



INVITATION TO BID
For License Renewals of, Barracuda SPAM Firewall
M400, Kaspersky Antivirus End Point Security
Business Select, Fortinet Fort analyzer

Pakistan Telecom Authority, (a telecommunication regulator in Pakistan) invites sealed bids from the well reputed dealers / suppliers / distributors / partners, registered with Income Tax and Sales Tax Departments, having valid certificate for renewal of Barracuda Spam Firewall, Kaspersky Antivirus and Fortinet Forti analyzer, as per detail below:

S. No.	Description of renewal of license of Barracuda SPAM Firewall M400 (Software)	Quantity
A.	License Renewal Barracuda SPAM Firewall M400 i. License renewal Advance "Enterprise Bundle" for three years including updates from manufacturer, including Three years Hardware Warranty, Cloud based Email Scanning support with advance Threat Protection, malware protection and 96 hours email Spooling at Cloud Protection Layer. ii. 24 X 7 support by manufacturer for three years without any additional charges Both Onsite and Remote support for three years by successful bidder.	1
	Separate Software Required	
B.	License renewal Kaspersky Antivirus End point security for Business Select i. License renewal for 300 users for three years, Support for Windows 7,10, Windows server 2008,2012 and 2016.Linux,MAC,Andriod and apple IOS support, with central management Software.	300
	Separate Software Required	
C.	License renewal Fortinet Fort analyzer 200d i. License renewal Advance "Enterprise Bundle" for three years including updates from manufacturer, including Three years Hardware Warranty, support and ii. 24 X 7 support by manufacturer for three years without any additional charges Both Onsite and Remote support for three years by successful bidder.	1

Bidding documents, containing detailed terms and conditions, method of procurement, procedure for submission of bids, bid security, bid validity, opening of bid, evaluation criteria, clarification / rejection of bids, performance guarantee etc. are available for the interested bidders at www.pta.gov.pk. Price of the bidding documents is Rs. 500/-(non-refundable in form of pay order/DD in favour of Pakistan Telecommunication Authority). Bidding documents can also be downloaded from www.pta.gov.pk free of cost.

The bids, prepared in accordance with the instructions in the bidding documents, must reach at PTA Headquarters F-5/1, Islamabad on or before **21 January, 2019 at 10:30 AM**. Bids will be opened the same day at **11:00 AM**. This advertisement is also available on PPRA website at www.ppra.org.pk.

Muhammad Salman Zafar, Director (ICT)
PTA Headquarters, F-5/1, Islamabad
Ph: 051-2878134 Fax No: 051-9225368



BIDDING DOCUMENTS

Sealed bids are invited from well reputed dealers/suppliers/distributors/partners registered with Sales Tax and Income Tax Department having valid certificate from Barracuda and Fortinet firewall manufacturer and Kaspersky Antivirus software manufacturer, for renewal of PTA Barracuda SPAM Firewall, Kaspersky Antivirus and Fortinet Forti Analyzer as per detail below:

S. No.	Description of renewal of license of Barracuda SPAM Firewall M400 (Software)	Quantity
A.	<u>License Renewal Barracuda SPAM Firewall M400</u>	1
	i. License renewal Advance "Enterprise Bundle" for three years including updates from manufacturer, including Three Years Hardware Warranty, Cloud based Email Scanning support with advance Threat Protection, malware protection and 96 hours' email Spooling at Cloud Protection Layer. (Advance Threat Protection + Instant replacement License) Hardware must be replaced with brand new active/current device equivalent to PTA M400 hardware, after (4) years of service from Barracuda i.e. November 2019. ii. 24 X 7 support by manufacturer for three years without any additional charges Both Onsite and Remote support for three years by successful bidder. Note: End of the service device will not be accepted	
B.	<u>Separate Software Required</u>	300
	<u>License renewal Kaspersky Antivirus End point security for Business Select</u> i. License renewal for 300 users for three years, Support for Windows 7,10, Windows server 2008,2012 and 2016.Linux,MAC,Andriod and apple IOS support, with central management Software.(Upgradable to Business Advance)	
C	<u>Separate Software Required</u>	1
	<u>License Renewal Fortinet Fort analyzer 200D</u>	
	i. License renewal Advance "Enterprise Bundle" for three years including updates from manufacturer, including Three years Hardware Warranty, support and ii. 24 X 7 support by manufacturer for three years without any additional charges Both Onsite and Remote support for three years by successful bidder.	

Detailed specifications of above-mentioned Software renewal are provided at **Annex-B** of this document.
Notice of the bids issued on PTA's/PPRA's websites is part of the contract document.

