl.com.pk

All queries for the subject tender (if any) should be sent to above mentioned email address at least 05 working days prior to bid opening date.

FWBL is requesting Technical and Financial Proposal from qualified bidders for delivery of switches as per specification requirements specified in this RFP document.

Eligibility Criteria

Bidders of this RFP will be eligible only if they fulfill the following criteria at minimum:

- The bidder should be registered with Federal / Provincial Tax authorities in Pakistan.
- Bidder to provide an affidavit on a stamp paper confirming compliance with the following terms in order to be eligible for participation against this RFP
 - o Bidder or any of its associated Parent / Affiliated / Subsidiary company should not have been blacklisted from participating in any public sector bids / RFPs / tenders.
 - o Bidder and/or its Owners, Directors, or Partners should be not listed in any of the International/Local Sanctions or ATA list, as required by the local regulator.
- OEM of the Proposed equipment must be “Leader” or “Visionaries” in latest Gartner Magic Quadrant for Enterprise Wired and Wireless LAN infrastructure.
- The Bidder should have minimum annual turnover of Rs. 25 Million during each of the last three financial years and must submit their audited financial reports or Income Tax returns.
- The Bidder should have experience of supplying, deploying and maintaining networking equipment for at least 3 clients with project engagement of at-least PKR 3 million per project, as on the date of submission of the bid. Relevant Purchase order, copy of signed contract or similar document that can provide evidence of such engagements must be submitted.
- The bidder must have been in operation for at least three years in related to supply and commissioning of network equipment.
- Bidder must be an original equipment manufacturer (OEM) or an authorized reseller of the proposed product as per terms of this RFP. The bidder must be an OEM partner of the proposed solution for at-least two years and must have valid Agreement of Partnership with the principal.
- Bidders proposed hardware solution must meet technical specifications requirement as specified in Terms of Reference section.

Terms of Reference

The successful bidder is required to perform the following tasks:

- Delivery of equipment as per BOQ items and associate related warranty in OEM's portal.
- The proposed network equipment shall include hardware replacement / repair warranty for 1 year. In-case the principle does not provide 1-year warranty, the bidder financial bid should include the cost of extended warranty and therefore providing FWBL equipment with at least one year OEM warranty.
- Bidder to submit their detail quotation including all accessories with part # and any software / service / support licenses recurring price along with BOQ
- Bidders may propose specifications higher than specifications specified in this section (as per BOQ table).
- The end user License, end user warranties and end user support services will be in the name of FWBL for all equipment and software loaded on the equipment delivered.
- The proposed network equipment should be compatible / integrated with each other if a vendor is proposing solution from multiple manufacturers.
- Bidder's proposal for hardware must meet the stated requirements of the RFP in all respects without substitution or alteration of required functionality.
- Bidder shall ensure that all BOQ network equipment are delivered within 10 weeks after issuance of PO.

The bidder is required to provide network equipment **from Gartner (Leader or Visionaries)** that has features equivalent to the below BOQ items:

S.#	Item	Benchmark Models*	Qty
1	48 Port non-POE L3 Manageable Switch	Cisco 9200 Series, Huawei S5731-S Series, Juniper EX4400 Series.	1
2	48 Port non-POE L2 Manageable Switch	Cisco 1000 Series, Huawei S1730S, Juniper EX2300.	3
3	24 Port non-POE L2 Manageable Switch	Cisco 1000 Series, Huawei S1730S, Juniper EX2300.	4

*Bidders may propose models specified above or similar equipment that meets or exceeds technical requirements specified in this RFP document.

In case OEM has announced End of Sale/End of Life for the proposed equipment, then End of Service Contract Renewal Date must be at-least 5 years from the date of publication of this RFP.

Technical Specifications Requirement

1. 48 Port non-POE L3 Manageable Switch

- Configuration through CLI, Telnet, and Console port
- Connector type: RJ45 & SFP modular uplinks.
- Maximum Port density: Standalone with Optional Stacking 48 * 10/100/1000 Ethernet and 2x10G Uplink ports, with 250WAC power supply, 1 RU, IP Services feature set
- Switching capacity: 176 Gbps on 48-port models.
- Mac Address Table: 32,000
- Stacking bandwidth: 160 Gbps
- Total number of IPv4 routes (ARP plus learned routes): 24000
- DRAM/Flash: 4GB/2GB
- VLAN IDs: 4,094
- Total switched virtual interfaces (SVIs): 1,000
- Jumbo frame: 9198 bytes
- 2 x 10 Gigabit Ethernet Uplink-Models: 104.16 Mpps
- Dual Power Supply

Required Feature:

- Support All dynamic routing protocols.
- Support Routing Redistribution.
- Support Port Channel and Ether Channel.
- Support HA Feature.
- Support and Integrated with NAC,PIM.
- Support AAA authentication, RADIUS authentication, Two Factor Authentication.
- 48 Ports - Ethernet 1Gbps and minimum 4 SFP-based 10G uplinks along with SFP module and fiber cable.
- Must be Integrated with Cisco Nexus 5000.
- Supports integration with NAC,PIM.
- Redundant power supply with hot swappable.

