

# Institute of Business Administration Karachi

Tender Form

For

Cisco Core Network Up-gradation  
(Single Stage Two-envelope)

Date of issue : 26-Nov-15  
Last date of submission: 14-Dec-15

*Tender # IT/97/2015-16*

# 1. General Terms & Conditions

## a) Earnest money (Bid Security)

An earnest money, in the shape of a bank draft / pay order in the name of "Institute of Business Administration" Karachi, equivalent to 5% of the total cost of bid, should be submitted along with the tender documents.

## b) Validity of the proposal

All proposal and prices shall remain valid for a period of 90 days from the closing date of the submission of the proposal. However, the responding organization is encouraged to state a longer period of validity for the proposal.

## c) Currency

All currency in the proposal shall be quoted in Pakistan Rupees (PKR).

## d) Sales Tax and other Taxes

Organization (RO) is hereby informed that the IBA shall deduct tax at the rate prescribed under the tax laws of Pakistan, from all payments for services rendered by any responding organization. The responding organization will be responsible for all taxes on transactions and / or income, which may be levied by the government. If responding organization is exempted from any specific taxes, then it is requested to provide the relevant documents with the proposal.

It is to be **noted** that IBA Karachi being an educational Institution is exempt from the whole of customs-duties (specified in the First Schedule to the Customs Act, 1969 (IV of 1969)), and the whole of sales tax on the goods imported in the name of IBA-Karachi. The Letter of Credit (LC) will however be opened by the vendor.

Prices must be quoted as per attached price sheet.

## e) OEM Relationships & Warranties

The responding organization (RO) should be an authorized business partner from the **ORIGINAL EQUIPMENT MANUFACTURER (OEM)**, for the proposed hardware, software or networking components in Pakistan. A certificate to their effect should be included in the proposal otherwise the bid is liable to be rejected.

Selected vendor will provide maintenance / support service, after expiry of warranty, for each category of products identified, at a rate, which is not more than 10% of the initial purchase / license cost. Selected vendor should also be committed to provide maintenance / support service for a period of at least three years after expiry of

warranty period. However, IBA will not be bound to avail this service.

The equipment should be supplied through verifiable distribution channel in Pakistan.

#### **f) Ownership**

The ownership of all products and services rendered under any contract arising as a result of this tender will be the sole property of IBA.

#### **g) Delivery of Equipment**

All equipment for the project will be delivered new, in packed condition directly to the location, as per the discretion of IBA. If equipment delivered is not conforming to the specifications and bill of quantity, the equipment will not be accepted. The equipment will be installed only after inspection.

Delivery time must be of [12] twelve weeks from the date of Purchase Order, in case of late delivery the vendor is bound to provide at least 50% of the backup equipment for the smooth working till the delivery of purchased equipment.

#### **h) Arbitration and governing law**

This tender and any contract executed pursuant to this tender shall be governed by and construed in accordance with the laws of Pakistan. The IBA and all responding organizations responding to this tender and parties to any contract executed pursuant to this tender shall submit to the exclusive jurisdiction of the Pakistani Courts. The arbitration proceeding will be governed by the Arbitration Act, 1940, and the substantive and procedural law of Pakistan. The venue shall be Karachi.

#### **i) Acceptance of Proposals**

The IBA reserves the right not to accept the lowest or any proposal and to annul the bidding process without assigning any reason whatsoever. IBA Karachi may ask to provide demo unit which vendor quoted in the tender. After the final inspection of the unit the decision will be made.

#### **j) Support Capabilities**

The RO should indicate the support capabilities for all the hardware provided during the course of the project. Details of qualifications / capabilities of support staff should also be included in the corporate profile.

## **k) Compliance to specifications**

The RO shall provide information as per requirements given in **Annexure - A**. However, RO can submit multiple solutions. RO may not propose / supply any kind of refurbished hardware equipment's / components in their proposals.

Bidder **MUST** quote prices as per requirement mentioned in the attached in Annex C.

## **l) Material**

Material of this order is subject to final inspection from Technical Team at the time of delivery.

## **m) Cancellation**

IBA reserves the right to cancel any or all of the above items if material is not in accordance with its specifications or if the delivery is delayed.

## **n) Payment**

**90%** of the total order would be paid on successful delivery, installation, commissioning and integration of the equipment subject to final acceptance by IBA, Karachi.

**10%** of the order would be paid after 6 months of commissioning & final acceptance by IBA.

The supplier will submit the commercial invoice directly to the Finance Department of IBA, Karachi against which payment will be released after deduction of applicable taxes.

Advance payment will **ONLY** be made against Bank Guarantee of "A" Rated bank of the same amount

Payment will be made in Pak Rupee only.

### **Performance Security:**

Performance security, 10% of the contract value, in the form of pay order/demand draft or bank guarantee to be submitted at the time of award of contract. Validity of performance security shall extend at least ninety days beyond the date of completion of contract.

## **o) GST**

GST will be paid on applicable items only.

## **p) Penalty**

Penalty at the rate of 2% per month of the total contract amount will be imposed on delayed delivery or work up to 10% of the total contract value.

## **q) Increase in price**

No increase in the value of above mentioned items will be accepted on account of either unit price, total price, any or all other charges, duties, taxes, scope of supply and or any other head of account shall be allowed.

## **r) Increase in taxes**

If any taxes are reduced, the IBA should get its benefit.

## **s) Alteration**

Competent Authority reserves the right to change / alter / remove any item or article or reduce / enhance quantity without assigning any reason thereof.

## **t) Invoice**

Invoice / bill should be submitted to Finance Department.

## **u) Stamp duty**

Stamp duty will be paid by vendor. (0.35% of the total contract value)

## **2. Instructions for Responding Organizations**

### **a) Communication**

Any request for clarification regarding this tender document should be submitted in writing to:

Manager Procurement ICT  
Institute of Business Administration,  
IBA Main Campus, University Road,  
Karachi  
Phone : 111-422-422 Ext 2107  
Fax : 021-9215528

### **b) Submission of documents, mode of delivery and address**

Proposals can be delivered by hand or courier so as to reach the office of address given at section 2 (a) by the last date indicated for submission. **Proposals received by fax or email will not be accepted.**

### **c) Submission of proposal**

The complete proposals should be submitted by 11:00 hours on 14-Dec-2015 at the address given at section 2 (a).

The RO shall deliver two copies of the bids which include IBA tender documents along with BOQ and Financials.

Format for submission of financial proposal is attached as **Annexure - C**.

### **d) Date of opening of proposal**

Bid will be opened on 14-Dec-2015 at 11:30 AM hours at IBA Main Campus ICT Procurement office in presence of representative bidders who may care to attend.

### **e) Demonstration**

The Responding Organization (RO) will compulsorily provide a demonstration unit of the quoted product for testing / evaluation purposes. The demonstration unit should be exactly of the same specification as quoted by the RO. In case the demo unit isn't according to the specification required by IBA or quoted by the RO, the tender may be liable to rejection.

### **f) Important**

- i. Separate envelopes clearly labeled for 'Original Proposal [Technical, Financial]', 'Copy Proposal [Technical, Financial]' and 'Earnest Money/Bid Security' must be submitted on or before last date to submit the tender documents.

The bank draft for earnest money should be enclosed in a separate envelope, labeled as 'Earnest Money/Bid Security', and which should be sealed. Proof of Sales Tax registration and NTN numbers should also be provided. (Please provide photocopies of relevant documents).

- ii. Competent authorities reserve the rights to accept or reject any quotation / tender without any reason thereof.
- iii. Last date for tender submission is 14-Dec-2015.
- iv. Supply will be on C&F basis to IBA Main Campus. IBA not liable to pay any Custom duty, GST or any other charges.

- v. Sample, if any, of the quoted item may be provided with the tender form duly stamped by the company.
- vi. Tenderers should be registered with Sales Tax department.
- vii. Payment will be made after receipt of store.
- viii. Earnest money of 5% of total amount in the form of pay order / demand draft in favor of '**Institute of Business Administration Karachi**' should be submitted along with tender form in separate envelope.
- ix. Earnest money of 5% of total amount in the form of pay order / demand draft in favor of '**Institute of Business Administration Karachi**' should be submitted along with tender form in separate envelope.
- x. Please submit copies of certificates of registration with Sales Tax and Income Tax departments.
- xi. IBA reserves the right to change / alter quantity / quality / specifications etc., without assigning any reason thereof.
- xii. No escalation in cost / price will be accepted at any stage, after approval of the quoted amount and award of the Purchase Order.
- xiii. The tender document will be accepted ONLY on the IBA's prescribed SBD available on IBA's Website.
- xiv. Three years extended warranty with comprehensive onsite support is required.
- xv. Bidder will also responsible for Complete Installation, configuration, commissioning and Integration of the equipment enlisted in the Tender document.

# Annexure - A

## Technical Requirements(BOQ)

IBA Network Upgradation			
Nexus 9k or Equivalent			
S.No	Product	Description	Qty
1	N9K-C9504-B3	Nexus 9504 Chassis Bundle with 1 Sup 3 PS 2 SC 4 FM 3 FT	1
2	CON-3SNTP-N9504B3	3YR SMARTNET 24X7X4 Nexus 9504 Chassis Bundle with 1 Sup 3	1
3	N9K-C9500-SUP-CV	Nexus 9500 Supervisor slot cover	1
4	N9K-C9504-FM	Fabric Module for Nexus 9504 chassis	4
5	N9K-C9504-FM-CV	Nexus 9508 Fabric Module slot cover	2
6	N9K-PAC-3000W-B	Nexus 9500 3000W AC PS Port-side Intake	3
7	N9K-C9500-LC-CV	Nexus 9500 Linecard slot cover	2
8	N9K-C9500-ACK	Nexus 9500 Accessory Kit	1
9	N9K-C9504-FAN	Fan Tray for Nexus 9504 chassis Port-side Intake	3
10	CAB-C19-CBN	Cabinet Jumper Power Cord 250 VAC 16A C20-C19 Connectors	4
11	N9K-PAC-3000W-B	Nexus 9500 3000W AC PS Port-side Intake	1
12	N9K-C9504-RMK	Nexus 9504 Rack Mount Kit	1
13	N9KDK9-61213.1	Nexus 9500 or 9300 Base NX-OS Software Rel 6.1(2)I3(1)	1
14	N9K-SC-A	System Controller for Nexus 9500	2
15	N9K-SELECT-SUP-A	PID to select Supervisor: N9K-SUP-A	1
16	N9K-SUP-A	Supervisor for Nexus 9500	1
17	N9K-X9464TX	Nexus 9500 linecard 48p 1/10G-T plus 4p QSFP P	1
18	N9K-X9464PX	Nexus 9500 linecard 48p 1/10G SFP+ plus 4p QSFP P	1
19	N95-LAN1K9=	LAN Enterprise License for Nexus 9500 Platform	1
20	SFP-10G-LR	10GBASE-LR SFP Module	4
Cisco 2911 Voice Bundle or Equivalent			
S.No	Product	Description	Qty
1	CISCO2911-V/K9	Cisco 2911 Voice Bundle PVD3-16 UC License PAK FL-CUBE10	1
2	CON-3SNTP-2911V	3YR SMARTNET 24X7X4 Cisco 2911 Voice Bundle	1
3	PWR-2911-AC	Cisco 2911 AC Power Supply	1
4	CAB-ACU	AC Power Cord (UK) C13 BS 1363 2.5m	1
5	FL-CUBEE-5	Unified Border Element Enterprise License - 5 sessions	2
6	ISR-CCP-EXP	Cisco Config Pro Express on Router Flash	1
7	SL-29-IPB-K9	IP Base License for Cisco 2901-2951	1



8	MEM-CF-256MB	256MB Compact Flash for Cisco 1900 2900 3900 ISR	1
9	SL-29-UC-K9	Unified Communication License for Cisco 2901-2951	1
10	SM-S-BLANK	Removable faceplate for SM slot on Cisco 290039004400 ISR	1
11	MEM-2900-512MB-DEF	512MB DRAM for Cisco 2901-2921 ISR (Default)	1
12	HWIC-BLANK	Blank faceplate for HWIC slot on Cisco ISR	4
13	S29UK9-15303M	Cisco 2901-2921 IOS UNIVERSAL	1
14	FL-CUBEE-25	Unified Border Element Enterprise License - 25 sessions	1
15	PVDM3-16U64	PVDM3 16-channel to 64-channel factory upgrade	1

**Cisco 2921 Security Bundle or Equivalent**

S.No	Product	Description	Qty
1	CISCO2921-SEC/K9	Cisco 2921 Security Bundle w/SEC license PAK	1
2	CON-3SNTP-2921SEC	3YR SMARTNET 24X7X4 Cisco 2921 Security	1
3	PWR-2921-51-AC	Cisco 2921/2951 AC Power Supply	1
4	CAB-ACU	AC Power Cord (UK) C13 BS 1363 2.5m	1
5	ISR-CCP-EXP	Cisco Config Pro Express on Router Flash	1
6	SL-29-IPB-K9	IP Base License for Cisco 2901-2951	1
7	MEM-CF-256MB	256MB Compact Flash for Cisco 1900 2900 3900 ISR	1
8	SM-D-BLANK	Blank faceplate for DW slot on Cisco 2951 and 3925	1
9	SM-S-BLANK	Removable faceplate for SM slot on Cisco 290039004400 ISR	1
10	MEM-2900-512MB-DEF	512MB DRAM for Cisco 2901-2921 ISR (Default)	1
11	SL-29-SEC-K9	Security License for Cisco 2901-2951	1
12	HWIC-BLANK	Blank faceplate for HWIC slot on Cisco ISR	3
13	HWIC-2FE	Two 10/100 routed port HWIC	1
14	S29UK9-15303M	Cisco 2901-2921 IOS UNIVERSAL	1

**ASA 5515 Internet Firewall or Equivalent**

S.No	Product	Description	Qty
1	ASA5515-FPWR-BUN	ASA 5515-X with FirePOWER Svcs. Chassis and Subs. Bundle	1
2	ASA5515-FPWR-K9	ASA 5515-X with FirePOWER Services 6GE AC 3DES/AES SSD	1
3	CON-SNTP-A15FPK9	Three years SMARTNET 24X7X4 ASA 5515-X with FirePOWER Services, 6GE,	1
4	ASA-AC-E-5515	AnyConnect Essentials VPN License - ASA 5515-X (250 Users)	1
5	ASA-AC-M-5515	AnyConnect Mobile - ASA 5515-X (req. Essentials or Premium)	1
6	SF-FP5.3.1-K9	Cisco FirePOWER Software v5.3.1	1
7	ASA5515-CTRL-LIC	Cisco ASA5515 Control License	1
8	SF-ASA-X-9.2.2-K8	ASA 9.2.2 Software image for ASA 5500-X Series, 5585-X, ASA-SM	1
9	CAB-ACU	AC Power Cord (UK), C13, BS 1363, 2.5m	1
10	ASA-VPN-CLNT-K9	Cisco VPN Client Software (Windows, Solaris, Linux, Mac)	1
11	ASA5515-MB	^ASA 5515 IPS Part Number with which PCB Serial is associated	1

12	ASA-ANYCONN-CSD-K9	ASA 5500 AnyConnect Client + Cisco Security Desktop Software	1
13	ASA5500X-SSD120INC	ASA 5512-X through 5555-X 120GB MLC SED SSD (Incl.)	1
14	ASA5500-ENCR-K9	ASA 5500 Strong Encryption License (3DES/AES)	1
<b>ACS Server or Equivalent</b>			
S.No	Product	Description	Qty
1	CSACS-5.6-VM-K9	ACS 5.6 VMWare Software And Base License	1
2	CON-SAS-CSACS56M	SW APP SUPP ACS 5.6 VMWare Softw	1
3	CSACS-5-BASE-LIC	Cisco Secure ACS 5 Base License	1

Contact Person (IBA)

Network Manager  
 Institute of Business Administration,  
 City Campus, University Road,  
 Karachi

Tel # : 111-422-422 Ext 1111  
 Email : mali@iba.edu.pk

## Mandatory Criteria:

### Only those vendors can apply in this tender who fulfill the mandatory criteria:

1. Local/Global Affiliation with Manufacturer - in Pakistan.
2. At least Tier-1 partner must at least 05 years business relation with the manufacturer.
3. Bid must be accompanied by Manufacturer's authorization letter from principal. (Sample attached Annexure D)
4. Local Presences. Must have coverage across the country with minimum presence in Karachi.
5. Backup Inventory maintained by company at least those items mention in BOQ.
6. Delivery time within twelve weeks from the date of Purchase Agreement.
7. Any value added service bundled with the equipment / project, with no impact on project cost, shall be welcomed.
8. The bidder will also provide the 4<sup>th</sup> and 5<sup>th</sup> years SLA price after the expiry of the warranty period in PKR only.

### Bid Evaluation Criteria:

9. The bids will be evaluated on the basis of lowest items rate keeping in view our required configuration and also fulfill mandatory criteria only.

## **Annexure - B**

### **Format for technical proposal**

<b>Information required from Responding Organization</b>	
<b>General information</b>	
Name of the firm	
Name of contact person	
Cell #	
Office address	
Office phone #	
Office fax #	
Year of establishment	
Main area of business	
GST reg #	
NTN	
Annual turnover	
Values of projects in hand	
<b>Details of staff employed</b>	
Managerial capabilities a) Total # of permanent staff b) Total # of contract staff	
Technical capabilities c) Total # of permanent staff d) Total # of contract staff	
Cumulative experience	
<b>Technical experience</b>	
No of years in business for similar assignments	
No and value of similar assignments completed in last 3 years	
Relationship with OEM	
Clientelé	
Technical staff expertise / skills	

\_\_\_\_\_  
Signature and seal  
of responding organization

## Annexure - C

Pl see the attached file, kindly fills the price sheet and submits along with all supporting documents.

### IMPORTANT NOTE (Mandatory):

Kindly quote the price as per attached Annexure-C

\_\_\_\_\_  
Signature and seal  
of responding organization

**Annexure D**

**MANUFACTURER’S AUTHORIZATION FORM (MAF)**

No. \_\_\_\_\_ dated \_\_\_\_\_

To

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

We \_\_\_\_\_ who are established and reputable manufactures of \_\_\_\_\_ having offices at \_\_\_\_\_ and \_\_\_\_\_ do hereby authorize M/S \_\_\_\_\_ (Name and address of Agent/Dealer) to offer their quotation, negotiate and conclude the contract with you against the above invitation for tender offer.

We hereby extend our full guarantee and warranty as per the terms and conditions of the tender and the contract for the equipment and services offered against this invitation for tender offer by the above firm.

Yours faithfully,

(Name) for and on behalf of M/s \_\_\_\_\_  
(Name of manufacturers)

**Note:** This letter of authority should be on the letterhead of the manufacturing concern and should be signed by a competent person of the manufacturer.