

## Notice Inviting Tender

### **Procurement of IT Servers Infrastructure for Export Import (EXIM) Bank of Pakistan Limited**

**Tender ID: EXIM/TDRS/IT/2022/08**

1. EXIM Bank of Pakistan Limited has been established by the Government of Pakistan with an objective to promote, expand and provide diversification of the Export base at Pakistan and to encourage businesses by providing financial instruments/facilities to work on Import substitution products etc.
2. EXIM Bank invites proposals at sealed envelope from bidders registered with FBR for the Sales and Income Tax & must be in an Active Taxpayer list (verifiable through ATL).
3. A Single Stage, Two Envelope procedure shall be adopted as per Rule 36 (b) of the Public Procurement Rules, 2004 (“Rules”).
4. **Bid Securing Declaration Form** as per Rule 25 of the Rules shall be provided with the Technical Proposal.
5. Bids/proposal shall be valid for period of 120 days.
6. A complete set of Bidding Documents can be downloaded by interested bidders from PPRA & EXIM Bank website (<https://www.ppra.org.pk/>) (<https://eximbank.gov.pk/>).
7. Last date for submission of the proposal will be **15<sup>th</sup> September 2022** by 11:00 AM and will be opened on the same day at 11:30 AM in the presence of bidders and/or their authorized representatives who wish to attend in the office of undersigned.

Head of Procurement Committee

**Exim Bank of Pakistan Limited**

5<sup>th</sup> Floor, Evacuee Trust Complex, F-5/1,  
Islamabad, Pakistan

Email: [procurement@eximbank.gov.pk](mailto:procurement@eximbank.gov.pk)



## **Bidding Document**

**Procurement of IT Server Infrastructure  
for Export Import (EXIM) Bank of Pakistan Limited**

**Tender ID: EXIM/TDRS/IT/2022/08**

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## 1. INTRODUCTION

The Government of Pakistan (“GoP”) has established the EXIM Bank of Pakistan Limited (“EXIM Bank”) with an objective to promote, expand and diversify the export base of the country by providing Export Credit insurance facilities and long-term financing facilities for setting up export oriented and import substitution projects. The EXIM Bank will also provide guarantees, insurance, financing and other supporting services.

Exim Bank invites proposals in sealed envelope from capable Firms / Companies, which are registered with FBR for Sales and Income Tax purposes and are on Active Taxpayer List (ATL), for provision of Procurement of IT Server Infrastructure as per following details;

**Summary of Lots:**

| Sr. # | Lot # | Qty                            | Description                                   |
|-------|-------|--------------------------------|---|
| 1     | Lot-1 | As per details mentioned below | Servers                                       |
| 2     | Lot-2 | As per details mentioned below | Tape Library, Backup Software, Network Switch |
| 3     | Lot-3 | As per details mentioned below | IT Rack, PDU, KVM Switch                      |
| 4     | Lot-4 | As per details mentioned below | Microsoft Licenses, VMWare Licenses           |

**Note:** The bidders can offer bid for a single lot, or multiple lots as mentioned above as well as in the Scope of Work / Terms of Reference. EXIM Bank will evaluate the submitted bids under each Lot separately and reserve the right to choose the lots from different bidders.

## 2. INSTRUCTIONS TO BIDDERS

### ITB-1. BIDDING PROCESS:

- a. An open competitive and transparent bidding process in accordance with Public Procurement Rules, 2004 (“Rules”) shall be adopted.
- b. A Single Stage, Two Envelope procedure shall be adopted as per Rule 36 (b) of Rules.
- c. The bid shall comprise of a single package containing two separate proposals comprising of both technical and financial proposals.
- d. The proposals shall be marked as “TECHNICAL PROPOSAL” and “FINANCIAL PROPOSAL” in bold and legible letters to avoid confusion.
- e. Initially, only the envelope marked “TECHNICAL PROPOSAL” shall be opened;
- f. The sealed envelope marked as “FINANCIAL PROPOSAL” shall be retained in custody of EXIM Bank of Pakistan without being opened.

- g. EXIM Bank shall evaluate the submitted technical proposals in accordance with eligibility, qualification and evaluation criteria along with scope of work / terms of reference of this document without reference to the price.
- h. After evaluation and approval of the technical proposals, the financial proposals of the technically responsive (qualified) bidder (s) will be opened at a time, date and venue announced and communicated to bidders in advance.
- i. The financial proposal of bids found technically non-responsive shall be returned un-opened to the respective bidder
- j. The bid/proposal found to be the most advantageous bid shall be accepted.
- k. Bid Securing Declaration Form as per Rule 25 of the Rules shall be provided with the technical proposal.

## **ITB-2. GENERAL CONDITIONS:**

- a. The bidder will be selected after an open, competitive and transparent bidding process in view of Rule 20 of the Rules.
- b. Proposals shall be submitted in English/Urdu language as per Rule 06 of the Rules.
- c. **All prices mentioned in the Financial Proposal shall be in US Dollars (USD). However, payment will be made in Pak Rupees (PKR). The payment will be made in PKR at the SBP's interbank selling rate of the delivery date of Goods / Services at EXIM Bank Head Office.**
- d. Each page of the Technical and Financial Proposal shall be signed by an authorized representative of the Bidder. The representative's authorization shall be confirmed by letter of authorization at official letter head accompanying the proposal.
- e. For seeking clarification on any instruction contained in this BIDDING DOCUMENT, the bidder may send a written request before (05) days of deadline fixed for submission of proposals herein.
- f. All the technical clarifications emails shall be addressed to Procurement@eximbank.gov.pk)
- g. EXIM BANK may reject all bids or proposals lot wise at any time prior to the acceptance of a bid or proposal.
- h. The bidders shall bear all costs associated with the preparation and submission of their respective bids and EXIM BANK will, in no case, be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process.
- i. Bidders are under an obligation to read and understand complete information as provided herein package/bid documents, **EXIM BANK** will not be responsible to entertain any claim which may arise due to misunderstanding anything on the part of the bidder to comprehend the requirements provided herein.

