



**PROJECT: ESTABLISHMENT OF 25 STPs IN PAKISTAN WITH RENTAL
SUBSIDY PHASE-1**

REQUEST FOR PROPOSAL

**Supply, Installation, Testing and Commissioning of the equipment
for Data Nodes of PSEB 25 New STPs**

Phase-I

October 2021

PSEB, 2nd Floor, Evacuee Trust Complex, F-5/1, Aga Khan Road, Islamabad
www.pseb.org.pk

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**PART A – DEFINITIONS, INSTRUCTIONS & INFORMATION FOR
BIDDERS**

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1 Pakistan Software Export Board

The Pakistan Software Export Board (PSEB) is the entity within Government charged with the task of accelerating growth in the Information Technology (IT) and Information Technology enabled services (ITeS) industry. PSEB is a guarantee limited company totally owned and funded by the Government of Pakistan. It is under the administrative control of the Federal Ministry of Information Technology and Telecommunications and has a Board of Directors that is chaired by the Federal Minister of IT and Telecommunications. Through its many support programs, PSEB aims to help Pakistani IT companies and IT professionals in obtaining a greater share of the global IT and ITeS marketplace.

2 Background & Introduction of Project - Establishment of 25 STPs in Pakistan

With the objective to facilitate and encourage participation of new upcoming IT SME's and fresh graduates in knowledge economy, PSEB is expanding its Software Technology Parks (STPs) program to secondary and tertiary cities of Pakistan. These STP's will be established in secondary and tertiary cities in addition to Karachi, Lahore and Islamabad over next three (03) years PSEB is managing Data Network Nodes operations in all Software Technology Parks since 1999 with the objective to provide uninterrupted and reliable IT services to tenant IT companies.

3 Definitions

In this Request for Proposal (RFP), unless the context provides otherwise:

- a. **“Bidder”** means a firm, agency or party which will submit proposal in response to this RFP.
- b. **“Bidding Document”** means set of documents prepared by PSEB, to solicit Proposals, which consists of definitions, instructions for bidders, ToR, evaluation criteria, forms for providing information and draft contract. Also referred to as “Request for Proposal (RFP).”
- c. **“Date of Issue”** means the date on which the RFP is issued by PSEB to solicit bids from potential bidders for execution of this Project.
- d. **“Day”** means calendar day.
- e. **“Descriptive”** means what is happening now based on incoming data.
- f. **“Diagnostic”** means a look at past performance to determine what happened and why.
- g. **“Successful Bidder”** means a Bidder who has been awarded the contract pursuant to the subject RFP and who shall be responsible for completion of all scope of work as outlined in ToRs.
- h. **“Proposal”** means the entire set of documents, hard and electronic, consisting of Technical and Financial Proposals submitted by Bidder.
- i. **“Project Management Team”** means administration & technical team appointed by the Successful Bidder to manage the subject Project.
- j. **“Regular Staff”** means permanent/full time staff employed by the Successful Bidder to perform the services or any part thereof.
- k. **“Terms of Reference”** (ToR) means that part of Bidding Document which explains the scope of work, activities, tasks to be performed, evaluation criteria, respective responsibilities of the Bidder as well as expected results and deliverables of the assignment.

4 Instructions for Bidders

This document contains all the information pertinent to this solicitation and governs the preparation and submission of Proposals. The technical & financial forms to be filled by Bidder for this assignment are annexed with this RFP document. Proposals must be submitted by the deadline, completed on the formats provided by PSEB, with supporting documents, according to the guidelines given in the section titled **Instructions & Information for Bidders**. PSEB reserves the right to cancel the bids submitted with

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incomplete forms/templates provided in the RFP. Proposals will be evaluated by bid evaluation committees constituted by PSEB. Selection of bidders will be on Quality and Cost Based Selection methodology as provided in the Bidding Document.

5 Bidding Document

The Bidder is expected to examine all instructions, general conditions, forms, terms and specifications contained in the RFP document and its annexures. Failure to comply with instructions will be at the bidder's risk and may affect the evaluation of the proposal. Proposals that do not comprehensively address the scope of work/ToR and other requirements may be rejected. Inability to comply with applicable instructions, general conditions of contract, terms and specifications may lead to rejection of proposal.

6 Preparation of Proposal

6.1 Language of the Proposal

Proposals prepared by the bidders and all correspondence and documents relating to the proposal exchanged between the bidders and PSEB shall be in writing and in English Language.

6.2 Proposal Currency

All prices shall be quoted in Pakistan Rupees (PKR) and all payments will be made in Pakistan Rupees (PKR.)

6.3 Period of Validity of Proposal

Proposals shall remain valid for 180 days from the date of advertisement as provided in the RFP document. In exceptional circumstances, PSEB may solicit the Bidder's consent to an extension of the period of validity without any material changes in the Bidding Document.

6.4 Supporting Documents

While preparing the Technical Proposal, the Bidder shall ensure that it provides PSEB with documentary evidence. Bid evaluation committees will evaluate Proposals solely based on documentary evidence submitted in accordance with evaluation criteria described in this Bidding Document.

6.5 Cost of Preparing Proposal

All costs of preparing proposal and of negotiating with PSEB, including visits for discussion with PSEB, are not reimbursable.

6.6 Taxes

Quoted costs should be inclusive of all applicable (direct & indirect) taxes. Financial proposal will be scored based upon the bid amount inclusive of all taxes.

6.7 Format and signing of proposal

The proposal shall contain no interlineations, erasures, or overwriting, except, as necessary to correct errors made by the Bidder, in which case such corrections shall be initialed by Bidder's authorized person. The Proposals shall be clear and elaborate. Different parts of Proposals shall be separated using color separators, flags or tags.

