

Minutes of the Pre-Bid Meeting held on Tuesday the March 10, 2020 at PAF – IAST, Mang – Haripur

The pre-bid meeting for the Tender advertised “SUPPLY, INSTALLATION/ DEPLOYMENT & COMMISSIONING OF DATA CENTER, CAMPUS NETWORK (wired and wireless), IP SURVEILLANCE & VDIS” was held on Tuesday the March 10, 2020 at 1100 hrs at the Conference Room, PAF-IAST as referred in the Tender document, however subsequently rescheduled on request of prospective bidders. The meeting was convened by Mr. Anwar Amjad, Advisor IT and representative(s) of the following companies/ prospective bidders and their Principals attended the meeting;

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| 1. Information Systems Associated Ltd. | 11. Binaman Traders |
| 2. Wateen Telecom (Pvt.) Ltd. | 12. Jaffer Business Systems (Pvt.) Ltd. |
| 3. GCS Pvt. Ltd. | 13. Pakistan Telecommunication Company Limited |
| 4. CMC Pvt. Ltd. | 14. Power Link System |
| 5. Technosol | 15. EGS (Pvt.) Ltd. |
| 6. Fortek | 16. Megaplus |
| 7. Techaccess | 17. Netsoft |
| 8. Focus Technologies | 18. Huawei Technologies |
| 9. MEP Solutions | 19. CommScope |
| 10. Premier Systems (Pvt.) Ltd. | |

The meeting started with the name of Allah Almighty. After the introduction of all the participants, the convener informed the participants that the pre-bid meeting for the said tender is arranged for prospective bidders to seek clarifications, if any, from PAF – IAST, and also give suggestion(s) on Tender document for consideration. Prior to giving the floor to the participants ask questions, queries or give suggestion(s) relating the said Tender document, the convener communicated that there are some typographic and cut/ paste errors in Section 5a: Technical Specifications of the Required Goods. Accordingly, these errors will be rectified and a modified version of Tender document/ RFP covering both corrections and the outcome of this pre-bid meeting. Moreover, prospective bidders are advised to keep visiting PAF-IAST website for posting of minutes of pre-bid meeting, modified Tender document/ RFP and any changes/ modifications as deem necessary, till bid submission date.

Q#1: Referring to Clause 10 of Section 3: Bid Data Sheet, it was inquired if bidders are allowed to submit the Bid Security/ Earnest Money in other form of banking instruments.

Res.: No, Bid Security/ Earnest Money shall only be acceptable in the form of CDR as per KPPRA rules.

Q#2: Referring to Clause 24 of Section 3: Bid Data Sheet, it was inquired if the Tender will be awarded to the bidder having quoted the lowest price, or otherwise.

Res.: Yes, the Tender will be awarded to lowest priced bid but technically responsive.

Q#3: Referring to Clause 14 of Section 2: Instructions to Bidders, it was inquired that in case of Joint Venture as per the provision given in Tender document/ RFP, the Contract will be signed only with the Lead Entity of the JV, then what is purpose of having JV provision in this tender.

Res.: Yes, the Joint Venture is allowed, to widen the competition since it is likely that there may be not many companies having expertise and experience of all five (05) components as required in this Tender.

However, the Lead Entity of the JV should have expertise of at least three (03) components including VDI as mandatory.

Q#4: It was inquired, referring to Clause 5 & 8 of Section 4: Evaluation Criteria as if the Financial Strength of both bidder and principal(s) will be considered cumulatively to meet the corrected value of PKR 3,000 million.

Res.: No, the mandatory requirement of Financial Strength for this Tender shall be applicable on Bidders as well as their Principal(s) separately/ individually.

Q#5: Regarding the Civil works involved for the laying of Optical fiber, there are no specifications, quantities and/ or cost element mentioned in the Tender document/ RFP.

Res.: Bidders are required to include the cost impact of laying of Optical fiber within the cost of fiber itself, however standards for optical fiber laying are to be strictly adhered to by the bidders, and same shall be followed.

Q#6: Referring to the Clause 43 of Section 2: Instructions to Bidders, it was inquired if there will be any provision of mobilization advance in this tender.

Res.: No, there is no provision of any mobilization advance for this tender.

Q#7: Referring to the Clause 47 of Section 2: Instructions to Bidders, it was highlighted that the Payment Schedule is not mentioned in the Tender document.

Res.: The Payment Schedule for this Tender has now been defined at Clause 30 of Section 3: Bid Data Sheet.

Q#8: Referring to Command & Control System/ Solution, it was inquired that the Civil works as well as aesthetics required for the Command & Control Room is not mention in the Tender document/ RFP.

Res.: Bidders are required to propose the elements involved in setting up an effective Command & Control Room facility and the associated cost should be accommodated within the overall cost of Bid.

Q#9: Referring to Clause 29 of Section 3: Bid Data Sheet, it was highlighted that the referred timelines for Delivery, Installation and Testing/ Training are very aggressing, and it was suggested to allow more time for effective implementation and completion of this project.

Res.: Delivery, Installation and Testing/ Training timelines have been modified to accommodate the prospective bidders' request at Clause 29 of Section 3: Bid Data Sheet.

Q#10: Referring to Core Switch specifications, the concerns were raised against the integrated WLAN Controller.

Res.: Bidders are allowed to provide separate WLAN Controller to support the required number of APs as part of the solution and identify the cost separately along with cost of Core Switch(es).

Q#11: Referring to the specifications of wireless APs based on 802.11ax, which offer more than 1Gbps data rate, it was highlighted that the specifications of one type of APs (Indoor) however refer to 1Gbps only. Moreover, Access Switches have provision of only 1Gbps ports to which these APs will be connected.

Res.: The specifications of Access Points (APs) have been modified accordingly. In addition, another type of Aggregation Switch with 24-port 10GE Layer 3 with PoE++ capability has been introduced of which specifications as well as quantities have been identified in the modified version of Tender document/ RFP.

Q#12: Referring to specifications of Industrial Rugged Switches, it was pointed out that the Industrial Grade Compliance be defined as IP55 instead of IP68, and the redundant power supply may be changed to single power supply.

Res.: The suggested change has been incorporated in the modified version of Tender document/ RFP.

Q#13: Referring to the specification of Optical Fiber and UTP cables, it was pointed out that the brand mentioned are not considered as quality product. Therefore, perhaps the classification/ categorization referred by FBR for the valuation of such cables may be followed.

Res. The specifications of Optical Fiber and UTP cables have been improved by mentioning quality products in this domain while qualifying them with “or equivalent”. However, bidders are required to provide/ supplement their claim of “equivalent” product or material under passive work with Third Party Report, without which, claim will not be accepted, and Bid is likely to be rejected.

Q#14: Referring to requirements of Data Center, the IT Racks are planned with 3kW density which is on lower side, which needs to be re-considered.

Res.: IT Rack planned density has been increased to 4kW.

Q#15: Referring to security features of camera, it was highlighted that AES256 is perhaps favoring only one specific brand which needs to be removed.

Res.: It was clarified that AES256 which stands for “Advance Encryption Standard 256-bits” is an industry standard and not a proprietary standard. However, to accommodate the request, this security feature has been qualified with “or equivalent”.

Q#16: Referring to hardware specifications of Command & Control System/ Solution, it was pointed out that server hardware specifications are on higher side and perhaps Software based solution is being considered in the current design. Whereas, there are hardware/ appliance base solution are also available with other manufacturer which needs to be considered as well.

Res.: Bidders are allowed to quote either software based solution or hardware/ appliance solution, however for the sake of comparison and technical evaluation, the hardware specifications shall be kept same in terms of number of cores, memory, storage space, and networking with provision of expandability. PAF-IAST, however will determine at the time of signing of contract, the actual number of Appliance(s) to be supplied.

The meeting ended with vote of thanks to all participants.

Sd/-
Anwar Amjad
Advisor IT
PAF-IAST, Mang – Haripur