- j. Bids not confirming to the above guidelines, or not adhering to other requirements as stated below, may be rejected by EXIM BANK at its sole discretion.

**ITB-3. SUBMISSION, OPENING AND RECEIPT OF PROPOSALS:**

- a. The original proposal (Technical and Financial Proposal) shall be prepared without any overwriting.
- b. Printed copies for each Technical and Financial proposal shall be submitted in separate envelopes along with soft copies provided in USBs (separate for Technical & Financial Proposal).
- c. Last date for submission of the technical and financial proposal will be **15<sup>th</sup> September 2022** by 11:00 AM and technical proposal will be opened on the same day at 11:30 AM in the presence of bidders and/or their authorized representatives who wish to attend in the office of undersigned.

**Head of Procurement Committee**  
**EXIM Bank of Pakistan Limited**  
 5th Floor, Evacuee Trust Complex, F-5/1,  
 Islamabad, Pakistan  
 Email: Prcourement@eximbank.gov.pk

**ITB-4. ELIGIBILITY & QUALIFICATION CRITERIA:**

Bidders must give compliance to the below mentioned clauses as these are mandatory for eligibility of the bidding process.

- a. The Bidder can be a Firm, or a Company; however, in each case, Bidder must be authorized representative of the highly reliable International Brand(s) which they will be offering in accordance with bidding requirements herein.
- b. The Bidder shall ensure that the equipment is acquired from the Original Equipment Manufacturer (OEM)/Principal and or is procured through proper channel as an authorized distributor of the OEM/Principal.
- c. The equipment must be offered with required Warranty & Services explicitly mentioned in each product offered.
- d. Bidders shall submit Copy of following registration documents with relevant authorities;

|                    |   |
|--------------------|---|
| In case of Company | <ol style="list-style-type: none"> <li>1. Incorporation certificate from the Securities and Exchange Commission of Pakistan (SECP).</li> <li>2. Valid NTN Number &amp; STRN details (verifiable through FBR portal).</li> </ol> |
| In case of Firm    | <ol style="list-style-type: none"> <li>1. Form-C issued by Registrar of Firms / Partnership Deed.</li> <li>2. Valid NTN Number &amp; STRN details (verifiable through FBR portal)</li> </ol>                                    |

- e. The Bidder shall provide an undertaking on the letter head that it has not been blacklisted by any Government/Semi-Government institutions as per Annexure-C.
- f. EXIM BANK shall not entertain incomplete or partial bids.
- g. Bidder (s) must have a minimum of ten (10) years of relevant working experience at national level from the date of registration with concerned Authorities in provision of similar supply and services whereas, original equipment manufacturer (“OEM”) should have in country (Pakistan) presence for at least 10 years.
- h. Only OEM’s/Principal’s authorized Distributors/Dealers/Partners/resellers shall participate in the tender.
- i. The bidder shall have similar experience with other customers and shall have at least 03 Agreements of similar nature in last five (05) years. The references shall be provided in the template provided under Annexure-B.
- j. Bidders shall have presence in Islamabad / Rawalpindi with appropriate technical and support teams. The details of the offices and teams shall be provided with qualifications & certifications.

#### **ITB-5. EVALUATION CRITERIA**

- a. EXIM Bank will evaluate the proposals based on their compliance and responsiveness to the BIDDING DOCUMENT Eligibility & Qualification Criteria, Scope of Work / Terms of Reference and Evaluation Criteria as specified below.
- b. The bidder who does not comply with Eligibility & Qualification criteria as mentioned in ITB-4 shall not be eligible for marking and awarding score as mentioned herein.
- c. The EXIM Bank will have the right to evaluate & assess the provided information at its own, and by performing the comparative evaluation with the information provided by other bidders.
- d. EXIM will reserve the right to obtain further clarification and evidence of the same as necessary in its sole discretion.
- e. Any false marking and incorrect status submission by the bidder may lead to direct disqualification. If any of time sensitive points were provided, and the timelines are not met, financial penalties for each day lost will be invoked as per the Contract to be signed.
- f. A proposal shall be rejected during technical evaluation if it does not comply with this BIDDING DOCUMENT or if it fails to achieve at least 70% score of the Technical Evaluation Sheet.

| Evaluation Criteria               |   |                |
|-----------------------------------|---|----------------|
| Sr.                               | Description   | Marks / Weight |
| 1                                 | <b>Experience of Company</b><br>>= 10 but <=12 years 14 Marks<br>>= 13 but <=15 years 16 Marks<br>>= 16 but <=18 years 18 Marks<br>>= 19 years 20 Marks   | 20             |
| 2                                 | <b>Similar Projects (documentary evidence shall be required – “Delivery + Support &amp; Maintenance” of a single customer shall be treated as a single project)</b><br>>= 03 but <=05 Projects 14 Marks<br>>= 06 but <=08 Projects 16 Marks<br>>= 09 but <=11 Projects 18 Marks<br>>= 12 Projects 20 Marks  | 20             |
| 3                                 | <b>Relevant Technical Resources in Rawalpindi / Islamabad</b><br>>= 01 but <= 02 Resources 10 Marks<br>>= 03 but <= 04 Resources 15 Marks<br>>= 05 Resources 20 Marks   | 20             |
| 4                                 | <b>Authorized Partnership Status</b><br>(As the partnership name are not standardized, and different names by each principal are used hence the Tier levels are mentioned for better understanding of the bidders).<br><br>Tier-3 (lowest level like Silver)      10 Marks<br>Tier-2 (middle level like Gold)      15 Marks<br>Tier-1 (highest level like Platinum)      20 Marks | 20             |
| 5                                 | <b>Methodology / Presentation to deploy the solution in terms completeness, quality, resources with respect to delivery timelines</b>   | 20             |
| <b>Total Marks</b>                |   | 100            |
| Minimum Score Required to Qualify |   | 70             |

### Quality and Cost Based Selection (QCBS):

For technically qualified (responsive) proposal final scoring shall be done as per **QCBS** as per following formula:

- a. Technical Score ( $S_t$ ) shall be calculated as follows:

$$S_t = \frac{\text{Technical Score Obtained by Bidder}}{\text{Total Technical Score}} * 30$$

- b. Financial Score ( $S_f$ ) shall be calculated as follows:

$$S_f = \frac{\text{Lowest Bidder's Cost}}{\text{Bidder's Cost}} * 70$$



- c. Total Score shall be sum of both technical score and financial score:

$$\text{Total Score, } S_T = S_t + S_f$$

- d. All technically responsive (qualified) bidders will be ranked based upon combined technical and financial scores.
- e. The bidder scores maximum marks shall be declared as most advantageous bidder.

#### **ITB-6. TECHNICAL PROPOSAL:**

The Technical proposal shall be clearly marked with the following: -

##### **“TECHNICAL PROPOSAL”**

The technical proposal shall include;

- a. A covering letter from the head of the company or from an authorized representative of the applicant entailing the technical and other specification of the IT Servers Infrastructure as required in the TOR.
- b. A technical proposal covering all aspect of BIDDING DOCUMENT.
- c. The following documents will be provided as part of the technical proposal:
  - i. Brief description of the Firm / Company
  - ii. All documents mentioned in this bidding document shall be attached with technical proposal.
- d. Compliance against each clause and sub-clause of BIDDING DOCUMENT and ToRs/Scope of Work for supply of equipment and its specification and conditions etc., set out herein vide Section-4 which must be attached by signing & stamping each page of BIDDING DOCUMENT & ToRs.
- e. Additional Information (If Any)

#### **ITB-7. FINANCIAL PROPOSAL:**

The bidder shall submit Financial Proposals in separate sealed envelope. Envelop shall be clearly marked with the following:-

##### **“FINANCIAL PROPOSAL”**

***“Do Not Open with the Technical Proposal”***

The Financial Proposal shall include the following;

- a. A lump sum cost along-with complete item wise cost breakup inclusive of all applicable taxes.
- b. The Financial Proposal shall include the following;

| Lot no | Description | Unit Price in USD (excluding tax) | Quantity | Total Taxes in USD | Total Price in USD (including taxes) |
|--------|-------------|-----------------------------------|----------|--------------------|--------------------------------------|
|        |             |                                   |          |                    |                                      |

- c. Separate quotes against each specified item in each lot shall be required as mentioned in the ToR. Multiple quotes against a single lot will be rejected. Rejection in a single lot, however, will not lead to rejection in other lots.
- d. All prices shall be in USD and Delivery Duty Paid (DDP) as defined in Incoterms 2020. The payment will be made in PKR by converting the USD invoice to PKR at the interbank selling exchange rate of the delivery date at EXIM Bank Head Office.
- e. **Bid Validity:** The proposal must remain valid for a period of **120 days** after the submission date.
- f. All payments will be subject to the active taxpayer status of the bidder at the time of release of payment. If bidder's status is not active in ATL (Sales Tax); the payments will be stopped till their status becomes active on ATL (Sales Tax) of FBR.
- g. Taxes will be deducted at the time of the payment as per applicable tax rates prevailing at the time of payment.
- h. Bidder shall mention the amount in financial proposal / quotations, which shall be inclusive of all applicable taxes, levies, duties and fees as per prevailing laws. Any increase or decrease in rate of sales tax (only) applicable at the time of payment, shall be further added or adjusted, as the case may be, in total contract price with the mutual consent.
- i. In case the bidder does not identify inclusion of applicable taxes or duties in the proposal, it shall be assumed that the quoted price is inclusive of all applicable taxes and duties.
- j. Bids determined to be substantially responsive will be checked for any arithmetic errors. Errors will be corrected as follows:
  - 1) If there is a discrepancy between unit prices and the total price that is obtained by multiplying the unit price and quantity, the unit price shall prevail, and the total price shall be corrected, unless in the opinion of the Procuring Agency there is an obvious misplacement of the decimal point in the unit price, in which the total price as quoted shall govern and the unit price shall be corrected;
  - 2) If there is an error in a total corresponding to the addition or subtraction of sub-totals, the sub-totals shall prevail, and the total shall be corrected; and
  - 3) Where there is a discrepancy between the amounts in figures and in words, the amount in words will govern.
  - 4) The amount stated in the Bid will, be adjusted by the Procuring Agency in accordance with the above procedure for the correction of errors and, with, the concurrence of the Bidder, shall be

considered as binding upon the Bidder. If the Bidder does not accept the corrected amount, its Bid will then be rejected, and the Bid Security may be forfeited, or the Bid Securing Declaration may be executed in accordance.

#### **ITB-8. DELIVERY OF GOODS / SERVICES:**

- a. The equipment shall be supplied in 100% original packed form and shall only be opened in the presence of the EXIM BANK Officials or designated representative. Working manuals and other related literature or accessories shall accompany the equipment in original at the time of delivery.
- b. All the equipment to be supplied by the successful bidder must be brand new from the latest product line. The latest software version must be supplied.
- c. In case of non-conformity of the supplied Goods with the desired specifications, the item(s) shall be replaced by the Bidder free of cost. No additional time shall be permitted by EXIM BANK or cost will be charged by Bidder and any delay shall result in imposition of Liquidated Damages as mentioned in this document.
- d. The work is to be completed and executed within the period of twelve (12) weeks from the date of signing the contract. However, the said period may be extended at the sole discretion of EXIM BANK OF PAKISTAN LIMITED if the circumstances require the same.

#### **ITB-9. LIQUIDATED DAMAGES:**

- a. Failure of the bidder to deliver equipment along with requisite software within twelve (12) weeks (except in force majeure conditions) shall entitle the EXIM BANK to deduct from the Contract Price, the Liquidated Damages as per the following:
- b. In case the bidder fails to deliver any part or portion of any particular lot or lots within twelve (12) weeks, then Liquidated Damages at the rate of [0.33%] of the total price of such lot or lots, per day for each day delayed beyond the actual date of delivery, shall be imposed on the bidder. Provided that the bidder's maximum liability in respect of payment of Liquidated Damages under this clause shall not in any case be an amount more than ten [10%] percent of the total price of such lot or lots, the part or portion of which has been delayed.
- c. In case full delivery delay exceeds four (04) weeks beyond the twelve (12) weeks specified for delivery, EXIM BANK OF PAKISTAN LIMITED may terminate the contract after deduction of the Liquidated Damages and shall be entitled to en-cash the Performance Guarantee.

#### **ITB-10. BID SECURITY / PERFORMANCE GUARANTEE:**

- a. Bid Securing Declaration Form as per Rule 25 of the Rules shall be provided with the Technical Proposal as mentioned at **Annexure-F**.
- b. Performance Guarantee (PG) equivalent to [10%] of the signed contract value in shape of Bank Guarantee will be submitted by the successful Bidder, which is mandatory (. In case of non-submission

of PG within the stipulated time as to be mentioned in Letter of Intent (LoI), EXIM BANK may cancel the LOI and initiate the process to allocate the contract to the next lowest evaluated bidder.

- c. Performance Guarantee submitted by successful bidder will be valid for a period of six (06) months or for any other extended period, in case of delay in delivery.

**ITB-11. AWARD OF CONTRACT:**

- a. Technically Responsive (Qualified) Bidder with the lowest bid (most advantageous bid), if not in conflict with any other law, rules, regulations or policy of the Federal Government shall be awarded the contract, within the original or extended period of bid validity.
- b. Successful bidder will be issued Letter of Intent (LoI) and he shall be required to submit Letter of Acceptance (LoA). Upon submission of LoA by the Successful bidder a formal contract will be signed, failing which EXIM BANK may offer LOI to the next lowest evaluated bidder and proceed accordingly.
- c. The Bidder, to whom LoI has been issued, will have to submit the performance guarantee within prescribed time in LoI.
- d. After submission of the Letter of Acceptance and Performance Guarantee it is expected that the contract will be signed within minimum possible time of receipt of Performance Guarantee by EXIM BANK PAKISTAN LIMITED, failing which EXIM BANK may offer LOI to the next lowest evaluated bidder and proceed accordingly.
- e. EXIM Bank has right to decrease the quantity before acceptance of bid and same shall be communicated to successful bidder (s) in letter of intent (LoI).

**ITB-12. PAYMENT TERMS:**

The payment for the subject procurement will be made as per the following plan: -

| MILESTONE   | PAYMENT TRIGGER  | Payment Due  | Remaining Payment |
|---|--|--|-------------------|
| Delivery & Acceptance of Equipment & Installation | Delivery challan (upon completion & acceptance of delivery)                              | 100%   | 0%                |
| Completion of Implementation                      | Performance Guarantee will be released after three (03) months of delivery & acceptance. | 100% of the Performance Guarantee (or Balance Amount, if deductions applies) shall be released | 0%                |

### **3. BIDDER (S) CONDUCT:**

EXIM BANK OF PAKISTAN LIMITED requires that Applicants, Bidders, Suppliers and Contractors must observe the highest standard of ethics and professional conduct during the procurement and execution of project work. In pursuit of this policy, the EXIM BANK OF PAKISTAN LIMITED:

- a. Defines, for the purposes of this provision, the terms set forth below as follows:
- b. "Corrupt practice" is the offering, giving, receiving or soliciting, directly or indirectly, anything of value (tangible or favour) to influence improperly the actions of another party.
- c. "Fraudulent practice" is any act or omission, including a misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, a party to obtain a financial or other benefit or to avoid an obligation.
- d. "Collusive practice" is an arrangement between two or more parties designed to achieve an improper purpose, including to influence improperly the actions of another party.
- e. "Coercive practice" is impairing or harming, or threatening to impair or harm, directly or indirectly, any party or the property of the party to influence improperly the actions of a party.
- f. "Obstructive practice" is deliberately destroying, falsifying, altering or concealing of evidence material to the investigation or making false statements to investigators in order to materially impede EXIM BANK OF PAKISTAN LIMITED investigation into allegations of a corrupt, fraudulent, coercive or collusive practice; and/or threatening, harassing or intimidating any party to prevent it from disclosing its knowledge of matters relevant to the investigation or from pursuing the investigation.

EXIM BANK OF PAKISTAN LIMITED will reject a proposal for award of contract if it determines that the Applicant recommended for award of contract has, directly or through an agent, engaged in corrupt, fraudulent, collusive or coercive practices in competing for the bidding in question.

#### 4. Bid Data Sheet:

| #  | Description  | To be filled or Yes/No          | To be filled be bidder (s) | Remarks   |
|----|--|---------------------------------|----------------------------|---|
| 1  | Name of Firm / Company   | To be filled                    |                            |   |
| 2  | Authorize representative name  | To be filled                    |                            |   |
| 3  | Contact no and Email id  | To be filled                    |                            |   |
| 4  | Mention applied lots   |                                 |                            |   |
| 5  | Address (Islamabad/Rawalpindi)   | To be filled                    |                            |   |
| 6  | FBR NTN no   | To be filled                    |                            |   |
| 7  | Date of registration as per FBR / Form-C / SECP Certificate            | To be filled                    |                            |   |
| 8  | Attached Authorize partner certificate from OEM or Principal to bidder | Yes / No                        |                            |   |
| 9  | Form-C / SECP Certificate attached                                     | Yes / No                        |                            |   |
| 10 | Profile of Firm / Company Attached                                     | Yes / No                        |                            |   |
| 11 | Bidding document compliance attached                                   | Yes / No                        |                            |   |
| 12 | Mention Warranty Period for each applying lot                          | Please fill by mentioning years |                            |   |
| 13 | Annex-A attached (Cover & Authority letter)                            | Yes / No                        |                            |   |
| 14 | Annex-B attached (Similar projects)                                    | Yes / No                        |                            |   |
| 15 | Annex-C attached (Blacklisting Undertaking)                            | Yes / No                        |                            |   |
| 16 | Annex-F attached (Bid Securing Declaration Form)                       | Yes / No                        |                            |   |
| 17 | Attached as per ITB-7 (Financial Proposal)                             | Yes / No                        |                            | To be provided in separate envelope named as Financial Proposal |

## **5. Scope of Work / Terms of Reference (TORs):**

EXIM BANK PAKISTAN LIMITED invites proposals from Companies / Firms having legal presence in Pakistan for provision of procurement of IT Server Infrastructure.

The scope of work includes.

- a. Delivery & installation of Hardware / Software as provided in the Table in technical Specifications.
- b. Testing of all equipment installed with their respective software's.
- c. Principal OEM supplier must have 24 X 7 technical, replacement & support in the country.
- d. The acquired hardware / software will be deployed to any of the EXIM Bank of Pakistan Limited offices across Pakistan. On-site installation, maintenance and support will be required within same day resolution time (for matters registered by 1 pm) and maximum by 2<sup>nd</sup> day (for matters registered after 1pm).
- e. Standard OEM warranty time to be ensured.
- f. Preventive maintenance of the equipment every 6 months.

### **Warranties**

Bidders shall provide complete detail of hardware and services warranties for each quoted item.

#### **Hardware Warranty:**

- a. Three 03 Years on-site warranty with parts and services.
- b. The bidder must provide Hardware Maintenance Service for the Hardware throughout the Hardware Warranty Period. All charges and costs associated with providing the Hardware Maintenance Services during the said period are included in the price of the Hardware.
- c. If during installation of the hardware any supplied hardware is found defective or gets damaged, the same shall be replaced by the Bidder as part of the warranty / NBD support.
- d. If during the period of warranty any component of the supplied hardware is found defective, or fails in test or in operation, the same shall be replaced by the Bidder free of cost.

#### **Software Warranty:**

- a. Bidder warrants that the Software will perform in accordance with the Documentation.
- b. Software licenses will be provided by the bidder and licenses should be verified by the principal.

## **TECHNICAL SPECIFICATIONS**

### **LOT-1 – Servers (Quantity 2)**

| <b>Features</b>                       | <b>Specifications.</b>  | <b>Compliance<br/>Yes / No</b> |
|---------------------------------------|---|--------------------------------|
| Trusted Platform Module               | Trusted Platform Module   |                                |
| Chassis Configuration                 | Having 8 SAS/SATA Drives and extendable to till 24 Disks and 2 CPU  |                                |
| Processor                             | 2 x Intel Xeon-Gold 6326 2.9GHz 16-core 185W Processor              |                                |
| Processor Thermal Configuration       | Heatsink for 2 CPU configuration (CPU less than 165W)               |                                |
| Memory Capacity                       | 256 GB (4 x 64GB) RDIMM, 3200MT/s, Dual Rank, 16Gb                  |                                |
| RAID/Internal Storage Controllers     | RAID/Internal Storage Controllers                                   |                                |
| Hard Drives                           | 6 x 900GB 15K RPM SAS 12Gbps 512n 2.5in Hot-plug Hard Drive         |                                |
| Fans                                  | Standard Fan x6   |                                |
| Power Supply                          | Dual, Hot-Plug, Fully Redundant Power Supply (1+1)                  |                                |
| Power Cords                           | 2 x Jumper Cord - C13/C14 – Compatible with proposed power supplies |                                |
| NIC Card.                             | 2x1Gb Base-T Ports  |                                |
| Embedded Systems Management           | Embedded Systems Management Port                                    |                                |
| Additional Network Card               | 2 x 10Gb Base-T Ports   |                                |
| Bezel                                 | 2U Standard Bezel   |                                |
| Storage for OS                        | 2x480GBxSSD with RAID 1   |                                |
| Warranty                              | 3 Years (24x7x4) - (Local and Principal support)                    |                                |
| Rack Rails                            | Ready Rails Sliding Rails with Cable Management Arm, 2 U            |                                |
| Card for connectivity of Tape Library | SAS card for LTO9 Tape Library connectivity                         |                                |

Compliance of each item to be mentioned in Yes or No while submitting the technical bid.

### **LOT-2 – Tape Library, Backup Software, Network Switch**

#### **a. Tape Library (Quantity 1)**

| <b>Features</b> | <b>Specifications</b>                                       | <b>Compliance<br/>Yes / No</b> |
|-----------------|---|--------------------------------|
| Tape Library    | Tape Library  |                                |
| Tape Drives     | LTO9 SAS Connectivity Tape Drive                            |                                |
| LTO Tape Media  | LTO9 Tape Media, 5 Pack                                     |                                |
| LTO Tape Media  | Cleaning Tape Cartridge for LTO with Barcode Labels ,1 pack |                                |



|              |   |  |
|--------------|---|--|
| Rack Rails   | Rack Rails  |  |
| Power Supply | Dual, Hot-Plug, Fully Redundant Power Supply                                |  |
| Power Cords  | 2 x Jumper Cord 12A 4M C13/C14 –<br>Compatible with proposed power supplies |  |
| SAS Cables   | 2 x ( 1x2M )  |  |
| Warranty     | 3 Years (24x7x4) - (Local and Principal support)                            |  |

Special Note: Backup software will be installed on Virtual Machine (VMWARE), tape library communication with Virtual Machine needs to be ensured for backups.

### b. Network Switch (Quantity 1)

| Features.    | Specifications  | Compliance Yes / No |
|--------------|---|---------------------|
| Base         | 1U, 28 Ports  |                     |
| Ports        | 24 x 10Gbase-T, 4 x 10G SFP                                       |                     |
| SFP          | 4 SFP Ports along with required modules                           |                     |
| Cable        | 2 Fiber cables x 15m  |                     |
| Power Supply | Dual, Hot-Plug, Fully Redundant Power Supply                      |                     |
| Power Cords  | 2 x Jumper Cord - C13/C14 compatible with proposed power supplies |                     |
| Services     | 3 Years (24x7x4) - (Local and Principal support)                  |                     |

### c. Backup Software (Quantity 1)

| Features.        | Specifications   | Compliance Yes / No |
|------------------|--|---------------------|
| Backup Software. | Backup software should be compatible with quoted Tap Library and shall support both Windows and LINUX O/S                        |                     |
| License Term.    | One (01) year license term (Local and Principal support)   |                     |
| <b>Features</b>  |  |                     |
|                  | Backup software should be capable to have the Virtual Machine backups  |                     |
|                  | Backup software should be capable for the integration with databases technologies e.g MS SQL Server, Oracle etc.                 |                     |
|                  | Backup software should have the capability to verify the integrity of the data   |                     |
|                  | Backup software should have the capacity to replicate the data on another site   |                     |
|                  | Backup Software should be capable to manage the virtual and physical backups   |                     |
|                  | Scheduling of backup   |                     |
|                  | Rapid, flexible recovery options   |                     |
|                  | It will be preferred if the Backup solution shall have its own IPS/IDS/Malware protection functionality with threat intelligence |                     |
|                  | Comprehensive platform coverage  |                     |
|                  | Incremental, Full, mirror, and differential backup capability with data compression  |                     |
|                  | Backup/recovery software products should provide backup of storage to tape, disk or  |                     |

|   |  |
|---|--|
| optical devices and to recover that data when needed  |  |
| Backup software vendor must be in leader's quadrant of the Gartner's Magic Quadrant for Enterprise Backup software.   |  |
| Backup software must include ALL features and capabilities including advanced reporting.  |  |
| The solution must allow restores/recovery directly from physical tapes directly to the production client without having to import or staging to disk first.   |  |
| The solution must provide native catalog-aware optimized backup replication between production and DR sites and must support instant recovery at DR without any manual intervention or recovery/import of catalog.  |  |
| Solution must be scalable to allow for future expansion without having to replace and/or overhaul.  |  |
| Solution must provide a singular Management console for management, monitoring and advanced reporting.  |  |
| Solution must provide capability to create backup policies with VM selection based on following vCenter attributes: Datastore cluster, Datastore, Datastore folder, Datastore Type, display name, VM with RDM, vCenter, Resource pool, Tag, VM Folder, Power State, and Datacenter. |  |
| Solution must be able to define backup policies to automatically include newly created virtual machines to default backup policy.   |  |
| Solution must be able to define backup policies to automatically include newly created virtual machines to default backup policy.   |  |
| Solution should provide the ability to encrypt backup data while in transit and at rest.  |  |

Compliance of each item to be mentioned in Yes or No while submitting the technical bid

### LOT-3 – IT Rack, PDU, KVM Switch

#### a. IT Rack (Quantity 1)

| Description | Specifications  | Compliance Yes / No |
|-------------|---|---------------------|
| IT Rack     | 42U – IT Rack<br>(ATTOM or equivalent 42U Rack, open cabinet, including front door, rear double door, top panel, wheels, and stand-levels, 600mm (width) * 1100mm (depth) * 2000mm (height) |                     |

#### b. PDU (Quantity 2)

| Description | Specifications  | Compliance Yes / No |
|-------------|---|---------------------|
| PDU         | PDU (R-OUA32I16 or equivalent), 32A rated input current, 12-bit C13 output sockets, 4-bit C19output sockets, junction box with indicator, vertical installation. 18 * C13 Power Cords |                     |
| Warranty    | Three years warranty and support  |                     |

**c. KVM Switch (Quantity 1)**

| <b>Description</b> | <b>Specifications</b>  | <b>Compliance<br/>Yes / No</b> |
|--------------------|--|--------------------------------|
| KVM Switch         | 17" LED display,<br>8-port USB switcher to manage 8 servers. VGA interface, 1U rack mount. |                                |
| Warranty           | Three years warranty and support   |                                |

Compliance of each item to be mentioned in Yes or No while submitting the technical bid

**LOT-4 – Microsoft Licenses, VMWare Licenses**

| <b>Features.</b>            | <b>Specifications</b>   | <b>Compliance<br/>Yes / No</b> |
|-----------------------------|---|--------------------------------|
| Windows Server.             | Windows Server Std latest version total for 64 cores. (2 CPU/Server 16 Core each.)                                    |                                |
| VMware.                     | VMware vSphere Std latest version for 4 processors. Please also quote vCenter latest version as a separate line item. |                                |
| ADFS Setup & Implementation | ADFS to be designed and setup for EXIM Bank   |                                |
| License Term.               | Three (03) years license term along with the local support  |                                |

Compliance of each item to be mentioned in Yes or No while submitting the technical bid

**6. ANNEXURES:**

**ANNEXURE “A” – COVER & AUTHORITY LETTER**

Date:.....

To,

Head of Procurement Department,  
EXIM Bank of Pakistan

Dear Sir,

1. I/we, the undersigned duly authorize Mr/Ms. .... to represent and act on behalf of ..... (hereinafter “the Applicant”) have reviewed and fully understood all the clauses of BIDDING DOCUMENT provided by EXIM Bank of Pakistan.
2. EXIM Bank and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this application, and to seek clarification from our bankers and clients regarding any financial and technical aspects. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by yourselves or the authorized representative to verify statements and information provided in this application, or with regard to the resources, experience, and competence of the Applicant.
3. EXIM Bank and its authorized representatives may contact the following persons for further information, including General and Managerial Inquiries, Personnel Inquiries, Technical Inquiries, Financial Inquiries, if and when needed.

| S# | Name | Designation | Contact Information |
|----|------|-------------|---------------------|
| 1. |      |             |                     |
| 2. |      |             |                     |
| 3. |      |             |                     |

**ANNEXURE “B” - REFERENCE OF LAST PROJECTS OF SIMILAR NATURE**

**Name of Bidder:** \_\_\_\_\_

|  |  |
|--|--|
| Name of Organization and Address:  |  |
| Name and Title of Point of Contact: (provide 2)  |  |
| Telephone Number:  |  |
| Email Address:   |  |
| Period of Performance:   |  |
| Location where project services were performed:  |  |
| Contract Value:  |  |
| Reasons for Termination (if applicable):   |  |
| Description of Products & Services and their relevance to the requirements under this document : |  |

**ANNEXURE “C” – BLACKLISTING UNDERTAKING**

I ----- son of ----- CNIC ----- resident of ----- do here by Solomon affirms and declares that I have participated in the tender for provision of procurement of ..... Tender # ..... I further declare that my Company/Firm ..... have never been blacklisted from Government/Semi-government organizations.

Deponent

\_\_\_\_\_

The above name deponent do here by affirms and declares at ..... on ..... day..... of ..... 2022 that the contents of above mentioned undertaking are true and correct to the best of my knowledge and belief and nothing has been concealed there from.

Deponent

\_\_\_\_\_

## ANNEXURE “D” – FORM OF PERFORMANCE SECURITY

(Bank Guarantee)

Guarantee No. \_\_\_\_\_  
 Executed on \_\_\_\_\_  
 Expiry date \_\_\_\_\_  
 [Letter by the Guarantor to the Employer]  
 Name of the Guarantor Bank with address: \_\_\_\_\_  
 Name of Principal (Contractor) with address: \_\_\_\_\_  
 \_\_\_\_\_  
 Penal Sum of Security (express in words and figures) \_\_\_\_\_  
 \_\_\_\_\_  
 Letter of Acceptance No. \_\_\_\_\_ Dated \_\_\_\_\_

KNOW ALL MEN BY THESE PRESENTS, that in pursuance of the terms of the Bidding Documents, Letter of Acceptance and agreement/Contract thereof (hereinafter called the Documents) and at the request of the said Principal we, the Guarantor above named, are held and firmly bound unto the EXIM BANK OF PAKISTAN LIMITED (hereinafter called the Employer) in the penal sum of the amount stated above for the payment of which sum well and truly to be made to the said Employer, we bind ourselves, our heirs, executors, administrators and successors, jointly and severally, firmly by these presents.

THE CONDITION OF THIS OBLIGATION IS SUCH, that whereas the principal has accepted the Employer's above said Letter of Acceptance for tender of procurement furniture and to provide the goods and services required with references, extension & undertaking thereon.

NOW THEREFORE, if the Contractor as per sole judgment of the Principal shall truly perform and fulfill all the obligations, representations, undertakings, covenants, terms and conditions of the said Documents and any extensions thereof that may be granted by the Employer, with or without notice to the Guarantor, which notice is, hereby, waived off then, this obligation to be void; otherwise to remain in full force up till all requirements of the Defects Liability, of the Contract are fulfilled by principal.

Our (Guarantor) total liability under this Guarantee is limited to the sum stated above and it is a condition of any liability attaching to us under this Guarantee that the claim for payment in writing shall be received by us (Guarantor) within the validity period of this Guarantee, failing which we (Guarantor) shall be discharged of our liability, if any, under this Guarantee.

We, \_\_\_\_\_ (the Guarantor), comprehended well the right of the Employer to terminate its contractual relationships with the Principal upon any of the default/failure events covered in Documents as per its sole judgment and invoke payment clause guaranteed herein hence, we hereby waiving all objections and defenses under the Contract, do hereby irrevocably and independently guarantee to pay to the Employer without delay upon the Employer's first written demand without cavil or arguments and without requiring the Employer to prove or to show grounds or reasons for such demand any sum or sums up to the amount stated above and simply on written declaration that Principal has failed or defaulted to perform its obligations under Documents and guaranteed amount herein will be effected to Employer's designated Bank & Account Number forthwith and without any reference to the Principal or any other person.

The Bank (Guarantor) undertakes not to revoke this guarantee during its currency without prior consent of the Employer and further agrees that the guarantees herein contained shall continue to be enforceable till the Employer discharges this guarantee or till... \*days/month/year+ whichever is earlier.

IN WITNESS WHEREOF, the Guarantor has executed this Instrument under its seal on the date indicated above, the name and corporate seal of the Guarantor being hereto affixed and these presents duly signed by its undersigned representative, pursuant to authority of its governing body.

Witness:

1. \_\_\_\_\_

Corporate Secretary (Seal)

2. \_\_\_\_\_

Name, Title & Address

Guarantor

(Bank) Signature \_\_\_\_\_

Name \_\_\_\_\_

Title \_\_\_\_\_

Corporate Guarantor (Seal)

**ANNEXURE “E” – INTEGRITY PACT:**

**DECLARATION OF FEES, COMMISSION AND BROKERAGE ETC. PAYABLE BY THE SUPPLIERS OF GOODS, SERVICES & WORKS IN CONTRACTS WORTH RS.10.00 MILLION OR MORE**

Contract Number: \_\_\_\_\_ Dated: \_\_\_\_\_  
Contract Value: \_\_\_\_\_  
Contract Title: \_\_\_\_\_

[Name of Supplier] hereby declares that it has not obtained or induced the procurement of any contract, right, interest, privilege or other obligation or benefit from Government of Pakistan or any administrative subdivision or agency thereof or any other entity owned or controlled by it (GoP) through any corrupt business practice.

Without limiting the generality of the foregoing [Name of Supplier] represents and warrants that it has fully declared the brokerage, commission, fee etc. paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside Pakistan either directly or indirectly through any natural or juridical person, including its affiliate, agent, associate, broker, consultant, director, promoter, shareholder, sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback, whether described as consultations fee or otherwise, with the object of obtaining or inducing the procurement of a contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoP, except that which has been expressly declared pursuant hereto.

[Name of Supplier] certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with GoP and has not taken any action or will not take any action to circumvent the above declaration, representative or warranty.

[Name of Supplier] accepts full responsibility and strict liability for making and false declaration, not making full disclosure, misrepresenting fact or taking any action likely to defeat the purpose of this declaration, representation and warranty. It agrees that any contract, right interest, privilege or other obligation or benefit obtained or procured as aforesaid shall, without prejudice to any other right and remedies available to GoP under any law, contract or other instrument, be voidable at the option of GoP.

Notwithstanding any rights and remedies exercised by GoP in this regard, [Name of Supplier] agrees to indemnify GoP for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to GoP in an amount equivalent to ten time the sum of any commission, gratification, bribe, finder's fee or kickback given by [Name of Supplier] as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever form from GoP.

\_\_\_\_\_  
[Buyer]

\_\_\_\_\_  
[Seller/Supplier]



**ANNEXURE “F” – BID SECURING DECLARATION FORM:**

Date:  
Tender ID.

To: *[EXIM Bank of Pakistan]*

We, the undersigned, declare that:

We understand that, according to your conditions, Bids must be supported by a Bid Securing Declaration.

We accept that we will be blacklisted and henceforth cross debarred for participating in respective category of public procurement proceedings for a period of (not more than) six months, if fail to abide with a bid securing declaration, however without indulging in corrupt and fraudulent practices, if we are in breach of our obligation(s) under the Bid conditions, because we:

- (a) have withdrawn or modified our Bid during the period of Bid Validity specified in the Form of Bid;
- (b) Disagreement to arithmetical correction made to the Bid price; or
- (c) having been notified of the acceptance of our Bid by the EXIM Bank of Pakistan during the period of Bid Validity, (i) failure to sign the contract if required by EXIM Bank of Pakistan to do so or (ii) fail or refuse to furnish the Performance Security or to comply with any other condition precedent to signing the contract specified in the Bidding Documents.

We understand this Bid Securing Declaration shall expire if we are not the successful Bidder, upon the earlier of (i) our receipt of your notification to us of the name of the successful Bidder; or (ii) twenty-eight (28) days after the expiration of our Bid.

Signed: *[insert signature of person whose name and capacity are shown]* In the capacity of *[insert legal capacity of person signing the Bid Securing Declaration]*

Name: *[insert complete name of person signing the Bid Securing Declaration]*

Duly authorized to sign the Bid for and on behalf of: *[insert complete name of Bidder]*

Dated on \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_ *[insert date of signing]*  
Corporate Seal (where appropriate)