



# PAKISTAN ENGINEERING COUNCIL

## RFP for Firewall

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## 1. OBJECTIVE OF THE DOCUMENT

The objective of this document is to provide instructions/guidelines to bidders for preparing technical and financial Proposals for the delivery, installation, configuration, commissioning and procurement of Firewalls at Pakistan Engineering Council (PEC) Head Office & Regional Offices.

## 2. BACKGROUND

Pakistan Engineering Council is a statutory body, constituted under PEC Act 1976 with mandate to regulate engineering profession in totality, register Constructors/ Operators & Consultants, Promote & Facilitate Engineering Profession & Industry and impart continuous professional development (CPD) to engineers.

PEC has taken number of initiatives to automate its processes and is successfully running the online solutions. These solutions are used publically by students, engineers, firms, companies and government departments. PEC has plan to conduct EPE exam online with candidate-count of 3000 in next 05 years. Online services are hosted at PEC-HQ data center & cloud machines.

With increasing online services, information security has become a challenge and PEC intends to counter this challenge vigorously with industry standard solution.

Pakistan Engineering Council has its head office at G5/2, Ataturk Avenue East, Islamabad with regional offices at Karachi, Lahore, Peshawar and Quetta.

## 3. PROPOSAL SUBMISSION INSTRUCTIONS

- i. The proposals will be submitted under **PPRA 36-B** rule i.e. Single Stage Two Envelope, separately sealed technical and financial proposals with a clear title as “TECHNICAL PROPOSAL” and “FINANCIAL PROPOSAL” on respective envelopes.
- ii. The outer large envelope should bear the words in block letters “**PEC FIREWALL**” as well as the name, address, email, and telephone/mobile number of the firm submitting the bid.
- iii. The bid shall have a minimum validity period of **One Hundred & Twenty (120)** days from the last date for submission.
- iv. The bidders must enclose the complete datasheet of the proposed PEC Firewall with a URL having all the technical specification as required by PEC.
- v. All RFP responses should have consecutively numbered pages, including all pages with printed matter, excluding the draft contract and table of contents. The bid proposals must be sent to the following address;

**Director Admin**

Pakistan Engineering Council

G5/2, Ataturk Avenue East (Islamabad)

- vi. If a bidder has any questions about the project, it may be clarified during the “Pre-Bid Meeting” on 23<sup>rd</sup> Feb 2023, 1000hrs at the following designated address. Any query about the RFP can be shared at **[purchase@pec.org.pk](mailto:purchase@pec.org.pk)** with the subject “PEC FIREWALL QUERY”

Note: Any query without the specified subject, may be ignored.

- vii. The bids will be opened at PEC head office, G-5/2, Islamabad on 2<sup>nd</sup> March 2023, at 1500hrs before the bidders who wish to attend the same. Technically qualified bidders may be requested for a brief presentation at PEC head office, Islamabad.

#### 4. ELIGIBILITY CRITERIA

The bidder shall meet the following minimum qualifications criteria to be eligible for bid submission.

- i. The bidder shall be a company or firm registered as such through pertinent authority in Pakistan.
- ii. The bidder must not be blacklisted by any public/private institution/organization.
- iii. The bidder must be registered with relevant Tax Authorities as per prevailing tax rules and an active tax filer.
- iv. The bidder must not be a Joint Venture.

#### 5. BID SECURITY

1) The Tenderer shall furnish the Bid Security (Earnest Money) as under:

- i. For a sum of Rs: 100,000 (One hundred thousand Pak Rupees Only)
- ii. Denominated in Pak Rupees
- iii. Should not be enclosed within financial bid envelope i.e. should be easily verifiable for compliance of technical evaluation.
- iv. In the form of Demand Draft / Pay Order / Call Deposit Receipt, in-the name of Pakistan Engineering Council, issued by a scheduled bank operating in Pakistan

2) The Bid security shall be returned to the technically unsuccessful Tenderer. The Bid Security shall be returned to the successful Tenderer upon the furnishing of the Performance Security.

#### 6. PERFORMANCE SECURITY

- i. The successful Tenderer/Contractor shall furnish Performance Security as under:
  - 1) Within twenty-eight (28) days of the receipt of the Acceptance Letter from the Purchaser,
  - 2) In the form of a Bank Guarantee, issued by a scheduled bank operating in Pakistan;
  - 3) For a sum equivalent to 10% of the contract value for a year:
  - 4) Denominated in Pak Rupees;
  - 5) Has a minimum validity period for a year or until the date of expiry of warranty.

- ii. The Performance Security shall be payable to the Purchaser, on occurrence of any/ all of the following conditions:
  - 1) If the Contractor commits a default under the Contract;
  - 2) If the Contractor fails to fulfill the obligations under the Contract;
  - 3) If the Contractor violates any of the terms and conditions of the Contract.
- iii. The Contractor shall cause the validity period of the performance security to be extended for such period(s) as the contract may be extended. The Performance Security shall be returned to the Tenderer after the end of warranty period on written request from the Contractor.
- iv. In case the Contractor fails to furnish Performance security in the shape of bank guarantee within the stipulated period given under Letter of Acceptance and subsequent formal contract, or till end of the currency of the said contract, the amount of bank guarantee, as required, shall be deducted from the amount payable to the Contractor.

## **7. REJECTION / ACCEPTANCE OF THE BID**

The client may reject all bids or proposals at any time before the acceptance of a bid or proposal. The client shall upon request communicate to any bidder, the grounds for its rejection of all bids or proposals, but shall not be required to justify those grounds.

The proposals shall be rejected if it is:

- i. Substantially non-responsive in a manner prescribed in this tender document.
- ii. Submitted in other than prescribed forms, annexes, schedules, charts, drawings, documents (whichever may apply)
- iii. Incomplete, un-sealed, un-signed, conditional, alternative, late.
- iv. Subjected to interlineations / cuttings / corrections / erasures / overwriting
- v. The Tenderer refuses to accept the corrected Total Tender Price.
- vi. The Tenderer has a conflict of interest with the client.
- vii. The Tenderer tries to influence the Tender evaluation / Contract award.
- viii. The Tenderer engages in corrupt or fraudulent practices in competing for contract award.
- ix. The Tenderer fails to meet all the requirements of Tender Eligibility Criteria.
- x. The Tenderer fails to meet the Technical Evaluation criteria requirements
- xi. The tenderer has been blacklisted by any public or private sector organization;
- xii. The tenderer has mentioned any financial implication(s) in the financial proposal that is in contradiction to this document and Government rules and regulations.
- xiii. The submitted proposals have any irregularity or non-conformity with the tender document or PPRA rules.

## 8. RIGHTS RESERVED

The procurement committee of the Pakistan Engineering Council reserves the right to accept or reject any or all the bids or increase and decrease the number of goods or annul the procurement process without assigning any reason thereof.

## 9. AMENDMENT OF THE TENDER DOCUMENT

The client may, at any time prior to the deadline for submission of the Tender, at its own initiative or in response to a clarification requested by the Bidder(s), amend the Tender Document, on any account, for any reason. All amendment(s) shall be part of the Tender Document and binding on the Bidder(s). PEC shall notify the amendment(s) in writing to all prospective Tenderers as per rules.

## 10. SCHEDULE OF PAYMENT

- i. No advance payment shall be made.
- ii. The supplier shall submit the original bill/invoice along with a signed delivery challan.
- iii. Payment shall be made against purchase/supply of equipment/service through cross cheque in the name of the firm/supplier after deducting applicable taxes as prescribed by the Government from time to time.
- iv. Payment will be made within 30 days after receipt and successful installation/commissioning and functioning of all supplied equipment/services by the supplier.
- v. Bidders are required to quote all prices in Pak rupees inclusive of government taxes charge octroi, GST, etc.
- vi. The bid should remain valid for at least 90 days from the date of submitting the bid.

## 11. TECHNICAL DOCUMENTS

- i. All the information provided in the bid should also be adequately supported by relevant documents and technical brochures. Bidder may attach documents highlighting the competitive edge and unique features of their bids.
- ii. Each quoted item should be clearly mentioned with brand name & URL (if available)
- iii. Any specification or condition mentioned in tender document, if not found in bid document, shall give the right to PEC to consider it as "condition not being met/fulfilled".
- iv. Bidders are advised to enclose copy of Dealership Certificate(s) and Proof of registration with the Income Tax Department and Sales Tax Department with the quotations.
- v. Bidders should provide authorization letter from principal authorize dealer for the equipment supplied.
- vi. An affidavit to the effect that the firm has not been blacklisted.

## 12. DELIVERABLES

- i. Delivery of all firewalls at PEC Head Office Islamabad.
- ii. Installation & testing of the device/ equipment in PEC Infrastructure.
- iii. Certification of the firewall to relevant PEC Staff. (minimum 02)
- iv. Training of the firewall to relevant PEC Staff. (minimum 02)
- v. Configuration of all firewalls as required by PEC.
- vi. 06 months services/technical support. (24 x 7)
- vii. Delivery of signed documents showing activated licenses with expiry date.
- viii. Delivery of signed documents showing features covered under each firewall license (perpetual/term-based).

## 13. DEMURRAGES

Should any demurrage charges be incurred due to any of the reasons mentioned below the same shall be deducted from the vendor's bills or recovered as a separate item (the decision of the purchaser, regarding fixation of responsibility in this connection, shall be binding:-

- i. Owing to delay in forwarding/delivery of equipment and relevant documents.
- ii. Defective marking or packing of the items ordered.
- iii. Due to reason not specified above but for which the vendor is responsible.

#### 14. CRITERIA FOR FIREWALL TECHNICAL EVALUATION (HEAD & REGIONAL OFFICES)

The following points will be used in the Technical evaluation of the bidders. Minimum points separately in each category are required to be secured for technical qualification.

Sr.	Requirements	Max. Points	Score Point (To be filled by bidder)	Ref. page number (To be filled by bidder)
1	Company relevant experience in years* =[Company relevant experience in years] x 02 (Points) <i>*(minimum 08 months will be rounded up to year)</i>	20		
2	Financial Strength (Net Worth based on audited financial statement 2021 / 2022) =[Net worth in millions] x 02 (Points)	15		
3	Human Resource Strength (Professional Resource) =[Number of Professional resources] x 01 (Points) <i>*(minimum 02 years professional experience post graduate)</i>	15		
4	Number of firewall already deployed/ sold of similar brand in Public Organization (Above PKR 03 Million) (please share client reference/POC) =[Number of similar brand firewall deployed] x 02	30		
5	Bidder Support Offices (in Pakistan) =[Number of bidder support Offices (in Pakistan)] x 02	10		
6	Service Level Agreements (SLA) with Clients/ POC detail =[Number of clients] x 02	10		
<b>Total</b>		<b>100</b>		

Passing Score: Minimum 70 out of 100

The work will be awarded to the lowest evaluated qualified bidder.



**15. FIREWALL LICENSE DURATION / TYPE (HEAD OFFICE & REGIONAL OFFICES)**

- i. Minimum firewall license validity must be 03 years (included in the cost).
- ii. Bidders are required to provide the features list covered under standard license.
- iii. Bidders are required to provide features list not covered under standard license and will require license renewal cost (estimated in PKR).
- iv. All features offered under term-based license must be shared.

**16. FIREWALL QUANTITY**

- i. Minimum 02 firewall is required for Head Office in High availability (Active/Active, Active/Passive mode).
- ii. Minimum 04 firewall is required for Regional Office as Stand Alone.

**(To be Printed On Company's Letterhead)**

**17. FIREWALL TECHNICAL SPECIFICATION FOR HEAD OFFICE**

<b>Sr.</b>	<b>Description</b>	<b>To be Filled by bidder (yes / No)</b>	<b>Comments (If Any)</b>
1.	Minimum Firewall Throughput 35+ Gbps		
2.	IPS throughput should be at least 10+Gbps		
3.	Anti-Virus throughput should be more than 06+Gbps		
4.	Min VPN Throughput 07+Gbps		
5.	Concurrent session at least 800,000 approx.		
6.	Total number of minimum users = 500 approx.		
7.	Minimum VPN tunnels = 450 approx.		
8.	Real-time Graphical visibility chart of each Source IP address connected from source to the destination IP address (LAN/WAN) and any type of traffic.		
9.	Bandwidth load balancing feature.		
10.	Automatically block the harmful and bad rated sites.		
11.	Support of HA in Active-Passive and Active-Active mode (Cluster-Mode).		
12.	Fully Support Routing Protocols (OSPF, BGP, etc.).		
13.	Capability to detect malware traffic on any endpoint (desktop computer, laptop, etc.)		
14.	Email/ Data/ Content Security.		
15.	Support of HA in Active-Passive and Active-Active mode (Cluster-Mode) and twin mode HA		
16.	IP address assignment Static, DHCP (server, client, and relay), PPPoE, Dyn DNS.		
17.	Authentication: RADIUS, Windows Active Directory, internal database, SMS Passcode and Two Factor authentication		
18.	Multi-WAN and SD-WAN features for load balancing.		
19.	Single sign-on: Windows, macOS, mobile operating systems, SAML 2.0, RADIUS.		
20.	Botnet detection, Blocking & reporting.		

21.	Isolation of Guest Network: i. Bandwidth allocation for user/group ii. Limit downloading file size iii. Access schedule iv. Block streaming feature		
22.	Alerts: i. WAN connection failure ii. Concurrent session threshold iii. Bandwidth iv. Spam generation v. Forward critical alerts over Email/ SMS		
23.	Reports (daily/weekly/monthly): i. LAN users ii. WAN users iii. The highest number of concurrent sessions over different network iv. Security reports (Top Attackers / Targets) (IP / MAC) v. Spam reports (Top Attackers / Targets) (IP / MAC) vi. Bandwidth Monitoring vii. VPN Connections		
24.	Application Proxies support for HTTP, HTTPS, SMTP, FTP, DNS, TCP-UDP, POP3, SIP, H.323		
25.	Threat protection: DoS attacks, fragmented & malformed packets, blended threats		
26.	VPN integration (SSL, IPSEC, Site-to-Site, Mobile (Client), etc.)		
27.	4 x ISP Multi-WAN Support		
28.	Must include License validity of minimum 03 years		
29.	Full firewall bundle i. Intrusion Prevention Service (IPS) ii. Gateway Anti-Virus iii. Reputation Enabled Defense iv. Network Discovery (visual map of all network nodes) v. Anti-SPAM/Spam Prevention vi. Web/Content/URL Filtering vii. Application Control viii. 24/7 support		

**(To be Printed On Company's Letterhead)**

**18. FIREWALL TECHNICAL SPECIFICATION FOR REGIONAL OFFICE**

<b>Sr.</b>	<b>Description</b>	<b>To be Filled by bidder (Yes / No)</b>	<b>Comments (If Any)</b>
1.	Minimum Firewall Throughput 4.5+ Gbps		
2.	Min VPN Throughput 1.5+ Gbps		
3.	Total number of users = 50 approx.		
4.	VPN tunnels = 30 approx.		
5.	8 x 1GE Copper (RJ45) Interfaces (Including 1 x bypass pair)		
6.	Terminal Servers/ Citrix Server Users internet management (Agent or Agentless) (or iQoS)		
7.	Real-time Graphical visibility chart of each Source IP address connected to the destination IP address (LAN/WAN) and type of traffic.		
8.	Automatically block the harmful and bad rated sites.		
9.	Support of HA in Active-Passive and Active-Active mode (Cluster-Mode).		
10.	Fully Support Routing Protocols (OSPF, BGP, etc.).		
11.	Capability to detect malware traffic on any endpoint (desktop computer, laptop, etc.)		
12.	(E-Mail / Content / Application Security)		
13.	IP address assignment Static, DHCP (server, client, and relay), PPPoE, Dyn DNS.		
14.	Single sign-on: Windows, macOS, mobile operating systems, SAML 2.0, RADIUS.		

15.	Botnet detection, Blocking & reporting.		
16.	Detail Reporting and logging		
17.	Interactive Traffic Monitoring and Management		
18.	Server Load Balancing feature		
19.	Traffic Shaping, Bandwidth Monitoring and QOS		
20.	Application Proxies support for HTTP, HTTPS, SMTP, FTP, DNS, TCP-UDP, POP3, SIP		
21.	3 x ISP Multi-WAN Support		
22.	SDWAN support.		
23.	SSL VPN, IPSEC VPN, Static NAT, Dynamic NAT,		
24.	Must include License validity of minimum 03 years		

**(To be Printed On Company's Letterhead)**

**19.COMPLIANCE SHEET**

Sr.	Compliance Item	To be Filled by Bidder (Y/N)	Proposal Page Reference No.
1.	Criteria for firewall technical evaluation (Head office & Regional offices)		
2.	Firewall license duration / type (Head office & Regional offices)		
3.	Firewall technical specification for Head office		
4.	Firewall technical specification for Regional office		
5.	Firewall deployment detail with client/ POC		
6.	Active SLA with client/ POC		
7.	Financial Strength		
8.	Firm registration certificate with the relevant authorities		
9.	Recurring firewall licenses cost provided in the financial proposal after validity period of 03 years		
10.	Recurring firewall license cost detail along with dependent features (if any)		
11.	Standard firewall license (perpetual) features list provided (no recurring fee)		
12.	Features list requiring firewall license renewal (term-based)		
13.	Certificate of no blacklisting		
14.	Active taxpayer		
15.	All prices inclusive of all taxes		
16.	Proposal valid for 90 days (minimum)		

17.	Dealership certificate/s		
18.	URL of proposed firewall		
19.	Global rating/URL of proposed firewall (Gartner / NSS Lab etc.)		
20.	Authorization letter		
21.	No Joint Venture (JV) bid		
22.	Delivery of firewall at PEC Head office Islamabad		
23.	Installation & testing of the firewall in PEC Infrastructure		
24.	Configuration of the firewall as required by PEC		
25.	Firewall Certification of the relevant PEC Staff (minimum 02)		
26.	Firewall training of the relevant PEC Staff (minimum 02)		
27.	06 months services/technical support		
28.	Detail of support offices including City, mailing address, landline number, POC		
29.	Features vs firewall License classification provided as per Annex-A		
30.	Firewall License renewal cost shared separately in financial proposal as per Annex-B		
31.	Financials of firewall (Head Office & Regional) as per Annex-C		
32.	Must include License validity of minimum 03 years		

## 20. FEATURES VS FIREWALL LICENSE CLASSIFICATION

### PROPOSED FIREWALL DETAIL

Brand: \_\_\_\_\_

Model: \_\_\_\_\_

SKU/Part No: \_\_\_\_\_

Release date: \_\_\_\_\_ (DD/MM/YYYY)

End of life date: \_\_\_\_\_ (DD/MM/YYYY)

Please tick mark the appropriate license type for every feature provided in the firewall.

**Note:** bidder may add specifications beyond Serial no 10 in table below

Sr.	Features	License Type	
		Perpetual	Term-based
1	Sample feature 1 e.g (IPS)	✓	
2	Sample feature 2 e.g (Gateway Antivirus)		✓
3			
4			
5			
6			
7			
8			
9			
10			



**21. PROPOSED FIREWALL LICENSE RENEWAL COST (PKR)**

Brand: \_\_\_\_\_

Model: \_\_\_\_\_

Release date: \_\_\_\_\_ (DD/MM/YYYY)

End of life date: \_\_\_\_\_ (DD/MM/YYYY)

**Note:** bidder may add specifications beyond Serial no 04 in table below

Sr.	Renewal Period	Financial/ Cost (PKR) (provided by vendor) *
1	Head Office firewall Renewal license (1 year)	
2	Head Office firewall Renewal license (3 year)	
3	Regional Office firewall Renewal license (1 year)	
4	Regional Office firewall Renewal license (3 year)	

\*Estimated renewal cost as on bid submission date.

**(To be Printed On Company's Letterhead)**

**22. FINANCIALS OF FIREWALL (Pakistani Rupees)**

Proposed Firewall for PEC Head Office

Sr.	Part Number/ Description	Unit cost	GST	Total Cost (PKR)
1.				
2.				
3.				
4.				
5.				
6.				
7.				

Proposed Firewall for PEC Regional Offices

Sr.	Part Number/ Description	Unit cost	GST	Total Cost (PKR)
1.				
2.				
3.				
4.				
5.				
6.				
7.				

PEC reserve the right to purchase firewall for;

1. PEC HQ only
2. Regional offices only
3. HQ + Regional Offices

Quote/ Price for HQ & Regional office firewall must be quoted separately.