

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

## TENDER FORM

### **Tender # IT/08/21-22 Providing Virtual Desktop Infrastructure Solution**

**Date of Issue** : **November 11, 2021**  
**Last Date of Submission** : **November 26, 2021 (3:00 pm)**  
**Date of Opening** : **November 26, 2021 (3:30 pm)**

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

**NTN:** \_\_\_\_\_, **SRB Registration Number:** \_\_\_\_\_

**GST Registration Number:** \_\_\_\_\_

**Pay Order / Demand Draft #** \_\_\_\_\_, **Drawn on Bank** \_\_\_\_\_

**Amount of Rs.** \_\_\_\_\_, **Dated:** \_\_\_\_\_

## Notice Invitation Tender (NIT)

### Tender Notice

The Institute of Business Administration, Karachi (IBA) invites sealed bids from active taxpayers of 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>
Providing Virtual Desktop Infrastructure Solution (IT/08/21-22)	Single Stage One Envelope	2%
<b>Tender Fee &amp; Dates</b>		
Fee: Rs. 2,000/-		
Issuance start date: November 11, 2021, 2021, at 9 AM		
Issuance end date & time: November 26, 2021, at 3 PM		
Submission date & time: November 11, 2021, to November 26, 2021, from 9 AM to 3 PM		
Opening date & time: November 26, 2021 at 3:30 PM		

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 the same date & venue in the presence of the bidder's representatives who may wish to attend. In case of the holiday, the tender shall be opened/received on the next working day at the same place and time. Bid Security in form of Pay Order or Demand Draft, in favour of "IBA Karachi" along with the Tender Documents, have to be submitted.

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

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

#### **REGISTRAR**

IBA, Main Campus, University Enclave, Karachi 75270

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

Contact Person Sr. Executive Procurement on 38104700 ext: 2152

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

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## **1. Introduction**

Dear Tenderer:

Thank you, the interest you have shown in response, to the IBA's advertisement which has floated in IBA & SSPRA websites and leading newspapers on November 11, 2021, to "Providing Virtual Desktop Infrastructure Solution".

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 to avail services/works/items of high standards that meet our prime & basic specifications through this transaction.

Please contact Executive Purchase-ICT on 38104700 ext: 2155 for any information and query

Thank you.

-sd-

**Registrar**

## 2. Instructions

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

It is necessary to fill in the Tender Form meticulously and sign & stamp every page. Moreover, attach the required supporting documentation according to the requirement. The tender document will be accepted ONLY on the IBA's prescribed Tender Document available on IBA's Website.

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

It is mandatory to fill 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 the item/column name or number etc that referred to 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 Building, IBA Main Campus, University Enclave, Karachi from November 11, 2021, to November 26, 2021, during working 9:00 AM to 3:00.

### (d) **Tender Number**

Please mention "Tender Number" at the top left corner of the envelopes. IBA, Karachi may reject any bid subject to the 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.

### (e) **Communication**

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

Contact Person (IBA): Executive Procurement ICT  
Institute of Business Administration,  
Main Campus, University Enclave,  
Karachi  
Tel #: 021 38104700; Ext 2155  
Email: [tenders@iba.edu.pk](mailto:tenders@iba.edu.pk)

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Stamp & Signature

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

Separate envelopes clearly labelled for 'Original Document', 'Copy' and 'Bid Security' must be submitted on or before the last date to submit the tender documents. Tender Documents can be dropped in Tender Box placed at the Security Office, Gate # 4, IBA Main Campus, University Enclave, Karachi till 3:00 PM on November 26, 2021. **Tender Documents received by fax or email will not be accepted.**

**(g) Date of Opening of Tender**

The bid will be opened on November 26, 2021, at 3:30 PM at IBA Main Campus, in presence of representative bidders who may care to attend.

**(h) Rights**

Competent authorities reserve the right to accept or reject any quotation/tender without any reason thereof.

**(i) Location of Deliveries**

Supply and services will be delivered at IBA Store Main Campus, University Enclave, Karachi. IBA is not liable to pay any Custom duty, Levies, Taxes, Demurrage or any other charges, Warehousing, Logistics etc.

