

PAKISTAN REVENUE AUTOMATION (PVT) LIMITED

Tender document No. P-06/2025

REQUEST FOR PROPOSAL (RFP) DOCUMENT

**PRE-QUALIFICATION OF FIRMS FOR THE PROVISION OF THIRD-PARTY VULNERABILITY ASSESSMENT
AND PENETRATION TESTING (VA&PT) SERVICES**

March 2025



**Online (e-bid) shall be submitted only at e-PAK Acquisition & Disposal System (EPADS),
on or before 11:00 Hrs. 10th April 2025
e-Bid Opening 11:30 Hrs. 10th April 2025**

In case of any query, please contact Phone: (+92) 51-9259353

Or visit

Admin & HR Department (Procurement Wing)

Pakistan Revenue Automation (Private) Limited,

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

Email: procurement@pral.com.pk

Website: pral.com.pk

PREQUALIFICATION OF FIRMS

1. INTRODUCTION

Pakistan Revenue Automation (PVT) LTD (PRAL) specializes in developing software that are aligned to customers' unique business needs and industry-specific functions. Our customized software solutions help organizations to save on expensive and complicated customizations required from off-the-shelf software products.

PRAL invites applications for prequalification from reputable and experienced firms for the provision of third-party **Vulnerability Assessment and Penetration Testing (VA&PT)** services. The prequalification process is being conducted in compliance with the **Public Procurement Regulatory Authority (PPRA) Rules** and the **E-Pak Acquisition & Disposal System (EPADS)** guidelines to ensure transparency, fairness and equal opportunity for all participating firms.

The scope of work includes, but is not limited to, identifying vulnerabilities in PRAL's systems, conducting penetration testing, providing detailed reports and recommending mitigation measures to enhance the security posture of our systems and applications. The prequalification process aims to identify competent firms that can provide high-quality VA&PT services to ensure the security and integrity of our systems and critical commercial applications and services. These prequalified firms shall be invited to bid on VA&PT assignments from time to time.

2. INSTRUCTIONS FOR PRE-QUALIFICATION OF FIRMS

- 2.1. The PDF copy of the technical proposal shall only be **submitted online** on **EPADS**, *no hardcopy shall be entertained*.
- 2.2. Initial evaluation / screening shall be done as per **Annexure-A**; whereas technical evaluation shall be done as per **Annexure -B**. Responding Entities (REs) should provide all details in required templates as provided under:-
 - **Annexure-A** for Initial Evaluation
 - **Annexure-B** for **Technical** Evaluation
- 2.3. During the evaluation, no amendments in the prequalification proposal shall be permitted.
- 2.4. After prequalification, only the **prequalified company** shall be entitled to participate in the subsequent procurement proceedings.
- 2.5. PRAL at any stage of the procurement proceedings, having credible reasons for or prima facie evidence of, any defect in the capacity or otherwise of a RE, whether prequalified,

- may require the company to provide such further information concerning the professional, technical, financial, legal or managerial competence
- 2.6. The RE must respond to all queries and provide complete information as advised in this pre-qualification document, failing which PRAL may reject the bid.
 - 2.7. PRAL shall disqualify any company on the grounds that it has ***provided false, fabricated or materially incorrect information.***
 - 2.8. The RE must obtain a **minimum of 75 marks** in Technical Evaluation-**Annex-B** to be pre-qualified. However, any RE failing to meet the **mandatory requirement(s)** specified in Initial Evaluation- **Annexure-A** shall be considered **disqualified** from the prequalification process.
 - 2.9. Prequalified providers will be invited to bid on individual assignments based on the relevant scope of work.
 - 2.10. After pre-qualification, once any assignment is to be awarded, the firms will have to ensure compliance with relevant PPRA rules; however, in a competitive process only pre-qualified companies will be allowed.
 - 2.11. Prequalification will be valid for **one year**, subject to periodic performance reviews.
 - 2.12. Providers failing to meet performance standards may be removed from the pre-qualified panel.
 - 2.13. The electronic Prequalification documents, containing detailed requirements, terms and conditions, are available for registered bidders on **EPADS** at ***www.eprocure.gov.pk***.
 - 2.14. PRAL reserves the right 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.
 - 2.15. Bidders to strictly ensure that their bidding documents are submitted before the closing time and date of the tender, else the system will not accept the bids after the closing time
 - 2.16. Questions about the bidding document can be made only in writing through EPADS or Email at ***ahmed.waheed@pral.com.pk*** or ***procurement@pral.com.pk*** and must be asked on or before ***COB March 28th, 2025.***
 - 2.17. Companies / Firms cannot apply by forming a consortium (both local and international Firms / Companies).
 - 2.18. 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.

- 2.19. In the event 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.
- 2.20. 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.
- 2.21. The proposals should be signed, stamped up and legible.
- 2.22. 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.
- 2.23. The bidder should be a registered supplier on the e-Pak Acquisition and Disposal System (EPADS) to participate in the subject tender. To register electronically suppliers can visit <https://eprocure.gov.pk/#/supplier/registration>.
- 2.24. Once the technical proposals are opened on EPADS (e-Pak Acquisition & Disposal System), PRAL may require bidders to submit a hard copy of the technical proposal 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.

3. ABOUT RESPONDING ENTITIES

- 3.1. The RE must be registered with the **Federal Board of Revenue (FBR) for Sales Tax and Income Tax**.
- 3.2. A Certificate of firm’s registration / company’s incorporation with the **Securities and Exchange Commission of Pakistan (SECP)** required along with a valid **National Tax Number (NTN)** certificate.
- 3.3. The RE must be on the **Active Taxpayer List (ATL)** of the **Federal Board of Revenue (FBR)**.
- 3.4. The RE must have at least **two (2) years of experience** in conducting **external Vulnerability Assessment & Penetration Testing**. A list of projects / customers along with contact details and supporting documents (e.g. Work / Purchase orders, contracts) must be attached.
- 3.5. The RE must provide the following details on their letterhead along with the supporting documents:-
- Name of the Organization.
 - Details of offices across Pakistan (Service delivery/support Office).
 - Location of Head office.

- Size of company (number of employees).
- Number of years of being incorporated.
- List of permanent technical staff along with education, experience and relevant certifications.

3.6. An **affidavit** (on stamp paper of Rs. 100) that the RE has never been blacklisted by any Government/Semi Government/Autonomous organization must be submitted.

3.7. An **affidavit** (on stamp paper of Rs. 100) stating that the documents/details/information submitted are true and liable to be rejected if proven false and legal action may be taken against the firm if false information is provided. The affidavit must be duly attested by a **Notary Public**.

3.8. An **affidavit** (on stamp paper of Rs. 100) stating that RE fulfil the technological experience, expertise of tools as mentioned in "Scope of Work" must be submitted

3.9. Financial capability documents including **audited financial statements** for the last two (2) years depicting average annual turnover in the past two (02) years must be provided. A minimum average annual turnover of PKR 10 million in the last two years is required.

3.10. RE shall provide the requisite documents and proof for PRAL to complete the evaluation as per Annexure-A. Failure to provide the same shall result in marking as per provided information and record.

3.11. Selection or pre-qualification of firms/companies shall not bar the PRAL from using sources other than the selected/pre-qualified firms/companies

4. **PRE-QUALIFICATION PRE-BID MEETING**

4.1. A pre-bid meeting will be held on **April 07th, 2025, at 11:00 AM at PRAL Head Office** i.e. Software Technology Park, 2nd Floor, Service Road (North), Sector I-9/3, Islamabad for clarification of any query from the potential bidders.

4.2. All queries relating to Pre-Qualification document can be made only in writing through EPADS or Email at **ahmed.waheed@pral.com.pk** or **procurement@pral.com.pk** and must be asked on or before **COB March 28th, 2025**.

4.3. Queries received prior to the meeting will be addressed as a priority.

5. **SUBMISSION OF BIDS**

The PDF copy of the technical proposals prepared in accordance with the instructions in the prequalification documents shall only be submitted online on EPADS **on or before 11:00 AM 10th April 2025**. Technical proposals will be opened on the same day i.e. **11:30 AM 10th April 2025**. No hardcopy of the technical proposals shall be entertained.

6. SCOPE OF WORK

The scope of work includes but is not limited to following. Please note that it may vary in composition on assignment-to-assignment basis:-

- 6.1. Conduct comprehensive vulnerability assessments of **web-based, mobile** and **desktop applications**. Identify potential security weaknesses, misconfigurations and vulnerabilities in the application code, APIs and third-party integrations.
- 6.2. Perform manual and automated penetration testing to identify and exploit security vulnerabilities.
- 6.3. Simulate real-world attack scenarios, including but not limited to:-
 - SQL Injection, cross site scripting (XSS) and cross site request forgery (CSRF)
 - Authentication and authorization flaws
 - Business logic vulnerabilities
- 6.4. Evaluate the application's resilience against advanced persistence threats (APTs) and zero-day exploits.
- 6.5. Conduct static analysis of application source code, byte code or binary code to identify security vulnerabilities.
- 6.6. Analyze code for insecure coding practice, hardcoded credentials and other potential risks.
- 6.7. Perform dynamic analysis of running applications to identify runtime vulnerabilities.
- 6.8. Test for issues such as insecure API endpoints, improper sessions management and insecure data storage.
- 6.9. Conduct interactive security testing to provide additional insight during the software development life cycle.
- 6.10. Integrate security testing into CI/CD pipelines for continuous vulnerability detection.
- 6.11. Assessing the security of APIs, network devices, servers, firewalls and cloud environment.
- 6.12. Test for vulnerabilities such as broken object level authorization, excessive data exposure and insecure endpoints etc.
- 6.13. Identify misconfiguration, outdated software and potential entry points for attackers.
- 6.14. Perform penetration testing on internal and external network infrastructure
- 6.15. Simulate attacks such as phishing, brute force and privilege escalation to evaluate the infrastructure's security posture.
- 6.16. Test the security of wireless networks, including Wi-Fi etc.

- 6.17. Identify vulnerabilities such as weak encryption, rogue access points and misconfigured devices.
- 6.18. Provide comprehensive reports on identified vulnerabilities, including:-
- Risk ratings.
 - Technical details and proof-of-concept (PoC) for vulnerabilities.
 - Business impact analysis.
- 6.19. Reporting should include executive summaries for high-level stakeholders and technical details for development and security teams.
- 6.20. Offering clear and actionable and prioritized remediation recommendations.
- 6.21. Assist in the implementation of security measures to mitigate identified risks. Offering guidance and support throughout the remediation process.
- 6.22. Conducting follow-up assessment to verify the effectiveness of implemented security measures to ensure that the vulnerabilities have been successfully remediated.

7. GRIEVANCE REDRESSAL COMMITTEE

In accordance with **Rule 48 of Public Procurement Rules 2004**, a **Grievance Redressal Committee (GRC)** has been constituted for this procurement. The notification of the said GRC is available on EPADS.

INITIAL EVALUATION CRITERIA**ANNEXURE-A**

Note: Only Companies with 100 % compliance of Annexure-A will qualify for Technical Evaluation (Annexure-B)

S/No	General Terms and Conditions for Compliance	YES/NO	Reference Page in Bid
1	Responding Entity (RE) Profile containing executive summary with institutional profile, expertise and geographic footprint and presence (Attach profile)		
Provide copies of certificates / documents for establishing the following about the responding entity (RE)			
2	Registered with Sales Tax and Income Tax Dept.		
3	Firm's Registration/ company incorporation with SECP		
4	On the Active Taxpayer List of FBR		
5	At least 2 years of experience in conducting external Vulnerability Assessment and Penetration Testing; Attach a list of projects/customers along with contact details of customers and supporting documents (e.g. work orders, contracts etc.)		
6	List of permanent technical staff along with education, experience and relevant certifications; Attach		
7	Affidavit (on stamp paper of Rs. 100) that the RE has never been blacklisted by any Government/Semi Government/Autonomous organization; Attach		
8	Affidavit (on stamp paper of Rs. 100) that the documents/details/information submitted are true and liable to be rejected if proven false and legal action may be taken against the firm if false information is provided. The affidavit must be duly attested by a Notary Public.; Attach		
9	Affidavit (on stamp paper of Rs. 100) stating that the RE fulfills the technological experience and expertise of tools as mentioned in the Scope of Work; Attach.		
10	Financial capability documents including audited financial statements for the last two (2) years depicting average annual		

	<i>turnover in past two (02) years.</i>		
<i>11</i>	<i>A minimum average annual turnover of PKR 10 million in the last two years is required.</i>		

Please mention the page numbers of the supporting documents shared to qualify for technical qualification.

TECHNICAL EVALUATION CRITERIA**ANNEXURE B**

Note: Companies securing 75 or more marks will be considered pre-qualified.

S/No	Evaluation Criteria	Reference Page in Bid	Max Marks
1	<p><i>Total experience in external VA&PT services</i></p> <ul style="list-style-type: none"> • 2-4 years: 3 marks • 5-6 years: 6 marks • 6+ years: 10 marks <p><i>Evidence Required: Contract copies/work orders etc. confirming external VA&PT services.</i></p>		10
2	<p><i>Work Experience – Banks (within last three years)</i></p> <ul style="list-style-type: none"> • 1-3 projects: 5 marks • 4-6 projects: 10 marks • More than 6 projects: 15 marks <p><i>Evidence Required: Contract copies/work orders etc. confirming external VA&PT services in Govt and Private Sector Bank's within the last three years.</i></p>		15
3	<p><i>Work Experience – Software Houses (within last three years)</i></p> <ul style="list-style-type: none"> • 1-3 projects: 5 marks • 4-6 projects: 10 marks • 6+ projects: 15 marks <p><i>Evidence Required: Contract copies/work orders etc. confirming VA&PT services in Software Houses within the last three years</i></p>		15
4	<p><i>Financial Capability</i></p> <p><u><i>Average Annual Turnover for the last 2 years in PKR:-</i></u></p> <ul style="list-style-type: none"> • Up to 20 million: 2.5 marks • Above 20 million and up to 50 million: 5 marks • Above 50 million: 10 marks <p><i>Evidence Required : Audit report with summary of Average Annual Turnover of last 2 years.</i></p>		10
5	<p><i>Core Team Capacity – Cyber Security</i></p> <ul style="list-style-type: none"> • 1-5 resources: 5 marks 		15

	<ul style="list-style-type: none"> • 6-10 resources: 10 marks • 10+ resources: 15 marks <p><i>Evidence Required: Resource profiles/CVs with proof/confirmation of permanent employment. Highlight the key players/core team to be part of future projects/assignments</i></p>		
6	<p><i>Core Team Capability – Cyber Security</i></p> <ul style="list-style-type: none"> • <i>Qualification: 5 marks (e.g., bachelor’s degree in IT/Cybersecurity)</i> • <i>Experience : 5 marks (min 3 years in external VAPT required)</i> • <i>Certifications: 5 marks (e.g., OSCP, OSWE, CREST CRT/CPT or equivalent).</i> <p><i>Evidence Required: Highlight the key players to be part of future projects/assignments</i></p>		15
7	<p><i>Adequacy of methodology, tools and organizational expertise.</i></p> <ul style="list-style-type: none"> • <i>Methodology: 2 marks (e.g. OWASP,NIST,PTES)</i> • <i>Tools: 2 marks (e.g. Burp Suite, Nessus, Nmap or other industry standard)</i> <p><u><i>Demonstrate Expertise in (11 marks):</i></u></p> <ul style="list-style-type: none"> • <i>Web Application testing: 2 marks,</i> • <i>Mobile/desktop application testing : 2 marks.</i> • <i>API Security testing: 2 marks.</i> • <i>Network and wireless security: 3 marks.</i> • <i>Static and Dynamic Code Analysis: 2 marks</i> <p><i>Evidence Required: Provide details of methodology to be followed and tools to be used. Provide in tabular form the projects executed involving the above testing. Attach documentary proof of projects.</i></p>		15
8	<p><i>Internationally recognized certification or accreditation like ISO/IEC 27001 or other relevant certification/accreditation applicable to VAPT services</i></p>		05

	<i>Evidence Required: Attach documentary proof.</i>		
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** Please mention the page numbers of the supporting documents shared for technical qualification scoring.*