

# PAKISTAN REVENUE AUTOMATION (PVT) LIMITED

## TENDER DOCUMENT P-04/2025

---

### PROCUREMENT FOR THE SUPPLY, INSTALLATION & CONFIGURATION/TESTING OF NEXT-GENERATION FIREWALL

---

**March 2025**



Online (e-bid) shall be submitted only at e-PAK Acquisition & Disposal System (EPADS), on or before 11:00 AM, 21st March 2025.

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

Or Visit

Admin &HR Department (Procurement Wing)

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

Website: [pral.com.pk](http://pral.com.pk)



Page

<b>1) Invitation to Bid:</b>	<b>2</b>
<b>2) Instructions to Bidders:</b>	<b>2</b>
<b>3) Conditions for Eligibility:</b>	<b>3</b>
<b>4) SCOPE OF THE WORK:</b>	<b>4</b>
<b>5) General or Special Conditions of Tender</b>	<b>8</b>
<b>6) Form of Contract</b>	<b>8</b>
<b>7) Delivery &amp; Installation Timelines</b>	<b>9</b>
<b>8) Technical Evaluation Criteria</b>	<b>9</b>
<b>9) Financial Evaluation Criteria</b>	<b>9</b>
<b>10) Performance Security</b>	<b>9</b>
<b>11) Pre-Bid Meeting</b>	<b>10</b>
<b>12) Submission of Bids (Technical and Financial Proposal): -</b>	<b>10</b>
12.1 Bid Security	10
Annex – A (Organization Information)	11
Annex – B (Eligibility Criteria Check List)	12
Annex – C (Relevant Experience)	13
Annex – D (Technical Evaluation Criteria)	14
Annex – E (Key Management Staff of the Company)	16
Annex – F (Financial Proposal)	17
Annex-G (Penalty Clauses & Payment Terms)	18
Annex – H (Declaration)	19
Annex – I (Cover Letter)	20



## 1) Invitation to Bid:

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

## 2) Instructions to Bidders:

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

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



- 2.12 PRAL has the right to visit business premises to verify the information shared in tender documents. Bidder presenting information intentionally incorrectly or fraudulently will be disqualified.
- 2.13 PRAL reserves the right to award or not to award the contract and the bidders who fail to submit complete relevant documents shall be disqualified. No bid shall be accepted in hard copy.
- 2.14 Bidders to ensure that their bid documents are submitted before the closing time and date of the tender. else the system will not accept the bids after the closing time.
- 2.15 Questions about this bidding document can be made only in writing through EPADS or Email: at [procurement@pral.com.pk](mailto:procurement@pral.com.pk) and must be asked on or before COB March 11, 2025.
- 2.16 Bidders are requested to visit the site/premises for having exact idea of allied accessories required for the installation & Configuration/testing of NEXT-GENERATION FIREWALL.
- 2.17 Although adequate thought has been given in the drafting of this document, errors such as typos may occur for which PRAL will not be responsible.
- 2.18 Companies/Firms cannot apply by forming a consortium (both local or international firms/Companies).
- 2.19 In case the bid opening day falls on a public holiday, the next working day shall be considered as the opening day for the same.
- 2.20 In case, of any disruption observed on the day of bid opening due to any reason related to server/internet connectivity, the next working day shall be considered as the opening day for the same.
- 2.21 In case of any disruption/failure in submitting the bid on EPADS, PRAL shall not be held liable, since the EPADS is owned and operated by PPRA.
- 2.22 The bid should be signed, stamped and readable.
- 2.23 The Procuring Agency, at its discretion, may extend “Deadline for Submission of Bids”. In such case, all rights and obligations of the Procuring Agency and Bidders previously subject to the deadline shall thereafter be subject to the extended deadline.
- 2.24 The Proposed equipment must not be from the countries restricted by Federal Government.
- 2.25 The bidder should be a registered supplier on the e-Pak Acquisition & Disposal System (EPADS) to participate in the subject tender. To register electronically suppliers can visit <https://eprocure.gov.pk/#/supplier/registration>.
- 2.26 The scanned copy of the Bid Security to be uploaded along with the online bid and the hardcopy of the bid security and original copy of the Affidavit shall only be submitted at below mentioned address on or before 11:00 AM 21st March 2025.