2. 48 Port non-POE L2 Manageable Switch

Product Specification

- Configuration through CLI, Telnet, and Console port.
- Connector type RJ45
- Maximum Port density: 48 10/100/1000 ports
- Uplinks: 2 dual-purpose (10/100/1000) ports
- Architecture: Layer 2 Switching (basic connectivity), Voice Enabled
- DRAM: 64 MB
- Throughput: 10.1 Mpps
- Backplane Capacity: 16 Gbps
- Number of VLANs: 64
- 802.1x, 802.1Q, 802.1p

- Port Security
- Dynamic VLANs
- SNMPv3
- ACLs (L2-L4)
- RADIUS
- Mounting Rack Mountable

3. 24 Port non-POE L2 Manageable Switch

Product Specification

- Configuration through CLI, Telnet, and Console port.
- Connector type RJ45
- Maximum Port density: 24 10/100/1000 ports
- Uplinks: 2 dual-purpose (10/100/1000) ports
- Architecture: Layer 2 Switching (basic connectivity), Voice Enabled
- Forwarding Bandwidth 16 Gbps
- Forwarding Performance 6.5 Mpps
- RAM 128 MB
- Flash Memory 64 MB
- 802.1x, 802.1Q, 802.1p
- Port Security
- Dynamic VLANs
- SNMPv3
- ACLs (L2-L4)
- RADIUS
- Mounting Rack Mountable
- Dual Power Supply

Required Feature L2 Manageable Switches:

- Supports integration with NAC,PIM.
- Support Ether Channel.
- Support AAA authentication, RADIUS authentication, Two Factor Authentication.
- All ports must be copper 1Gbps with 2 dedicated uplinks.
- Redundant power supply with hot swappable.

The bidder may refer to the technical manuals of the above mentioned line items to match the technical specifications of proposed network equipment.

Submission Timeline & Location

FWBL reserves the right to modify below timeline at any time. Should the due date for proposals be changed, all prospective respondents shall be notified. The proposal must follow as per the following high level schedule.

Location and Timing

Bids/Proposals must be delivered to the FWBL, on or before **15 June 2022 11:00 AM**.

Technical proposal will be open on the same date at FWBL, Head Office GF-2 Reception Area, S.T.S.M Foundation Building, CL-10/20/2, Beaumont Road, Civil Lines, Karachi.

Milestone	Date
RFP Released	28 May 2022
Proposal Submission Due Date	15 June 2022 11:00 AM
Opening of Technical Bids	15 June 2022 11:30 AM
Opening of Financial Bids	To be decided later

As a result of this Request for Proposal, FWBL may do one of the following at its discretion:

1. Award a contract for this Request for Proposal on the basis of prescribed evaluation criteria.
2. Cancel the whole process.

Proposals Evaluation Criteria

The bidder with lowest financial bid (inclusive of applicable taxes) will be considered as the lowest bidder for further evaluation of documents and provide the solution as per the above mentioned TORs.

This is contingent on the requirement that proposed solution **“MUST”** meet all the requirement specification documentation under section **“Term of Reference”** and bidder meets all condition required in **“Eligibility Criteria”**.

FORMAT FOR TECHNICAL BID

Technical Bids must be made in an organized and structured manner in the following form **Annexure A**. All claims made by the bidder in response will have to be backed by documentary evidence.

- Table of Contents
- Technical Bid / Bid Particular for Tenders
- Documentation indicating that bidder is an Authorized reseller of the proposed product for at least last 2 years.
- Deployment References as required in this RFP
- Technical specification of the proposed equipment
- Bidder / Consortium Member’s Profile
- Annexure
 - GST and NTN Certificate
 - Affidavit that bidder is not blacklisted
 - Affidavit that bidder will not subcontract any part of the project to any other vendor.
 - Audited Financial Statements or Income Tax Returns

FORMAT FOR FINANCIAL BID

The financial bid should be quoted as per the format **Annexure B**.

The Bidder shall bear all costs associated with the preparation and submission of its bid, including cost of presentation for the purposes of clarification of the bid, if so desired by the Bank. The Bank will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the Tendering process.

Bid Currency and Validity

- All prices must be quoted in **Pak Rupees** including all applicable taxes.
- Bid validity will be 90 days after the submission of proposals

Payment Terms

Payment schedules is as below

Project Phase - Initial Delivery of Licenses and Implementation	Payment Plan
PO Issuance	20%
After Hardware Delivery	80%

Pre-award Presentations

The FWBL reserves the right to require presentations and/or demonstrations/ Interview from any or all of the bidders, in which they may be asked to provide additional information.

Complete Pricing

The respondent should include all incidental expenses in the project pricing. This includes travel expenses, printing or reproduction, communications, etc. Any invoices for expenses beyond those **itemized (listed)** in the RFP response will not be entertained by FWBL.

Annexure A – Technical Bid Documentation

BID PARTICULARS

Name of the Bidder.	
Is the Bidder the Principal Owner of the solution or an Authorized Partner / Re-seller.	
Registered Address of the Bidder.	
Name of the person to whom all references shall be made regarding this tender.	
Designation of the person to whom all references shall be made regarding this tender.	
Address of the person to whom all references shall be made regarding this tender.	
Telephone No. (With country and area code).	
E-Mail of the contact person:	
Fax No. (With country and area code).	

Name: _____

Location: _____

Date: _____

Company Seal & Bidder's Signature

Annexure B – Financial Bid Documentation

COMMERCIAL BID

Item DESCRIPTION	QTY	PRODUCT COST (PKR)	APPLICABLE TAX (PKR)	Total Cost (PKR)
48 Port POE L3 Manageable Switch	1			
48 Port non-POE L2 Manageable Switch	3			
24 Port non-POE L2 Manageable Switch	4			
Grand Total (PKR)				

Rates should be quoted in Pak Rupees and strictly as per the format illustrated above. Bids quoted in formats other than the illustrated format will be rejected. Applicable local taxes shall be paid over and above on actual basis on production of documentary evidence. Bank will not be making any other payment except those mentioned in the commercial bid.

Name: _____

Location: _____

Company Seal & Bidder's Signature & Date