

PAKISTAN REVENUE AUTOMATION (PVT) LIMITED

**TENDER DOCUMENT
P-12/2025**

**PROCUREMENT FOR THE SUPPLY, INSTALLATION, CONFIGURATION, AND TESTING OF STORAGE
AREA NETWORK (SAN) AND FIBRE CHANNEL (FC) SAN SWITCHES**

May 2025



Online (e-bid) shall be submitted only at e-PAK Acquisition & Disposal System (EPADS), on or before 11:00 AM, 30th May 2025.

e-Bid Opening 11:30 Hrs. 30th May 2025.

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

Or Visit

Admin & HR Department (Procurement Wing)

Pakistan Revenue Automation (Private) Limited, 2nd Floor, Plot # 266-B, Street # 9, Sector I-9/3, Islamabad.

Email: procurement@pral.com.pk Website: pral.com.pk



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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, and Testing of Storage Area Network (SAN) and Fibre Channel (FC) SAN Switches**. 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 bidding document has two different lots (1 & 2) and the bidders may participate in any one or in both the lots, as per their choice and shall be required to share the documents as per the technical evaluation criteria specified in Annexure-D.
- 2.2 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. **All the pages of the bid must be sequentially numbered. The bidders are required to create a clear table of contents referencing the relevant page numbers and mark each supporting document with corresponding page numbers.**
- 2.3 In the first instance, the "Technical bid/Proposal" shall be opened for technical evaluation and the "Financial Proposal" shall remain unopened in the system.
- 2.4 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.
- 2.5 During the technical evaluation, no amendments in Technical Proposal shall be permitted.
- 2.6 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.
- 2.7 The financial bids whose technical bids declared non-responsive, shall not be opened.
- 2.8 The Technical and Financial Proposal will be evaluated based on PRAL's evaluation criteria as provided in section-08 and 09 of this document.
- 2.9 The bid shall remain valid for the period of 120 days from the date of bid opening.
- 2.10 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.



- 2.11 Minimum passing marks are 65 in technical evaluation, along with a compulsion to obtain full marks in Serial # 3, 4 & par5 of Annexure-D, shall be considered as technically qualified.
- 2.12 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.
- 2.13 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.
- 2.14 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.
- 2.15 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.
- 2.16 Questions about this bidding document can be made only in writing through EPADS or Email: at procurement@pral.com.pk and must be asked on or before COB May 20th, 2025.
- 2.17 Bidders are requested to visit the site/premises for having exact idea of allied accessories required for the installation & Configuration/testing of Storage Area Network (SAN) and Fibre Channel (FC) SAN Switches.
- 2.18 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.
- 2.19 Companies/Firms cannot apply by forming a consortium (both local or international firms/Companies).
- 2.20 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 30th May 2025.

Admin & HR Department (Procurement Wing)

PAKISTAN REVENUE AUTOMATION (PRIVATE) LIMITED,



2nd Floor, Plot # 266-B, Street # 9, 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:

LOT-1 (STORAGE AREA NETWORK (SAN) TECHNICAL SPECIFICATIONS)

Storage Type:

The proposed Storage System should be Mission Critical Storage Array. SAN should be FC enabled. The proposed Storage System must be 100% redundant with no single point of failure. It must have load balancing and seamless failover capability in case of a component failure.

Controllers:

Proposed Storage should have dual (2) physical storage controllers, with support of scale up and scale out features to add more hardware capability on demand with Active-Active architecture. Storage systems should support true active/active LUN access and controller architecture with load balancing, load sharing features. Software upgrades must be online without any need for path failover/failback.

Cache:

Minimum 384 GB or higher Cache for proposed storage system.

Capacity Sizing:

The proposed solution must deliver a minimum of 80TB usable capacity (before compression and deduplication), built on an enterprise-grade, end-to-end NVMe architecture — including NVMe SSDs. Individual SSD capacity must not exceed 8TB And Drives must be NVMe-based preferably MLC/TLC or better. Drives shall be configured in RAID 5 or RAID 6.



Only physical (usable) capacity will be considered. On the above useable capacity effective Capacity must be guaranteed with a minimum ratio 2:1 or higher. Hot spares as per manufacturer best practices.

