

**GOVERNMENT OF PAKISTAN FEDERAL
BOARD OF REVENUE
[Pakistan Raises Revenue Program]**

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C.No.1(7)/DD(P&CM)/2023

Islamabad, the 2nd June, 2023

Subject: **Minutes of the Pre-Bid Meeting: Procurement of Layer-2 & Layer-3 Network Switches (Tender-3356) - RFB No: 1(47)/P&CM/PO/2022(PK-FBR-341543-GO-RFB)**

A Pre-Bid Meeting was virtually held on 8th May 2023 in FBR headquarters regarding the procurement of Layer-2 and Layer-3 Network Switches, as published in the Specific Procurement Notice (SPN) in the national dailies, FBR, PPRA and World Bank website via the STEP portal. The list of the participants from the Federal Board of Revenue is attached as **Annex-I**.

2. The purpose of the Pre-Bid Meeting was to provide clarifications on queries raised by the representatives of the prospective bidders on the Bidding Documents for the subject procurement activity and to facilitate them in the preparation of responsive bids.

3. The Deputy Director Procurement (DDP) IT Wing FBR gave a brief overview of the World Bank Procurement Guidelines and apprised the prospective bidders of the structure of the Bidding Documents. In view of the queries raised by the bidders during the meeting and as received by email, he clarified the same in the light of the relevant clauses of the *Instructions To Bidders*, *Bid Data Sheet*, *General Conditions of Contract (GCC)* and *Special Conditions of Contract (SCC)*. He instructed the bidders to submit their bids along with the 2% bid security on the prescribed time and date, as the late bids would not be entertained. He also informed them to ensure the submission of both the Financial Statements for the specified period and the Tier-1 Form indicating the annual turnover.

4. The bidders were instructed to share any further queries in writing, especially any discriminatory condition or mention of a brand name etc., within the next two days, i.e., by 10th May 2023, so that the clarification or amendment, if required, to the same may be shared with them on the FBR website (<https://fbr.gov.pk/tenders>) and through email at the earliest, and if needed, a second Pre-Bid Meeting may be timely held.

5. The Chair elaborated on some of the queries related to the bidding process and contractual requirements and emphasized to the prospective bidders that they should carefully go through all the sections of the Bidding Document and incorporate all the clarifications provided by FBR through Addendum(s) in their bids for submitting a responsive bid.

6. The queries raised by the bidders, FBR's response to the same and the status regarding their incorporation into the Bidding Documents are tabulated as **Annex-II**.



M. Junaid Murtaza
Deputy Director Procurement

ANNEX-I

S. No.	Name	Designation
Federal Board of Revenue (FBR)		
1.	Mr Ali Raza Hanjra	Project Director CAREC-RIBS FBR (Chair)
2.	Mr. Khalid Jamil	Project Director, FBR (Member)
3.	Mr. M. Junaid Murtaza	Deputy Director PRRP, Reforms & Modernization Wing, FBR (Member)
4.	Mr. Sardar Omer Sharif	Secretary IT, IT Wing, FBR (Member)
5.	Mr. Amjad Khan	Second Secretary IT, IT Wing, FBR (Member)
6.	Mr. Shahzad Ali Shah	Contract Management Specialist, PRRP, FBR. (Member)
7.	Mr. Yousaf Somro	PRAL (Member)
8.	Mr. Riaz Alam	PRAL (Member)
9.	Mr. Fakhar Shareef	PRAL (Member)

Copy for information.

1. The Member Administration, FBR, Islamabad.
2. The Member Customs (Operations), FBR, Islamabad.
3. The Member IT, IT Wing, FBR, Islamabad.
4. The Member Reforms & Modernization, FBR Islamabad
5. The Project Director CAREC-RIBS (ITTMS), FBR, Islamabad
6. The Senior Procurement Specialist, The World Bank, Islamabad
7. The Secretary IT, IT Wing, FBR, Islamabad
8. CEO PRAL, Islamabad.