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

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

### **3) Conditions for Eligibility:**

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



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

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

#### **4) SCOPE OF THE WORK:**

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

#### **SCOPE OF WORK FOR SUPPLY / INSTALLATION / CONFIGURATION / TESTING OF NEXT-GENERATION FIREWALL**

Supply, Installation & Configuration/Testing of NEXT-GENERATION FIREWALL as per the specifications mentioned below.

#### **NEXT-GENERATION FIREWALL SPECIFICATIONS:**

- The NEXT-GENERATION FIREWALL shall support at least 10 Virtual Domains (VDOMs), allowing for the creation of multiple virtual firewalls on a single physical device, with each VDOM having its own independent configuration, policies, and management.
- The Next-Generation Firewall shall support link aggregation to combine 2+2 active-passive internet links for LAN traffic and another 2+2 active-passive internet links for datacenter application traffic. The link aggregation shall provide load balancing, failover, and increased bandwidth for both LAN and datacenter traffic.
- The proposed product shall support robust GUI configurations of firewall policies.
- The proposed products should have onboard SSD internal storage for storage of logs, event etc.
- The proposed product must be based on hardware architecture for Security features inspection (NG Firewalling, SSL/TLS inspection, IPS, Antimalware etc) in the hardware.
- The proposed product must be recognized as a Leader or Challenger in the latest Gartner Magic Quadrant for Enterprise Network Firewalls.
- The proposed system shall minimally provide management access through:
  - GUI using HTTP or HTTPS access
  - CLI console using console port, SSHv2, telnet or from GUI console
- The administrator authentication shall be facilitated by a local database, PKI & remote services such as Radius, LDAP and TACACS+.
- The proposed product should be able to facilitate administration audits by logging detailed activities to event log - management access and also configuration changes.



- The proposed product shall have the ability to interconnect discrete security solutions into an integrated whole to detect, monitor, block, and remediate attacks across the entire attack surface.
- Administrators shall be able to configure DHCP service on an interface of the proposed product.
- Administrators shall be able to configure multiple loopback interfaces on the proposed product.
- Administrators shall be able to group interfaces, both physical and virtual, into zones that simplifies the creation of security policies.
- The proposed product shall support static routing and policy-based routing.
- The proposed product shall support Open Shortest Path First (OSPF) and Border Gateway Protocol (BGP) for both IPv4 and IPv6.
- The proposed product must support active-passive (failover HA), active-active (load balancing HA) and Clustering.
- The proposed product shall support the upgrade of the firmware without interrupting communication through the cluster.
- The proposed product shall support various QoS (quality of service) techniques, including: Traffic policing, Traffic shaping and Queuing.
- The proposed product shall support clientless and client-based SSL Remote Access VPNs.
- The proposed product shall support IPsec based Remote Access VPNs.
- The proposed product shall support both Route based and policy-based site to site IPsec VPNs.
- The proposed product shall provide Secure sockets layer (SSL) content scanning and inspection abilities that allow organizations to apply antivirus scanning, application control, web/URL filtering, and IPS inspection to encrypted traffic.
- The proposed product shall provide the ability to exempt web sites from SSL scanning by site reputation, address, category, or using a whitelist.
- The proposed product shall detect over 4,000+ applications for Application visibility and Control. The proposed product shall support custom application detection and control.
- The proposed product's IPS engine shall offer:
  - Signature based detection using real time updated database
  - Anomaly based detection that is based on thresholds
  - The proposed product shall provide the ability to apply DNS category filtering to control user access to web resources.
  - The proposed product shall allow administrator to prevent sensitive data from leaving the network. Administrator shall be able to define sensitive data patterns, and data matching these patterns that will be blocked and/or logged when passing through the unit.
  - The proposed product shall support virtual firewalls that divide the Firewall into two or more virtual units that function independently.
  - The proposed product shall allow configuration of virtual systems resource limiting and management.
  - The proposed product shall support Virtual routing and forwarding (VRF).
- The proposed product shall support various logging facilities:
  - Local memory
  - Local Storage
  - Multiple concurrent syslog servers.
- The proposed product shall support Virtual routing and forwarding (VRF).