Note: *The Technical Proposal must not contain any pricing information whatsoever. Non-compliance will lead to the rejection of the proposal.*

6.8 Proposal Documents

The proposal, in binding form, with serial number of each page should comprise the following:

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<p>Technical Proposal</p> <p>Technical proposal must consist of the following:</p> <ol style="list-style-type: none"> Checklist (Mandatory Documents required with the proposal) Technical Proposal Submission – Form B1 Firms/Bidders Profile – Form B2 Relevant Experience of the Firm/Bidder – Form B3 Qualification, Total Experience and professional Certification/Membership – Form B4-I Composition of Proposed Project Management Team with Organogram – Form B4-II <p>Technical proposal shall detail the capability and experience of delivering the services specified in the ToR. Bidder shall submit details of maximum ten of their most relevant/similar nature assignments for technical evaluation using the prescribed format. Assignments submitted beyond the given number will not be considered.</p> <p>Team structure proposed by the Bidder for the project (including updated CVs of individuals involved in management and project implementation) in accordance with relevant <i>Forms</i>.</p>
<p>Financial Proposal</p> <p>Financial proposal must consist of the following:</p> <ol style="list-style-type: none"> Financial proposal submission Form– <i>Form C1</i> Summary of costs – <i>Form C2</i> Breakdown Bill of Quantity (BoQ) – <i>Form C3</i>

7 Proposal Evaluation

- From the time the Proposals are opened to the time the evaluation report is announced, bidders should not contact PSEB on any matter related to its Technical and/or Financial Proposal. Any effort by the Bidder to influence PSEB in the examination, evaluation, ranking of Proposals, and recommendation for award of agreement may result in the rejection of the Bidder’s Proposal. However, PSEB may contact the Bidder to seek clarification of any aspect of the Technical Proposal.
- Evaluators of Technical Proposals will have no access to Financial Proposals until the technical evaluation is concluded.
- Overall evaluation will be carried out based on weighted average methodology wherein technical evaluation will carry 70% and financial evaluation will carry 30% weightage, respectively.

7.1 Mandatory Eligibility Criteria Checklist

Before the bidders submit their Proposals, within the stipulated time mentioned in this Request for Proposal (RFP) document, bidders are requested to make sure that the following mandatory requirements of this RFP document are fulfilled. These requirements must be furnished at the time of submission of the proposal. Non-submission of any one of the following applicable requirements shall result in disqualification:

Note: (If compliant, please check **Yes**, otherwise **NO** in the Mark Column)

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Sr#	Mandatory Eligibility Criteria Checklist	Mark YES/NO
1.	Proof of Certificate of Incorporation or Registration or equivalent	
2.	Proof of NTN Certificate	
3.	Proof of GST Certificate	
4.	The firm should have offices in all three major cities of Pakistan (i.e., Lahore, Karachi & Islamabad),	
5.	GST Statement (paid during last 5 year),	
6.	Participating firm must provide Manufacturer's Authorization Letter from Principal in the name of tender undersigned.	
7.	Audited Financial Statement of Minimum Rs. 100 million annual turnovers during any of the last 03 years.	
8.	Original affidavit (not older than one month) on Stamp Paper(s) of worth Rs.100 or more that Bidder is not insolvent, bankrupt and not blacklisted or debarred by PPRA, Government, Semi-Government, Private, Autonomous body or any other international organization.	
9.	Original affidavit (not older than one month) on Stamp Paper(s) of worth Rs.100 or more that the Bidder is an active taxpayer and has submitted its tax return for the preceding fiscal year. Taxpayer list serial number (downloadable from FBR's website) is also to be mentioned.	
10.	Bidder must quote all items mentioned in a lot that bidder has applied for, otherwise, the bid shall be rejected.	
11.	Undertaking on letterhead for provisioning of training to PSEB designated staff on the equipment under this assignment. (Routers, Switches & Servers, etc.) from the certified trainer.	
12.	An affirmation letter of OEM to provide required technical support during the warranty period	
13.	The vendor must provide evidence that the equipment is purchased and delivered through the proper/legal channels.	

Note: Bidders are required to submit a filled, signed & stamped copy of the above checklist along with the proposal.

72 Other mandatory Instructions to bidders.

Undertaking on letterhead that all items will be delivered within agreed timelines after the issuance of purchase order/Contracts Sign. Failing to provide items within agreed timelines, a penalty will be levied as follows:

Sr. #	Major Area	Parameter	Requirements	Penalty
1	Delivery of the equipment as per PO	Equipment delivery, installation and	Agreed timeframe (in Weeks)	Delay up to 4weeks after scheduled date @1.0% and beyond 4weeks penalty will be

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		commissioning		2% of PO value. Week means full week (7 days). If delay is more than 8 weeks from the scheduled date, authority reserves right to cancel the order.
2	Technical support and replacement of faulty equipment/parts during warranty period	Time taken by the Bidder to fix the problem	Within 12 hours of reporting	As per Escalation Chart under SLA to be signed between PSEB and bidding firm.

73 Evaluation of Technical Proposals

- a. During the technical evaluation, no amendments in the Proposals shall be permitted. Bidders who obtain at least 70% marks in general and 100% in Conformity Matrix to Tender Specification in technical evaluation criteria will qualify. Financial Proposals would be opened only for technically qualified bidders.
- b. Financial Proposals of those bidders obtaining less than 70% marks in general and 100% in conformity matrix in Technical Evaluation shall remain un-opened and will be returned to the bidders after the completion of the evaluation process. An evaluation committee appointed by PSEB will evaluate Technical Proposals based on their compliance with the RFP and by applying the evaluation criteria and the point system, specified below:

Sr#	Description	Max. Score	Marks Allocation	
1.	Firm/Bidder Profile (Registered age, and financial position) – Annual turnover of last 03 years shall be provided along with audited reports (Form B2)	10	01 mark per year (Max. 10 Marks)	10
		10	Number of Employees 30 +	10
			Number of Employees 20 to 30	07
			Number of Employees 10 to 19	04
		10	Each 20 million=02 marks	10
2.	Relevant Experience of the Firm/Bidder - (Form B3) PO & Completion certificate shall be attached as evidence.	15	Successfully completed project of similar nature and size (1 Project= 1.5 Marks) Mini. 05 projects are mandatory during last 03 years.	15
3.	Presence in all provisional capitals	05	(1 presence = 1 mark)	05
4.	Qualification and Competence of the proposed Team Members–Full Time/Part time/ On-call Qualification, Total experience, and Professional Certifications /Memberships of technical team (Must mention verifiable certification number#) (Form B4-I & B4-II)	20	Relevant work experience of team lead (One project=1.0 marks)	10
			Relevant experience of the team deployed on project Routing/switching experts, trainers, installation experts, etc.) The technical resource shall have relevant certification.	10
5.	Component wise work plan & Timelines	10	Submission of work plan with timelines	10
6.	Proposed Methodology	20	Equipment delivery, installation, testing and Commissioning	10
			Support & Maintenance Plan Quality of the proposed support and maintenance plan will be considered while awarding score	10
7.	Transfer of Knowledge (<i>hands on training of technical staff on routers & Switches, etc.</i>)	15	Submission of training plan for PSEB’s designated staff	10
			Provisioning of technical / user manuals	05

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8.	Technical Bid Completeness	10	Technical bid completeness in accordance with the RFP	10
9.	Presentation/Demonstration of the Proposed Solution	20	Onsite presentation of proposed solutions by participating bidders	20
	G. Total	145		

74 Distribution of Lots:

a. LOT-1:

Routers, Switches, IP Cameras, Laptops, Laptops (Retina Display), Servers, Laser Printers AIO.

b. LOT-2:

UPS, Split Unit (Inverter), LED TV, Server Racks 42U, Server Racks 27U, Fire Extinguishers, Cable Rolls, Tool Kits (Networking).

c. LOT-3:

Fiber Optic connectivity of STP with nearest PTCL exchange, Internet Bandwidth

The bidder(s) can participate in any or all Lots, but it is mandatory to quote against each item of the Lot to be eligible. All the three (03) Lots will be evaluated independently and Lot or Lots will be awarded to the Most Advantageous Bidder(s).

75 Conformity to Tender Specification

Note: (If compliant, please check **Yes**, otherwise **NO** in the Mark Column)

Sr. #	Equipment Name	Specifications																										
1	Router	<p>Technical Specifications of Router are as follows: The Router shall meet following minimum specification or better:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 80%;">Specifications</th> <th style="width: 20%;">Marks (YES/NO)</th> </tr> </thead> <tbody> <tr> <td>CPU 1.2GHz or higher</td> <td></td> </tr> <tr> <td>Forwarding Performance in Service (IMIX) (2.5 Gbps or higher)</td> <td></td> </tr> <tr> <td>Memory 2GB or higher</td> <td></td> </tr> <tr> <td>WAN Ports Gig ports=04 SFP ports=02 Total ports=06</td> <td></td> </tr> <tr> <td>USB Ports 01 or higher</td> <td></td> </tr> <tr> <td>Power Voltage 100 VAC to 240 VAC</td> <td></td> </tr> <tr> <td>Rack Height. 1 RU or higher</td> <td></td> </tr> <tr> <td>Static Routing.</td> <td></td> </tr> <tr> <td>Dynamic Routing RIP v1/v2, OSPFv2, IS-IS, BGP.</td> <td></td> </tr> <tr> <td>Route Iteration.</td> <td></td> </tr> <tr> <td>Policy Based Routing.</td> <td></td> </tr> <tr> <td>Equal-Cost-multi-path routing.</td> <td></td> </tr> </tbody> </table>	Specifications	Marks (YES/NO)	CPU 1.2GHz or higher		Forwarding Performance in Service (IMIX) (2.5 Gbps or higher)		Memory 2GB or higher		WAN Ports Gig ports=04 SFP ports=02 Total ports=06		USB Ports 01 or higher		Power Voltage 100 VAC to 240 VAC		Rack Height. 1 RU or higher		Static Routing.		Dynamic Routing RIP v1/v2, OSPFv2, IS-IS, BGP.		Route Iteration.		Policy Based Routing.		Equal-Cost-multi-path routing.	
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Multicast Routing: IGMPv1/v2/v3, PIM-DM, PIM-SM, MBGP, MSDP	
Ethernet, Ethernet II, VLAN (Port Based VLAN, Guest VLAN). 802.3x, 802.1p, 802.1Q, 802.1X, STP (802.1D), RSTP (802.1w). MSTP (802.1s), PPP, PPPoE Client, PPPoE Server.	
IPV6	
IPV6 ND, IPV6 PMTU, IPV6 FIB, IPV6 ACL, NAT-PT, 6PE, and DS-LITE or equivalent.	
IPV6 tunneling: Manual tunneling, automatic tunneling, GRE Tunnel, 6to4	
Static Routing.	
Dynamic Routing: RIPng, OSPFv3, IS-ISv6, BGP4+	
IP Services:	
Unicast/Multicast, TCP, UDP, IP Options, IP Unnumbered. Netstream, and sFlow.	
ECMP and UCMP.	
IP application	
Ping, tracert, ICMP, DHCP Server, DHCP Relay, DHCP Client, DHCP Snooping, DNS Proxy, DDNS, IP Accounting, UDP helper, NTP and SNTP.	
Security	
Local authentication, RBAC, RADIUS, TACACS+	
Basic Firewall function, ACL, Filter, Connection limit.	
IKE, IPsec.	
L2TP, NAT/NAPT, PKI, RSA, SSH v 1.5/2.0, URPF, mGRE, GRE	
MPLS	
LDP, Static LSP, L3VPN, Inter-AS VPN, MPLS Nested VPN, hierarchy of PE (HoPE).	
High Availability	
VRRP, VRRPv3, Bandwidth based load balancing and backup.	
IP address-based load balancing and backup	
NQA collaboration with routing	
QoS	
LR, Port-based mirroring, port trust mode and port priority.	
Interface and IP based Bandwidth rate limiting	
Management and maintenance	
SNMP v2c/v3, MIB, SYSLOG, RMON.	
Booting from USB drive.	
CLI, File System, and dual image.	
DHCP, FTP, HTTP, ICMP, UDP public, UDP private, TCP public, TCP private and SNMP.	
Console port login, Telnet, SSH and FTP Login	

Note: if any license is required for above mentioned features, it will be vendor responsibility to provide it without any further cost

Valid Certificate from Manufacturer (MAL/MAF) for the current year should be provided	
Warranty and Support	
1 Year comprehensive hardware & software support and regular updates.	
Equipment model must be latest, and end-of-life of the equipment must be at least 5 years after starting from the bidding date.	

