

PAKISTAN REVENUE AUTOMATION (PVT) LIMITED

TENDER DOCUMENT P-05/2025

PROCUREMENT FOR THE SUPPLY, INSTALLATION & CONFIGURATION/TESTING OF WEB APPLICATION FIREWALL (WAF)

April 2025



Online (e-bid) shall be submitted only at e-PAK Acquisition & Disposal System (EPADS),

on or before 11:00 AM, 24th April 2025.

e-Bid Opening 11:30 Hours. 24th April 2025.

In case of any query, please contact phone: (+92)9259353

Or Visit

Admin &HR Department (Procurement Wing)

Software Technology Park, 2nd Floor, Service Road (North), Sector I-9/3, Islamabad,

Website: pral.com.pk



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1) Invitation to Bid:

Pakistan Revenue Automation (Private) Limited (acronym – PRAL). PRAL is a private limited Company registered under section 32 of the companies ordinance, 1984 (XLVII of 1984). PRAL is working with federal and provincial tax and revenue agencies to provide wide variety of tax and revenue collection automation solutions, since its incorporation in June, 1994. Online (e-bids/proposals) are invited from bidders for the **Procurement for the Supply, Installation & Configuration / Testing of Web Application Firewall (WAF)**. All interested and eligible bidders are requested to go through the tender document and provide relevant required information and supporting documents mentioned in this document.

2) Instructions to Bidders:

The selection of a company/firm will be based on **Least Cost Method**, through **Single Stage Two Envelope** bidding procedure. The Bidder is expected to examine all instruction forms, terms and Conditions of the bidding documents. Failure to furnish all information required by the bidding documents and/or to submit a bid not substantially responsive to the bidding documents will be at the bidder's risk, which may result in rejection of bid. All the pages of the bid must be sequentially numbered.

- 2.1 The PDF copy of the technical and financial proposals/bids along with the bid security shall only be submitted online on EPADS, no hardcopy shall be entertained.
- 2.2 In the first instance, the "Technical bid/Proposal" shall be opened for technical evaluation and the "Financial Proposal" shall remain unopened in the system.
- 2.3 PRAL shall evaluate the Technical Proposal in a manner prescribed in section-8 given in the document, without reference to the price and condition PRAL shall reject any proposal which does not conform to specified requirements.
- 2.4 During the technical evaluation, no amendments in Technical Proposal shall be permitted.
- 2.5 After evaluation of the technical proposals, PRAL shall open the financial proposals of the technically responsive bids, publicly at a time, date and venue announced and communicated to the bidders in advance, within the bid validity period.
- 2.6 The financial bids whose technical bids declared non-responsive, shall not be opened.
- 2.7 The Technical and Financial Proposal will be evaluated based on PRAL's evaluation criteria as provided in section-08 and 09 of this document.
- 2.8 The bid shall remain valid for the period of 120 days from the date of bid opening.
- 2.9 This document has different sections carrying information of eligibility, technical evaluation criteria, Scope of work and conditions of tender etc. to assist the potential bidders to develop their technical proposals.
- 2.10 Minimum passing marks are 65 in technical evaluation, along with a compulsion to obtain full marks in Serial # 3, 4 & 5 of Annexure-D, shall be considered as technically qualified.
- 2.11 PRAL reserves the rights to request submission of additional information from the bidders to clarify/further understand aspects of technical proposal, if required. PRAL also reserves the right to verify any information provided by the bidder.