- The proposed system shall support aggregation of 200+ interfaces to create a virtual WAN link.
- The proposed system shall support performance SLA settings which are used to monitor WAN interfaces link quality and to detect link failures.
- Health check probes using IPv4/IPv6 Ping and HTTP
- Selection of multiple destinations (or servers) to probe
- Interfaces relating to the performance SLA profile
- The proposed system shall allow SLA targets to be created. These are a set of constraints that are used to control the paths that traffic take. These constraints should include Latency, Jitter and Packet Loss threshold
- The proposed system shall provide settings to the characteristic of probes, including check interval, link failure and restoration considerations.
- The proposed system shall provide option to disable the implicated static route when an interface is inactive.
- The proposed system shall support per-packet load-balancing among IPSec tunnels.
- The proposed system shall support forward error correction (FEC) on VPN overlay networks.
- The proposed system shall support Border Gateway Protocol (BGP) learned routes as dynamic destinations.

Require Hardware based Next-Generation Firewall with following performance specs:

- Next-Generation Firewall throughput @ 64 byte UDP 60 Gbps or above
- IPsec VPN throughput 45 Gbps or above
- SSL VPN throughput 3.5 Gbps or above
- IPS throughput (Ent Mix) 10 Gbps or above
- NGFW throughput (Ent Mix) 9 Gbps or above
- Threat Protection throughput (Ent Mix) 8 Gbps or above
- SSL inspection throughput 6 Gbps or above
- Application Control throughput 25 Gbps or above
- Concurrent TCP sessions 6 Million or above
- New TCP sessions/sec 450 K cps or above
- Virtual Firewall/Router/Domains 10 or above
- Form Factor under 1 RU or above
- Power Dual AC

### Interfaces

- 4 x 25GE/10GE SFP28/SFP+
- 4 x 10GE SFP+
- 16 x GE RJ45
- 6 x 1GE SFP
- Local Storage Total 400 GB or above.



## Security Features

Should be offered with IPS, Advanced Malware Protection, Application Control, URL , Antispam Service and support for 5 years

### BILL OF QUANTITIES

Sr.#	Item	Quantity
1.	Next-Generation Firewall (Along with all allied accessories)	02
2.	Onsite technical training	4

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

#### Deployment and Configuration:

- A complete project plan must be shared prior to deployment.
- The bidder shall configure and implement all available features and functionalities of the complete solution, ensuring optimal performance and integration.
- The bidder shall be responsible for the migration of the services from current Next-Generation Firewall and LAN Pfsense firewall.
- The bidder shall be responsible for configuration link aggregation to combine 2+2 active-passive internet links for LAN traffic and another 2+2 active-passive internet links for datacenter application.
- The vendor is responsible for configuring the Next-Generation Firewall with ISP as per the demand and requirement.
- The bidder shall provide detailed documentation of each deployment step along with the screenshots.
- The local support engineer assigned for the rectification of technical issues must be Professional level certified engineer and have a minimum of 5 years of relevant experience. The PRAL team will not permit any inexperienced personnel to access the system in the event of a technical issue.
- **The successful bidder must provide a comprehensive three-days deployment, operations, and feature training program for a minimum of four (4) designated PRAL resources/personnel, and issue training certificates.**
- The bidder is responsible for opening and managing OEM Technical Assistance Center (TAC) cases for hardware/software issues, Performing initial troubleshooting and fault isolation, Collaborating with OEM TAC engineers to resolve issues, providing timely updates on case progress to the PRAL representative, ensuring prompt resolution of issues within agreed-upon SLAs (Service Level Agreements), maintaining accurate records of TAC cases, including case numbers, descriptions, and resolution.





- In case of any hardware failure, backup equipment should be available.

