

# Request for Proposal

## Dell EMC Unity Extended Warranty Renewal

Published Date: 20th February 2024

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Proposals Submission Dead line Date: 5<sup>th</sup> March 2024 11:00 AM

Opening of Technical & Financial Bid: 5<sup>th</sup> March 2024 11:30 AM

First Women Bank Limited

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## Proposal

This is single stage one envelope bidding procedure as per PPRA rules. The bidders shall submit their proposals in one sealed envelope “Technical Proposal” and “Financial Proposal”.

Technical and 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.

Further final evaluation reports will be published on FWBL website and PPRA as well.

Successful bidder who qualifies as the successful bidder, 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 5<sup>th</sup> March 2024 11:00 AM in a single sealed envelope containing one sealed envelope.

Submission will be valid if:

- Responses to RFP are submitted no later than 5<sup>th</sup> March 2024 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 one sealed envelope 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: Syed Asadullah Jamal  
Email: asad.jamal@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.

### 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
  - Bidder or any of its associated Parent / Affiliated / Subsidiary company should not have been blacklisted from participating in any public sector bids / RFPs / tenders.
  - 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.
- Bidder must be OEM or authorized reseller of the proposed product for at least last 2 years.
- Bidder must have 02 certified resource of DELL EMC Storage.
- Bidder should have their registered office in Karachi.
- Bidder should provide the first line of support in case of any issues 24/7.

### Terms of Reference

The deliverables of the assignment as required by the FWBL are mentioned below:

- DELL EMC Storage (Unity300) Extended Warranty.
- Expected time frame for the delivery of Extended Warranty should be within 30 calendar days after agreed upon advance payment by FWBL.

Product Description	Quantity	Extended Warranty Period
DELL EMC Storage (Unity300) Separate quotations for 1 year and 3 years.	2	1 Year And 3 Year

Note: DELL EMC Storage tag numbers will be providing on request.

**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 **5<sup>th</sup> March 2024 11:00 AM**. **Technical and financial** proposals 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	20 <sup>th</sup> February 2024
Proposal Submission Due Date	5 <sup>st</sup> March 2024 11:00 AM
Opening of Technical and Financial Bids	5 <sup>st</sup> March 2024 11:30 AM
Publishing of Combined Evaluation Report	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.

## FORMAT FOR TECHNICAL BID

Technical Bids must be made in an organized and structured manner in the following form. 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 and Tier-1 partner of the mentioned product for at least last 3 years.
- Should have minimum one (1) DELL EMC Storage Certified Resource
- Bidder / Consortium Member's Profile
- Annexure
  - GST and NTN Certificate
  - Affidavit that bidder is not blacklisted
  - Affidavit that bidder will not subcontract any part of the project to any other vendor.

## FORMAT FOR FINANCIAL BID

The financial bid should be quoted as per the format. The financial bid should be accompanied by Financial bid cover letter. 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.

- Financial Bid - Commercial Bid Cover Letter
- Financial Bid - Commercial Bid for Dell EMC Storage (Unity 300) Extended Warranty
- Bid Security
- Payment Terms

### Bid Currency and Validity

- Given the current volatility in USD/PKR exchange rate, bidders are requested to quote prices in USD.
- Bidder will provide invoice based on the USD/PKR currency exchange rate on the date of Purchase Order issuance date will be considered as the ceiling for conversion of FCY amount billed to FWBL. In case, currency exchange rate is below the ceiling amount (at the time of invoice), payments will be made as per prevailing currency exchange rate
- Bid validity will be 90 days after the submission of proposals

### Payment Terms

Payment schedules is as below

Project Phase	Payment Plan
Delivery of Extended Warranty	100%

### 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

Bidders are requested to provide **separate quotations for a 1-year and 3-year warranty terms.**

Item Description	Qty.	Cost (USD)	Applicable Tax (USD)	Total Cost (USD)
DELL EMC Storage (Unity300) <b>(Extended Warranty for 1 year)</b> and <b>(Extended Warranty for 3 year)</b>	2			

**Note: DELL EMC Storage tag numbers will be provide on request.**

- Given the current volatility in USD/PKR exchange rate, bidders are requested to quote prices in USD.
- All payments against invoices submitted during the course of the project will be made in PKR.
- USD/PKR currency exchange rate on the date of Purchase Order issuance date will be considered as the ceiling for conversion of FCY amount billed to FWBL. In case, currency exchange rate is below the ceiling amount (at the time of invoice), payments will be made as per prevailing currency exchange rate.
- Successful bidder will be required to open a deposit account with FWBL that will be used to credit payments against invoices submitted by successful bidder.

Rates should be quoted in USD 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