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Stamp & Signature

### 3. Bidding Data

- (a) **Name of Procuring Agency:** Institute of Business Administration, Karachi.
- (b) **Brief Description of the procurement:** Providing Virtual Desktop Infrastructure Solution.
- (c) **Procuring Agency's address:** Main Campus, University Enclave, Karachi.
- (d) **Amount of Bid Security:** Bid Security of 2% of total amount/cost will be submitted along with Tender Documents in the shape of PAY ORDER / DEMAND DRAFT only in the name of Institute of Business Administration, Karachi.
- (e) **Period of Bid Validity (days):** - Ninety Days.
- (f) **Deadline for Submission of Bids along with time:** The last date of submitting the Tender Document in a sealed envelope is November 26, 2021, by 3:00 PM in the Tender Box placed at the Security Office, Gate # 4, IBA Main Campus, University Enclave, Karachi. The Tender will be opened on the same day at 3:30 PM in the presence of representatives who may care to attend.
- (g) **The venue, Time, and Date of Bid Opening:** The tender will be opened on November 26, 2021, at 3:30 PM at IBA Main Campus, University Enclave, Karachi.
- (h) **Time for Completion from written order of commencing:** 90 days.
- (i) **Liquidity damages:** - Liquidity damages at the rate of 2% per month of the total contract amount will be imposed on delayed delivery.
- (j) **Deposit Receipt No:** \_\_\_\_\_ **Dated:** \_\_\_\_\_  
**Amount** (in words and figures): \_\_\_\_\_  
**Pay Order / Demand Draft #:** \_\_\_\_\_, **Amount: Rs** \_\_\_\_\_  
**Drawn on Bank:** \_\_\_\_\_, **Dated:** \_\_\_\_\_

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

## **4. Terms & Conditions**

### **a) Bid Security**

Bid Security, in the shape of a bank draft/pay order in the name of “**Institute of Business Administration**” Karachi, equivalent to 2% of the total cost of bid, should be submitted along with the tender documents.

### **b) Performance Security**

Successful bidder should provide 5% Performance Security of total value of Purchase Order / Work Order in the form of Pay Order or bank guarantee before submission of invoice. The Performance Security shall extend at least three months beyond the Date of Delivery/Completion of the contract.

### **c) Validity of the Tender**

All proposals and prices shall remain valid for a period of 90 days from the closing date of the submission of the proposal. However, the Manufacturers/firms/companies/distributors/suppliers are encouraged to state a longer period of validity for the proposal.

### **d) Currency**

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

### **e) 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.

### **f) Arbitration and Governing Law**

This tender and any contract executed under this tender shall be governed by and construed following the laws of Pakistan. The IBA and all Manufacturers/firms/companies/distributors/suppliers 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.

### **g) Acceptance of Tender**

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

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Stamp & Signature



**h) Support Capabilities**

The Manufacturer / Firms / Companies / Distributors / Suppliers should indicate the support capabilities for all the hardware and software provided during the warranty period.

**i) Compliance to Specifications**

The Manufacturer/Firm/Company/Distributor/Supplier shall provide information as per requirements given in BoQ. However, manufacturer/firm/company/distributor/supplier can submit multiple solutions. Manufacturers/Firms/companies/distributors/suppliers may not propose/supply any kind of refurbished hardware equipment/components in their proposals.

**j) Cancellation**

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

**k) Invoice**

Invoice/bill should be submitted to Purchase Department.

**l) Stamp Duty**

Stamp duty 0.35% against the total value of Purchase / Work Order will be levied accordingly.

**m) Delivery Time**

The services with supplies should start delivering at IBA within 08 to 12 weeks after receiving of Purchase / Work Order.

**n) Payment Terms**

(a) 80% after the successful deployment of the acquired solution at IBA, Karachi.

(b) 20% remaining payment of the order value would be paid after three months from the signing of the final acceptance. All payments shall be released after the submission of the commercial invoice.