Terms and Conditions

1. GENERAL INFORMATION:

- a. Bidding documents, duly completed in all respects, will be received on or before **21st January, 2019** up to **1030 AM**. The submission and evaluation of bids will be carried out under the “*Single Stage Two Envelop Procedure*”. Technical bids will be opened by Technical Evaluation Committee, at PTA HQs on the same day at **1100 AM**, in presence of bidder’s representative, who may choose to attend.
- b. Bid will comprise of single package containing two separate sealed envelopes. One envelop will contain the “Technical Proposal” and the second envelop will contain the “**Financial Proposal**”. Technically qualified bidders will be informed the date, time and venue for the opening of financial bids. Financial bids of technically disqualified bidders will be returned un-opened.
- c. Bidder can quote for any one, or all of the Software License Renewals mentioned above, depending on relevant dealership in each IT equipment. i.e. a vendor can participate for Barracuda SPAM Firewall License Renewal or for Kaspersky Antivirus license renewal or for Fortinet Forti analyzer license renewal or a Vendor can participate for all items, A and B and C.
- d. Bids should be sent at the address of Deputy Director (ICT-II) Pakistan Telecommunication Authority (PTA), Headquarters F-5/I, Islamabad.
- e. Bidder shall quote only single option, bids with multiple options will be rejected without any right of appeal.
- f. Annex-A, Annex-B, Annex-C and Annex-D are integral part of technical and financial proposals, which may be read/filled carefully, signed and stamped by the bidders. Further, details of the annexures are mentioned below:
 - i. Annex-A consists of mandatory requirements for bidder(s)
 - ii. Annex-B consists of technical capabilities of bidder(s), which has total 100 marks, whereas minimum qualifying marks are 75%
 - iii. Annex-C consists of technical evaluation of the product and bidder(s) may quote higher specs, however, quoting lower specs shall disqualify the bidder
 - iv. Annex-D, comprises of financial bid format, to be followed by all bidders, the bidder should quote its rates clearly, in the financial proposal in both figures and words without any ambiguity.
 - v. The bidder must be current dealers/suppliers/distributors/partners of the principal manufacturer (Fortinet, Barracuda and Kaspersky).

2. BIDDER’s INFORMATION

- a. Name of Firm _____

- b. Date of establishment of business
- c. (documentary proof of registration etc.) _____
- d. Address _____
- e. Telephone No _____ Fax No. _____
- f. GST Reg. No _____
- g. National Tax No _____

3. EVALUATION CRITERIA

- a. Item A, B and C are completely independent of each other and the bidder should quote its rates clearly in the financial proposal both in figures and words against **each item separately**. Technical and Financial evaluation of the items will be independent of each other.
- b. Technical bids shall be opened and evaluated by technical evaluation committee in view of Annex-A, Annex- B and Annex-C. Bidder, obtaining at least 75% out of 100 marks, shall be eligible for the participation in financial bid opening.
- c. Financial bids of technically qualified bidders (bidders compliant of Annex-A, Annex-B and Annex-C) shall be opened and evaluated by procurement committee of PTA i.e. PC-I.
- a. Work will be awarded to **financially lowest evaluated bidder against each item**. If two or more bidders quote equal lowest price in financial proposals, then the work will be awarded to the one having higher technical marks, in technical evaluation.
- b.
- c. The bidder should quote its rates clearly in the Financial Proposal in both figures and words.

4. EARNEST MONEY

- a. Earnest money will be 2% of the bid amount and will be in the shape of pay order / bank draft in favor of Pakistan Telecommunication Authority, Headquarters, Sector F-5/1, Islamabad. Earnest money **shall be attached with the Financial Proposal** (Cheques will not be accepted) **otherwise proposal will not be accepted**.
- b. **FINANCIAL BID without earnest money will be rejected without any right of appeal.**
- c. **Earnest money of successful bidder will be retained for one year period**, whereas earnest money of unsuccessful bidders will be returned after award of work order to successful bidder.
- d. In case of cancelation of Supply Order due to default of the supplier, the earnest money shall be forfeited in favor of Pakistan Telecommunication Authority.

5. PRICES

- a. **The bidder should quote its rates clearly in Pak Rupees in the Financial Proposal in both figures and words as per format attached at Annex-D.**
- b. The rates quoted shall remain valid for 90 days from the date of bid opening.
- c. No currency exchange rate will be applicable and bids with a condition of currency exchange rate applicability will be rejected without any right of appeal.
- d. Bid(s) shall be in Pak rupees only and inclusive of all applicable taxes i.e. GST etc.
- e. PTA will bear no transportation/carriage charges.

6. PAYMENT PROCEDURE

- a. No advance payment shall be made against the supply of software mentioned in this bidding document.
- b. Payment shall be made on provision of invoice/bill, after updation of license information in the firewall installed at PTA Headquarters and issuance of satisfactory completion/stock verification/physical inspection certificate by PC-I.
- c. Payment shall be subject to withholding of applicable taxes as per government rules.
- d. Payment will be linked with active taxpayer status of the bidder and no payment will be made until the bidder appears on ATL (Active Taxpayer List) of FBR (Federal Board of Revenue).