- 2.12 PRAL has the right to visit business premises to verify the information shared in tender documents. Bidder presenting information intentionally incorrectly or fraudulently will be disqualified.
- 2.13 PRAL reserves the right to award or not to award the contract and the bidders who fail to submit complete relevant documents shall be disqualified. No bid shall be accepted in hard copy.
- 2.14 Bidders to ensure that their bid documents are submitted before the closing time and date of the tender. else the system will not accept the bids after the closing time.
- 2.15 Questions about this bidding document can be made only in writing through EPADS or Email: at procurement@pral.com.pk and must be asked on or before COB April 14, 2025.
- 2.16 Bidders are requested to visit the site/premises for having exact idea of allied accessories required for the installation & Configuration/testing of Web Application FIREWALL (WAF).
- 2.17 Although adequate thought has been given in the drafting of this document, errors such as typos may occur for which PRAL will not be responsible.
- 2.18 Companies/Firms cannot apply by forming a consortium (both local or international firms/Companies).
- 2.19 In case the bid opening day falls on a public holiday, the next working day shall be considered as the opening day for the same.
- 2.20 In case, of any disruption observed on the day of bid opening due to any reason related to server/internet connectivity, the next working day shall be considered as the opening day for the same.
- 2.21 In case of any disruption/failure in submitting the bid on EPADS, PRAL shall not be held liable, since the EPADS is owned and operated by PPRA.
- 2.22 The bid should be signed, stamped and readable.
- 2.23 The Procuring Agency, at its discretion, may extend "Deadline for Submission of Bids". In such case, all rights and obligations of the Procuring Agency and Bidders previously subject to the deadline shall thereafter be subject to the extended deadline.
- 2.24 The Proposed equipment must not be from the countries restricted by Federal Government.
- 2.25 The bidder should be a registered supplier on the e-Pak Acquisition & Disposal System (EPADS) to participate in the subject tender. To register electronically suppliers can visit <https://eprocure.gov.pk/#/supplier/registration>.
- 2.26 The scanned copy of the Bid Security to be uploaded along with the online bid and the hardcopy of the bid security and original copy of the Affidavit shall only be submitted at below mentioned address on or before 11:00 AM 24th April 2025.

Admin & HR Department (Procurement Wing)
Pakistan Revenue Automation (Private) Limited,

Software Technology Park, 2nd Floor, Service Road (North), Sector I-9/3,
Islamabad.

3) Conditions for Eligibility:

The bidders, fulfilling the following criteria, will be considered eligible for the bidding process.



- 3.1 Evidence of the bidding firm/company's registration/Incorporation is required (Copy of certificate of incorporation/company registration certificate is required).
- 3.2 Have National Tax Number (NTN) and GST/ PST (if applicable) in the name of Organization (Provide a copy of registration).
- 3.3 Should be active taxpayer on the date of submitting the bid. (Status report must be provided).
- 3.4 Affidavit on stamp paper, declaring that the bidding company/Firm is not blacklisted by any Telco/FMCG/autonomous body/government/semi government or any organization. (Affidavit on stamp paper original signed & stamped).
- 3.5 Bidder must be authorized from Principal/OEM, (Manufacturer Authorization Form/Letter is required from OEM in the name of the Bidder).**

If bidder fails to provide above mentioned information using "Eligibility Criteria Checklist" (Annexure B), they shall be dis-qualified and declared ineligible from the bidding process and its technical evaluation will not be carried out.

4) SCOPE OF THE WORK:

The following scope of work identifies the tasks and responsibilities that the qualifying Company/Firm shall deliver upon, by working closely with the Network & Infrastructure Department of PRAL:

DESCRIPTION AND SCOPE OF WORK FOR SUPPLY /INSTALLATION/TESTING/COMMISSIONING OF WEB APPLICATION FIREWALL (WALL)

Bidders must have enterprise-level deployment experience, preferably in public or private sectors, with a minimum of three projects involving the installation and configuration of a Web Application Firewall.

Security and Privacy

The PRAL reserves the right to assess the proposed solution's compliance with security standards before authorizing payment. PRAL may reject any solution that does not meet the required standards, and the bidder will assume all associated correction costs. The bidder must also adhere to PRAL's security protocols and maintain the confidentiality of any information obtained during the project.

MANDATORY TECHNICAL REQUIREMENTS

The proposed solution MUST meet the following technical specifications at the time of proposal submission.

Key Requirements

The key requirements for this tender include a Web Application Firewall (WAF) solution that provides robust web application protection, bot detection and mitigation, and machine learning-based threat detection. The solution must also offer API protection, advanced security features such as SSL/TLS encryption and data loss prevention, and high performance and scalability to handle large volumes of traffic. Additionally, the WAF should provide real-time monitoring of attack logs, alerts and analytics.



