

# Request for Proposal

Renewal of VMWare License for Primary and DR FWBL Site

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Proposals Submission Dead line Date: 08 January 2025 11:00 AM  
Opening of Technical Bid: 08 January 2025 11:30 AM

First Women Bank Limited

Procurement of VMWare License for Primary and DR Site

Version 1.0

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## Proposal

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

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

Further final evaluation reports containing technical and financial evaluations will be published on FWBL website and PPRA.

The successful bidder, who meets the combined evaluation criteria, will have a meeting with FWBL's management to discuss the specific requirements and procedures for carrying out this assignment in detail.

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 08 January 2025 11:00 AM in a one sealed envelope containing two different separate sealed envelopes as described in the proposal section above. Submission will be valid if:

- Responses to RFP are submitted no later than 08 January 2025 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 one sealed envelope containing two different separate sealed envelopes as described in the proposal section above.

### 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: Muhammad Jawad Govani  
Email: jawad.govani@fwbl.com.pk

All queries for the subject tender (if any) should be sent to above mentioned email address at least 03 working days prior to bid opening date.

### Bidder Eligibility Criteria

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

	Criteria	Proof of documents
1	Bidder term of existence in Pakistan must be at least 10 (Ten) years	Relevant proof of existence (Certificate of Incorporation, Memorandum of Association, Certificate of commencement of business, Extract from the Register of Firms maintained by the Registrar etc. confirming the incorporation of the commercial entity or other relevant documents where applicable depending on the type of entity as mentioned above, shall be provided with valid tax payment documentation (FBR, Sales Tax Returns, NTN individual, NTN Company, Provincial Tax) whichever is applicable depending on type of organization (Public Ltd/Private Ltd/Partnership firm or any other form permissible under Pakistan Law). (Documentation Proof must be provided with proper reference (page No) in the proposal)
2	The Bidder should have minimum annual turnover of PKR 100 Million	Last three financial years and must submit their audited financial reports or Income Tax returns.
3	OEM existence must be of 10 (Ten) years	Valid Proof
4	OEM-Standing	OEM of the proposed equipment must be in the Gartner Magic Quadrant for Purposed Solution
5	Support	OEM should support 24 * 7
6	Bidder must be OEM's Authorized Partner for last 01 (One) consecutive years	Valid Agreement of Partnership with the OEM with Proof on Principal Website
7	Bidder must have Direct Partnership with the OEM of the proposed solution	Provide latest Authorization Form from principal supplier as per the requirements (guarantee / warranty / Support maintenance). Authorized especially for this procurement
8	Bidder must have valid partnership certificate of OEM for last 1 (One) consecutive years	Documentation Proof must be provided with proper reference (page No) in the proposal or on Principal Website
9	The OEM / Bidder should have experience of supplying, deploying and maintaining proposed solution for at least 5 FIS with project engagement of at-least PKR 100 million in Pakistan, as on the date of submission of the bid	Relevant Purchase order, copy of signed contract or similar document that can provide evidence of such engagements must be submitted
10	Bidder should have technical of at least 3 ( Three ) OEM certified /trained below technical resources 1. Expert Level of Purposed Solution	Bidder should provide 3 CV's/profile of their proposed solution for implementation and support, the profiles should be employees of the company and must have relevant experience.

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	2. Expert Level of Storage Certification	
11	Bidder should have office/presence in all major cities of Pakistan (e.g. Karachi, Lahore or Islamabad)	Documentation Proof must be provided with proper reference (page No) in the proposal)
12	Blacklisting	Bidder should provide an undertaking on legal paper stating that "the bidder's company is not blacklisted by any Government entity in Pakistan for unsatisfactory past performance, corrupt, fraudulent or any other unethical business practices and also not involved in any kind of lawsuits either current or pending. "
13	BOQ	Bidder must submit detail BOQ with financial proposal.
14	Solution	Bidder must offer a complete solution from a single OEM. Solutions involving multiple OEMs will not be accepted.

### Terms of Reference

The bidder MUST meet the following to be a successful bidder

1	Delivery of equipment as per BOQ items and associate related warranty in OEM's portal.
2	The proposed solution shall include license and support warranty for 1 year.
3	Replacement/upgradation of any part / software / patches /equipment is within same day
4	Bidder to submit their detail quotation including purpose solution license with part # and any software / service / support licenses recurring price along with BOQ, if applicable
5	The License, warranties and support services will be in the name of FWBL for all equipment or software loaded on the equipment delivered.
6	Bidder's proposal must meet the stated requirements of the RFP in all respects without substitution or alteration of required functionality.
7	Bidder is responsible to provide end to end solution and ensure to configure the purpose solution are as per the FWBL requirement.
8	Bidder is responsible for migration and upgradation from the current setup to newly proposed solution to both Primary and DR data centers.
9	Bidders must ensure the installation, configuration and testing for both sites and ensure smooth cutover without any downtime.
10	Bidder must ensure Testing of Fail over test b/w Primary and DR site
11	Bidder should responsible for conducting VAPT of the devices and should get conducted by a third party

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12	Proposed equipment/s must not be in the list of End of Sale / End of Life / End of Support from OEM and it should be supported be at-least 1 Year from the date of publication of this RFP.
13	Bidders must propose specifications as specified in this section (as per BOQ table).
14	Bidder shall ensure that all BOQ of purposed solution should delivered within 4 weeks after issuance of PO.
15	Submission of bid bond equivalent of <b>5%</b> of the commercial bid (inclusive of applicable taxes).