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		<p>In case of hardware or software failure the replacement must be delivered on NBD basis. If it is needed Return Materials Authorization (RMA) will be processed by the supplier.</p> <p>Principal must provide technical support during 4-hour response, 24 hours a day, 7 days a week including holidays, basic configuration, diagnosis, and troubleshooting of device-level problems for up to 1 year.</p> <p>1 Year Standard Warranty (With OEM Local Registered Office and Local Warehouse presence in Pakistan preferably Islamabad, Lahore & Karachi and local OEM Support Team)</p> <p>Vendor shall quote year-wise warranty for 1,2 & 3 years.</p>																																					
2	Layer 2 Switch	<p>The access switch must be fixed and comprised of but not limited to the following minimum specification:</p>																																					
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		<p>In case of hardware or software failure the replacement must be delivered on NBD basis. If it is needed Return Materials Authorization (RMA) will be processed by the supplier.</p> <p>Principal must provide technical support during 4-hour response, 24 hours a day, 7 days a week including holidays, basic configuration, diagnosis, and troubleshooting of device-level problems for up to 1 year.</p> <p>One (01) Year Standard Warranty (With OEM Local Registered Office and Local Warehouse presence in Pakistan preferably Islamabad, Lahore & Karachi and local OEM Support Team)</p> <p>Vendor shall quote year-wise warranty for 1,2 & 3 years.</p>																																													
3	5 KVA UPS	<p>The branded UPS must be with following minimum specification:</p> <p>Features and capabilities that must be supported:</p> <table border="1"> <thead> <tr> <th>Technical Specifications of 5- KVA Rack mount UPS</th> <th>Marks (YES/NO)</th> </tr> </thead> <tbody> <tr> <td>5-KVA Rack mount UPS with additional battery bank to provide 1.5 Hour Backup time at 70% load</td> <td></td> </tr> <tr> <td>Input Voltage Range 110 Vac – 300 Vac ± 3% @ 60% Load</td> <td></td> </tr> <tr> <td>Double Conversion Online</td> <td></td> </tr> <tr> <td>USB communication port</td> <td></td> </tr> <tr> <td>Auto on feature</td> <td></td> </tr> <tr> <td>Emergency Power Off (EPO)</td> <td></td> </tr> <tr> <td>SNMP card/Software along with installation</td> <td></td> </tr> <tr> <td>Output Frequency: Line Interactive at Sine waveform</td> <td></td> </tr> <tr> <td>Temperature 0° to 40°C at rated load</td> <td></td> </tr> <tr> <td>Internal and external battery packs must be Maintenance-free &, Dry & leak-proof.</td> <td></td> </tr> <tr> <td>1 Year UPS and Batteries warranty</td> <td></td> </tr> <tr> <td>UPS LED should display information like:</td> <td></td> </tr> <tr> <td> Operating mode,</td> <td></td> </tr> <tr> <td> Switched Outlet status,</td> <td></td> </tr> <tr> <td> Efficiency of the UPS,</td> <td></td> </tr> <tr> <td> Information about the load,</td> <td></td> </tr> <tr> <td> Battery capacity,</td> <td></td> </tr> <tr> <td> Estimated runtime,</td> <td></td> </tr> <tr> <td> Alarm Indicator</td> <td></td> </tr> <tr> <td> Input and output voltage and frequency,</td> <td></td> </tr> <tr> <td> battery power and Self-test results</td> <td></td> </tr> </tbody> </table>	Technical Specifications of 5- KVA Rack mount UPS	Marks (YES/NO)	5-KVA Rack mount UPS with additional battery bank to provide 1.5 Hour Backup time at 70% load		Input Voltage Range 110 Vac – 300 Vac ± 3% @ 60% Load		Double Conversion Online		USB communication port		Auto on feature		Emergency Power Off (EPO)		SNMP card/Software along with installation		Output Frequency: Line Interactive at Sine waveform		Temperature 0° to 40°C at rated load		Internal and external battery packs must be Maintenance-free &, Dry & leak-proof.		1 Year UPS and Batteries warranty		UPS LED should display information like:		Operating mode,		Switched Outlet status,		Efficiency of the UPS,		Information about the load,		Battery capacity,		Estimated runtime,		Alarm Indicator		Input and output voltage and frequency,		battery power and Self-test results		
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4	Laptop	Laptop with following minimum specification,	
		Technical Specifications of Laptop	Marks (YES/NO)
		Processor: Core i7 10th generation or higher.	
		Processor Speed: 1.0 GHz Turbo Boost 3.4 or higher.	
		RAM: 8 GB or higher	
		Hard Disk: 256 GB SSD or higher and 1 TB or higher.	
		Graphic Card: intel UHD Graphic 620.	
		Display: 15.6 " QHD LED screen.	
		Numeric Keyboard: Yes	
		Camera: Webcam.	
		Ports: USB 3.0 ports, Ethernet Gigabit, HDMI.	
		Connectivity Bluetooth, Wi-Fi.	
		Carrying Case: Yes	
		Operating System window 10 Pro Licensed.	
Warranty 1- Year local.			
5	Laptop	Laptop with following minimum specification	
		Technical Specifications of Laptop	Marks (YES/NO)
		10th Gen Intel Core i5 Processor 2.0GHz up to 3.8GHz Processor	
		Retina display & Touch Bar and Touch ID	
		Intel Iris Plus Graphics, Four Thunderbolt 3 ports	
		16GB of 3733MHz LPDDR4X, 1TB Storage	
		Backlit Keyboard.	
		Warranty 1- Year local.	
6	LED	LED with following minimum specification,	
		Technical Specifications of LED	Marks (YES/NO)
		Display	
		50-inch Display	
		Full HD	
		1920x1080 Screen Resolution	
		LED Screen Type	
		Ideal viewing distance of 6 - 10 ft	
		Connectivity	
		2 USB Ports	
		2 HDMI Ports	
		Wi-Fi, LAN/Ethernet	
		3.5mm audio out	
		Size	
		1130 x 660 x 68 mm Product Dimensions	
		11.4 kg Item Weight	
		Operating System	
Android TV: Google`s smart TV platform based on Android			
Smart TV based on Android, overlaid with brand`s custom interface and apps			

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7	Server	Server with following minimum specification	
		Technical Specifications of Server	Marks (YES/NO)
		Form factor, 2U rack	
		Processor, 2 x Intel® Xeon® processor E5-2600 v4 product family	
		Cache 2.5MB per core; 16 core	
		Chipset Intel C610 series chipset	
		Memory 512 GB, up to 3TB (24 DIMM slots): 4GB/8GB/16GB/32GB/64GB/128GB DDR4 up to 2400MT/s	
		I/O slots, Up to 7 x PCIe 3.0 plus dedicated PERC slot	
		RAID controller, Internal controller: PERC S130 (SW RAID) Pass Through	
		Drive bays, Internal hard drive bay and hot-plug backplane:	
		Up to 8 x 3.5" HDD: SAS	
		Storage Capacity, HDD: 2 x 3.5" – 16 TB via 8TB hot-plug SAS hard drives	
		Embedded NIC Minimum 4 x 1GbE, 2 x 10GbE	
		Power supplies, Titanium efficiency 750W Redundant AC power supply	
		Hot-plug hard drives, hot-plug redundant cooling, hot-plug redundant power.	
		Rack support ReadyRails™ II sliding rails for tool-less mounting in 4-post racks	
		Licensed Microsoft Windows Server 2019 Standard Edition (includes Hyper-V)	
OS Support Microsoft Windows HPC Server 2016 and 2019, SUSE® Linux Enterprise, Server Red Hat® Enterprise Linux, Ubuntu, CentOS			
Warranty, 3 Years standard Hardware Warranty			
8	IP Camera	IP Camera must be of following minimum specification:	
		Technical Specifications of PTZ IP Cam	Marks (YES/NO)
		2MP 25x Network IR PTZ Camera	
		Up to 1920 × 1080 resolution	
		Ultra-low light	
		25x Optical zoom	
0 Lux with IR			

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		BLC & HLC supported IR distance 50M or higher 12 VDC & PoE+ (802.3at, class4) 16× Digital zoom Support H.265+/H.265 video compression IPv4 & IPv6 1-year Standard warranty	
9	Laser Printers all in One	Technical Specifications of Laser printer Functions: print, copy, scan. First page out: as fast as 7.3 seconds. Resolution: Minimum 600x600 dpi. Monthly duty cycle: up to 10,000 pages. Scanner: type ADF, Flatbed. Print Technology: Laser. Processor Speed: 500 Mhz. Automatic Paper Sensor: Yes Connectivity: USB, Ethernet, WiFi. System Requirement: MacOS, Microsoft windows. Memory: 256 Media Sizes support: A4, A5, A6, envelops (C5, DL) Print Speed up to 23 ppm Warranty: 1 Year	Marks (YES/NO)
10	Split Air Conditioner (Inverter based)	Technical Specifications of Air Conditioner are as Below Cooling Capacity 2 Ton or higher Cooling Capacity (BTU) 24000 or higher Inverter: Yes Voltage: 220-240. Display: LED Function: Heat & Cool. Energy Efficiency Class: High Efficiency 1 Year parts warranty 3 Year compressor warranty (at least)	Marks (YES/NO)
11	Toolkit	Tool kit must be branded Technical Specifications of Network Tool Kit as Below Cable tracer Cable tester Cable Cutter Wire punch down tool Wire stripper Network crimper Screwdriver Set of spanners	Marks (YES/NO)
12	Fiber Equipment	Technical Specifications of Fiber Optic are as Below Buried Fiber Optic to support minimum 1Gbps bandwidth capacity per meter rate Complete installation with drop on SFP modules or OE converter (Gigabit) as per PSEB requirement Rack/Wall mounted ODF as per PSEB requirement	Marks (YES/NO)

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13	Internet Connectivity	Internet Connectivity	Marks (YES/NO)
		Internet Bandwidth 250-300Mbps (Distributed at 8 different locations as per requirement)	
		Bandwidth must be directly provided from Tier-1's Router	
14	Cable Rolls	Technical specification of Cable Rolls	Marks (YES/NO)
		UTP CAT6 Cable with 250MHz or higher	
		1000 BASE-T and Maximum to 10GBase-T Data Transmission	
		23AWG or better	
		Pure copper	
15	Server Rack	Technical specification of Server Rack	Marks (YES/NO)
		Mash Door	
		42U (W*D=800*1200 mm)	
		4 Fan	
		4 Trey 2 Fix, 2 Sliding	
16	Server Rack	Technical specification of Server Rack	Marks (YES/NO)
		Mash Door	
		27U 800*1200	
		4 Fan	
		4 Trey 2 Fix, 2 Sliding	
17	Fire extinguisher	Technical specification of Fire Alarm	Marks (YES/NO)
		Fire alarm along with smoke detector (minimum 2 smoke detector per Data Node)	
		CO2 (Carbon Dioxide) fire extinguisher	
		Size (Net Mass): 5.0kg	
		Discharge Time: Approx. 40sec	

7.6 Financial Proposals

- a. After the evaluation of technical proposal, PSEB shall announce technical scores and opening of financial proposals as per details provided in clause 7.13.
- b. Bidders whose technical scores do not meet minimum qualifying score, will be informed accordingly and their Financial Proposal will be returned unopened to them, after announcement of technical scores.
- c. A Financial Evaluation Committee shall evaluate the Financial Proposal. If any discrepancy arises between the "total" amount and the partial amount, the "total" amount shall prevail. If any discrepancy arises between "word" representation of amount and the numerical representation of amount, then the word representation shall prevail. The prices of all items listed in the Technical Proposal shall be assumed to be included in the Financial Proposal, whether or not they are individually listed and priced in the Financial Proposal.
- d. Quality and Cost Based Selection (QCBS) method will be used for evaluation of the

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proposal. The lowest evaluated Financial Proposal will be given the maximum financial score of 30 points against each Lot separately. The financial score will be calculated as follows:

7.7 Combined Score

- a. Technical Score (St) shall be calculated as follows: (Technical score obtained by the Bidder/Total Technical score) x 70.
- b. Financial Score (Sf) shall be calculated as follows: (Lowest Bidder’s total cost/Bidder’s total cost) x 30.
- c. Combined Score (Total Score) = St + Sf
- d. All bidders will be ranked based upon the combined technical and financial score.

8 Availability of Proposed Team

The Successful Bidder is bound to provide the services of proposed team in Technical Proposal. In case of non-availability of any member of proposed team during the contract period, the Bidder will provide valid reason and documentary justification. The Bidder is bound to provide the substitute staff with same experience, capability and technical strength with no delay after mutual agreement of both parties i.e., the Bidder and PSEB. In such a case, it is at the discretion of PSEB to accept or reject the Bid.

9 Award of Contract

After completing evaluation process, PSEB shall award Contract(s) to the selected Bidder(s) (most advantageous against each Lot). After the award of contract, PSEB shall return the unopened Financial Proposals of the non-responsive bidders. The detailed terms and conditions to govern the delivery of equipment and the provisioning of support will be part of the contract.

10 Supply, Installation, Commissioning and Warranty of the Equipment.

The most advantageous bidder(s) selected against Lot#1, Lot#2 & Lot#3 for the supply, installation and commissioning of the equipment/hardware shall supply the equipment phases-wise as per following schedule:

Sr. #	Equipment Name	Phase-I (Dec – Feb)	Phase-II (Mar – Apr)	Total
Lot#1				
1	Routers	06	03	09
2	Switches	06	03	09
3	Laptops	24	03	27
4	Laptop (Retina Display)	03	00	03
5	Servers	02	00	02
6	Laser Printers all in One	14	03	17
7	IP Cameras	12	00	12
Lot#2				
1	5 KVA UPS	6	3	09

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2	Split Unit (Inverter based)	5	3	08
3	LED	1	0	01
4	Server Racks (42U)	02	00	02
5	Server Racks (27U)	05	03	08
6	Fire extinguisher	12	3	15
7	Cable Rolls	15	10	25
8	Tool kits (Networking)	12	00	12
Lot#3				
1	Fiber Optic equipment	5	3	08
2	Internet Connectivity (Mbps)	200	100	300

The one (01) year warranty of the equipment/hardware in general or more years explicitly mentioned against certain items will start from the date of its installation/commissioning. PSEB reserves the right to change the numbers of items and their count as well given against each Lot and Phase as per its requirements.

11 Confidentiality

PSEB shall keep all information regarding the bid evaluation confidential until the announcement of the evaluation report under PPRA Rule no. 41.

12 Fraud and Corruption

PSEB requires the bidder/s participating in the provision of Service/s to adhere to the highest ethical standards during the selection process and throughout the execution of an agreement. In pursuance of this policy, PSEB defines, for the purpose of this paragraph, the terms set forth below as follows:

- a. “Corrupt practice” means the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the actions of any employee of PSEB in the selection process or in agreement execution.
- b. “Fraudulent practice” means a misrepresentation or omission of facts in order to influence a selection process or the execution of an agreement.
- c. “Collusive practices” means a scheme or arrangement between two or more bidders with or without the knowledge of the Client, designed to establish prices at artificial, non-competitive levels, etc.
- d. “Coercive practices” means harming or threatening to harm, directly or indirectly, persons or their property to influence their participation in a procurement process or affect the execution of an agreement.

PSEB will reject a Proposal for award if it determines that the Bidder recommended for award has directly or through an agent, engaged in corrupt, fraudulent, collusive or coercive practices in competing for the award of contract to be executed pursuant to RFP.

13 Clarification Request/Amendment

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- a. The Bidder can request a clarification in the RFP document up to the date indicated in the RFP document. Any request for clarification must be sent in writing, or by standard electronic means to PSEB's e-mail address indicated in the RFP document. PSEB will respond in writing or by standard electronic.
- b. Before submitting Proposals, PSEB may amend the RFP document by issuing an addendum in writing or by standard electronic means. The addendum shall be published in the local newspaper and uploaded to PPRA & PSEB's website, and revised RFP document will be uploaded on PSEB's and PPRA websites.

14 Support and Maintenance

14.1 Principal Vendor's 24x7x365 Online Technical Support

For router and switches, the principal manufacturer shall provide "Online Technical Assistance" to PSEB Data Node Network 24 hours a day, 365 days per year that includes, when requested, the following technical assistance:

- 24/7 technical assistance
- Technical information service
- Software support
- Answering technical queries
- Fault diagnostic service and problem identification, including generic design faults.
- Vendor shall provide PSEB Data Node Network with online access to technical information service for all designated representatives of the Data Node Network.
- Vendor shall ensure that Principal Hardware/Software contact numbers are provided to PSEB before or immediately after the contract start date of the service
- PSEB shall have access to download software updates or upgrades to licensed software purchased from Principle. These releases or upgrades shall be applied at the discretion of PSEB, when PSEB requires them.
- Vendor shall quote the warranty of the required items on annual basis for a total period not more than three (3) years and on yearly basis for Router/Switch, Servers & Firewall. (Quote with 1, 2 and 3-year warranty separately)
- Warranty for other items exclusive of Router/Switch, Servers & Firewall will be 1 year. (Hardware & Software wherever applicable).

14.2 Service Level Agreement (SLA)

The bidder shall clearly indicate the points of presence in Pakistan for maintenance purpose. Maintenance/Part Replacement/Technical Support charges under the warranty period shall be included in the bid. The vendor will submit an SLA to carry out the activities such as equipment maintenance, faulty part replacement and technical support during the warranty period without any cost.

15 Payment Plan

All payments will be made on the successful delivery, installation and commissioning of the equipment/hardware. The payment will be made separately against each Lot and Phase.

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16 Submission, Receipt and Opening of Proposals

- 16.1** A single stage and two envelope procedures will be opted to process the received bids. **Envelope #1 shall clearly bear the name “TECHNICAL PROPOSAL Lot#?– Procurement of Equipment for the project titled,” ESTABLISHMENT OF 25 STP’S IN PAKISTAN WITH RENTAL SUBSIDY PHASE-1” ONE** (01) hard copy of Technical Proposal and with one (01) soft copy in flash disk shall be enclosed in the envelope. If there are discrepancies between the hard and soft copies of the Technical Proposal, the hard copy governs. Bidders are to make sure that Financial Proposal is **not** part of the Technical Proposal in any form, otherwise, the bid will stand disqualified.
- 16.2** **Envelope #2 shall clearly bear the name “FINANCIAL PROPOSAL Lot#? - Procurement of Equipment for the project titles, “Establishment of 25 STP’s in Pakistan with Rental Subsidy Phase-1”.** Financial proposal must be submitted in one hard copy and one soft copy on Flash Disk in MS Excel format enclosed in the envelope. (The hard copy or soft copy of Financial Proposal must be sealed in Envelope # 2 and should not be part of Technical Proposal in any form). The name of Bidder, with a warning “DO NOT OPEN WITH THE TECHNICAL PROPOSAL”.
- 16.3** The envelopes containing Technical and Financial Proposals shall be placed into an outer envelope and sealed. This outer envelope shall bear the submission address and title of the project mentioned in this document, and the name of the Bidder, and clearly marked “DO NOT OPEN BEFORE SUBMISSION DEADLINE”. PSEB shall not be responsible for misplacement, losing or premature opening of the outer envelope if not properly sealed and marked as stipulated. Such negligence may result in rejection of the proposal. If the Financial Proposal is not submitted in a separate sealed envelope duly marked as indicated above, this will constitute grounds for rejection of the proposal.
- 16.4** The proposal shall contain no interlineations or overwriting. All pages of the Proposals (Technical & Financial) must be numbered. Submission letters for both Technical and Financial Proposals, must be in the attached format (Form B1 & C1) in separate envelopes.
- 16.5** The Bidder’s Organization Head or an authorized representative on his/her behalf shall initial and stamp all pages of the Technical and Financial Proposals. In case of an authorized representative, an authorization shall be provided which shall be in the form of a written power of attorney accompanying the proposal or in any other form demonstrating that the representative has been duly authorized to sign.
- 16.6** Bidders must submit their proposal to PSEB by registered post/courier or by hand to the official postal address of PSEB before or on the submission deadline specified elsewhere in this Bidding Document.
- 16.7** Any Proposal received by PSEB after the deadline for submission shall be returned unopened.
- 16.8** The company reserves the right to accept or reject any or all the Proposals submitted at any time in accordance with applicable PPRA rules and the stipulations contained in this document.
- 16.9** A bid/earnest money, 2% of the bid value, shall be enclosed in the Financial Proposal and shall not be disclosed in any manner in the Technical Proposal.
- 16.10** The bidder declared **most advantageous** shall submit 10% Performance Bond in the form of unconditional Bank Guarantee/Pay Order/Demand Draft in the name of Pakistan Software Export Board, before the signing of the contract with PSEB.
- 16.11** A pre-bid meeting will be held on **November 4, 2021** at 3:00 PM. Please join this meeting

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through following Zoom link:

Zoom Link: <https://us06web.zoom.us/j/88447590986?pwd=VUplSnI6cjNvNkFYbUFFbGliSFYvQT09>

16.12 The company shall open Technical Proposal thirty minutes after the submission deadline. The envelopes with the Financial Proposal shall remain sealed and securely stored in the custody of PSEB and will be opened as per the tentative timeline separately communicated to bidders qualifying Technical Evaluation. The proposal must be sent to the following address and received by PSEB not later than the time and the date specified elsewhere in this Bidding Document:

Title/Position:	Manager Administration
Telephone:	+92-51-111 333 666
Facsimile:	+92-51-9219075
Email address:	rarif@pseb.org.pk
Official Postal address:	Pakistan Software Export Board 2 nd Floor, Evacuee Trust Complex, F-5/1, Islamabad- 44000, Pakistan



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PART B – FORMS TO BE SUBMITTED WITH THE PROPOSAL



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Technical Proposal - Standard Forms

B1 - Technical Proposal Submission

B2 - Firms/Bidders Profile

B3 - Relevant Experience of the Firm/Bidder,

B4-I - Qualification, Total Experience and professional Certification/Membership

B4-II- Composition of Proposed Project Management Team with Organogram

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SUBSIDY PHASE-1**

B1. Technical Proposal - Submission Form

To Manager Administration
Pakistan Software Export Board
2nd Floor ETC Building, F-5/1, Aga Khan Road
Tel: +92-51- 111 333 666
Fax: +92-51- 921-9075
[Email: rarif@pseb.org.pk](mailto:rarif@pseb.org.pk)
Islamabad, Pakistan

[Location, Date]

Sir,

We, the undersigned, offer to provide the services for execution of “**Establishment of 25 STP’s in Pakistan with Rental Subsidy Phase-1**” in accordance with your Request for Proposal dated [ADVERTISEMENT DATE]. We are hereby submitting our proposal, which includes this Technical Proposal and Financial Proposal sealed under a separate envelope.

Our Technical Proposal shall be binding upon us subject to the modifications resulting from Contract negotiations, up to the expiration of the validity period of the proposal, which is 180 calendar days from the date of advertisement.

We understand you are not bound to accept any Proposal you receive.

Yours sincerely,

Authorized Signature:

Name and Title of Signatory:

Name of Firm: Address:

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B2. Firms/Bidders Profile

Sr. #	Criteria	Response
1	Profile of the agency: i. Registered age of Firm ii. Names of Managers/ Owners/ CEO/ Directors/ Partners	
2	i. Location of Firm office/sub office ii. Number of relevant employees including their Names & Designations, Contact Numbers & Branch contact numbers	
3	Financial Position i. Name of Banks ii. Certificate of Financial position iii. Copy of audited Annual Accounts (of last 3 years) iv. Tax Registration (NTN/STN/FTN)	

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B3. Relevant Experience of the firm/Bidder

Experience of Providing Data Center equipment, installation, configuration and testing.

Title & Project Synopsis	Name and contact details of Focal Person of Bidder	Client Name, Organization, Focal Person Name & Phone Numbers	Project Worth	Project Duration

*Please attach relevant documents to corroborate your information.

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**B4-I. – Qualification, Total Experience and professional Certification/Membership
Summary (Complete for each Team Member)**

Name of Employee:

Position		
General Information	Name:	Date of Birth:
	Telephone:	
	Fax:	
	Years with Present Employer:	

Employment Record:

Summarize overall professional experience in reverse chronological order.

DD/MM/YY		Company/Project/Position/Specific Tech experience
From	To	

Relevant Experience:

Summarize relevant experience in reverse chronological order. Indicate technical and managerial experience relevant to the project:

DD/MM/YY		Company/Project/Position/Specific Tech experience
From	To	

Education:

Highest Level of Degree	Relevance of Degree to the Assignment
MPhil	
Masters	
Bachelors	

Certification:

Memberships:

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe me, my qualifications, and my experience.

Date: _____
[Signature of staff member and authorized representative of the firm] Day/Month/Year



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Full name of staff member: _____

Full name of authorized representative: _____

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B4-II – Composition of Proposed Project Management Team with Organogram

Sr. #	Name/ Designation	Experience/ No. of years	Relevant Experience in Previous Assignments	Proposed Role in this Project

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SUBSIDY PHASE-1**

Financial Proposal - Standard Forms

- C1. Financial Proposal submission form
- C2. Summary of costs
- C3. Breakdown of BoQ



**PROJECT: ESTABLISHMENT OF 25 STPs IN PAKISTAN WITH RENTAL
SUBSIDY PHASE-1**

C1. – Financial Proposal Submission Form

[Location, Date]

To: Manager Administration
Pakistan Software Export Board
2nd Floor ETC Building, F-5/1, Aga Khan Road
Islamabad, Pakistan
Tel: +92-51- 111 333 666

Fax: +92-51- 921-9075

[Email: rarif@pseb.org.pk](mailto:rarif@pseb.org.pk)

Sir,

We, the undersigned, offer to provide services for execution of “**Establishment of 25 STP’s in Pakistan with Rental Subsidy Phase-1**” project in accordance with your Request for Proposal dated [ADVERTISEMENT DATE] and our Proposal (Technical and Financial Proposals). Our attached Financial Proposal is for the sum of [Amount in words and figures]. This amount is inclusive of all the local taxes, duties, fees, levies and other charges applicable on our company, our sub-contractors and collaborations under the Pakistani law.

Our Financial Proposal shall be binding upon us subject to the modifications resulting from Contract negotiations, up to expiration of the validity period of the proposal, which is 180 calendar days from the date of advertisement.

We understand you are not bound to accept any Proposal you receive. We remain,

Yours sincerely,

Authorized Signature:

Name and Title of Signatory: Name of Firm:

Address:

**PROJECT: ESTABLISHMENT OF 25 STPs IN PAKISTAN WITH RENTAL
SUBSIDY PHASE-1**

C2. – Summary of Costs

Particulars	Pak Rupees
Equipment/Hardware Cost	
Software/Licensing Cost (if applicable)	
All applicable Taxes	
Equipment/Hardware	
Software/Licensing	
Grand Total of Financial Proposal	

**PROJECT: ESTABLISHMENT OF 25 STPs IN PAKISTAN WITH RENTAL
SUBSIDY PHASE-1**

C3: Breakdown of BoQ

Form-. C3: LOT-1

Sr. #	Equipment Name	Specifications	Qty	Unit Cost	GST	Total Cost
1	Router		09			
2	Switch		09			
3	Laptop		27			
4	Laptop (Retina Display)		03			
5	Server		02			
6	Laser Printers all in One		17			
7	IP Camera		12			
G. Total						

Form-C3: LOT-2

Sr. #	Equipment Name	Specifications	Qty	Unit Cost	GST	Total Cost
1	5 KVA UPS		09			
2	Split Unit (Inverter)		08			
3	LED		01			
4	Fire extinguisher		15			
5	Server Rack (42U)		02			
6	Server Rack (27U)		08			
7	Tool kit (Networking)		12			
8	Cable Rolls		25			
G. Total						

Form-C3: LOT-3

Sr. #	Equipment Name	Specifications	Qty	Unit Cost	GST	Total Cost
1	Fiber Optic equipment		08			
2	Internet Connectivity (Mbps)		300			
G. Total						

**PROJECT: ESTABLISHMENT OF 25 STPs IN PAKISTAN WITH RENTAL
SUBSIDY PHASE-1**

D-1. – List of Province-wise Cities Proposed for the Establishment of STPs.

Sr.#	Province wise List of Cities				
	Khyber Pakhtunkhwa	Sindh	Balochistan	AJK & GB	Punjab
1	Peshawar	Karachi	Quetta	Gilgit	Rawalpindi
2	Abbottabad	Hyderabad	Gawadar	Muzaffarabad	Faisalabad
3	Swat	Sukkur	Khuzdar	Hunza	Multan
4	Bannu	Khairpur	Turbat	Chitral	Gujrat
5	Kohat	Larkana	Sibi	Mirpur	Sialkot
6	Mardan	Umerkot	Pishin	Skardu	Gujranwala
7	DI Khan	Nawabshah			Bahawalpur
8	Mansehra	Jamshoro			
9	Waziristan				