Mandatory Features

1. Operating System

- Latest stable OS version, upgradable without service disruption.
- 950Mbps or more HTTPS Throughput (SSL Key Size 2K, RSA AES256-SHA)
- 85K or more HTTPS Concurrent Connections (SSL Key Size 2K, RSA AES256-SHA).
- 12K or more new HTTPS Connections per Second (SSL Key Size 2K, RSA AES256-SHA).
- 30K or more HTTPS Transactions per Second (SSL Key Size 2K, RSA AES256-SHA).
- Should perform SSL/TLS processing in hardware.
- The WAF must have the capability to restrict file uploads based on specific file extensions. This feature should allow administrators to configure a list of prohibited file extensions, and prevent users from uploading files with those extensions through the web application.
- Minimum 10 Administrative domains.
- Built-in hard drive of 450GB SSD or higher
- Redundancy for major and minor upgrades under warranty.
- Ability to support firmware updates through a user-friendly web interface and CLI.
- Secure boot and secure firmware update mechanisms. Configuration export capabilities in standardized formats (e.g., XML or text) for backup and quick deployment replication.
- API programmability for integration with third-party systems.

2. WAF Core Features

- Proven WAF solution with a signature database maintained for over five years.
- Support for Inline/Reverse Proxy/Sniffing Modes.
- Web server and application signatures.
- IP address reputation.
- Support for HTTP/2.
- WebSocket protection and signature enforcement.
- Machine Learning Features.
- IP address geolocation.
- Threat Analysis.
- Web Application Protection.
- API Protection.
- Bot Detection.
- IP location identification.
- Location-based policies and controls.
- Intrusion Prevention System (IPS).
- Cross Site Scripting & SQL Injection protection.
- Session Hijacking Protection.
- Malware detection.
- Brute force protection.
- Syntax-based SQLite and XSS detection.
- HTTP Header Security.
- Custom error message and error code handling.



- Operating system intrusion signatures.
- Known threat and zero-day attack protection.
- Stateful Network Firewall Features with DoS prevention.
- Advanced correlation protection.
- Data leak prevention.
- Website Defacement Protection.
- Layer 7 server load balancing.
- URL Rewriting & Content Routing.
- HTTPS offloading.
- SSL Offloading.
- Caching.
- API Gateway.
- Web services signatures.
- Machine Learning-based Bot Mitigation.
- Biometrics-Based Detection.
- Threshold-Based Detection.
- Solution certified by a recognized standards body (e.g., ICSA).
- High Availability (HA) support with Active-Active and Active-Passive configurations.
- Multi-factor authentication support for web applications.
- Compliance with PCI DSS.
- Automatic signature database updates.
- Correlated attack validation.
- Custom security rule support.
- Real-time analytics and attack logs reporting capabilities. Integration with SIEM systems (e.g., Splunk, ELK).

3. High Availability

- Support for Active-Active and Active-Passive configurations with session-aware failover.
- Redundant components, including power supplies and network interfaces, to ensure seamless operations in case of hardware or network failure.

4. Hardware Requirements

- 1GE optical SFP+ support with onboard SSD for fast data processing.
- Fully populated ports and accessories provided by the supplier, along with HA-enabled management ports.
- Redundant AC power supplies.
- Minimum 4x1G Electrical interfaces with 2 bypasses or more.
- Minimum 4x1G SFP Optical interfaces along with compatible SFP modules (Fully Loaded) Or more
- Dedicated on-board total storage 450GB SSD or higher
- Must be compatible with Data Center environmental requirements. HA with Active/Active and Active/ Backup Modes.
- Rack mounting kits, Power cords and necessary accessories for mounting and deployment.

5. Subscription and Licensing



- **Five-years warranty, subscription, and licensing plan.**
 - Continuous support for firmware, software, and patch upgrades, including proactive release checks for stable versions.
 - 05 Year Software Upgrade & 24x7 Technical Support.
 - 05 Year Hardware Warranty Service.
 - Onsite Configuration & Installation.
- 6. Post-Sales Support and Warranty**
- Five-years 24x7x365 support from the OEM, including direct access to OEM engineers for technical assistance.
 - Guaranteed availability of spare parts within 4 hours.
- 7. Additional Features**
- Real-time monitoring support with telemetry streaming capabilities.
 - The appliance should be supported for at least five years from the contract start date, including extendable support for additional time as per mutual agreement.

The above requirements are mandatory, and the solution must have all listed features, including licenses.

Additional Requirements

The proposed appliance must be the latest stable solution, not reaching end-of-support within at least five years from the contract start date. The solution should be centrally manageable, supporting IPv4 and IPv6. It should integrate with SIEM and allow out-of-band management, payload reading, support for IF-based applications and IMS protocols, slow ramping of new servers, and application-specific deployment wizards.

