

**Minutes of Pre-Bid
Tender for Servers & Services / Network Security Project.
Held on 23rd June 2010 at 1000 hrs at IBA Main Campus.**

The following were present from IBA: -

- Mr. Faisal Zia, ICT Department.
- Mr. Syed Fahad Jawed, Finance Department.
- Mr. Abdul Rehman, Project Department.
- Mr. Mansoor Ali, ICT Department.
- Mr. Zeeshan Aziz, ICT Department.

Representatives of the following companies attended the Pre Bid Conference:-

1. Mr. Ijlal Ahmed Farooqi , Siemens
2. Mr. S. Faisal Rizvi, Techaccess
3. Mr. Tariq Muhammad, Inbox
4. Mr. Zohaib Shabir, DWP
5. Mr. Saad Rizvi, NetSol
6. Mr. Khwaja Zia Ul Hasan, Sysnet
7. Mr. Ali Aamir, Jaffer
8. Mr. Ammar Saleem, IBM
9. Mr. Shoaib Abbasi, Commtel Systems

The queries raised by the bidders and clarifications with regard to Bid documents with above mentioned IFB reference number are given as under: -

Clarifications asked for	Clarification given as
1. Only one authorized representative per bidder will be allowed to attend the public opening of bids. A representative from a bidder will be required to submit an authority letter (as per specimen attached as Appendix-‘I’) in his favour by the respective bidders for attending the public opening of bids, failing which we will not allow to attend the public opening.	1. It is clarified that a simple authorization letter is required on company letter head in which authorized person name, CNIC number mentioned in it.
2. Bidders shall submit Bids, which comply with the Bidding Documents. Alternative Bids will not be considered. Delivery, installation and commissioning of the entire project must be completed within 4-6 weeks from the date of Purchase Order.	2. It is clarified that the delivery time will be normally 4-6 weeks but IBA and vendor may mutually change if required.
3. Application Publication : The design should cover the publication of MS application	3. As IBA already have an School Agreement with Microsoft, the

	proposed design must compatible with all MS applications.
4. Prices should quote with and Without GST.	4. It is clarified that all the bidders quote the prices with & without GST and also may separately mention the VAT factor as well in the financial proposal.
5. Server quantity quoted should fulfil a total of 192 cores for primary site. Server quantity quoted should fulfil a total of 128 cores for DR site.	5. The proposed solution from the vendor must full fill the total core requirements for Primary & DR site.
6. At least one customer reference installations in Pakistan for disaster recovery solution on same virtualization solution.	6. The vendor must have at least one reference installation for disaster recovery solution on virtualization in Pakistan only.
7. Each 8 socket machine quoted should have eight Gigabit Ethernet. 2x10Gbps CNA with Fibre channel over Ethernet (FCoE)	7. The quoted machine must have (8) Gigabit Ethernet ports. IBA needs (2) additional (FCoE) ports on a card.
8. Server model quoted should have appropriate number of FC cables along with backup for each FC HBA, 30% FC cables for backup.	8. The vendor must provide 30% extra FC cables of the total quantity which he delivers.
9. Every bidder shall furnish as part of its bid, bid security (in original), in the amount not less than 2% of the total value of the bid excluding sales tax in the form of a Bank Draft/Pay Order or a bond (Bid Bond) issued by a scheduled Bank of Pakistan on a non-judicial stamp paper valid for 120 days from the date of bid opening. This will serve as a guarantee of acceptance of the security in case his bid turns out to be the lowest evaluated bid.	9. The vendor must deposit the Earnest Money 2% of the total value of the bid excluding all taxes. The Earnest Money only in the form of Bank Draft/Pay Order having validity of 120 days. The EM must be deposit separately with Technical Proposal its not a part of Financial Proposal. Performance bond will be acceptable in the form of Insurance Guarantee for period of (3) years.
10. Your firm and irrevocable offer in Pak Rupees (inclusive of all Taxes, duties, levies including Sales Tax etc) must be based on delivery mentioned in Appendix- 'B'. Offers which are not firm will be rejected.	10. All the quoted prices must be quote in Pak Rupees only; the vendor must provide all the prices breakup wise.

11. Quoting vendor should have factory trained engineers on the proposed Servers/Services. Certificates needs to be attached with proposal.	11. The vendor must have proper trained engineers specially trained for those products which they offer.
12. What is the current bandwidth of IBA in both campuses?	12.: Bandwidth is 35 Mbps in both campuses; IPS shall be used as a standalone unit for two different sites.
13. NSS Lab Certified, Complaint with OATH standard.	13. The certifications mentioned for the specified solution are mandatory, we cannot give others.NSS certification is a must for NIPS, alternate certifications shall not be entertained.
14. How many mailboxes are to be protected?	14. For Email Security they currently want a solution for 3000 mailboxes which can be extended to 6000 mailboxes.
15. For SIEM solution, where are the devices placed? Is it standalone or distributed?	15. For SIEM solution the devices are distributed in two sites, one the main campus and the other the city campus.
16. What is the mandatory condition for engineer or consultant?	16. Consultant or engineer should be certified on a specified domain.
17. What about the virtualization solution.	17. Vendors have to quote complete solution of virtualization with required licenses, implementation and services as mentioned in SBD.
18. The bidders were informed that both the tenders called on “Single Stage Two Envelope basis”. Bidder must submit their best final prices NO NEGOCIATION Allowed. Bidder must provide cost item wise. Successful bidder submits Performance Bond or Bank Guarantee for 3 years. For Advance Payment the bidder submits the Bank Guarantee only for the same amount which require as advance payment.	

The bidders were informed that the minutes of the pre-bid conference shall be published on the website of IBA Karachi. Bidders were requested to go through the websites, bidders were also informed that they should also regularly visit the above websites for any amendments issued. Bidders were requested that in case of any further information/clarification, they may contact Manager Procurement ICT through email aasad@iba.edu.pk up to 30th June, 2010 after that no query will be entertained; individual visits are not entertained.

The meeting ended with a vote of thanks to the representatives of the Industry.

ICT Procurement Office, IBA Karachi.