Annex-II

Query #	Section	Clause No/ Description	Description of the Bidder Query	FBR Response	Query Status
1	Section II-BDS	ITB 22.1 and 25.1	Would there be any extension in the Bid submission date?	The extension in bid submission is granted for 2 weeks.	Incorporated in Addendum No 1 to RFB
2	General	N/A	Please clarify if there is any requirement to submit a sample of proposed switches/brands during the qualification phase.	Samples are not requested in RFB; however, they can be demanded if deemed necessary as Proof of Concept (POC).	Clarified
3	Section VII-Schedule of Requirements	Technical Specifications	Please specify the required Length of each DAC cable.	Required as per actual. Approx. The range of the DAC cable is 3 meters to 10 meters.	Clarified
4	Section VII-Schedule of Requirements	Technical Specifications	1. Please clarify if there are any preferred specifications (design, material etc.) brands for the supply of 15U racks. 2. Please provide the list of allied accessories required with racks.	1. Specifications are attached as Annex B of the addendum to RFB. 2. All allied accessories required for placement/installation, including earthing, FAN etc.	Annex-B Incorporated in Addendum No 1 to RFB
5	Section VII-Schedule of Requirements	Technical Specifications	1. Please clarify the scope of Installation and if it is limited to Installation, powering-up and configuration of defined Switches without any requirement for passive cabling (Cat 5/6 and Optical). 2. Please clarify if AC PDUs shall be on the same Rack of switches and the required Length of the AC power Cord along with switches.	1. Please refer to the RFB BOQ section: the installation and configuration of the Layer-III & Layer-II POE switches, the scope is mentioned. Apart from that, all allied cabling/connectors will be required. However, for Layer-II switches for the rest of the installation of the field formations, powering up and testing provided SFPs is required. 2. AC PDUs shall be on the same Rack. Power Cord length is required as per the actual demand.	Clarified

6	Section VII- Schedule of Requireme nts	Technical Specifications	<p>1. Please define the security features</p> <p>2. Network Traffic Analysis is the feature of NMS (Network Management System), not the switch. Please clarify the requirement for this feature in switches.</p> <p>3. Please provide the details of standard protocols supported by Qradar SIEM for the integration of switches</p> <p>4. Does Qradar SIEM support integration of third-party switches (not only specific brands) on standard protocols</p> <p>5. Please provide the current version of Qradar SIEM running in the FBR network.</p>	<p>1. As per specification as given in RFB.</p> <p>2. NMS is not part of switches; the switches must be compatible with the existing NMS system and the remaining tools mentioned in the specifications.</p> <p>3. SNMP and Syslog shall be required.</p> <p>4. The quoted equipment must have the feature set to integrate with IBM Qradar SIEM solution, and OEM/Bidder must ensure the quoted product must integrate for logging with QRDAR</p> <p>5. The SIEM version IS IBM QRADAR 7.5</p>	Clarified
7	Section III- Evaluation and Qualificati on Criteria	Qualification Criteria	<p>Please consider adding the following clause:</p> <p>1. The OEM should have at least 20 technical persons in the local support team in Pakistan.</p> <p>2. The OEM must have at least 2 references of projects in Pakistan involving at least 600 switches of minimum 24 port configuration.</p>	<p>1. Not agreed, no change required.</p> <p>2. Not agreed, no change required.</p>	Clarified
8	Section III- Evaluation and Qualificati on Criteria	Manufacturing Experience and Technical Capacity	<p>Please consider adding the following clause:</p> <p>1. The OEM must be officially present in Pakistan for the last 10 years at least.</p> <p>2. The OEM must be present in the latest Gartner Wired and Wireless LAN infrastructure Magic Quadrant report.</p>	<p>1. Not agreed, no change required.</p> <p>2. Not agreed, no change required.</p>	Clarified
9	Section IX - Special Conditions of Contract	GCC 28.5, GCC 28.6	<p>Please consider adding the following clause:</p> <p>“The OEM must have registered warehouses in Islamabad, Lahore and Karachi.”</p>	Not agreed, no change required.	Clarified
10	Section II- BDS	ITB: 19.1	Can we submit the Bid-Securing Declaration instead of Bank Guarantee/Pay Order etc.? Please confirm.	No, bid security be submitted as per ITB 19.1 in section-II- Bid Data Sheet (BDS).	Clarified