Implementation Schedule

The successful bidder must install, deploy, and configure equipment within the stipulated delivery schedule and transfer knowledge to PRAL at each project stage.

BILL OF QUANTITIES

| Sr.# | Item | Quantity |
|-------------|---|-----------------|
| 1. | Web Application Firewall (Hardware based, along with all allied accessories) | 1 |
| 6. | Onsite technical training | 4 |

Note : The bidder must submit a soft copy of compliance sheet (in Excel format) that confirms adherence to all technical specifications. The sheet should include a separate tab with hyperlinks to upload reference documents (PDF/PPT/DOCX) providing evidence of compliance for each specification. The compliance sheet must be signed and stamped by the bidder.



Deployment and Configuration:

- A complete project plan must be shared prior to deployment.
- The bidder shall configure and implement all available features and functionalities of the complete solution, ensuring optimal performance and integration.
- The bidder shall be responsible for deploying the Web Application Firewall (WAF) and migrating all production environments traffic to the new WAF setup.
- The vendor is responsible for configuring the WAF as per the demand and requirement.
- The bidder shall provide detailed documentation of each deployment step along with the screenshots.
- The local support engineer assigned for the rectification of technical issues must be Professional level certified engineer and have a minimum of 5 years of relevant experience. The PRAL team will not permit any inexperienced personnel to access the system in the event of a technical issue.
- The successful bidder must provide a comprehensive three-day deployment, operations, and feature training program for a minimum of four (4) designated resources/personnel, and issue training certificates.
- The bidder is responsible for opening and managing OEM Technical Assistance Center (TAC) cases for hardware/software issues, Performing initial troubleshooting and fault isolation, Collaborating with OEM TAC engineers to resolve issues, providing timely updates on case progress to the PRAL representative, ensuring prompt resolution of issues within agreed-upon SLAs (Service Level Agreements), maintaining accurate records of TAC cases, including case numbers, descriptions, and resolution.
- In case of any hardware failure, backup equipment should be available.

OEM Prerequisite

- The OEM must have presence in Pakistan.
- The OEM must have at least two references of proposed solution in Pakistan.
- The OEM must validate the proposed solution and provide a MAF letter to the bidder proposing their solution.
- The OEM must have 24x7x365 online technical support available.
- Bidder must provide evidence from manufacturer to have spare parts in Pakistan with 4 hours delivery commitment in Islamabad.
- **The proposed WAF solution must be from an OEM recognized in the Gartner Magic Quadrant for Web Application Firewalls, in the current or previous year's report.**

5) General or Special Conditions of Tender

The successful bidder shall agree to the following terms to provide Web Application Firewall to PRAL:

5.1 All documents and information received by PRAL from bidders will be treated in strictest confidence and Documents submitted to PRAL will not be returned.

5.2 All expenses related to participation in this bidding document shall be borne by the bidder.

5.3. Once the technical bids are opened on EPADS (Electronic Procurement and Disposal System), PRAL may require bidders to submit a hard copy of the technical bid already submitted



electronically. However, bidders must ensure that the hard copy exactly matches the electronic version to avoid any discrepancies that could lead to disqualification.

6) Form of Contract

- 6.1 The successful bidder shall sign and execute the standard contract of PRAL including any general conditions on the terms and conditions specified therein. Any amendment to the standard contract shall be made with the mutual consent of both parties.
- 6.2 Successful bidder will sign a contract and will provide & Install the Web Application Firewall as per the timelines specified in the scope of work, after issuance of the Purchase/Service Order.
- 6.3 Five 05 Years Comprehensive warranty with onsite OEM & local support for Web Application Firewall with parts replacement.
- 6.4 In case of any dispute regarding Supply & Installation of Web Application Firewall, the decision of the PRAL shall be final & binding.
- 6.6 The competent authority may reject all bids or proposals at any time prior to the acceptance of a bid or proposal. PRAL shall upon request communicate to any bidder, the grounds for its rejection of all bids or proposals but shall not be required to justify those grounds.
- 6.7 All taxes will be deducted in accordance with the applicable laws.
- 6.8 The bid shall remain valid for the period of 120 days from the date of bid opening.
- 6.9 In case the selected bidder fails to deliver & Installation the Web Application Firewall as per the agreed timelines, bank guarantee of the bidder will be forfeited, and the contract may be terminated.

