

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

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C.No.1(9)/DD(P&CM)/2023

Islamabad, the 5th June, 2023

Subject: **Minutes of the Pre-Bid Meeting: Procurement of rack mount servers and server racks (Tender-3355) - RFB No: 1(49)/P&CM/PO/2022(PK-FBR-341549-GO-RFB)**

A Pre-Bid Meeting was virtually held on 9th May 2023 in FBR headquarters regarding the procurement of Rack and mount servers, 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), Program Office, FBR gave a brief overview of the World Bank Procurement Guidelines and explained to the prospective bidders 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 11th 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**

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. Shahid Anwar	PRAL (Member)
8.	Mr. Immad-ud-din	PRAL (Member)
9.	Mr. Shahid Ali Khan	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 No.	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	Section VII – Schedule of Requirements	1. List of Goods and Delivery Schedule	<i>The Weeks (12s-20 weeks) given in the RFB for Supply of Goods are Calendar week or Business week?</i>	The weeks given/listed be treated as Calendar Weeks as mentioned in definition of day in clause 01, subpart (a), Section VIII - General Conditions of Contract.	Clarified
3	Section VII – Schedule of Requirements Section IX – Special Conditions of Contract	<ul style="list-style-type: none"> List of Goods and Delivery Schedule GCC 18.1 GCC 25.2 GCC 28.3 GCC 28.5 GCC 28.6 	Bidder asked about the Warranty Period of the IT Goods	The warranty period is revised from 07 to 05 Years.	Incorporated in Addendum No 1 to RFB
4	Section II – Bid Data Sheet (BDS)	ITB 16.4	Period of time the Goods are expected to be functioning (for the purpose of spare parts): <i>10 Years from the date of acceptance of Goods</i>	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
5	Section VII – Schedule of Requirements	1. List of Goods and Delivery Schedule	Delivery Location is not provided in the RFB	The sites and addresses of the relevant locations have been attached as Annexure-A at the end of the addendum to RFB.	Incorporated in Addendum No 1 to RFB
6	Section III Evaluation and Qualification Criteria	3.1 Qualification Criteria (ITB 37.1) (d). Manufacturing experience and Technical Capacity	The Bidders should have warehouses at Karachi, Lahore, and Islamabad. This may be added as criteria point for Manufacturing experience and Technical Capacity.	Not Agreed	Clarified
7	Section VII – Schedule of Requirements	1. List of Goods and Delivery Schedule	Certification of IT Good required or not	Quality Assurance certificate by the OEM is required.	Clarified
8	Section VII – Schedule of Requirements	Technical Specifications	Detail of the Switches Length/Distance Network Interface cable length may be provided	Distance of the Network Switch is 5 meter and Ethernet cable length is 5 Meter for 10G & 1G.	Clarified

9	Section VII – Schedule of Requirements	1. Rackmount Servers Processors & Power Supplies; Page 73	<p>Is a higher specification processor acceptable? For example, is 4th Generation 4410Y is acceptable.</p> <p>Required Processor Intel Xeon 4310 ranges from 2.1 to 3.3GHz whereas Intel Xeon 4410Y ranges from 2.0 to 3.9 GHz.</p> <p>Intel Xeon 4410Y is a 4th Generation 12Core with 30MB Cache.</p> <p>Xeon 4310 is 3rd Gen 18MB Cache. (Latest is preferred for managing 10 years parts availability)</p>	No Change, please refer to the RFB requirements.	Clarified
10	Section VII – Schedule of Requirements	Technical Specifications 3. Hard Drives; Page 73	<p>Can bidder replace 2TB HDD (3.5-Inch) drive type/usable space with that of SSD drive (any "form factor") with the same or more usable space.</p> <p>For example, instead of 4 x 2TB HDD, would you accept 4 x 2TB SSD or 3 x 3.2TB SSD as an option?</p>	The bidder can provide NLSAS OR SSD.	Clarified
11	Section VII – Schedule of Requirements	Technical Specifications 7. Operating System Support; Page 73	<p>Kindly remove "Open Hypervisors support". There are more than 500 Linux distributions and 15000 open-source active major projects world-wide.</p> <p>Compliance with the main OS mentioned in RFP is available.</p> <p>Open Hypervisors do not have fixed code and the support is only available in general terms.</p> <p>Implementation/development engineers are required to update patch or provide the resolution</p>	Must support major hypervisors as per industry practices. Hyper-V VMware, Citrix, Oracle virtualization	Clarified.
12	Section VII – Schedule of Requirements	Technical Specifications 7. Operating System Support; Page 73	<p>As per compliance, Power cabling is required. Kindly clarify the scope. Confirm that FBR has stable power (UPS) and proper cooling at each site and if at least two DB/Point breakers 16A are available to connect the power cable. Ignore this if power cabling is required within the Rack. Standard power cables (2 to 3 meters) with Industrial sockets would be part of PDUs</p>	Power cabling is required within the rack. Standard power cables (2 to 3 meters) with Industrial sockets would be part of PDUs to power up the Server.	Clarified.

13	Section VII – Schedule of Requirements	Technical Specifications 7. Operating System Support; Page 73	If power cable installation is required from UPS/DB to the Server Room/Rack site as well, the distance between DB output to Rack along with route is required (for all sites)	Not applicable. Power cabling from DB output to Rack is not required and in the scope of the RFB.	Clarified.
14	Section VII – Schedule of Requirements	Technical Specifications Server Rack Specifications; Page 73	Is a 25U Rack acceptable instead of a 24U as this provides additional space while keeping all other requirements as is? (Same brand manufacturer may be disqualified if exact 24U is must)	The rack must be of 24U as per RFB requirement.	Clarified
15	Section VII – Schedule of Requirements	Technical Specifications Server Rack Specifications; Page 73	Kindly change Same Brand Rack restriction. Racks are standard and overtime there would be other components installed of different brands. It may be helpful in cutting delivery time as well. Some companies do not manufacture Racks	The bidder must provide internationally recognized renowned brand rack equipment compliant to the EIA-310-E Standard with all allied accessories.	Clarified.
16	Section VII – Schedule of Requirements	Technical Specifications Server Rack Specifications; Page 73	Kindly remove FAN TRAY/FAN requirement from Racks as Cooling within IT equipment is managed through Server/Infrastructure. Kindly confirm cooling is present inside Server Room on all sites	FAN TRAY /FAN is a mandatory requirement, No change.	Clarified.
17	Section VII – Schedule of Requirements	Technical Specifications Trainings; Page 74	Training Scope for 03 people. Would it be centralized training and which City it would most likely be planned in?	An in-person training by a certified trainer shall be required at FBR Hqrs, Islamabad as provided in RFB.	Clarified
18	Section VII – Schedule of Requirements	Technical Specifications 5. Inspections and Tests; Page 76	Do FBR personnel/representatives intend to visit Distributor Premises/Factory for Inspection outside of Pakistan or Inspection is to be conducted inside Pakistan?	FBR personnel shall not visit the Suppliers site/premises for the purpose of inspection etc. Keeping in view of the above, the Purchaser/FBR would prefer to inspect, test, and accept the IT equipment after it has been installed by the Supplier at each site of the Purchaser premises and as per the requirements as given in the RFB.	Clarified
19	Section VII – Schedule of Requirements	Technical Specifications	For Network cabling, kindly confirm the distance between Network Switch and Server Rack (for all sites)	The distance between network switch to rack is 3 to 5 meters.	Clarified.

20	Section VII – Schedule of Requirements	Technical Specifications	Please confirm if FBR has a separate containment for UPS and batteries or (if) these are being planned inside the Rack.	Not Applicable. UPS and batteries are not part of the requirement.	Clarified
21	Section VII – Schedule of Requirements	Technical Specifications	Please confirm Operating system scope and licensing	No. Operating System is required in the scope of RFB.	Clarified
22	Section VII – Schedule of Requirements	Technical Specifications	Can bidder quote either for Servers or for Racks or both items are mandatory to be offered?	Complete solution is required for server and rack as per RFB requirement.	Clarified
23	Section VII – Schedule of Requirements	Technical Specifications	Can bidder quote different brands of Servers and Racks?	The bidder must provide internationally recognized renowned brand rack equipment compliant to the EIA-310-E Standard with all allied accessories.	Clarified
24	Section VII – Schedule of Requirements	Technical Specifications	Can bidder quote reputed Chinese products like Huawei, H3C, Attom etc.?	The Supplier is open to quote any eligible Company/product which complies and fulfills the requirements/conditions of the Bidding documents/RFB. However, each Bidder is required to specify the Company / Brand and model no of their quoted items in their respective Bidding Documents.	Clarified
25	Section VII - Schedule of Requirements	3. Technical Specifications	Server Rack Specifications: Please share the details of PDUs requirement	Rack should have two vertically mounted metered PDUs with 8 X 2 C13 Sockets with standard cabling and industrial sockets.	Clarified.
26	Section IX - Special Conditions of Contract	GCC 16.1	For the purpose of Bid submission from the foreign entity (of local Bidder) the bid currency can be USD and if yes what will be 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-b) under special conditions of Contract.	Clarified

27	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	<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
28	Section III - Evaluation and Qualification Criteria	Qualification Criteria (Page # 42)	Technical Capability of Bidder is not mentioned in RFP. Bidders should have technically qualified team for quoted solution and must be certified on Quoted OEM. At least 5 resources should be certified on Quoted OEM. Since Installation & deployment is part of the project, so bidder's team should be qualified enough to deploy servers which is a critical IT equipment	Not agreed	Clarified
29	Section-III- Evaluation and Qualification Criteria	Qualification Criteria (ITB 37.1) (b) Specific Experience (Page 43 of RFB)	OEM Qualification Criteria is not mentioned in RFP. Since it's a huge scale project and involve critical support and services at different locations, so role of OEM is very significant & only 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: 1. OEM presence in Pakistan for last 10 years to establish OEM credibility & relevant experience in market. 2. OEM must have registered	Not agreed	Clarified

			offices as well as warehouses in Islamabad, Lahore and Karachi (Major cities of Pakistan) to establish OEM capability to provide critical SLA.		
30	Section VII – Schedule of Requirements	Training(s)	Please confirm the total number of trainings required and also confirm location of training	The response is already stated in query No. 17	Clarified
31	Section VII – Schedule of Requirements	3. Technical Specifications Hard Drives	3. Hard Drives •Our Server Chassis Hard Disk Drive is 2.5 inches with the same performance spec. please approve these physical dimensions	Must be provided as per RFB requirement.	Clarified
32	Section VII – Schedule of Requirements	3. Technical Specifications Server RAID	4. Server RAID •No additional Hard drives other than 2x 960GB SSD and 4 x 2 TB will be provided. FBR will be decided which RAID configuration they need	FBR will decide the RAID configuration according to the requirement.	Clarified
33	Section VII – Schedule of Requirements	3. Technical Specifications Server Racks• Same brand as that of the server	Server Racks Our OEM Cisco does not make their own server Racks therefore we will provide branded Racks of another prestigious company. FBR will not disqualify Relacom for not having the same server Racks.	The bidder must provide internationally recognized renowned brand rack equipment compliant to the EIA-310-E Standard with all allied accessories.	Clarified
34	3. Technical Specifications	Server Rack Specifications	1)few Servers manufacture build Racks & Many don't manufacture 24U rack. So requested to remove it as its showing preference to specific brand only. Rack doesn't interlink with server just only Energize it. 1.1) Requested to Open Specification of Server RACK 24U or Equivalent so Any branded Rack can be Quoted with Server.	The response is the same as stated in query No. 33	Clarified

35	3. Technical Specifications	Server Rack Specifications	How many PDU Socket & C13/C14 Cables are required within 24U or equivalent rack?	The rack should have two vertically mounted metered PDUs with 8 X 2 C13 Sockets. Power cabling is required within the rack. Standard power cables (2 to 3 meters) with Industrial sockets would be part of PDUs to power up the Server.	Clarified
36	3. Technical Specifications	Rack Mount Servers 7. All accessories which include installation (Power and cabling) of rack and servers and network connectivity as well	1)Describe Cat6a (10G ethernet) cable length & 1G cat5e Cable length & Qty of with each server so accordingly Quoted with Server.	<p>The following ethernet cables are required per servers.</p> <ul style="list-style-type: none"> • Cat 6a 10G ethernet cable = 5 meter, Qty = 6 Nos. • Cat 6a 1G ethernet cable = 5 meter, Qty = 4 Nos. <p>Power cabling is required within the rack. Standard power cables (2 to 3 meters) with Industrial sockets would be part of PDUs to power up the Server.</p>	Clarified
37	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
38	Section VII – Schedule of Requirements Section IX – Special Conditions of Contract	<ul style="list-style-type: none"> • List of Goods and Delivery Schedule • GCC 18.1 • GCC 25.2 • GCC 28.3 • GCC 28.5 • GCC 28.6 	Standard IT products End of support cycle is 5 Years, requested to change it to 5 Years, although we will try our best to Quote to Maximum Years what we can.	The response is the same as stated in query No. 3	Incorporated in Addendum No 1 to RFB

39	Clause 3.3 of – Hard drives	2x 960GB SSD and 4 x 2 TB (3.5Inch) NLSAS Hard Disk Drive hot swappable with HDD retention in case of warranty claim	Since NLSAS (Near-line SAS comes with (7.2K RPM) Can we offer 4 drives of 2.4 TB (3.5 Inch) of SAS HDD having 10K RPMs	4 drives of 2.4 TB (3.5 Inch) of SAS HDD having 10K RPMs can be quoted.	Clarified
40	Clause 3.4 - Server RAID	System has integrated RAID 1, 5, 6 and 10 with on-board RAID controllers with minimum of 4GB Cache, with Expansion, and Hot Swappable Drives.	Can we offer the PCIE RAID Card module	PCIE RAID can be quoted as long as compliant with other RFB requirement.	Clarified
41	Clause 3.6 - Network Interfaces	Network Interfaces • 4x10Gbps Base-T auto negotiate to 1Gbps	To fulfil requirement can we propose 2 X 100Gbps Base-T (2 modules)	No. This is mandatory requirement and refer to the RFB.	Clarified
42	Clause 3 Server Rack Specification	24U or Equivalent Rack (same brand as that of the server) with Cables, Fan kit, Rails & Fittings as Required, B	Can we propose 27U Rack instead of 24U as required in the RFP.	The response is same as stated in query No. 33	Clarified
43	Section IX – Special Conditions of Contract	GCC 28.3 07 Years Comprehensive on-site warranty	Warranty via OEMs with current trend of EOS and EOL equipment it should be reconsidering for 5 years plan.	The response is the same as stated in query No. 3	Incorporated in Addendum No 1 to RFB
44	Clause ITB 16.4	Period of time the Goods are expected to be functioning (for the purpose of spare parts): 10 Years from the date of acceptance of Goods	In the dynamic environment and fast changing technology OEM has reduced the EOS and EOL for the products. In the case of network, it is ranging from 3 – 5 years and in case of compute/servers it is ranging from 5 – 7 years. Same is the case for compute/server components/parts. Kindly reduce the spare parts availability from 10 yrs to 7 yrs. as per warranty requirement.	The response is the same as stated in query No. 3	Incorporated in Addendum No 1 to RFB
45	Section VII – Schedule of Requirements	Final Destination (Project Site) page 71	it is requested to receive all the equipment at central location (HQs).	No, all the IT equipment are to be delivered as per the locations/site/offices given in the Annexure-A, of the RFB	Annex-A Incorporated in Addendum No 1 to RFB

46	Section VII – Schedule of Requirements	Final Destination (Project Site) page 71	Need the Field Formations lists to be put as Annex and also the distribution/delivery of Rack Mount Servers and Racks (Qty) to be delivered	The relevant site's location and addresses have been provided/attached as Annexure-A at the end of the amended RFB.	Annex-A Incorporated in Addendum No 1 to RFB
47	Clause G.C.C 16(1)	A sign-off by Purchase regarding successful delivery and subsequent installation, testing and commissioning (where/ if applicable) shall be a prerequisite before an invoice can be submitted by the Supplier.	Please define the scope of the installation (In terms of OS and updates or else) need to figure out what UAT acceptance items are required to fulfilled for the invoice/payment release request.	Scope of installation includes: 1. Rack mounting, 2. Power and Network Cabling 3. Hardware asset test i.e., CPU, RAM, RAID Card HDD performance etc. 4. Power on Self-Test (POST)	Clarified
48	Clause 3 Server Rack Specification	24U or Equivalent Rack (same brand as that of the server) with Cables, Fan kit, Rails & Fittings as Required, B	Racks are not told to have the PDUs, what will be the specifications of those PDUs/Sockets on it (what types)	The rack should have two vertically mounted metered PDUs with 8 X 2 C13 Sockets. Power cabling is required within the rack. Standard power cables (2 to 3 meters) with Industrial sockets would be part of PDUs to power up the Server.	Clarified
49	Section-III- Evaluation and Qualification Criteria	3.1 (a) Financial Capability	This turnover is on the higher side, it is requested to please keep this maximum one (01) time the value of the submitted bid.	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 supported by audited financial statements	Incorporated in Addendum No 1 to RFB
50	Section-III- Evaluation and Qualification Criteria	Qualification Criteria	Bidders should be an OEM partner (Gold/Silver or equivalent) for 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

51	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	Clarified
52	Section-III-Evaluation and Qualification Criteria	Qualification Criteria	Bidders should be an OEM partner (Gold/Silver or equivalent) for the last 5 years.	Already addressed above	Incorporated in Addendum No 1 to RFB
53	Section-III-Evaluation and Qualification Criteria	Qualification Criteria	Successful completion of similar projects for the provisioning and installation of 600 or higher number Racks, Mount and server.	Not agreed	Clarified
54	Section-III-Evaluation and Qualification Criteria	Qualification Criteria	fixed criterion for the successful completion of XXX amount of at least 2 to 3 projects (based on the financial budget of this requirement).	Not agreed	Clarified
55	Section-III-Evaluation and Qualification Criteria	Qualification Criteria	Can Local bidder enter JV with international bidder and submit bid through foreign bidder	Yes, the qualification criteria for JV are modified in the relevant section of RFB under financial capability and specific experience	Incorporated in Addendum No 1 to RFB