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Stamp & Signature

## 5. Integrity Pact

- (a) Its intention is 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 instruments, 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/supplier/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 the mandatory requirement other than auxiliary services/works.**

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Stamp & Signature

## 6. Project Summary

Institute of Business Administration, Karachi (IBA) requires a 'Virtual Desktop Infrastructure Solution'. This 'Virtual Desktop Infrastructure Solution' would be installed along with the below-required hardware Supporting both Desktop (Windows and Linux) and Application Virtualization in one Cluster. Needed for 50 Concurrent Users with 50 Thin Clients (Solution compatible) for Users.

## 7. Scope of Work

- 1) To provide Virtual Desktop Infrastructure Solution with Hyper-Converged Infrastructure Architecture.
- 2) Required 3 years software upgrade & 24x7 technical support with unlimited incident logging through Email, Phone and Web directly from the OEM without any additional cost.
- 3) Also required 3 Years Hardware Warranty backed by OEM for both Servers and Thin Clients.
- 4) Included Onsite Configuration & Installation.
- 5) Included Training & Product Certification for 2 Participants in Principal authorize training centre.

## 8. Bidder Qualification Criteria

Sr. No.	Mandatory Eligibility Criteria (Attach Supporting Document)	Remarks Yes / No
1	Minimum 3 years of similar experience, at least 1 in a year.	
2	Last 3 years' turn over with a minimum of 18 million (per year) as a bank statement or financial statement.	
3	Sales tax registration certificate with last month return copy FBR and/or SRB and NTN certificates at the time of submission of the bid.	
4	Authorized Partnership / Distribution/ Manufacturing Certificate.	
5	Must Be Listed in 2020 Gartner Magic Quadrant for Hyper-Converged Infrastructure Software	
6	Must have OEM Presence in Pakistan for at least the last 3 years.	

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 Stamp & Signature

## 9. Bill of Quantity & Technical Requirement

### A) Software Specifications (Sangfor aDesk/VMware Horizon View or Equivalent)

i. Virtualization Management Software			
Quoted Brand: _____			
S.No	Description	Technical Compliance (Yes / No)	Total Amount
1	High Availability Redundancy for Virtualization Management Platform		
2	Role-Based Management with Permission Control		
3	HTML5 Web Management		
4	Centralized Control & Visibility		
5	Future Scale-Out Up to 64 Nodes		
6	Support centralized management for Compute and Storage		

ii. Compute Virtualization (Hypervisor)			
Quoted Brand: _____			
S.No	Description	Technical Compliance (Yes / No)	Total Amount
1	High Availability Between Nodes		
2	VM Snapshot, VM Clone, VM vMotion		
3	Distributed Resource Scheduler (DRS)		
4	Distributed Switch by Using Cluster-Level Network Aggregation		
5	Hardware Health Check to Monitor CPU, Memory, Network Interface Card, Hard Drive and RAID Controller		

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<b>iii. Storage Virtualization Solution</b>			
<b>Quoted Brand:</b> _____			
<b>S.No</b>	<b>Description</b>	<b>Technical Compliance (Yes / No)</b>	<b>Total Amount</b>
1	Compute Hypervisor		
2	Support 2 Copies & 3 Copies Data Redundancy		
3	Data Striping Technology		
4	SSD Cache & SSD Data Tiering		
5	Data Disk Balancing & Data Rebuilding		
6	Support to Run Above Features with Minimum 100 Virtual Machines		

<b>iv. Virtual Desktop Backup Software Solution</b>			
<b>Quoted Brand:</b> _____			
<b>S.No</b>	<b>Description</b>	<b>Technical Compliance (Yes / No)</b>	<b>Total Amount</b>
1	Fully Compatible with Compute Hypervisor		
2	Full VM Level Backup		
3	Support to Backup VMs in All Hardware Nodes		
4	Incremental Backup Technology & Differential Backup Technology		
5	Automated Schedule Backup (Weekly, Daily, Hourly and Secondly)		
6	Support Backup Repository to Internal Virtual Storage and External SAN Storage.		
7	Support iSCSI, FC, Network File Sharing Protocol		

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**v. Virtual Desktop & Application Virtualization Solution**

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

S. No.	Description (Required Support)	Technical Compliance (Yes / No)	Qty	Rate	Total Amount
1	Both Linux and Windows Virtual Desktop		50 Concurrent Users		
2	To Provision Multiple Virtual Desktops to Single User				
3	Template Update with Unified Applications or Updates Installed				
4	Integration with Microsoft AD for Active Directory Login Authentication				
5	Role-Based Policy for Different Virtual Desktop and User Binding				
6	Centralize Power-On and Power-Off All Virtual Desktops According to Time Schedule				
7	Centralize Turn-Off All Thin-Clients				
8	Info Collection of Connected Thin-Client with Details such as Online Status, IP Address, Last Login User, Last Login Time, etc.				
9	Software Client Installer to Connect Virtual Desktop from Windows OS, iOS, Android, etc.				
10	Data Leak Protection on USB Storage such as "Read Only" & "Disabled"				
11	File Exporting Audit with Report Center (Log All Files Information Transferred to External USB Storage)				
12	Full Screen Transparent Watermark with Username				
13	Virtual Desktop Data Drive Encryption				
14	Protection Against Brute-Force Attack with Word Captcha				
15	Virtual Applications such as Internet Explorer, Google Chrome, Microsoft Office etc				
16	Access to Local Devices and Peripherals				
17	Mechanisms to Optimize Network Bandwidth Utilization				
18	The solution must support Two Factor Authentication				
19	A single console for desktop/application virtualization management and user support				
20	Centralized smart pooling and provisioning of virtual desktops				
21	50 Concurrent Users Supporting both Desktop (Windows and Linux and Application Virtualization in one Cluster.				

<b>Total A {(i) + (ii) + (iii) + (iv) + (v)}</b>	
<b>13% SST (If Applicable)</b>	
<b>Sub Total (C)</b>	

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Stamp & Signature

**B) Hardware Specifications**

<b>i. Virtual Desktop Infrastructure Thin-Clients</b>					
Quoted Brand: _____					
Quoted Model: _____					
Sr. No	Description	Technical Compliance (Yes / No)	Qty	Rate	Total Amount
1	Fully compatible with Quoted VDI Software Solution		50 Units		
2	Minimum 4 Cores (1.6 GHz or better) Processor				
3	Minimum 6 x USB Port				
4	Minimum 1 x Composite Audio (Out)				
5	Minimum 1 x Composite Audio (In & Out)				
6	Minimum 1 x VGA Port				
7	Minimum 1 x Ethernet LAN 10Mb/100Mb Copper RJ45				
8	Universal VESA Mount				

<b>ii. Virtual Desktop Infrastructure Servers</b>					
Quoted Brand: _____					
Quoted Model: _____					
Sr. No	Description	Technical Compliance (Yes / No)	Qty	Rate	Total Amount
1	Minimum 12 x 3.5" Disk Slot Chassis		02 Units		
2	Minimum 2 x Intel Xeon Gold, 16 Cores (2.9 GHz) or better				
3	Minimum 10 x 32GB RDIMM or better				
4	Minimum 2 x 128G or better Enterprise-Grade SSDs (OS Disk)				
5	Minimum 2 x 480GB or better Enterprise-Grade SSDs (Cache Disk)				
6	Minimum 4 x 2TB 7.2K RPM or better SATA HDDs (Data Disk)				
7	Minimum 6 x GE and 2 x 10GE (Optical) Network Interfaces with Multimode SR Transceivers or better				
8	Redundant Power Supply				

<b>Total B {(i) + (ii)}</b>	
<b>17% GST (If Applicable)</b>	
<b>Sub Total (D)</b>	

<b>Grand Total (C+D)</b>	
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**Grand Total Amount (in words) Rupees** \_\_\_\_\_

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

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

M/s \_\_\_\_\_

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

Address \_\_\_\_\_

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

Mobile \_\_\_\_\_ Email \_\_\_\_\_

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