7. SOFTWARE

- a. The renewal of software should be arranged through legal channels by clearing all duties/taxes (if any) levied by the Govt.

8. DELIVERY/COMPLETION PERIOD

- a. License renewal of all items, shall be made within four (04) weeks' time after issuance of work order.
- b. Vendors will be responsible for renewal of all licenses for a period of three years and updation of license information in the firewalls and Kaspersky Antivirus, installed at H/Qs F-5/1 Islamabad with provision of support mentioned in **section 10**.

9. DEALER/SUPPLIER /PARTNER

Bidder shall be a dealer/supplier/distributor/partner of the their respective firewalls/Software manufacturer.

10. SUPPORT

- a. Successful bidder will be responsible for renewal of licenses with enterprise bundle and onsite support for three years.

11. PENALTY

- a) If the supplier fails to update license within due time mentioned in the work order, then a penalty of 01% per week of the total value of work Order will be charged up to a maximum of four (04) weeks (Days less than six will be considered as one week). Thereafter, supply order will stand cancelled and earnest money will be forfeited.

12. DISQUALIFICATIONS

Proposals will be liable to be rejected if any deviation is found from the instructions as laid down in the bid document i.e.

- a. Financial bid is submitted without the required earnest money.
- b. Offers are received after specified date and time.
- c. Specification and other requirements are not properly adhered to or different from those given in the bidding documents.
- d. GST and NTN certificates are not attached.
- e. Service centre of the quoted brand is not in Islamabad/Rawalpindi.
- f. Bidder do not have "Valid" certificate from manufacturer.
- g. Bidder quoted multiple options, referring **section 1 (d)**.

AFFIDAVIT

Affidavit on **Judicial Paper** to the effect that the firm has not been black listed by any government/semi government/autonomous body or company.

13. RIGHTS RESERVED

Pakistan Telecommunication Authority Islamabad reserves the rights to cancel the bid, accept or reject any bid as per PPRA rules.

CHECKLIST

- a. Earnest money in shape of bank draft/pay order. (Yes/No)
(cheques are not acceptable)
- b. Relevant documents are attached as per Annexures (Yes/No)
- c. List of such projects handled with copies of supply order. (Yes/No)

- d. Affidavit on judicial paper for not been black listed. (Yes/No)
- e. Specification and other requirements are met. (Yes/No)
- f. Service centre of the quoted brand is in Islamabad/Rawalpindi (Yes/No)

Muhammad Salman Zafar
Deputy Director (ICT-II)
Pakistan Telecom Authority
Phone: 051-2878134
Fax Number: 051-9225368

General Evaluation Criteria

Annex-A

Part A) Mandatory Requirements *	
1	Firm has to produce Sales Tax and Income Tax Registration.
2	Minimum five years of relevant experience.
3	Sales and Service Center of the quoted brand must be in Islamabad / Rawalpindi.
4	Specifications are met and Technical Engineers Shall be available in Islamabad/Rawalpindi for Onsite support.
5	Vendor status should be "Active" in Tax Payers List
6	Affidavit on Judicial Paper to the effect that the firm has not been black listed by any government/semi government/autonomous body or company
7	Non-quoting International Branded items for any of the above Software item will lead to disqualification.
8	Firm has to produce Authorization dealer, partner, etc Certificate of the principal/manufacturer for Pakistan with certificate from Fortinet is also mandatory
9.	Minimum two supply orders for Firewall renewal / sale and Kaspersky Antivirus.

e above mentioned Mandatory requirements will stand disqualified

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Technical Capabilities of Bidder- Part-B

Annex-B

Part B) General Evaluation*				
Sr. #	Attributes	Max. Score	Points Earned	Criteria
1	Detail of Offices	10		Firm has sales and services offices at four (4) provincial headquarters. Two and half (2.5) points for each p.h.q.
2	Spare Parts Availability	10		Firm has Spare Parts of the quoted model Depot/facility at Islamabad / Rawalpindi.
3	Replacement time for faulty parts under warranty equipment/parts (Certificate has to be produced) (Clause 11(c) referred)	15	15	1-3 working days
			10	4-7 working days
			05	7-14 working days
4	Total strength of relevant Technical Staff at Rawalpindi / Islamabad (List shall be attached with name, designation, qualification and related experience).	20	20	Firm has ten(10) or more relevant technical staff in Islamabad / Rawalpindi.
			15	Firm has more than seven (7) or more up to nine (9) relevant technical staff in Islamabad / Rawalpindi
			5	Firm has five (5) or more upto six(6) relevant technical staff in Islamabad / Rawalpindi
5	Firm Experience (minimum three years' experience required)	20		(4) points will be given for each year of experience, beyond 5 years of mandatory requirement.
6	Projects completed of similar nature (documentary proof be provided i.e. Supply Orders etc.)	25		Five points will be awarded for each project of same nature on provision of supply order/certificate i. Supply/Renewal of SPAM Firewall/Filter Hardware Based. (Max Five Supply orders, minimum (2)) ii. Supply/Renewal of Software based Antivirus solution. (Max Five Supply orders, Minimum (2)) iii. Supply of (3) or above Firewalls in Single Supply Order. Max Five Supply orders, Minimum (2)
Sub Total		100		

Minimum qualifying marks are 75% in above table whereas Annex "C" shall be compulsory. All supporting Documents to be attached for all relevant pages of Annex-B.