**NOTE: Any proposal that do not include above mentioned documents, evidence and/or reports may not qualify for further evaluation.**

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

VMWare License Spec's	
Required VMware License on Primary & DR FWBL Site	
Primary FWBL Site Server Cores	Total 448 Cores
VMware vSphere Standard	VMware vSphere Standard 8 with 1 Year Support Subscription
vCenter Server Appliance	VCSA standard 8 with 1 year Support Subscription
Compute	vCenter Server Profiles, vCenter Update Planner, Content Library, Virtual Volumes (vVols), Green Metrics, Identity Federation, Hardware TPM 2.0 Support, Virtual TPM 2.0, FIPS 140-2, 140-3, and Common Criteria Certification, TLS 1.2, TLS 1.3, Standard Key Provider (External KMS), Native Key Provider, VMware vShield Endpoint, Storage Policy-Based Management, Dynamic DirectPath IO, vMotion, Cross-vCenter vMotion, vCenter Hybrid Linked Mode, vSMP, High Availability (HA), Storage vMotion, Fault Tolerance, vSphere Replication, Support for 4k Native Storage, vSphere Quick Boot, vCenter File-Based Backup and Restore, vCenter Server Appliance Migration, Cross vCenter Mixed Version Provisioning, Hot and Cold Migration to the Cloud, Orchestration & Extensibility
Storage	Storage Policy-Based Management
External Storage	VMFS - Fibre Channel, VMFS - iSCSI, VMFS - NVMe/FC, VMFS - NVMe/TCP, VMFS - NVMe/RDMA, NFS - v3, NFS - v4.1, vVols - Fibre Channel, vVols - iSCSI, vVols - NVMe/FC, vVols - NVMe/TCP, vVols - NVMe/RDMA, vVols - NFS v3, vVols - NFS 4.1, Storage Array Integration (VAAI) for Block Storage, Storage Array Integration (VAAI) for NFS Storage, Host commissioning and cluster management, 3rd party storage plugins, Auto config with NFS
Network	All features containing in VMware vSphere Standard 8

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Implementation Services	Complete Installation, configuration, and integration services for the proposed solution
Warranty, Support & Service Level Agreement	1 Year Warranty with SLA (24 x 7 x 4 x 365) for the complete solution  Hardware & Software support must be provided by OEM Throughout the contracted period

Trainings – Quantity (02 resources)	
Trainings	Bidder to provide official expert level training and certification from certified trainer, training will of the “VMware Professional Network Virtualization” to at least 02 resources leading to certifications & training.
Resident Engineer	Bidder to provide a resident engineer for a period of 12 months from the date of purchase order

Upgradation and Migration of Existing VMware Environment	
Upgradation and Migration of Existing VMware Environment	Bidder should be able to perform the task of upgradation of VMWare 6.7 Standard to 8.0, as well as migration of existing environment to newly procured appliance.

Infrastructure Partner Competencies	
Infrastructure Partner Competencies	<ol style="list-style-type: none"> <li>Vendor must have 3 x VMware Certified Resources</li> <li>Vendor must have 3 x Storage Certified Rescores</li> </ol>

Product Description	Core Quantity	Warranty Period
VMware License on Primary Site	448 Cores	1 Year

## 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 **08 January 2025 11:00 AM**. **Technical** proposal will be open on the same date at FWBL, Head Office GF-2 Reception Area, S.T.S.M Foundation Building, CL-10/20/2, Beaumont Road, Civil Lines, Karachi.

Milestone	Date
RFP Released	24 Dec 2024
Proposal Submission Due Date	08 January 2025 11:00 AM
Opening of Technical Bids	08 January 2025 11:30 AM
Opening of Financial Bids	To be decided later
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 of the mentioned product for at least last 1 year.
- Deployment references as required in RFP
- Technical specification of the proposed equipment's
- Should have minimum three (3) Certified Resource
- Bidder / Consortium Member's Profile
- All Technical points as mentioned under Eligibility Criteria above
- All Technical points as mentioned under Terms of reference above
- Annexure
  - GST and NTN Certificate
  - Affidavit that bidder is not blacklisted
  - Affidavit that bidder will not subcontract any part of the project to any other vendor.
  - Audited Financial Statement of Income Tax Return

## 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 Servers
- Bid Security
- Payment Terms
- All Financial points as mentioned under Eligibility Criteria above
- All Financial points as mentioned under Terms of reference above

### 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

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## Payment Terms

Payment schedules is as below

Project Phase	Payment Plan
PO Issuance	20%
License Delivery	50%
Completion of Configuration as Per Agreed design / Project Completion	30%

## Pre-award Presentations

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

## Complete Pricing

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

**Annexure A – Technical Bid Documentation**

**BID PARTICULARS**

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

Name: \_\_\_\_\_

Location: \_\_\_\_\_

Date: \_\_\_\_\_

Company Seal & Bidder’s Signature: \_\_\_\_\_

## Annexure B – Financial Bid Documentation

### COMMERCIAL BID

Bidders are requested to provide quotation for a 3-years warranty terms.

Item Description	Total Cores Qty.	Cost (USD)	Applicable Tax (USD)	Total Cost (USD)
VMware License Renewal for Primary and DR Site <b>(Warranty for 1 year)</b>	<b>448</b>			

- 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