7) Delivery & Installation Timelines

The timeline for the delivery & Installation/configuration/ testing of the Web Application Firewall is 06-08 weeks as mentioned in the scope of work, which shall start once the Contract is signed or issuance of the purchase/service Order. However, PRAL reserves the right to change the delivery timelines.

8) Technical Evaluation Criteria

This document is governed by the procedure approved by PRAL management. The technical proposal of eligible organizations will be evaluated against the requirements specified in the “Annexure-D”.

9) Financial Evaluation Criteria

The financial proposals of only eligible & technically responsive bidders will be opened in the presence of all the bidders who participated in the tender. All technically qualified bids shall be opened by the evaluation committee publicly online in the presence of the bidders or their representatives who may choose to be present at the time and place announced prior to the bidding. The chairperson or member of the evaluation committee shall read aloud the unit price as well as the bid amount if any and shall record the minutes of the bid opening. All bidders shall sign an attendance sheet at the time of bid opening.



. Please provide information regarding Financials in **Annexure – F**".

10) Performance Security

- a) The successful bidder will be required to furnish performance securities/guarantees for the amounts equivalent to 10% of the total award value of the Contract, in the form of bank guarantee or a Pay Orders, issued by a scheduled bank operating in Pakistan acceptable to PRAL, within twenty (20) working days from the receipt of notice of successful bidder or the time as may be extended by PRAL. If the successful bidder fails to deposit performance guarantees within the time stated above, PRAL retains the right to cancel the notice for award of agreement and the bid security shall be forfeited.
- b) The performance guarantee/security will be returned after completion of the Contract.
- c) In case the bidder fails to provide the Performance Guarantee, 10% of the total payment shall be retained by PRAL, till completion of the Contract.

11) Pre-Bid Meeting

A pre-bid meeting will be held on April 17, 2025 at 1100 hours at PRAL Office i.e. Software Technology Park, 2nd Floor, Service Road (North), Sector I-9/3, Islamabad for clarification of any queries from the potential bidders.

12) Submission of Bids (Technical and Financial Proposal): -

The complete bid containing the Technical and Financial proposals along with Bid Security shall only be submitted online in PDF format on EPADS, no hardcopy shall be entertained. Only the bid security and original copy of the Affidavit shall be submitted in hardcopy at the given address in the bidding document on or before 11:00 AM 24th April 2025. Technical proposals will be opened online on the same day i.e., 11:30 AM 24th April 2025 at PRAL Head Office Islamabad in the presence of bidder's representatives who wish to attend it. The bidder who fails to submit the hardcopy of bid security on or before the closing date & time on the given address shall be disqualified from the bidding process. The Bid Security of the disqualified bidders will be returned after awarding the business to the successful bidder.

12.1 BID SECURITY

Bid Security amounting to rupees 1,200,000/-PKR in the form of pay order or demand draft favoring Pakistan Revenue Automation Pvt Ltd shall be submitted along with the financial bid. The Bid Security should be valid for a period not less than 6 months.

- a. Any bid not secured by "Bid Security" shall be considered as rejected.
- b. if "Bid Security" is found less than Rs. 1,200,000/-, the bid shall be considered as rejected at any stage.

12.2 Cover Letter for the Submission of Technical Proposal

A cover letter as specified in **Annexure I** shall be submitted with the proposal.



Note: Please provide the required Information/Response to all Annexures mentioned in this document and mark them while submitting the bid.



Annexures

Annex – A (Organization Information)

| Organization Information | | |
|--------------------------|---|----------------------------|
| S # | Required Information | Response |
| 1 | Legal name of the organization | |
| 2 | Year of Registration / Establishment of the Organization | |
| 3 | National Tax Number | |
| 4 | General / Punjab Sales Tax Number | |
| 5 | What is the legal status of your organization? Tick the relevant box (one box only). (Attach Copy/Copies of Registration Certificate/s) | Public Sector Organization |
| | | Section 42 Company |
| | | Public Ltd. Company |
| | | Private Ltd. Company |
| | | Private Partnership Firm |
| | Other | |
| 6 | Name and designation of 'Head of Organization' | |
| | Mobile: | |
| | Phone/s: | |
| | Email: | |
| 7 | Name and designation of 'Contact Person': | |
| | Phone/s: | |
| | Mobile: | |
| | Email: | |
| 8 | Address of organization | |