- Raid group / disk group size should not be larger than 18 to reduce chances of data loss.
- Hot spares as per manufacturer best practices.
- Minimum 02 disks per raid group should be spared.
- Additionally, global hot spare disk should be included for all raid group.
- Space efficient LUN Cloning and copying.
- RAID level 1, 5 or 6 should be supported if proposed solution is with traditional RAID or Dynamic RAID/equivalent.

Scalability:

- The solution should support at least 100 disk drives or higher.
Storage should be scalable up to 250 TB usable capacity or higher without requiring additional hardware other than disks.
The proposed solution should be able to handle a minimum of 20,000 IOPs or higher, with a 60% Read and 40% Write workload profile, using a 16K or higher block size."
- Migration and Virtualization Storage System should be equipped with migration and virtualization licenses to ensure seamless automated migration & management of other SAN storages box from this proposed solution. Storage System must have capability to Seamless migrate data from old storage system. If virtualization of third-party SANs is not natively supported, the solution should provide tools or integration for non-disruptive migration.

Encryption & De-Duplication Method

- Storage System disks should be encrypted. De-Duplication and minimum 2X or higher compression must be included for the total capacity. Data Reduction Guarantee must be provided by OEM for 2:1 or higher. Storage system should be capable of compaction technology.

Data Protection

- The Storage System must have feature to integrated remote backup and recovery solution.
- The Storage System must have zero data lose sync and A Sync replication.
- The Storage System must have protected snapshot solution.
- The Storage System must support application-consistent snapshots through integration with major operating systems and enterprise applications (such as Oracle, VMware, and Microsoft), either natively or through OEM-provided tools.

Anti Ransomware:

- The proposed storage system must either include a native anti-ransomware protection feature or support seamless integration with an industry-standard anti-ransomware solution. In case a native feature is not available, the bidder shall provide and implement a compatible anti-ransomware solution as part of the overall offering.

**Host Connectivity Ports and Protocols:**

- Proposed storage system must have a minimum of 4 x 32Gbps FC ports per controller or higher. 4 x 10G IP Port with SFP+ Per Controller.

Thin Provisioning:

- Storage system should be capable of Thin/Virtual Provisioning for total storage capacity. License must be included (if required).

Management Software Suite:

- The proposed Storage System solution must include a comprehensive storage management toolset for administrative and system management.
- The software suite must include a license to manage total capacity. Software for Trend-analysis, Reporting, and system-capacity management to provide real-time and historical storage performance data analysis and be able to pinpoint performance bottlenecks on the storage array.
- Should be capable of monitoring Front end port level performance monitoring and reporting. Should be capable of monitoring LUNs level performance and reporting.
- Should be capable of generating logs and keeping them for at least three months.
- The software suite must have a license to monitor total capacity. License for all modules must be included (wherever required).

Point-in-time copy solutions:

- Storage System should provide immutable snapshot and clones capability for total storage capacity.
- The Proposed storage system solution must include space efficient LUN snapshot or copy capabilities retaining only differential data.
- The storage system solution must include a snapshot management application with scheduling capabilities. It should support integration with major operating systems and enterprise applications to enable application-consistent snapshots, including but not limited to Oracle, VMware, and Microsoft workloads.

Availability:

- The proposed storage system solution must not have any single Point of Failure.
- All critical hardware components should be redundant and provide 99.9999% availability.
- The proposed storage system should be able to perform self-diagnostics, automatic alerts to admin for faults or performance issues with a call home facility for proactive detection of potential failures.
- Storage system must be capable of:
 - a) Volume resizing
 - b) RAID migrations



c) Microcode/Software upgrades, configuration changes

d) Capacity enhancement

Multipathing Software: Should support native multipath device drivers / software for the host operating systems (AIX, Windows, Linux, VMware and other hypervisor solutions etc.)

Deployment and Configuration:

- Implementation of the Storage systems must be done by highest-level certified Partners. The installation & configuration should be carried out by professional level certified engineers from partners backed by OEM. All required convertors / cables and allied accessories must be provided by the supplier.
- 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 vendor is responsible for configuring the SAN 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-day hands-on training program covering deployment, operations, and features, conducted at their local office for a minimum of four (4) designated personnel. Training certificates must be issued upon completion.
- 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.