11	Section IX - Special Conditions of Contract	GCC 16.1	For Bid submission from the foreign entity (of local Bidder), the bid currency can be USD, and if yes what will the exchange rate used for invoicing?	GCC 16.1 in Section IX- Special Conditions Contract elaborates the payment mechanism for bids submitted by International Bidders. International bidders can bid in USD and applicable exchange Payment in foreign bank account is mentioned in the GCC 16.1(B-A) under special conditions of Contract.	Clarified
12	Section IX - Special Conditions of Contract & Bid Data Sheet	GCC 16.1 & ITB 15.1	keeping in view the extended bid validity and current forex challenges, can the local Bidder submit the bid in USD? If yes what exchange rate will be applied for invoicing?	The Bidder can quote in any currency (PKR, USD, GBP, EURO etc.) subject to (ITB 15.1 in Bid Data Sheet) & (GCC 16.1 Special Conditions of the Contract). However, payment of the bid shall be in the currency of Purchaser's Country PKR (GCC 16.1 B(a)) except in the case where international bidders having submitted bid from a foreign country and have valid foreign bank account for the payment as elaborated in the Special Conditions of Contract (GCC 16.1 B(b)).	Clarified
13	Section IX - Special Conditions of Contract	GCC 16.1	It is suggested to allow the payment in connection with the partial deliveries.	No Advance Payment is allowed on partial delivery. Full or payment is based on 100% delivery as per the GCC 16.1 of RFB.	Clarified
14	Section IX - Special Conditions of Contract	GCC 16.1	Payments are done after the sign off as per the RFB. For the 24 port switches where delivery is only required without Installation, the signed delivery document will be enough for the purpose of invoicing? Please clarify	Sign off requirements as per RFB conditions given in Special Conditions of Contract in GCC 16.1.	Clarified
15	Section VII- Schedule of Requireme nts	Technical Specifications	For the BOQ Item#04 (Racks), is PDU required or not? Please confirm the number of ports and Amp (power rating) for the PDU if required.	PDUs are required within the in Racks to power the switches/devices. Each Rack should have 1 vertically mounted metered PDUs with 4 x C13 ports with C13-C14 cables. The PDU should have toolless mounting pegs for easy Installation and replacements in racks.	Clarified

16	Section VII- Schedule of Requirements	Technical Specifications	All the passive working including the data/power cabling work etc. will be arranged by FBR. Please confirm.	Power Cable (C13-C14) must be provided by the Bidder.	Clarified
17	General Query		Do we need to purchase the official copy of tender document after submitting the fee or it is not required in case we have downloaded the RFB document from the FBR website?	The Bidders do not require to purchase the official tender documents, once they have downloaded the RFB from the FBR website.	Clarified
18	General Query	List of Goods and delivery schedule	Can we deliver all the equipment at the central location (HQs), which may be a cost-effective solution as compared to the delivery at more than 109 sites?	No, all the IT equipment are to be delivered as per the locations/site/offices given in the Annexure-A, of the RFB	Clarified
19	Section VII- Schedule of Requirements	List of Goods and delivery schedule	Location of the configuration of these switches? Can it be configured at HQ and then delivered to the location?	No, all the IT equipment are to be installed, configured and commissioned as per the locations/sites/offices given in the Annexure-A given in the RFB and as per the requirement given in the RFB.	Clarified
20	Section VII- Schedule of Requirements	Inspections and tests	Inspection level of tests to be performed at the time of delivery/acceptance? Would POST be enough?	Inspection, testing, and acceptance shall be made after Installation of the IT equipment at each site of the Purchaser premises and as per the requirements given in the RFB.	Clarified
21	Section VII- Schedule of Requirements	Technical Specifications	Configuration of L3 switches is covered to what extent? The scope of Work needs to be defined. Would the Installation be performed on only 2X Layer 3 and 32X Layer 2 POE switches? Actual quantities of these switches are more than 2 and 32 respectively.	The installation and configuration scope are mentioned in the RFP at BOQ section for 4 x Layer3 core switches and 36 Layer-2 POE switches that must ensure the real time functioning of all feature set required in the technical specifications. Integration of Switches with FBR existing SIEM SOLUTION & NMS. Secondly the layer-II switches having quantity 624 are required for Installation, powering up and testing with SFPs.	Clarified
22	Section VII- Schedule of Requirements	Technical Specifications	All Ports can be populated with convertors but need details about cables/connectors. Details of patch cords, optical fiber cable length etc.is required.	The mentioned quantity of SFP is required as per BOQ. 350 LC-LC fiber patch cords for 1/10G SFPs are required	Clarified

23	Section VII- Schedule of Requirements	Technical Specifications	<p>Racks details are needed in addition to 15U.</p> <p>Please share more specifications related to the accessories and the power-related items.</p>	Specifications are attached as Annex B of the addendum to RFB.	Annex-B Incorporated in Addendum No 1 to RFB
24	Section VII- Schedule of Requirements	Technical Specifications	The scope deployment & configuration of the switches may be shared in detail.	<p>The installation and configuration scope are mentioned in the RFP at BOQ section for 4* Layer-II core switches and 36 Layer-II POE switches that must ensure the real time functioning of all feature set required in the technical specifications. Integration of Switches with FBR existing SIEM SOLUTION and NMS.</p> <p>Secondly the layer-II switches having quantity 624 are required for Installation, powering up and testing with SFPs.</p>	Clarified
25	Section VII- Schedule of Requirements	Inspections and tests	Will Delivery at the Site inclusive of POST (power on self-test), or there will be any other scope?	It includes the delivery of the equipment at each site mentioned in the RFB as well as Installation, commissioning and POST and testing of SFPs successful connectivity for data sent and receive in production.	Clarified
26	Section IX - Special Conditions of Contract	GCC 16.1	<p>Please confirm whether a local bidder can quote in USD.</p> <p>And for USD quoted prices, please confirm which exchange rate will be applied for payment process?</p>	<p>The Bidder can quote in any currency (PKR, USD, GBP, EURO etc.) subject to (ITB 15.1 in Bid Data Sheet) & (GCC 16.1 Special Conditions of the Contract).</p> <p>However, payment of the bid shall be in the currency of Purchaser's Country PKR (GCC 16.1 A) except in the case where international bidders having submitted bid from a foreign country and have valid foreign bank account for the payment as elaborated in the Special Conditions of Contract GCC 16.1 B(b).</p>	Clarified
27	Section-III- Evaluation and Qualification Criteria	Qualification Criteria	<p>There are no specific criteria mentioned for OEM qualification.</p> <p>Since it's a huge scale project and involves critical support and services at different locations, the role of backend OEM is very significant & only</p>	<ol style="list-style-type: none"> 1. Not agreed, no change required. 2. Not agreed, no change required. 3. Not agreed, no change required. 	Clarified

			<p>responsive OEMs should be qualified for this RFP. It is requested to please define a criterion for OEM qualification in RFP. Some key points for OEM qualification which should be added are listed below:</p> <ol style="list-style-type: none"> 1. OEM presence in Pakistan for last 10 years to establish OEM credibility & relevant experience in market. 2. OEM must have registered offices as well as warehouses in Islamabad, Lahore and Karachi (Major cities of Pakistan) to establish OEM capability to provide critical SLA. 3. The OEM must have at least 20+ technical resources in Pakistan. 4. The OEM must have at least 2 references of similar projects within Pakistan involving at least 600 switches of minimum 24 port configuration. So that relevant experience of OEM can be established. 5. The OEM must be present in Gartner Magic Quadrant report or any other international standard certification. 	<ol style="list-style-type: none"> 4. Not agreed, no change required. 5. Not agreed, no change required. 6. Not agreed, no change required. 	
28	Section VII – Schedule of Requirements	List of Goods and Delivery Schedule	Delivery schedule of the IT Equipment is requested.	The delivery shall be made by the selected Bidder as per the delivery schedule as given in the RFB that is (100-180 days) as per the requirements as given in the RFB.	Clarified
29	Section IX – Special Conditions of Contract	GCC 28.3	Warranty Period for the IT Equipment is requested.	03 Years Comprehensive on-site warranty is required as per all relevant sections mentioned in GCC 28.3 of Special conditions of Contract in RFB.	Clarified
30	Section IX – Special Conditions of Contract	GCC 16.1	Tax Application in the Subject Contract is requested.	All applicable taxes shall be applied to all the Bidders. The delivery is subject to Delivered Duty Paid (DDP) as per GCC 16.1 Special Conditions of the Contract.	Clarified
31	Section VII- Schedule of Requirements	Technical Specifications	Can Site visit be made for the for the measurement of Cable length?	Required as per actual. Approx. range of cable is 3 meters to 10 meters. Site visit is not recommended as the sites are located all across Pakistan.	Clarified

32	Section VII- Schedule of Requirements	Technical Specifications	Is Quality IT Certification required for the IT equipment?	Not required.	Clarified
33	Section VII- Schedule of Requirements	Technical Specifications	Shall IT equipment are to be properly Configurations, Integrations, Product Protocol, and Proof of Concept (PoC)?	All the IT equipment shall be properly configured, integrated, installed and commissioned as per the requirements given in the RFB. The IT goods can be tested, and Proof of Concept (PoC) can be conducted by the Purchaser. Features can be tested and demanded by the FBR as per FBR's satisfaction.	Clarified
34	Section IX – Special Conditions of Contract	GCC 16.1	What is the type of Delivery?	All applicable taxes shall be applied on all the Bidders. The delivery is subject to Delivered Duty Paid (DDP) as per GCC 16.1 Special Conditions of the Contract.	Clarified
35	Section II – Bid Data Sheet (BDS)	ITB 19.1	Whether to submit the 2 % Bid Security separately or along with the Bidding Documents?	Bidders will have to submit the 2 % Bid Security along with the Bidding Documents, and it should be enclosed in their Bidding documents being a Single Stage Single Envelope Procurement activity.	Clarified
36	Section I – Instructions to Bidders (ITB)	Sealing and Marking of Bids	Sealing and Marking of Bids may be clarified.	Details of the Sealing and Marking of Bids are given in Section 1, clause 21 Sealing and Marking of Bids in Instructions to bidders.	Clarified
37	Section-III- Evaluation and Qualification Criteria	Qualification Criteria	The Criteria for Financial Capability of average business/ turnover may be revised.	The Bidder shall demonstrate that during the last three (03) years, its average business/ turnover is at least two (02) times the value of the submitted bid supported by audited financial statements.	Clarified
38	Section-III- Evaluation and Qualification Criteria	Qualification Criteria	The criteria for (d) Manufacturing experience and Technical Capacity may be revised.	Already addressed above.	Clarified
39	Section VII- Schedule of Requirements	Technical Specifications	Compliance with international electrical safety and manufacturing standards must also be included in the technical specs.	Not required.	Clarified

40	Section-III- Evaluation and Qualification Criteria	Qualification Criteria	OEM SFPs should be asked with clear mention of no 3 rd party SFPs to be provided.	OEM SFPs are required to be compatible with the quoted products. Third party SFPs are not required and will not be acceptable by the purchaser.	Clarified
41	Section II – Bid Data Sheet (BDS)	ITB 16.4	Asking for equipment service life of 10 years is not according to ICT service industry practices. IT equipment generally depreciated in 5 years and due to advancement of technology, it requires replacement every 5 years.	Period of time the Goods are expected to be functioning for the purpose of spare parts: 5 Years from the date of acceptance of goods and no end-of-life product can be quoted.	Incorporated in Addendum No 1 to RFB
42	Section-III- Evaluation and Qualification Criteria	Qualification Criteria	The OEM must be present in Gartner's Magic Quadrant for wired/wireless LAN and infrastructure.	No change required.	Clarified
43	Section-III- Evaluation and Qualification Criteria	Qualification Criteria	Presence of OEM with its registered office in Pakistan, since last 10 years or so may be considered.	Not agreed, no change required.	Clarified
44	Section-III- Evaluation and Qualification Criteria	Qualification Criteria	Bidders should be an OEM partner (Gold/ Silver or equivalent) since the last 5 years.	The bidder/ firm must be authorized Tier-1/ Gold partner/ Platinum or equivalent dealer of the respective brand including from last 5 years but not limited to sales and services and the same shall be evidenced by providing Authorization Certificate of quoted brand/ product from the Manufacturer.	Incorporated in Addendum No 1 to RFB
45	Section-III- Evaluation and Qualification Criteria	Qualification Criteria	Successful completion of similar projects for the provisioning and Installation of 600 or higher number switches.	Not agreed, no change required.	Clarified
46	Section-III- Evaluation and Qualification Criteria	Qualification Criteria	fixed criterion for the successful completion of a specific amount of at least 2 to 3 projects (based on the financial budget of this requirement).	The Bidder shall demonstrate that during the last three (03) years, its average business/ turnover is at least two (02) times the value of submitted bid.	Clarified
47	Section-III- Evaluation and Qualification Criteria	Qualification Criteria	Can Local Bidder enter into JV with international Bidder and submit bid through foreign Bidder?	Yes. The qualification criteria for JV are changed in the relevant section of RFB under financial capability and specific experience.	Incorporated in Addendum No 1 to RFB