

“Pre-qualification of Data/Internet Connectivity Services Providers”

Ref No.: EXIM/PROC/IT-02/2023

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. invites sealed proposals from experienced Data/Internet Connectivity Services Providers having valid registration with tax and other relevant authorities, for pre-qualification of a Data/Internet Connectivity Services Providers vendors’ panel. The companies submitting their proposals must be appearing on Active Taxpayers List issued by Federal Board of Revenue, Government of Pakistan.
2. Pre-Qualification (PQ) Documents, containing all information including instruction for preparation and submission of pre-qualification proposals, evaluation criteria etc. can be downloaded by the interested applicants from PPRA website www.ppra.org.pk and EXIM website www.eximbank.gov.pk can also be obtained from the office of undersigned during office hours.
3. Pre-qualification proposals, prepared in accordance with the instructions provided in the Pre-Qualification Documents, must reach at following address on or before **9th January, 2023** at **1500 Hrs.** Pre-Qualification proposals will be opened on the same day at **1530 Hrs.** In case the day of Pre-Qualification proposals’ submission and opening falls on a public holiday, the next working day shall be considered as the deadline for the same.

Head of Procurement Committee
Exim Bank of Pakistan Limited
Office 510-512, 5th Floor, Evacuee Trust Complex,
F-5/1, Islamabad, Pakistan
Email: Procurement@eximbank.gov.pk

Pre-Qualification (PQ) Documents

“PREQUALIFICATION OF DATA/CONNECTIVITY SERVICES PROVIDERS”



Ref No. EXIM/PROC/IT-02/2023

PQ Proposals Submission: 9th January, 2023 by 1500 Hrs.

PQ Proposals Opening: 9th January, 2023 at 1530 Hrs.

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SECTION-I: GENERAL

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 Lending facilities etc. for setting up export oriented and import substitution projects. The EXIM Bank will also provide guarantees, insurance, financing and other supporting services.

EXIM Bank intends to pre-qualify capable companies for acquiring data/internet connectivity links along with SD WAN enabled devices (SDWAN optional), including but not limited to fiber, point to point, copper (in case fiber is not feasible at any given site), wireless, on as and when required basis.

SECTION-II: Invitation for Pre-qualification (IFP)

- a) EXIM Bank intends to invite proposals from eligible and capable entities / companies for the provision of Data/Internet connectivity links on as and when required basis.
- b) The eligible Applicants will be placed on EXIM BANK’s panel to provide the said required services to the EXIM BANK officials on as and when required basis.
- c) Pre-qualification is open and available to applicants with valid NTN and Sales Tax Registration (if applicable), enlisted on Active Taxpayers List (verifiable from FBR official portal or otherwise) and must fulfill all legal criteria of registration.
- d) A Single Stage, One Envelope procedure shall be adopted as per Rule 36 (a) of the Public Procurement Rules, 2004.
- e) Proposals shall be valid for the period of 90 days.
- f) The prospective applicant may request clarification on any aspect of this PQ document till 2nd January, 2023. Any request for clarification must be sent in writing to procurement@eximbank.gov.pk.
- g) EXIM Bank will respond by electronic mail to any request for clarifications. A consolidated matrix of all queries along with respective responses will be sent to prospective applicants without disclosing details of the applicants. An SMS/text message or phone call will not be regarded as a communication for purpose of this PQ document and cannot be referred as such and shall not be deemed legally binding. EXIM Bank foresees that while clarifying a query, a prospective applicant’s identity

may need to be disclosed due to nature of the query, the prospective applicant, in such case, will have no objection to such disclosure by EXIM Bank.

- h) Pre-qualification proposals for Pre-qualification must be delivered, in sealed envelopes, by hand to the office of undersigned on or before:

Head of Procurement Committee

EXIM Bank of Pakistan

Office No. 510-512, 5th Floor, Evacuee Trust Complex, Islamabad

“Pre-qualification of Data/Internet Connectivity Service Providers”

- i) EXIM BANK may reject all bids or proposals at any time prior to the acceptance of a bid or proposal.
- j) Applicants will be informed, in due course, of the result of the evaluation of proposals. Only entities/ companies prequalified under this process will be invited for submission of financial bid/ quotations on as and when required basis.

SECTION-III: INSTRUCTIONS TO APPLICANTS (ITA)

- a) EXIM BANK will prequalify and enlist prospective Applicants from among those who have submitted their proposals in accordance with the requirements of EXIM BANK for provision of the Services described herein.
- b) The Prequalified Applicants shall be offered the chance to submit their financials proposals/quotations in response to Request for Proposal (RFP), on as and when required basis and order shall be place in accordance to the RFP terms and conditions.
- c) The Proposals shall be prepared in English language. Any printed literature/documents/certificates etc. furnished by the applicants in another language shall be accompanied by an English translation which shall govern for purposes of interpretation.
- d) EXIM BANK of Pakistan shall reject any application in case of non-compliance with the requirements.
- e) The Applicants must respond to all questions and provide complete information as advised in this document. Failure or shortcomings to provide required and essential information shall result in dis-qualification of the Applicant.
- f) The prequalification or enlistment of Applicants does not constitute or create a retainer ship.

- g) The Applicants shall bear all costs associated with the preparation and submission of their respective Proposals and EXIM BANK will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the prequalification process.
- h) EXIM BANK requires that Applicants under their contracts to observe the highest standard of ethics during the procurement and execution of such contracts. In pursuit of this policy following terms are defined as hereunder;
- i. “corrupt practice” includes offering, giving, receiving or soliciting, directly or indirectly, of anything of value to influence improperly the actions of another party;
 - ii. “fraudulent practice” includes 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;
 - iii. “collusive practice” include an arrangement between two or more parties designed to achieve an improper purpose, including to influence improperly the actions of another party;
 - iv. “coercive practice” includes 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;
 - v. “obstructive practice” includes 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 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, or EXIM BANK has a right to immediately reject a proposal for award if it determines that the Applicant recommended for award has, directly or through an agent, engaged in afore stated practices.
- i) A panel of entities / companies will be selected after an open and transparent PQ process in accordance with Public Procurement Regulatory Authority (PPRA) Ordinance, 2002, and Rules, Regulations and Guidelines made thereunder.
- j) The Prequalified entities / companies will be issued a Letter of Enlistment initially as per Annexure-C, for period of three (03) years as per open frame agreement. The Applicants shall abide by all terms and conditions stipulated therein.
- k) Applicants shall ensure that the documents/information submitted with EXIM BANK is true and correct. Misleading information or any forged document (whenever it is noticed) will lead to the termination of service immediately and strict legal action will be taken against the firm/company which may lead to blacklisting of firm/company.

- l) Applicants are under obligation to read and understand complete document, EXIM BANK shall not be responsible towards the Applicants for any of their claim or complaint which may arise in result of non-reading or misreading document by Applicants.
- m) EXIM BANK is the originator of document, any clarification or interpretation communicated by EXIM BANK, whether in response of a query or otherwise, shall be deemed final, conclusive and will remain unquestioned.
- n) Applicants shall not contact EXIM BANK on the matter relating to their Pre-Qualification Document from the time of opening till the time, the evaluation is finalized, and official communication is sent to them. Any effort by the Applicant to influence EXIM BANK in the Pre-Qualification Document evaluation shall result in the rejection of his proposal.
- o) The original Pre-qualification proposals shall be prepared in indelible ink. It shall contain no interlineations or overwriting, except as necessary to correct errors made by the Applicant. Any such corrections must be initialed by the person or persons who sign(s) the Pre-qualification proposals.
- p) An authorized representative of the Applicant(s) should initial on all pages of the Pre-qualification proposals.
- q) The Pre-qualification proposals shall be prepared and submitted together in a plain sealed envelope and one (01) soft copy on a USB drive.
- r) The pre-qualification proposal shall be clearly marked with the following: -

Pre-Qualification Proposal

“Pre-qualification of Data/Internet Connectivity Service Providers”

Tender ID: EXIM/PROC/IT-02/2023

From: Applicant Name, Address and Contact number.

- s) The Applicants must provide its contact details including postal addresses, telephone numbers, email and website (if applicable) along with contact persons with the proposal.
- t) The Proposals shall be submitted before **9th January, 2023 at 1500 Hrs.** and opened accordingly at **1530 Hrs.** in front of all the Applicants or their representatives who chose to be present.

- u) EXIM BANK may reject any or all proposals at any time prior to its acceptance.
- v) In case of Local/National holiday on the submission date, the proposal can be submitted on next working day. The proposal shall be submitted at the same time as defined in prequalification documents.
- w) The Pre-qualified Applicants will be expected to commence the services on receipt of instructions from EXIM BANK.

SECTION-IV: SCOPE OF WORK

A. OBJECTIVES

- a) To enlist the capable and eligible entities / companies for Providing the Services as and when required by EXIM BANK.
- b) To ensure cost effective Services to EXIM BANK by Applicants.
- c) To ensure timely services of Applicants.
- d) To render excellence in quality, innovation, & cost-effective services in the geographical area where the services are provided.

B. SCOPE OF WORK:

The scope of work includes the following

1. Internet services on EXIM Bank sites.
2. Data connectivity services on EXIM Bank sites.
3. A services uptime for aggregation & DR shall be at least 99%.
4. A services uptime for branches shall be at least 98%.
5. All arrangements required for provision of the Services shall be made by ISP, using its own resources and Equipment however if required, the customer shall arrange any security clearances in the building where equipment is to be installed by ISP.
6. On ground services and support staff in the geographical area where the services are provided.
7. Two aggregation links must be provided, one at the EXIM Bank primary site and the other on the DR site.
8. Service provider shall not charge additional cost for aggregation links.
9. The bandwidth of aggregation links will be provided in accordance with the bandwidth capacity of remote sites.

Value added Scope of Work (Optional):

Exim Bank requires Supply Installation of SD-WAN to cover branches, primary DC and DR sites. The requirement will be issued on need basis. Therefore, quantity may vary depending on the requirement of the bank.

1. Leader Gartner Network Firewalls Magic Quadrant
2. Leader Gartner WAN Edge Magic Quadrant
3. Recommended: NSS Labs Software-Defined Wide Area Network (SD-WAN)
4. Recommended: NSS Labs Next Generation Firewall
5. Recommended: NSS Labs Next-Gen Intrusion Prevention Test 12
6. Recommended: NSS Labs Data Center Intrusion Prevention Test
7. Recommended: NSS Labs Data Center Security Gateway Test
8. Recommended: NSS Labs Breach Prevention Systems
9. ICSA Certified network firewalls, network IPS, IPsec, SSL-TLS VPN, antivirus.

SECTION-V: ELIGIBILITY AND QUALIFICATION CRITERIA

1. Applicants shall submit all relevant documents, in their proposals, required to evaluate/assess the applicants as per the criteria mentioned hereunder. Applicants shall be evaluated only on the basis of the documents provided in the proposals. Provision of relevant and clear/unambiguous documents shall be the responsibility of the applicants. Documents/details shall be provided in a manner that the required information is clearly mentioned/highlighted/marked. All supporting documents e.g. company profile, incorporation certificates, experience certificates, testimonials, client details, previous contracts/purchase orders/work orders, personnel profiles/CVs, documents related to financial strength etc. must be available and clearly identified in the proposal.
2. In addition to the documents mentioned at serial 1 above, applicants shall provide the following. Proposals of the applicants who do not fulfil the below requirements shall be considered as disqualified.
 - a. copies of their NTN/STRN registration certificates. The applicants should be on Active Taxpayers List of FBR; and
 - b. proof of incorporation / registration under laws of Pakistan such as SECP certificate and or Form-C based on type of registered entity.
 - c. Signed & stamped Form of Letter of Application as per the format given at Annexure-A.
 - d. The Applicants shall provide an undertaking on Legal Paper that they have not been declared insolvent or blacklisted by any Government/Semi-Government institution/organization. (Annexure B attached)
3. The evaluation committee shall evaluate the proposals on the basis of responsiveness to the Scope of Work and evaluation criteria provided herein. The following criteria shall be used for evaluating competencies of the applicants.
4. The Applicants must fulfil the following mandatory requirements to qualify:

S/N	Mandatory Requirements
1.	Complete Company Profile
2.	The Applicant must possess valid NTN & GST registration.
3.	The Applicant must have a minimum fifteen (15) years of relevant working experience in provision the data / internet Services from the date of registration or incorporation with relevant authorities.
4.	Applicant shall have at least fifty (50) active clients (entities / companies) on their network. Documentary evidence shall be required in this regard.
5.	Applicant shall have at least 1000 active links throughout the Pakistan in all geographical regions like North, Central, South, Gilgit Baltistan, Kashmir etc. List of these active links needs to be provided.
6.	The Applicant Should have regional level presence in Pakistan i.e. Punjab, Sindh & KPK. Details of all the office need to be provided.
7.	The Applicant should have own self-healing Long Haul. Evidence shall be required in this regard.
8.	The Applicant should have 24/7 Help Desk and Escalation Matrix to be provided.
9.	The Applicant must provide last financial years bank accounts statements indicating annual financial turnover of more than PKR 500,000,000/- (Pak Rupees Five Hundred Million).

In order to show fulfilment of abovementioned mandatory requirements, the Applicants are required to submit the following documents with their proposals and use the following table as index:

S/N	Mandatory Requirements	Comply (Yes/NO)	Reference Page in PQ Proposal
1.	Complete Company Profile		
2.	The Applicant must possess valid NTN & GST registration.		
3.	The Applicant must have a minimum fifteen (15) years of relevant working experience in provision the data / internet Services from the date of registration or incorporation with relevant authorities.		

4.	Applicants shall have at least fifty (50) active clients (entities / companies) on their network. Documentary evidence shall be Provided on company's letterhead.		
5.	Applicants shall have at least 1000 active links throughout the Pakistan in all geographical regions like North, Central, South, Gilgit Baltistan, Kashmir etc. List of these active links needs to be provided.		
6.	The Applicants Should have regional level presence in Pakistan i.e. Punjab, Sindh & KPK. Details of all the office need to be provided.		
7.	The Applicants should have own self-healing Long Haul. Evidence shall be required in this regard.		
8.	The Applicants should have 24/7 Help Desk and Escalation Matrix to be provided on company's letterhead.		
9.	The Applicants must provide last financial years bank accounts statements indicating annual financial turnover of more than PKR 500,000,000/- (Pak Rupees Five Hundred Million).		

SECTION-VII: COMPLIANCE WITH PQ DOCUMENT

- a) Compliance against relevant clauses and sub-clauses of the Prequalification document shall be shown by signing & stamping each page of pre-qualification document by authorized representative of Applicants as per clause 3 of the Letter of Application.

SECTION-VIII: ANNEXURES

**ANNEXURE-A: PRE-QUALIFICATION APPLICATION
(LETTER OF APPLICATION)**

[Letterhead paper of the Applicants, including full postal address, telephone no., fax no., and e- mail address]

Date:

To,
Head of Procurement Committee,
EXIM Bank of Pakistan
Office # 510-512, 5th Floor,
Evacuee Trust Complex, F-5/1,
Islamabad.

Dear Sir/Madam

1. I/we, the undersigned, being duly authorized to represent and act on behalf of (hereinafter “the Applicants”) have reviewed and fully understood all the prequalification information provided by EXIM BANK, the undersigned hereby apply to be prequalified as a Applicants for the “Data/Internet Connectivity Service Providers” bearing Prequalification No.----.
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.			

4. This application is made with the full understanding that:
 - (a) Applications by prequalified Applicants will be subject to verification of all information submitted for prequalification at the time of PQ process.
5. I/We confirm that in the event that I/we bid, that bid as well as any resulting contract will be signed so as to legally bind me/us jointly and severally.
6. The undersigned declare that the statements made and the information provided in the duly completed application are complete, true, and correct in every detail.

For and on behalf of	
Signature	
Name	
Designation	

ANNEXURE-B: BLACKLISTING UNDERTAKING

[Letterhead paper of the Applicant, including full postal address, telephone no., fax no., and e- mail address]

I ----- son of ----- CNIC ----- resident of ----- working with _____ as _____ and being an authorized representative and authority to sign off this undertaking do hereby solemnly affirm and declare that we have participated in the tender for provision of procurement of having Tender # We further declare that the Company/Firm namely has never been blacklisted from Government/Semi-government organizations.

Further declare that the contents of above-mentioned undertaking are true and correct to the best of our knowledge and belief and nothing has been concealed there from.

Deponent _____

ANNEXURE-C: LETTER OF ENLISTMENT

Islamabad: November 10, 2022

Name of Vendor: _____

Representative: _____

Address: _____

Subject: Pre-qualification of Data/ Internet Connectivity Services

Dear Sir,

Thank you for submitting proposal in Pre-qualification process as cited above in subject.

We, at EXIM Bank are pleased to inform you that your firm has been pre-qualified for provision of Data/Internet Connectivity Services for period of three (03) years from Dated: _____ to _____ on as and when required basis.

Financial proposals shall be called upon for any requisition during the period through Request for Proposal (RFP) document on as and when required as per scope of work mentioned in pre-qualification document.

Kind Regards

**Competent Authority
EXIM Bank of Pakistan**