### **OEM Prerequisite**

- The OEM must have at least two references of proposed solution in Pakistan.
- The proposed product must be recognized as a Leader or Challenger in the latest Gartner Magic Quadrant for Enterprise Network Firewalls.
- The OEM must validate the proposed solution and provide a MAF letter to the bidder proposing their solution.
- **The OEM must have 24x7x365 online technical support available.**

The delivery timeline for the Supply, Installation & Configuration/Testing of Next-Generation Firewall of is 06 to 08 weeks after issuance of the Purchase Order. PRAL Network & Infrastructure department shall inspect and check the equipment supplied & installed by the bidder in accordance with the specification mentioned in the bidding document and share User Acceptance Certificates, thereafter payment shall be made for Supply & Installation.

- 05 Years Comprehensive warranty with onsite OEM & local support for Next-Generation Firewall with parts.
- The Support services will remain available from the Supplier on call 24 x 7 basis.
- Bidder must provide evidence from manufacturer to have spare parts in Pakistan with 4 hours delivery commitment in Islamabad.
- PRAL requires an internationally recognized brand for Next Generation Firewall.

### **5) General or Special Conditions of Tender**

The successful bidder shall agree to the following terms to provide Next-Generation Firewall to PRAL:

- 5.1 All documents and information received by PRAL from bidders will be treated in strictest confidence and Documents submitted to PRAL will not be returned.
- 5.2 All expenses related to participation in this bidding document shall be borne by the bidder.

5.3. Once the technical bids are opened on EPADS (Electronic Procurement and Disposal System), PRAL may require bidders to submit a hard copy of the technical bid already submitted electronically. However, bidders must ensure that the hard copy exactly matches the electronic version to avoid any discrepancies that could lead to disqualification.

### **6) Form of Contract**

- 6.1 The successful bidder shall sign and execute the standard contract of PRAL including any general conditions on the terms and conditions specified therein. Any amendment to the standard contract shall be made with the mutual consent of both parties.



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

## **7) Delivery & Installation Timelines**

The timeline for the delivery & Installation/configuration/ testing of the Next-Generation Firewall is 06-08 weeks as mentioned in the scope of work, which shall start once the Contract is signed or issuance of the purchase/service Order.

## **8) Technical Evaluation Criteria**

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

## **9) Financial Evaluation Criteria**

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

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

## **10) Performance Security**

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



- b) The performance guarantee/security will be returned after completion of the Contract.
- c) In case the bidder fails to provide the Performance Guarantee, 10% of the total payment shall be retained by PRAL, till completion of the Contract.

#### **11) Pre-Bid Meeting**

A pre-bid meeting will be held on March 13, 2025 at 1100 hours at PRAL Office i.e. Software Technology Park, 2<sup>nd</sup> Floor, Service Road (North), Sector I-9/3, Islamabad for clarification of any queries from the potential bidders.

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

The complete bid containing the Technical and Financial proposals along with Bid Security shall only be submitted online in PDF format on EPADS, no hardcopy shall be entertained. Only the bid security and original copy of the Affidavit shall be submitted in hardcopy at the given address in the bidding document on or before 11:00 AM 21st March 2025. Technical proposals will be opened online on the same day i.e., 11:30 AM 21st March 2025 at PRAL Head Office Islamabad in the presence of bidder's representatives who wish to attend it. The bidder who fails to submit the hardcopy of bid security on or before the closing date & time on the given address shall be disqualified from the bidding process. The Bid Security of the disqualified bidders will be returned after awarding the business to the successful bidder.

##### **12.1 BID SECURITY**

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

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

##### **12.2 Cover Letter for the Submission of Technical Proposal**

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

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



Annexures

**Annex – A (Organization Information)**

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



**Annex – B (Eligibility Criteria Check List)**

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



**Annex – C (Relevant Experience)**

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



Annex – D (Technical Evaluation Criteria)

TECHNICAL EVALUATION CRITERIA				
Sr #	Descriptions	Total Points	Scoring Points	Remarks (Attachment of relevant evidence in each case is mandatory. In case of non-compliance no mark will be awarded)
<b>1</b>	<b>Client Portfolio</b>	<b>15</b>		
	Supplied & Installed similar nature of Equipment to 03 local/international/multinational clients including public sector or private sector organizations:		<b>15</b>	<b>Documentary proof:</b> (Purchase/Service order/ copies of contract with contact details of clients should be furnished, along with completion certificates *Multiple projects with same client will be counted as one.
	Supplied & Installed similar nature of Equipment to 02 local/international/multinational clients including public sector or private sector organizations:		<b>10</b>	
<b>2</b>	<b>Relevant Experience</b>	<b>15</b>		
	Experience of 03 years for providing & installing similar nature of Equipment to local or international or multinational clients i.e. (Telco/FMCG/autonomous body/government/semi government or any organization)		<b>15</b>	<b>Documentary proof:</b> (Purchase/Service order/ copies of contract with contact details of clients should be furnished, along with completion certificate *Multiple projects with same client will be counted as one.
	Experience of 02 years for providing & Installing similar nature of Equipment to local or international or multinational clients i.e. (Telco/FMCG/autonomous body/government/semi government or any organization)		<b>10</b>	
	Experience of 01 year for providing & Installing similar nature of Equipment to local or international or multinational clients i.e. (Telco/FMCG/autonomous body/government/semi government or any organization)		<b>05</b>	
<b>3</b>	<b>Compliance to the Specifications mentioned in the bidding document</b>	<b>25</b>		
	Compliance to the Specifications mentioned in the Scope of Work for Firewall		<b>25</b>	If the quoted product is fully complied with the specifications mentioned in the Scope of Work, full Marks will be given, else zero (0). (Bidder to share the copies of technical literature, Data Sheet & Brochures from the manufacturer, which may be



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

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

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





**Annex – E (Key Management Staff of the Company)**

Please attach CVs for your Key Management Staff

<b>Key Management Staff of Company</b>					
<b>Sr #</b>	<b>Name of Management Staff</b>	<b>Designation</b>	<b>Qualification</b>	<b>Area of Expertise</b>	<b>Number of years in company</b>



**Annex – F (Financial Proposal)**

**Financial Proposal Format**

<u>SR #</u>	<u>Description</u>	<u>Unit</u>	<u>Quantity</u>	<u>Unit Price in PKR (without applicable GST/PST)</u>	<u>GST/PST amount applicable per unit in PKR</u>	<u>Unit Price in PKR (inclusive of all applicable taxes)</u>	<u>Total Cost in PKR (inclusive of all applicable taxes)</u>
<u>A</u>	Supply, installation, configuration /testing of Next-Generation Firewall along with allied accessories as per the specifications mentioned in the Scope of work (05 Years Comprehensive warranty with onsite OEM & local support for Next-Generation Firewall with parts replacement.	No	<u>02</u>				
	<b><u>Total Cost (inclusive of all applicable taxes)</u></b>						
	<b><u>Total Amount in Words</u></b>						

**Note:**

1. The responsibility to include all and correct taxes is that of the bidders.
2. Prices should be in Pak Rupee only.
3. **The successful bidder must provide a comprehensive three-days deployment, operations, and feature training program for a minimum of four (4) designated PRAL resources/personnel, and issue training certificates.**
4. **PRAL reserve the right to increase or decrease the quantity at the time of award of contact as per operational requirements.**

**Authorized Signatory**

Name \_\_\_\_\_

Designation \_\_\_\_\_

Signature \_\_\_\_\_

Stamp \_\_\_\_\_

Date \_\_\_\_\_



### **Annex-G (Penalty Clauses & Payment Terms)**

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



**Annex – H (Declaration)**

I, \_\_\_\_\_ hereby declare that:

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

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



**Annex – I (Cover Letter)**

[Firm letterhead]

[Date]

To

Chief Executive Officer

[Address mentioned in Guidelines]

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

Dear Sir,

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

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

Thank you.

Yours sincerely,

Signature

Name and title of signatory: