

INFORMATION TECHNOLOGY DIVISION
FWBL\HO\IT\AJ\2024\02

26th June, 2024

Procurement Committee Approval Note:

Subject: Procurement of Data Center Switches

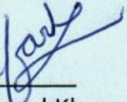
With reference to above subject FWBL IT procured three Switches for FWBL which are currently installed at Primary and DR Datacenter which are set to expire on June 2024. The Nexus Switch is the core switch in which all the servers are attached including all Services (i.e. Nadra, RTGS, 1link and all Branches data), currently we have Cisco 5K equipment, which has reached its end of life and as per state bank regulatory end of life equipment cannot be installed at Bank premises.

Approval Required:

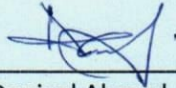
FWBL IT has prepared RFP for Procurement of Data Center Switches. Procurement Committee is requested to review the attached RFP and provide approval.

In addition, Procurement Committee Members are requested to please approve the cost for the publication of RFP for the Procurement of Data Center Switches. Estimated cost shall be between Rs. 50,000/- to Rs. 100,000/-

Regards,



Farhan Ahmed Khan
Senior Network Engineer

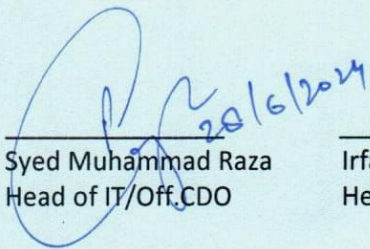


Daniyal Ahmed
Network Operation Engineer

Attachment:

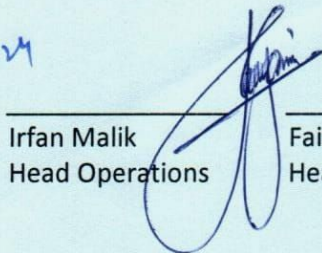
Procurement of Data Center Switches RFP

Approved by:

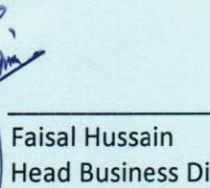


20/6/2024

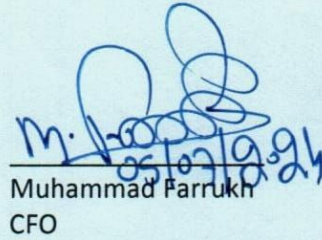
Syed Muhammad Raza
Head of IT/Off.CDO



Irfan Malik
Head Operations



Faisal Hussain
Head Business Division



05/07/2024

Muhammad Farrukh
CFO

Request for Proposal

Procurement of Data Center Switches

Published Date:

2nd August 2024

FWBL\HO\IT\NA\2024\08

Proposals Submission Deadline Date: 19 August, 2024 11:00 AM

Opening of Technical & Financial Bid: 19 August, 2024 11:30 AM

First Women Bank Limited

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Proposal

This is single stage Single envelope bidding procedure as per PPRA rules. The bidders shall submit their proposals in one sealed envelope containing “Technical Proposal” and “Financial Proposal”. Technical and Financial proposal will be opened in the presence of bidders’ same day.

Further final evaluation reports containing the combination of marks including technical and financials will be published on FWBL website and PPRA as well.

Successful bidder who qualifies with the combined evaluation, a meeting with the FWBL’s management will be held to discuss in details the exact requirements and procedures to be followed in conducting this assignment (if required).

After the Technical and Financial 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 19 August, 2024 11:00 AM in a single sealed envelope containing Technical and Financial Proposal.

Submission will be valid if:

- Responses to RFP are submitted no later than 19 August, 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: Farhan Ahmed Khan / Daniyal Ahmed
Email: farhan.ahmed@fwbl.com.pk / daniyal.ahmed@fwbl.com.pk
Cell: 03343887254 / 03121241964

All queries for the subject tender (if any) should be sent to above mentioned email address at least 05 working days prior to bid opening date.

FWBL is requesting Technical and Financial Proposal from qualified bidders for delivery of switches as per specification requirements specified in this RFP document.

Eligibility Criteria

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

- The bidder should be registered with Federal / Provincial Tax authorities in Pakistan.
- Bidder to provide an affidavit on a stamp paper confirming compliance with the following terms in order to be eligible for participation against this RFP
 - o Bidder or any of its associated Parent / Affiliated / Subsidiary company should not have been blacklisted from participating in any public sector bids / RFPs / tenders.
 - o Bidder and/or it's Owners, Directors, or Partners should be not listed in any of the International/Local Sanctions or ATA list, as required by the local regulator.
- OEM of the Proposed equipment must be in latest Gartner Magic Quadrant for Enterprise Wired and Wireless LAN infrastructure.
- The Bidder should have minimum annual turnover of Rs. 25 Million during each of the last three financial years and must submit their audited financial reports. In case bidder is submitting Income Tax return, it should include the document that contain revenue for the given tax period.
- The Bidder should have experience of supplying, deploying and maintaining proposed networking equipment for at least 3 clients with project engagement of at-least PKR 3 million per project, as on the date of submission of the bid. Relevant Purchase order, copy of signed contract or similar document that can provide evidence of such engagements must be submitted.
- Proposed network equipment must have deployed in minimum 3 financial institutions within Pakistan. Relevant Purchase order, copy of signed contract or similar document that can provide evidence of such engagements must be submitted.
- The bidder must have been in operation for at least two years in related to supply and commissioning of network equipment.
- Bidder must be an original equipment manufacturer (OEM) or an authorized reseller of the proposed product as per terms of this RFP. The bidder must be an OEM partner of the proposed solution for at-least five years and must have valid Agreement of Partnership with the principal.
- Bidder should have their registered office in Karachi.
- Bidder must submit detail BOQ with financial proposal.
- Bidders proposed hardware solution must meet technical specifications requirement as specified in Terms of Reference section.

Terms of Reference

The successful bidder is required to perform the following tasks:

- Delivery of equipment as per BOQ items and associate related warranty in OEM's portal.
- The proposed network equipment shall include hardware replacement / repair warranty for 1 year. In-case the principle does not provide 1-year warranty, the bidder financial bid should include the cost of extended warranty and therefore providing FWBL equipment with at least one-year OEM warranty.
- Bidder to submit their detail quotation including all accessories with part # and any software / service / support licenses recurring price along with BOQ
- Bidders may propose specifications higher than specifications specified in this section (as per BOQ table).
- The end user License, end user warranties and end user support services will be in the name of FWBL for all equipment and software loaded on the equipment delivered.
- The proposed network equipment should be compatible / integrated with each other if a vendor is proposing solution from multiple manufacturers.
- Bidder's proposal for hardware must meet the stated requirements of the RFP in all respects without substitution or alteration of required functionality.
- Bidder shall ensure that all BOQ network equipment are delivered within 10 weeks after issuance of PO.
- Bidder are responsible to provide end to end solution and ensure to configure the devices are per the FWBL requirement.
- The First Line of Technical Support will be provided by the Bidder.

S.#	Item	Benchmark Models*	Qty
1	Data Center Switch	Cisco Nexus N9K Suggest/equivalent model Juniper, H3C, Huawei	3

*Bidders may propose models specified above or similar equipment that meets or exceeds technical requirements specified in this RFP document.

In case OEM has announced End of Sale/End of Life for the proposed equipment, then End of Service Contract Renewal Date must be at-least 5 years from the date of publication of this RFP.

Technical Specifications Requirement

48 Port L3 Manageable Switch

- Configuration through CLI, Telnet, Console port/Management port and GUI.
- Maximum Port density: Unified ports allow any capable port to take on the character of 1 and 10 Gigabit Ethernet, Server, SAN and LAN supported. 1RU Switch with the 48 fixed ports (10 Gigabit Ethernet, FCoE, FC module, QSFP & DAC, GLC supported).
 - Ports: 94p 1/10G/25G SFP and 10p 40G/100G QSFP28 or higher with support for 16/32-Gbps Fiber Channel
 - Bandwidth throughput: 7Tbps or higher
 - Maximum number of IP host entries 200,000
 - Maximum number of MAC address entries 90,000
 - Number of multicast routes 30,000
 - Number of access control list (ACL) entries 4000 ingress and 1000 egress
 - Maximum number of VLANs 4096
 - Maximum number of Virtual Routing and Forwarding (VRF) instances 1000
 - Maximum number of links in a Port-Channel 30
 - Maximum number of ECMP paths 60
 - Maximum number of Port-Channels 500
 - Number of active SPAN sessions 4
 - Maximum number of Multiple Spanning Tree (MST) instances 64
 - Maximum number of VXLAN tunnel endpoints (VTEP) 256
 - Layer 3 (All Routing Protocol, and VXLAN supported)
 - Mounting Rack Mountable
 - Redundant power supply with hot swappable.
 - 48 SFP with Cables, 4 QSFP and 6 GLC with Cables.

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

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 **19 August, 2024 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	2 nd August 2024
Proposal Submission Due Date	19 August 2024 11:00 AM
Opening of Technical Bids	To be decided later
Opening of Financial Bids	19 August 2024 11:30 AM

As a result of this Request for Proposal, FWBL may do one of the following at its discretion:

1. Award a contract for this Request for Proposal on the basis of prescribed evaluation criteria.
2. Cancel the whole process.

Proposals Evaluation Criteria

The bidder with lowest financial bid (inclusive of applicable taxes) will be considered as the lowest bidder for further evaluation of documents and provide the solution as per the above mentioned TORs.

This is contingent on the requirement that proposed solution U y o meet all the requirement specification documentation under section u and bidder meets all condition required in “Eligibility Criteria” .

FORMAT FOR TECHNICAL BID

Technical Bids must be made in an organized and structured manner in the following form **Annexure A**. All claims made by the bidder in response will have to be backed by documentary evidence.

- Table of Contents
- Technical Bid / Bid Particular for Tenders
- Documentation indicating that bidder is an Authorized reseller of the proposed product for at least last 2 years.
- Deployment References as required in this RFP
- Technical specification of the proposed equipment
- 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.
 - Audited Financial Statements or Income Tax Returns

FORMAT FOR FINANCIAL BID

The financial bid should be quoted as per the format **Annexure B**.

The Bidder shall bear all costs associated with the preparation and submission of its bid, including cost of presentation for the purposes of clarification of the bid, if so desired by the Bank. The Bank will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the Tendering process.

Bid Currency and Validity

- 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 - Initial Delivery of Licenses and Implementation	Payment Plan
PO Issuance	20%
After Hardware Delivery	50%
Completion of Configuration as per agreed upon design	30%

Pre-award Presentations

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

Complete Pricing

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

Annexure A – Technical Bid Documentation

BID PARTICULARS

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

Name: _____

Location: _____

Date: _____

Company Seal & Bidder's Signature

Annexure B – Financial Bid Documentation

COMMERCIAL BID

Item DESCRIPTION	QTY	PRODUCT COST (USD)	APPLICABLE TAX (USD)	Total Cost (USD)
Data Center Switch	3			
Grand Total (USD)				

- 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.
- 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