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LUATION-PART-C

Annex-C

(To be included in Technical Proposal)

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Detailed Specifications of License Renewals			
S. No.	Feature	Requirements	Qty
A	PTA Barracuda SPAM Firewall M400 License Renewal.	i. License renewal Advance "Enterprise Bundle" for three years including updates from manufacturer, including Three years Hardware Warranty, Cloud based Email Scanning support with Advance Threat Protection, malware protection and 96 hours email Spooling at Cloud Protection Layer. ii. iii. 24 X 7 support by manufacturer for three years	1

		<p>without any additional charges Both Onsite and Remote support for three years by successful bidder.</p> <p>i. (Advance Threat Protection + Instant replacement License) Hardware must be replaced with brand new active/current device equivalent to PTA M400 Hardware, after (4) years of service from Barracuda i.e. November 2019.</p> <p>Note : End of the service device will not be accepted.</p>	
B	PTA Kaspersky Antivirus End point Security for Business Select	License renewal for 300 users for three years, with (3) years Support for Windows 7,10, Windows server 2008,2012 and 2016.Linux, Android and apple IOS support.(Upgradable to Business Advance)	300
C	PTA Fort analyzer License Renewal.	<p>i. License renewal Advance "Enterprise Bundle" for three years including updates from manufacturer, including Three years Hardware Warranty, support and</p> <p>ii. 24 X 7 support by manufacturer for three years without any additional charges Both Onsite and Remote support for three years by successful bidder.</p>	1

Any inferior Specifications will be rejected

Financial Proposal (Bid Format) Barracuda SPAM Firewall M400

Annex-D

Date _____

Company Name _____

Required Specification	Quoted Specification (With Brand Name)	Unit Price Inclusive of Applicable Taxes	Qty	Total Price Inclusive of Applicable Taxes
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<p>i. License renewal Advance "Enterprise Bundle" for three years including updates from manufacturer, including Three years Hardware Warranty, Cloud based Email Scanning support with Advance Threat Protection, malware protection and 96 hours email Spooling at Cloud Protection Layer.</p> <p>ii. 24 X 7 support by manufacturer for three years without any additional charges Both Onsite and Remote support for three years by successful bidder.</p> <p>i. (Advance Threat Protection + Instant replacement License) Hardware must be replaced with brand new active/current device equivalent to PTA M400, after (4) years of service from Barracuda i.e. November 2019.</p> <p>Note : End of the service device will not be accepted</p>			1	
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Amount in words: (Rupees.....)

Any inferior specifications will be rejected

FINANCIAL PROPOSAL not accompanied with earnest money will be rejected without any right of appeal.

Authorized Signature of bidder with seal stamp

Financial Proposal (Bid Format) Kaspersky End Point Security Business Select Annex-D

Date _____

Company Name _____

Required Specification	Quoted Specification (With Brand Name)	Unit Price Inclusive of Applicable Taxes	Qty	Total Price Inclusive of Applicable Taxes
i. License renewal for 300 users for three years, Support for Windows 7,10, Windows server 2008,2012 and 2016.Linux,MAC,Andriod and apple IOS support, with central management Software.(Upgradable to Business Advance)			300	

Amount in words: (Rupees.....)

Any inferior specifications will be rejected

FINANCIAL PROPOSAL not accompanied with earnest money will be rejected without any right of appeal.

Authorized Signature of bidder with seal stamp

Financial Proposal (Bid Format) Fortinet Forti Analyzer200d

Annex-D

Date _____

Company Name _____

Required Specification	Quoted Specification (With Brand Name)	Unit Price Inclusive of Applicable Taxes	Qty	Total Price Inclusive of Applicable Taxes
i. License renewal Advance “Enterprise Bundle” for three years including updates from manufacturer, including Three years Hardware Warranty, support and ii. 24 X 7 support by manufacturer for three years without any additional charges iii. Both Onsite and Remote support for three years by successful bidder			1	

Amount in words: (Rupees.....)

Any inferior specifications will be rejected

FINANCIAL PROPOSAL not accompanied with earnest money will be rejected without any right of appeal.

Authorized Signature of bidder with seal stamp