Service and Support Commitment by Bidder and OEM

- The bidder shall provide 24x7 warranty technical support and next business day (NBD) parts replacement for the proposed storage systems and all associated equipment for a period of five (05) years, extendable upon mutual agreement.
- Support services must be delivered by qualified engineers holding relevant professional certifications in SAN/storage technologies, with a minimum of five (05) years of hands-on experience in managing and supporting SAN environments.
- If the bidder is unable to resolve an issue within the agreed service levels, the Original Equipment Manufacturer (OEM) shall provide direct escalation support through certified engineering staff until full resolution is achieved. Additionally, the OEM must maintain a registered local presence in Pakistan, with functional offices in at least the major cities of Islamabad and Lahore, to ensure timely and efficient support services nationwide.



- The OEM must supply the required enterprise storage solution through its Authorized Partner holding the highest level of partnership in Pakistan. The bidder must have partnership for at least 3 years prior to the submission of the bid. A manufacturer's authorization letter and a valid partnership level certificate must be submitted with the bid.
- The OEM must be registered with SECP and relevant Tax Authorities in Pakistan. Relevant documentation must be attached with the bid.
- Bidder must provide evidence from manufacturer to have spare parts in Pakistan with NBD (Next business day) commitment in Islamabad & Lahore. The OEM must have a warehouse in Lahore & Islamabad. Relevant hardware Inventory detail in the warehouse should also be provided. (Documentary evidence required).
- Firmware upgrades of Storage Infrastructure and SAN switches must be done proactively during the warranty coverage period. This should be done at least twice a year.

Warranty:

- The bidder shall provide 24x7 warranty technical support and next business day (NBD) parts replacement for the proposed storage systems and all associated equipment for a period of five (05) years, extendable upon mutual agreement.

BILL OF QUANTITIES

Sr.#	Item	Quantity
1.	Storage Area Network (SAN) along with all allied accessories	1
2.	Three-day hands-on training for four resources at a local training center.	1

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

LOT-2

SAN Fabric Specifications:

- Two SAN switches with at least 24 x 32Gbps ports, 16 ports must be active per switch.
- Transceivers of 32 Gbps (SW) for all activated ports for both switches.
- Redundant Power Supply and rail kits must be provided for both switches.



BILL OF QUANTITIES

Sr.#	Item	Quantity
1.	SAN Switches	2

Service and Support Commitment by Bidder and OEM

- The bidder shall provide 24x7 warranty technical support and next business day (NBD) parts replacement for the proposed switches for a period of five (05) years, extendable upon mutual agreement.
- Support services must be delivered by qualified engineers holding relevant professional certifications in SAN/storage technologies, with a minimum of five (05) years of hands-on experience in managing and supporting SAN environments.
- The proposed appliance must be the latest stable solution, not reaching end-of-support within at least five years from the contract start date.
- Firmware upgrades of SAN switches must be done proactively during the warranty coverage period. This should be done at least twice a year.

Deployment and Configuration:

- Implementation of the Storage systems must be done by highest-level certified Partners. The installation & configuration should be carried out by professional level certified engineers from partners backed by OEM. All required convertors / cables and allied accessories must be provided by the supplier.
- 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 vendor is responsible for configuring the SAN 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-day hands-on training program covering deployment, operations, and features, conducted at their local office for a minimum of four (4) designated personnel. Training certificates must be issued upon completion.
- 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.



5) General or Special Conditions of Tender

The successful bidder shall agree to the following terms to provide Storage Area Network and FC SAN Switches 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 & Storage Area Network and FC SAN Switches as per the timelines specified in the scope of work, after issuance of the Purchase/Service Order.

6.3 The bidder shall provide 24x7 warranty technical support and next business day (NBD) parts replacement for the proposed switches for a period of five (05) years, extendable upon mutual agreement.

6.4 In case of any dispute regarding Supply & Installation, the decision of the PRAL shall be final.

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 & Install the Storage Area Network (SAN) and Fibre Channel (FC) SAN Switches as per the agreed timelines, bid security 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 Storage Area Network (SAN) and Fibre Channel (FC) SAN Switches is 08-10 weeks as mentioned in the scope of work, which shall start once the Contract is signed or issuance of the purchase/service Order. However, PRAL reserves the right to change the delivery timelines. Delivery & Installation period must be mentioned clearly in the bid.