Annex – B (Eligibility Criteria Check List)

| Eligibility Check List | | | | |
|-------------------------------|---|---|--|--------------------------|
| Sr. No. | Eligibility Criteria Details | Evidence/Proof Required | Attached Supporting Documents/Proof and mark Yes/No | |
| | | | Yes | No |
| 1 | Evidence of the bidding firm/company's registration/incorporation | Copy of certificate of incorporation/company registration | <input type="checkbox"/> | <input type="checkbox"/> |
| 2 | Provide National Tax Number (NTN) and GST/ PST, (if applicable) in the name of Organization | Copy of registration | <input type="checkbox"/> | <input type="checkbox"/> |
| 3 | Should be active taxpayer on the date of submitting the bid. | Status report | <input type="checkbox"/> | <input type="checkbox"/> |
| 4 | Affidavit on stamp paper, declaring that company is not blacklisted by any Telco/FMCG/autonomous body/government/semi government or any organization. | Affidavit on stamp paper original signed & stamped | <input type="checkbox"/> | <input type="checkbox"/> |
| 5 | Bidder must be authorized from the Principal/OEM | Manufacturer Authorization Form/Letter is required from OEM in the name of the Bidder | <input type="checkbox"/> | <input type="checkbox"/> |



Annex – C (Relevant Experience)

| Relevant Experience | | |
|--|--|--|
| Sr. # | Required Information of the Clients | Response (Please provide exact information with Clients organization name, location/s and duration) Provide data in sequence given below and also attached copies of Purchase Orders, contract agreements etc. |
| 1 | Details of the Clients to whom Similar equipment/Services are provided | |
| | Name of Clients Organization(s) along with the following details: | i. |
| | I. Company Name | ii. |
| | II. Addresses, email address, Phone #, website | |
| III. Contact person | iii. | |
| IV. Start and end dates of Good/Services (For example – Jan 2009 to July 2021) | | |



Annex – D (Technical Evaluation Criteria)

| TECHNICAL EVALUATION CRITERIA | | | | |
|-------------------------------|---|--------------|----------------|--|
| Sr # | Descriptions | Total Points | Scoring Points | Remarks (Attachment of relevant evidence in each case is mandatory. In case of non-compliance no mark will be awarded) |
| 1 | Client Portfolio | 15 | | |
| | Supplied & Installed similar nature of Equipment to more than 03 local/international/multinational clients including public sector or private sector organizations: | | 15 | Documentary proof: (Purchase/Service order/copies of contract with contact details of clients should be furnished, along with completion certificates |
| | Supplied & Installed similar nature of equipment to at least 2 local/international/multinational clients, including public and private sector organizations. | | 10 | *Multiple projects with same client will be counted as one. |
| 2 | Relevant Experience | 15 | | |
| | Experience of more than or equal to 03 years for providing & installing similar nature of Equipment to local or international or multinational clients i.e. (Telco/FMCG/autonomous body/government/semi government or any organization) | | 15 | Documentary proof: (Purchase/Service order/copies of contract with contact details of clients should be furnished, along with completion certificate |
| | Experience of 02 years for providing & Installing similar nature of Equipment to local or international or multinational clients i.e. (Telco/FMCG/autonomous body/government/semi government or any organization) | | 10 | *Multiple projects with same client will be counted as one. |
| 3 | Compliance to the Specifications mentioned in the bidding document | 25 | | |
| | Compliance to the Specifications mentioned in the Scope of Work for Firewall | | 25 | If the quoted product is fully complied with the specifications mentioned in the Scope of Work, full Marks will be given, else zero (0). (Bidder to share the copies of technical literature, Data Sheet & Brochures from the manufacturer, which may be |



| | | | | |
|---|---|------------|-----------|---|
| | | | | verified on the Internet) |
| 4 | Presence of the OEM in Pakistan for Warranty & technical Support | 10 | | |
| | Presence of Principal/OEM in Pakistan for equipment warranty & Support Services | | 10 | Written confirmation from OEM is required to confirm their or their authorized partner/distributor presence in Pakistan for equipment warranty & technical Support services. |
| 5 | Presence of Certified Technical Resources/Team Member for Installation, Configuration & Support Services | 15 | | |
| | Presence of Certified Technical Resource/Team member with the bidder for equipment installation, Configuration & Support Services | | 15 | Documented proof: Bidder to share the Profiles/CVs of the resources to be deployed for the project installation & Support services, mentioning their Certifications with documentary proof. |
| 6 | Financial Turnover | 20 | | |
| | Annual turnover /revenue of the company is greater than or equal to 30 million (PKRs) | | 20 | Documentary proof required (tax returns or financial audited report from registered firm/company for the year 2023-2024 or latest) |
| | Annual turnover /revenue of the company is less than 30 million (PKRs) but greater than or equal to 20 million (PKRs) | | 15 | |
| | Annual turnover /revenue of the company is less than 20 million (PKRs) but greater than or equal to 15 million (PKRs) | | 10 | |
| Total Technical Evaluation Score | | 100 | | |

