

Request for Proposal

SUPPLY OF NETWORK EQUIPMENTS FOR FWBL

Published Date:

28 May 2022

FWBL\HO\IT\KK\2022\05

Proposals Submission Dead line Date: 14 June 2022 11:00 AM

Opening of Technical & Financial Bid: 14 June 2022 11:00 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 technical and financial evaluations will be published on FWBL website and PPRA.

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 14 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 14 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 and implementation of network equipment 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 it's 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 "Challengers" in latest Gartner Magic Quadrant for Enterprise Network Firewall.
- The Bidder should have minimum annual turnover of Rs. 50 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 are responsible to provide end to end solution and ensure to configure the devices are per the FWBL requirement.
- 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 Challengers) that** has features equivalent to the below BOQ items:

| S.# | Item | Benchmark Models* | Qty |
|-----|----------------------|---|-----|
| 1 | Data Center Firewall | Fortigate FG-400E Suggest/equivalent model PaloAlto, Cisco FTD, Juniper SRX. | 3 |
| 2 | Branch Firewall | Fortigate FG/FWF-61F Suggest/equivalent model PaloAlto, Cisco FTD, Juniper SRX. | 12 |

*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.

Data Center Firewall - Device Specifications:

The proposed device must have following specifications:

- Propose 3 devices for Data Center. Two for Primary DC and one for DR DC.
- Uninterrupted Software upgrade capability
- Minimum 10 x GE RJ45 and 10 x GE SFP slots
- Minimum 1 x GE RJ45 for Management and HA port.
- Must be capable to support following features
 - SDWAN
 - Advanced Malware Protection
 - Next Gen IPS
 - URL Filtering
 - Application Control
 - SSL Decryption/inspection
 - ATP with Cloud/on-prem Sandbox analysis
- Must support IPsec VPN throughput of 15 Gbps
- Must support static and dynamic routing (OSPF, BGP)
- Must support 1000 IPsec VPN tunnels on a single DC device.
- Must support 1000 OSPF/BGP adjacencies on a single DC device.
- Must support at least 4 ISP links for aggregation.
- Capable to support SD-WAN as well as traditional network
- Must support 3 million concurrent sessions and 400,000 new sessions/sec.
- Must support HA in Active/Active, Active/Standby, and clustering
- Must support all kind of VPN (especially IPSec over GRE, Site to Site VPN & Hub & Spoke VPN)
- Must support AAA authentication, RADIUS authentication, Two Factor Authentication.
- Must support and integrate Data Center equipment with any vendor End point/Branch end devices.

Branches Firewall - Specifications:

- Propose devices for branches.
- Minimum 4 x GE RJ45 interfaces
- Must be capable to support following features
 - SDWAN
 - Advanced Malware Protection
 - Next Gen IPS
 - URL Filtering
 - Application Control
 - SSL Decryption/inspection
 - ATP with Cloud/on-prem Sandbox analysis
- Must support IPsec VPN throughput of 4 Gbps
- Must support static and dynamic routing (OSPF, BGP)
- Must support minimum 10 IPsec VPN tunnels.
- Must support minimum 10 OSPF/BGP adjacencies.
- Must support at least 2 ISP links for redundancy
- Must support WAN bandwidth of 5 Mbps
- Must support QoS/traffic shaping

- Must support AAA authentication, RADIUS authentication, Two Factor Authentication.

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

Central Management and Reporting requirements:

The central management solution should support following:

- Should be hardware / software (VM) based dedicated appliance.
- Management appliance must be licensed to manage 60 devices and must have the capability to scale up to management of 100 devices.
- Should allow full visibility into inventory of Head and branch end devices and switches.
- Should support central configuration including but not limited to routing, SD-WAN, security functions, VPN, policies, software/firmware updates, definition updates and switching.
- Should support zero-touch-provisioning for SD-Branch components and ability to apply security policies and enforcement to switch level.

The central reporting solution should support following

- Should be dedicated hardware / software (VM) appliance
- Should support average 1000 logs/Sec.
- Must Support 3 TB Storage for log retention.
- Should provide Powerful Network and security visibility with customizable interactive Dashboard and summary views.
- Should have built-in report templates, which are highly customizable
- Should have the facility to create custom reports
- Should have Automated alert notification for issues, problems, and attacks
- The Centralized logging and Reporting appliance should be able to parse logs and generate reports

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 **14 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 | 14 June 2022 11:00 AM |
| Opening of Technical Bids | 14 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 within their technical proposal. 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 hardware.
- Methodology and detailed project plan.
 - o Project Implementation
 - o Annual Support
- Proposed Team CV's and Certifications
- List of functional and technical features in proposed solution
- Specification of Hardware & other licensing requirement
- Technical Bid - Details of Prior Experience
- Annexure
 - o GST and NTN Certificate
 - o Affidavit that bidder is not blacklisted
 - o Affidavit that bidder will not subcontract any part of the project to any other vendor.
 - o 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% |
| Hardware Delivery | 50% |
| Completion of Configuration as Per Agreed upon design | 30% |

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) |
|-------------------------------------|-----|--------------------|----------------------|------------------|
| Data Center Firewall | 1 | | | |
| Branch Firewall | 12 | | | |
| Software Manager and Reporting Tool | 1 | | | |
| Grand Total (PKR) | | | | |

Vendor are requested to include additional OEM/ third party software and solution licenses prices shell include which are necessary to deploy the solution in FWBL environment.

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