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 May 23, 2025 at 1100 hours at PRAL Office i.e. 2nd Floor, Plot # 266-B, Street # 9, 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 30th May 2025. Technical proposals will be opened online on the same day i.e., 11:30 AM 30th May 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 1,260,000/-PKR against Lot (1) & rupees 840,000/- against Lot (2) 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 rupees 1,260,000/-PKR against Lot (1) & rupees 840,000/- against Lot (2), 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"/>

*Bidders must clearly mention the page numbers of the supporting documents provided for Eligibility Criteria Check List Failure to mention the relevant page numbers will result in disqualification.



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.
	III. Contact person	
	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)
1	Client Portfolio	15		
	Provided Similar nature of goods to more than or equal to 10 local/international/multinational clients including public sector or private sector organizations		15	Documentary proof: (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.
	Provided Similar nature of goods to more than or equal to 05 local/international/multinational clients including public sector or private sector organizations		10	
	Provided Similar nature of goods to more than or equal to 03 local/international/multinational clients including public sector or private sector organizations		05	
2	Relevant Experience	15		
	Experience of more than or equal to 10 years for providing similar nature of Goods to local/international/multinational clients including public sector or private sector organizations.		15	Documentary proof: (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 more than or equal to 05 years for providing similar nature of Goods to local/international/multinational clients including public sector or private sector organizations.		10	
	Experience of more than or equal to 03 years for providing similar nature of Goods to local/international/multinational clients including public sector or private sector organizations.		05	
3	Compliance to the Specifications mentioned in the bidding document (LOT-1 & LOT-2)	25		
	Compliance to the Specifications mentioned in the Scope of Work for (LOT-1) & (LOT-2).		25	If the quoted product is fully complied with the specifications mentioned in the Scope of Work given for both Lots, 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)
4	Presence of the OEM in Pakistan for Warranty & technical Support	10		
	Presence of Principal/OEM in Pakistan for equipment warranty & Support Services		10	Written confirmation from OEM is required to confirm their or their authorized partner/distributor presence in Pakistan for equipment warranty & technical Support services.
5	Presence of Certified Technical Resources/Team Member for Installation, Configuration & Support Services	15		
	Presence of two professional level Certified Technical Resources/Team members with the bidder for equipment installation, Configuration & Support Services		15	Documented proof: Bidder to share the Profiles/CVs of the resources deployed for the project installation & Support services, mentioning their Certifications with documentary proof.
	Presence of one professional level Certified Technical Resource/Team member with the bidder for equipment installation, Configuration & Support Services		10	
6	Financial Turnover	20		
	Annual turnover /revenue of the company is greater than or equal to 50 million (PKRs)		20	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 50 million (PKRs) but greater than or equal to 20 million (PKRs)		15	
	Annual turnover /revenue of the company is less than 20 million (PKRs) but greater than or equal to 15 million (PKRs)		10	
Total Technical Evaluation Score		100		

***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

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



Annex – F (Financial Proposal)

Financial Proposal Format

<u>LOT-1</u>							
<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, and Testing of Storage Area Network (SAN) as per the specifications mentioned in the Scope of work (24x7 warranty technical support and next business day (NBD) parts replacement for the proposed switches for a period of five (05) years.	No	<u>01</u>				
	<u>Total Cost (inclusive of all applicable taxes)</u>						
	<u>Total Amount in Words</u>						

<u>LOT - 2</u>							
<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, and Testing of Fibre Channel (FC) SAN Switches as per the specifications mentioned in the Scope of work (24x7 warranty technical support and next business day (NBD)	No	<u>02</u>				



	parts replacement for the proposed switches for a period of five (05) years.						
	<u>Total Cost (inclusive of all applicable taxes)</u>						
	<u>Total Amount in Words</u>						

Note: The quantity of equipment may increase or decrease at the time of placing the order considering the requirements of the business.

*Responsibility to include all and correct taxes is that of the bidders.

Note:

1. Bidders may participate in any one or in both the Lots (1&2).
2. The technically responsive bidder(s) who is found to be lowest in any one lot or in both the lots (1&2) shall be considered for business award, and the business could be awarded to single or multiple bidders, where they are found lowest.
3. Prices should be in Pak rupees only.
4. The successful bidder must provide a comprehensive three-day hands-on training program covering deployment, operations, and features, conducted at their local office for a minimum of four (4) designated personnel. Training certificates must be issued upon completion. (As per scope of work given for LOT -1 & LOT-2).

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, and Testing of Storage Area Network (SAN) and Fibre Channel (FC) SAN Switches** 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: