

*Tender Fee: Rs. 2,000/-.  
(Non-Refundable)*

## **Tender # IT/09/20-21**

# **Supply and Installation of Wireless Access Point with Controller**

**Date of Issue : March 08, 2021**

**Last Date of Submission : March 31, 2021 (3:00 PM)**

**Date of Opening of Tender : March 31, 2021 (3:30 PM)**

**Company Name:** \_\_\_\_\_

**Name of Representative** \_\_\_\_\_

**Amount in (C&F):** \_\_\_\_\_, SBPs selling

**Rate of Exchange Seven Days before Opening of Bids:** \_\_\_\_\_, Converted

**Amount in PKR:** \_\_\_\_\_, **Dated:** \_\_\_\_\_

**Bid Security Pay Order Number:** \_\_\_\_\_,

**Bid Security Pay Order Dated:** \_\_\_\_\_,

**Bid Security Amount:** \_\_\_\_\_

## **Notice Invitation Tender (NIT)**

### **Tender Notice**

The Institute of Business Administration, Karachi (IBA) invites sealed bids on C&F basis from manufacturers / firms / companies / distributors / suppliers registered with relevant tax authorities (whichever is applicable) for the following tender.

<b>Tender Title (Ref. No.)</b>	<b>Procedure</b>	<b>Bid Security</b>
Supply and Installation of Wireless Access Point with Controller (IT/09/20-21)	Singe Stage One Envelope	2%
<b>Tender Fee &amp; Dates</b>		
Fee: Rs.2,000/-		
Issuance start date: March 08, 2021 at 9am		
Issuance end date & time: March 31, 2021 at 3pm		
Submission date & time: March 08, 2021 to March 31, 2021 from 9am to 3pm		
Opening date & time: March 31, 2021 at 3:30pm		

Tender Document may be collected after submission of paid fee challan from the Office of **Head of Procurement, Fauji Foundation Building, IBA Main Campus, University Enclave, Karachi** on any working day (Monday to Friday). Alternatively, the tender document can be downloaded from the website. The Tender fee challan is to be generated from the IBA website <https://www.iba.edu.pk/tenders/> which may be deposited in any branch of Meezan Bank Ltd. Sealed bids should be dropped in Tender Box placed at the Security Office, Gate # 4, IBA Main Campus University Enclave Karachi and will be opened on same date & venue in the presence of the bidders representatives who may wish to attend. In case of holiday the tender shall be opened / received on the next working day at same place and time. Bid Security in form of Pay Order or Demand Draft, in favor of "IBA Karachi" along with the Tender Documents have to be submitted.

Kindly mention "Tender Number" at top left corner of the envelope.

**N.B.** IBA Karachi reserves the right to reject any bid or cancel the bidding process subject to relevant provision of SPP Rules 2010.

#### **REGISTRAR**

IBA, Main Campus, Univeristy Enclave, Karachi 75270

111-422-422 Fax (92-21) 99261508

Contact Person Sr. Executive Purchase on 38104700 ext: 2150

Email [tenders@iba.edu.pk](mailto:tenders@iba.edu.pk) Website <https://www.iba.edu.pk/tenders/>

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## 1. Introduction:

Dear Bidder:

Thank you for your interest in participating in IBA tender “Supply and Installation of Wireless Access Point with Controller”. The advertisement will be available on IBA & SPPRA websites and leading newspapers on March 08, 2021.

The Institute of Business Administration, Karachi (IBA) is the oldest business school outside North America. It was established in 1955 with initial technical support provided by the Wharton School of Finance, University of Pennsylvania. Later, the University of Southern California (USC) set up various facilities at the IBA & several prominent American professors were assigned to the IBA. The course contents, the curriculum, the pedagogical tools & the assessment & testing methods were developed under the guidance of reputed scholars from these two institutions. IBA has zealously guarded the high standards & academic traditions it had inherited from Wharton & USC while adapting and adjusting them with the passage of time.

We expect best services provided by you for this procurement.

Please contact Procurement Executive-ICT for any further information or queries. The contact details of the Procurement Executive-ICT is as follows:

Muhammad Ebad UI Haq  
Procurement Executive-ICT  
38104700 ext: 2155  
Email: [ehaq@iba.edu.pk](mailto:ehaq@iba.edu.pk) ; [tenders@iba.edu.pk](mailto:tenders@iba.edu.pk)

Sincerely,

-sd-

**Registrar**

## **2. Instructions:**

### **(a) Sign & Stamp**

The Institute of Business Administration, Karachi (IBA) expects that aspirant bidder contactor manufacturers / firms / Bidder / companies / distributors / dealers should furnish all the required documents to ensure a transparent and genuine presentation. Therefore, it is necessary to fill in the Tender Form meticulously and sign & stamp each and every page. Moreover, attach required supporting document according to the requirement. The tender document will be accepted ONLY on the IBA's prescribed Tender Document available on IBA's Website. Any overwriting / crossing etc. appearing in the offer, may be properly signed by the person signing the tender.

### **(b) Filling of Tender Form**

It is of utmost important to fill in the Tender Form in writing in ink or type. Do not leave any column/item blank. If you want to leave the item/column un-answered please, write 'Doesn't Apply/Doesn't Arise'. If you need more space please attach a paper & clearly mention item/column name or number etc that referred the column/item of the Tender Form.

### **(c) Collection of Tender**

You can collect the Tender Document from the office of Head of Procurement, Ground Floor, Fauji Foundation IBA Main Campus, University Enclave, Karachi from March 08, 2021 to March 31, 2021 during working 9:00 AM to 3:00 PM.

### **(d) Submission of Tender**

The last date of submit the Tender Document in sealed envelope in March 31, 2021 by 3:00 PM in the Office of the Head of Procurement, Ground Floor, Fauji Foundation IBA Main Campus, University Enclave, Karachi. The Tender will be opened on same day at 3:30 PM in the presence of representatives who may care to attend.

### **(e) Bid Security**

Bid Security of 2% (converted amount in PKR) of total charges will be submitted along with Tender Documents in shape of PAY ORDER / DEMAND DRAFT only in the name of Institute of Business Administration. Bid Security should be enclosed in a separate envelope, labelled as '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).

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Stamp & Signature

**(f) Performance Security**

Successful bidder should provide 5% (converted amount in PKR) Performance Security of total value of Purchase Order / Work Order in the form of Pay Order or bank guarantee along with Order Confirmation.

The Performance Security shall extend at least three months beyond the Date of Delivery/Completion of work / Contract.

**(g) Bid Price**

Bid Price should include the following

- i. Cost & Freight of Goods
- ii. Insurance charges
- iii. Charges for Custom Clearance at Karachi Port
- iv. Sellers LC charges

**(h) Letter of Credit (LC)**

LC charges (client-side) and Import Duties & Taxes (where applicable) will be borne by IBA, Karachi. However, the successful bidder will pay import duties & taxes and bill separately to IBA as reimbursable expenses upon presentation of proof of payment.

**(i) Name & Address of Principal/Authorized Distributer**

Bidders should clearly indicate the name and full address of their principals/authorized distributor in whose favour LC shall be opened. In case of distributor, the authorization certificate from Principal for specific bid shall be obtained.

**(j) Bidder's Responsibility**

Bidder shall be responsible for transportation of complete consignment to IBA, Karachi premises. This would include cost of labour for unloading consignment to the designated warehouse. Labour will be provided by the bidder.

**(k) Tender Number**

Please mention "Tender Number" at top left corner of the envelopes. IBA, Karachi may reject any bid subject to relevant provision of SPP Rules 2010 and may cancel the bidding Process at any time prior to acceptance of bid or proposal as per Rule-25(i) of said rules.

**(l) Pre-bid Meeting**

Pre-bid meeting will be held on March 25, 2021, 11am at Room # G-13, Aman CED IBA Main Campus.

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Stamp & Signature

**(m) Communication**

Any request for clarification regarding technical specification should be submitted in writing to:

Contact Person (IBA): Muhammad Ebad Ul Haq  
Procurement Executive-ICT  
Institute of Business Administration,  
Main Campus, University Enclave,  
Karachi

Tel # : 38104700 Ext 2155  
Email : [ehaq@iba.edu.pk](mailto:ehaq@iba.edu.pk) ; [tenders@iba.edu.pk](mailto:tenders@iba.edu.pk)

**(n) Submission of Documents and Address**

Separate envelopes clearly labeled for 'Original Document', 'Copy' and 'Bid Security' must be submitted on or before last date to submit the tender documents. Tender Document can be dropped by hand or courier in Tender Box placed at the office of Head of Procurement, Ground Floor, Fauji Foundation IBA Main Campus, University Enclave, Karachi by the last date indicated for submission. **Tender Document received by fax or email will not be accepted.**

**(o) Submission of Tender**

The complete tender document should be submitted by 3:00 PM on March 31, 2021 at the office of Head of Procurement, Ground Floor, Fauji Foundation IBA Main Campus, University Enclave, Karachi.

The manufacturer/firms/companies/distributors/Bidders shall deliver two copies of the bids which include IBA tender documents.

**(p) Date of Opening of Tender**

Bid will be opened on March 31, 2021 at 3:30 pm at Office of the Head of Procurement IBA Main Campus in presence of representative bidders who may care to attend.

**(q) Rights**

Competent authorities reserve the rights to accept or reject any bid as per prevailing SPP Rules.

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Stamp & Signature

**(r) Mode of Deliveries**

Supply will be delivered at IBA Store Main Campus University Enclave, Karachi within 12 weeks of establishment of LC.

**(s) Clarification / Proof**

Please submit copies of certificates of registration with Sales Tax and Income Tax departments. The manufacturer /firms/companies /distributors/ Bidders should also provide copy (ies) of certificate(s) etc as proof of their claim.

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Stamp & Signature

### **3. Bidding Data:**

**(a) Name of Procuring Agency**

Institute of Business Administration, Karachi.

**(b) Brief Description of procurement**

Supply and Installation of Wireless Access Point with Controller

**(c) Procuring Agency's address**

Main Campus, University Enclave, Karachi.

**(d) Amount of Bid Security**

Bid Security of 2% (converted amount in PKR) of total amount/cost will be submitted along with Tender Documents in shape of PAY ORDER / DEMAND DRAFT only in the name of Institute of Business Administration, Karachi.

**(e) Period of Bid Validity (days)**

One Hundred- and Twenty-Days Bidders are asked to quote validity period of quotation on authority letter of OEM. However, at least 90 days validity after the opening date of bid is required.

**(f) Deadline for Submission of Bids along with time**

The last date of submit the Tender Document in sealed envelope on March 31, 2021 by 3:00 PM in the Office of the Head of Procurement, Ground Floor, Fauji Foundation IBA Main Campus, University Enclave, Karachi. The Tender will be opened on same day at 3:30 PM in the presence of representatives who may care to attend.

**(g) Venue, Time, and Date of Bid Opening:**

Tender will be opened on March 31, 2021 on 3:30 PM at IBA Main Campus, University Enclave, Karachi.

**(h) Delivery Period:**

Within 12 weeks from the LC establishment.

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Stamp & Signature

**(i) Liquidated damages**

In the event of delay in delivery at supplier fault, the supplier shall inform the purchaser before expiry of such period giving reasons or justification for delay. However, purchaser reserves the right to take following actions:

- i. Evaluate the request for extension in delivery period as per its merit and may consider extension in delivery period or otherwise.
- ii. May cancel the contract.
- iii. Liquidated damages (if imposed) will be recovered at the rate of up to 2% per month and shall not exceed 10% of the total value of the contract.

**(j) Document to Submit**

- i. Income & Sales tax, and SRB certificates along with the record of GST deposited in the last one year.
- ii. Company profile.
- iii. Bank statement of last 3 Years.
- iv. Relevant experience of last 3 years
- v. Clientele list where subject supply provided in last 5 years (where required).
- vi. Quality Certification (if any).
- vii. OEM Authority letter (where required).
- viii. Non-black listing record certificate of Notary Public on Stamp Paper.

**(k) Contract Agreement**

Contract Agreement shall be assigned to the successful bidder on Stamp Paper comprising stamp duty of **0.35%** (converted amount in PKR) of total value of Bid offered in response to the tender. Stamp duty will be paid by the bidder.

**Deposit Receipt No: Date: Amount:(in words and figures) Pay Order / Demand Draft**

**# ....., Amount: PKR.....Drawn on Bank: ..... Dated: .....**

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Stamp & Signature

#### **4. Terms & Conditions:**

##### **a) Currency**

All currency in the proposal shall be quoted in Foreign currency. For the purpose of comparison of bids quoted in different currencies, price shall be converted into a single currency specified in the bidding documents. The rate of exchange shall be the selling rate prevailing seven working days before the date of opening of the bids specified in the bidding documents, as notified by the State Bank of Pakistan.

##### **b) Terms of Payment**

- i. All payments will be made through LC in the name of Principal / authorized distributor.
- ii. LC value will be released on 180 days usance terms and issuance of Acceptance Certificate after delivery of goods at IBA, Karachi premises.

##### **c) Source and Nationality Requirements:**

The country for this procurement is Pakistan. Bidder may not offer or supply any commodities or services that are manufactured or assembled in, shipped from, transported through, or otherwise involving any of the country i.e., INDIA & ISRAEL.

##### **d) Shipping/Dispatch Instructions**

Shipping will be made by the supplier preferably through the National Vessel/Airline. Shipment by INDIA nor ISRAELI Vessel/Airline is not allowed.

The partial shipment of stores shall not be allowed; the complete stores will be shipped as one consignment.

##### **e) Inspection/Testing**

Head of Procurement in coordination of technical department will inspect the items as per specifications after arrival at Stores and will carry out necessary testing of equipment and render a Certificate of Correctness.

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

##### **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, Karachi.

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Stamp & Signature

**g) Secrecy & Confidentiality**

All stakeholders will be responsible to maintain secrecy/ confidentiality of information /Data shared during all stages of Bidding/ Contract.

**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 Manufacturer / firms / companies / distributors / Bidders 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) Packing & Transportation**

All Equipment shall be individually packed in standard packing provided by the manufacturer for onwards transportation and delivery. Any item damaged during transportation will be replaced by the bidders at their own cost.

**j) Cancellation**

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

**k) Default**

If the Bidder fails to timely deliver items/services as per BoQ , IBA, Karachi reserves the right to penalize and may also terminate the contract.

**l) Tool Kits/Accessories**

Standard sets of General toolkit/ accessories supplied with equipment shall be provided by the successful bidder with no additional cost.

**m)Performance Security**

Successful bidder should provide 5% (converted amount in PKR) Performance Security of total value of Purchase Order in the form of Pay Order or bank guarantee at the time of contract. The Performance Security shall extend at least three months beyond the date of warranty period.

**n) Force Majeure**

The Supplier shall not be held liable in the event of their failure to comply with the delivery schedule of the ordered items(s) for reasons of Force Majeure including to war and other instabilities invasion, act of foreign enemies, embargo, civil war etc.

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Stamp & Signature

**o) 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.

**p) Invoice**

Invoice / bill should be submitted to Procurement Department.

**q) Stamp Duty**

Stamp duty 0.35% (converted amount in PKR) against total value of Purchase Order will be levied accordingly and born by the successful bidder.

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Stamp & Signature

## 5. Integrity Pact:

Declaration of Charges, Fees, Commission, Taxes, Levies etc. payable by the Bidder;

M/s. \_\_\_\_\_, the Bidder hereby declares that:

- (a) Its intention not to obtain the Provide & Supply work of any Contract, right, interest, privilege, or other obligation or benefit from the IBA or any administrative or financial offices thereof or any other department under the control of the IBA through any corrupt practice(s).
- (b) Without limiting the generality of the forgoing the Bidder represents and warrants that it has fully declared the charges, fees, commission, taxes, levies etc, paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within the IBA directly or indirectly through any means any commission, gratification, bribe, gifts, kickback whether described as consultation fee or otherwise, with the object of obtaining or including the Provide & Supply or service contract or order or other obligations whatsoever from the IBA, except that which has been expressly declared pursuant hereto.
- (c) The Bidder accepts full responsibility and strict liability for making any false declaration/statement, not making full disclosure, misrepresenting facts or taking any action likely to degrade the purpose of declaration, representation and warranty. It agrees that any contract/order obtained aforesaid shall without prejudice to any other right & remedies available to the IBA under any law, contract, or other instrument, be stand void at the discretion of the IBA.
- (d) Notwithstanding any right and remedies exercised by the IBA in this regard, Bidder agrees to indemnify the IBA for any loss or damage incurred by it on account of its corrupt business practice & further pay compensation to the IBA in any amount equivalent to the loss of any commission, gratification, bribe, gifts, kickback given by the company/firm/Bidder/agency/bidder as aforesaid for the purpose of obtaining or inducing Provide & Supply/work/service or other obligation or benefit in whatsoever from the IBA.

### Note:

**This integrity pact is mandatory requirement other than auxiliary services / works.**

\_\_\_\_\_  
Stamp & Signature

## 6. Bill of Quantity

### Supply and Installation of Wireless Access Point with Controller

S#	SKU	Description	QTY	Quoted Brand	Quoted Model	Rate	Amount
<b>Indoor Access Point with Mounting Kit</b>							
1	901-R610-WW00 or Equivalent	Ruckus R610 dual-band 802.11abgn/ac (802.11ac Wave 2) Wireless Access Point, 3x3:3 streams, MU-MIMO, BeamFlex+, dual ports, 802.3af/at PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.	24				
2	902-0120-0000 or Equivalent	Secure Mounting Bracket for Ruckus R720, R710. Mounts to hard wall/ceiling, pole, and truss. Also fits R500, R510, R610, R600, R310, R320, M510 and R700 without pad-lock support.	24				
3	901-H510-WW00 or Equivalent	ZoneFlex 802.11ac dual-band concurrent 2.4 GHz & 5 GHz, Wired/Wireless Wall Switch, BeamFlex+, 1 10/100/1000 & 4 10/100 Ethernet Access Ports, POE in, PoE out (one port)	18				
4	902-0126-0000 or Equivalent	Surface Mount Bracket for ZoneFlex H510. Required when mounting H510 where no electrical outlet box is available	18				
5	901-R510-WW00 or Equivalent	ZoneFlex R510 dual-band 802.11abgn/ac Wireless Access Point, 2x2:2 streams, BeamFlex+, dual ports, 802.3af PoE support.	37				
6	902-0120-0000 or Equivalent	Secure Mounting Bracket for ZoneFlex R710. Mounts to hard wall/ceiling, pole, and truss. Also fits R500, R510, R610, R600, R310 and R700 without pad-lock support.	37				
7	901-R720-WW00 or Equivalent	Ruckus R720 dual-band 802.11abgn/ac (802.11ac Wave 2) Wireless Access Point with Multi-Gigabit Ethernet backhaul, 4x4:4 streams, MU-MIMO, BeamFlex+, dual ports, 802.3af/at PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.	4				
8	902-0120-0000 or Equivalent	Secure Mounting Bracket for Ruckus R720, R710. Mounts to hard wall/ceiling, pole, and truss	6				
9	902-0180-EU00 or Equivalent	Power over Ethernet (PoE) Injector (10/100/1000 Mbps) quantity of 1 unit (R720, T710-series, T610-series, 7762-series, 7782-series, and 8800-S access points),EU Plug	7				
<b>Redundant SmartZone Controller</b>							
12	P01-S124-EU00 or Equivalent	SmartZone 100 with 2x10GigE and 4 GigE ports, 90-day temporary access to licenses.	1				
<b>AP License Upgrade for SmartZone (Perpetual)</b>							
10	L09-0001-SG00 or Equivalent	AP management license for SZ-100/vSZ 3.X, 1 Ruckus AP access point.	85				
<b>Watchdog Support for Redundant SmartZone Controller &amp; AP License with 1 year</b>							
11	S02-0001-1LSG or Equivalent	Associate Partner Support, Per SZ/(v)SZ AP, 1 YR	85				
13	S02-S124-1000 or Equivalent	Associate Partner Support, SmartZone 100 with 2x10GigE and 4 GigE ports, 1 Year	1				
<b>Network Analytics (SmartCell Insight (SCI))</b>							
13	L09-0001-SCIW or Equivalent	Perpetual license for WiFi analytics, to analyze 1 AP with SCI 2.0 system. Smart Licensing enabled (LiMAN)	85				
14	S02-0001-3LSC or Equivalent	Partner WatchDog Support for SCI WiFi Analytics, AP License, 3-years	85				
<b>Total Amount C&amp;F Value (please refer to "instruction" clause "g")</b>							

**(i) Scope of Work: -**

- a- Complete and Installation and Deployment of acquired product.
- b- Replacement with equal or higher backup within 24 hours of reporting problem.
- c- 24x7 on-site support with 2 hrs. initial response time & 4 hrs. turnaround time.
- d- Transportation and labour inclusive in the project.
- e- Bidder must submit appropriate service agreement details / approval to guarantee required service level.
- f- Three years' comprehensive on site warranty.
- g- The bidder should quote separately on letterhead (in PKR), estimated SLA price for the fourth and fifth year of proposed hardware also, after the completion of first 3 years warranty period.
- h- Bidder should provide training to at least two staff members of IBA for the proposed solution on Principal aggradation center.

**Principal Criteria**

- a) Principal should have local presence in Pakistan
- b) Principal should have local depot facility for instant RMA and should have the mechanism to provide replacement in Karachi as per the SLA matrix of acquired products.
- c) Principal should have local onsite resources
- d) Principal should have at least five local deployments in last three years.

<b>Total Amount (C&amp;F)</b>	
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**Total Amount C&F (in words)** \_\_\_\_\_

\_\_\_\_\_

**To be filled by IBA, Karachi (as per clause 4(a))**

**Total Amount PKR (in words)** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_  
Stamp & Signature

## 7. Bidder Qualification Criteria

Only those bidders can apply in this tender who fulfil the mandatory criteria. Please attach supporting documents / evidence of your claim(s).

S. No	Mandatory Eligibility Criteria (Attach Supporting Document)	Remarks Yes / No
1	Bidder must be an original equipment manufacturer (OEM) or an authorized tier-1 agent/partner of principal in Pakistan	
2	Bidder has successfully completed at least three similar nature of projects in last three years	
3	Last 3 years' turn over with minimum 27 million (per year) as bank statement or financial statement	
4	Bidder must provide "Sales tax registration certificate both FBR and / or SRB" and NTN certificates at the time of submission of bid	
5	PTA type approval	

\_\_\_\_\_  
Stamp & Signature

It is hereby certified that the terms and conditions have been read, agreed upon and signed.

Name of Representative \_\_\_\_\_

Contact Person \_\_\_\_\_

Address \_\_\_\_\_

Tel # \_\_\_\_\_ Fax \_\_\_\_\_

Mobile \_\_\_\_\_ email \_\_\_\_\_

\_\_\_\_\_  
Stamp & Signature