***Please mention the page numbers of the supporting documents shared for technical qualification scoring.**

*If the quoted item is below the required requirements/specification, the Bid shall stand non-Responsive



Annex – E (Key Management Staff of the Company)

Please attach CVs for your Key Management Staff

| Key Management Staff of Company | | | | | |
|--|---------------------------------|--------------------|----------------------|--------------------------|-----------------------------------|
| Sr # | Name of Management Staff | Designation | Qualification | Area of Expertise | Number of years in company |
| | | | | | |
| | | | | | |
| | | | | | |



Annex – F (Financial Proposal)

Financial Proposal Format

| <u>SR #</u> | <u>Description</u> | <u>Unit</u> | <u>Quantity</u> | <u>Unit Price in PKR (without applicable GST/PST)</u> | <u>GST/PST amount applicable per unit in PKR</u> | <u>Unit Price in PKR (inclusive of all applicable taxes)</u> | <u>Total Cost in PKR (inclusive of all applicable taxes)</u> |
|-------------|---|-------------|-----------------|---|--|--|--|
| <u>A</u> | Supply, installation, configuration /testing of Web Application Firewall along with allied accessories as per the specifications mentioned in the Scope of work (05 Years Comprehensive warranty with onsite OEM & local support for Web Application Firewall (WAF) with parts replacement. | No | <u>01</u> | | | | |
| | <u>Total Cost (inclusive of all applicable taxes)</u> | | | | | | |
| | <u>Total Amount in Words</u> | | | | | | |

Note:

1. The responsibility to include all and correct taxes is that of the bidders.
2. Prices should be in Pak Rupee only.
3. **The successful bidder must provide a comprehensive three-day deployment, operations, and feature training program for a minimum of four (4) designated resources/personnel, and issue training certificates.**

Authorized Signatory

Name _____

Designation _____

Signature _____

Stamp _____

Date _____



Annex-G (Penalty Clauses & Payment Terms)

1. Any delay in delivery/installation/configuration/testing of equipment as per the time frame mentioned in the bidding document will be subject to a penalty @ 10,000/- per day, up to maximum 10% of the total tender cost/value.
2. Upon successful delivery & Installation/configuration / testing of deliverable, PRAL Network & infrastructure department shall inspect and check the equipment and shall share User Acceptance Certificates, thereafter the payment shall be made for Hardware & installation, within 30 days after the submission of invoice. No advance payment shall be allowed.
3. All the payment shall made in the PKR after the deduction of all applicable taxes.



Annex – H (Declaration)

I, _____ hereby declare that:

- all the information provided in the technical proposal is correct in all manners and respects.
- and I am duly authorized by the Governing body/Board/Management to submit this proposal on behalf of "[Click here and type the name of organization]"

| | |
|-------------------|--|
| Name: - | |
| Designation: - | |
| Signatures: - | |
| Date and Place: - | |



Annex – I (Cover Letter)

[Firm letterhead]

[Date]

To

Chief Executive Officer

[Address mentioned in Guidelines]

Re: Technical Proposal in respect of [Insert title of assignment]

Dear Sir,

We offer to provide the services for **Supply, Installation, Configuration/testing of Web Application Firewall (WAF)** in accordance with your tender for Proposal dated [Insert Date of tender advertised]. We hereby submit our technical Proposal including the required documents.

We hereby declare that all the information and statements made in these proposals are true and accept that any misinterpretation contained therein may lead to our disqualification and forfeiting of our bid security. We undertake that we will initiate the delivery of services as per the client's request if our proposal is accepted. We understand that you are not bound to accept any or all proposals you receive.

Thank you.

Yours sincerely,

Signature

Name and title of signatory: