



Federal Board of Revenue
Revenue Division – Government of Pakistan

Amendment No.02

REQUEST FOR BIDS

(One-Envelope Bidding Process)

Procurement of Microsoft Windows Server Licensing & Microsoft Exchange Server

Issuance Date	25 th April, 2025
Project Title	Pakistan Raises Revenue Program
Loan No./Credit No./ Grant No.:	6435-PK
RFB Reference No.	2(1)/2024-Addl.Dir(P&F)/PK-FBR-468953-GO-RFB
Title	Procurement of Microsoft Windows Server Licensing & Microsoft Exchange Server

This is in continuation of the Request for Bids (RFB) issued on 6th March, 2025, Amendment-1 and Corrigendum-01 issued on 24th March, 2025 for the subject procurement activity. The following revisions are made in the RFB, Amendment-01 and Corrigendum-01 documents through Amendment-02: -

a. Title Page

Initial Requirements of RFB	Revised Requirements as per RFB Amendment-01	2nd Revised Requirement of the RFB
Bid Submission Date: 27 th March, 2025	Bid Submission Date: 17 th April, 2025	Bid Submission Date: 13 th May, 2025

b. Section II - Bid Data Sheet

Page No.	ITB Reference No.	RFB Requirements	Revised Requirements of RFB
35.	ITB 22.1	The deadline for Bid submission is: Date: 17th April, 2025 Time: 3:00 PM	The deadline for Bid submission is: Date: 13th May, 2025 Time: 11:30 AM
36.	ITB 25.1	The Bid opening shall take place at: FBR House, Constitution Avenue Islamabad, Pakistan Date: 17th April, 2025 Time: Immediately after the deadline for submission of Bids	The Bid opening shall take place at: FBR House, Constitution Avenue Islamabad, Pakistan Date: 13th May, 2025 Time: Immediately after the deadline for submission of Bids

c. Section III – Evaluation and Qualification Criteria

3.1 Qualification Criteria (ITB 37.1)

Page No.	Criteria	Initial Requirements of RFB	Revised Requirements of RFB
40.	(a) Financial Capability	The Bidder shall submit audited financial statements or, if not required by the law of the Bidder's country, other financial statements acceptable to the Purchaser, for the latest five (05) financial years prior to bid submission deadline, demonstrating the current soundness of the Bidder's financial position. These financial statements must include balance sheets, profit and loss accounts, assets and liabilities, investments and availability of financial resources to manage the contract. Average annual Turnover of the bidder / bidders should be at least Rs. 500M. in the last five years. For a joint venture, this requirement may be met by all members combined subject to the condition that each member meet at least 25% criteria and lead member to meet at least 50% of financial capability criteria	The Bidder shall submit audited financial statements or, if not required by the law of the Bidder's country, other financial statements acceptable to the Purchaser, for the latest five (05) financial years prior to bid submission deadline, demonstrating the current soundness of the Bidder's financial position. These financial statements must include balance sheets, profit and loss accounts, assets and liabilities, investments and availability of financial resources to manage the contract. Average annual Turnover of the bidder / bidders should be at least Rs. 50 M. in the last five years. For a joint venture, this requirement may be met by all members combined subject to the condition that each member meet at least 25% criteria and lead member to meet at least 50% of financial capability criteria.

41.	(b) Specific Experience	ii. The Bidder shall demonstrate that it has successfully completed at least two (02) contracts concerning the similar/ comparable Goods and related Services each with the value of US\$ 100,000 within the last five (05) years prior to bid submission deadline, consistent with this RFB. For a joint venture, this requirement may be met by all members combined.	ii. The Bidder shall demonstrate that it has successfully and substantially completed at least two (02) contracts within the last five (05) years prior to bid submission deadline, concerning the similar/ comparable Goods and related Services having cumulative value of PKR 25 Million . Out of the two (02) contracts, one contract, exclusively, should be of at least PKR 15 Million . For a joint venture, this requirement may be met by all members combined.
-----	-------------------------	---	--

d. Section VII – Schedule of Requirements

2. List of Related Services and Completion Schedule

Revised/ updated list of related Services and Completion Schedule is as under:

Service No.	Description of Service	Quantity	Physical Unit	Place where Services shall be performed	Final Completion Date(s) of Services
1.	Training & Certifications:				
	Microsoft Exchange and Windows Server, instructor-led training covering Exchange On-prem, online and Exchange Admin Center covering security, disaster recovery, and high availability.	1	Batch	On premises or Online	
	Microsoft Certification vouchers.	05	Nos/ persons	On premises or Online	
2.	03 years Software assurance	-	-		

3. Technical Specifications

Page No.	Criteria No.	Initial Requirements of RFB	Revised Requirements of RFB
72.	1, 3, 4, 5	Deployment related information	All clauses related to the deployment should be ignored
72.	2	Client Access Licenses (CALs): <ul style="list-style-type: none"> o Standard CALs: 3,500 licenses to cover the majority of users with standard email and calendaring needs. o Enterprise CALs: 500 licenses for users requiring advanced features such as Unified Messaging, Data Loss Prevention, and more. 	Exchange CALS <ul style="list-style-type: none"> o Standard 1500 o Enterprise CALs: 500
72	-		Microsoft Exchange and Windows Server, instructor-led training covering Exchange On-prem, online and Exchange Admin Center covering security, disaster recovery, and high availability. Microsoft Certification vouchers for 5 persons

Bill of Quantity

Revised/ updated BOQ is as under:

Microsoft Exchange Server (Category-I):

Description	Number of Servers		Client Access Licenses		Active Users
	Primary Site	DR Site	Standard Cals	Enterprise Cals	
Exchange Server Enterprise Licenses	4	4	1500	500	1200

Microsoft Windows Server Licenses (Category-II):

Description	Total No. of Cores	Cores Per Server	Cals	Type of Pack	Total Required Licenses Packs
Microsoft Windows Server (Data Center Edition)	192	64	50	To Be Proposed By vendor	To Be Proposed By vendor
Microsoft Windows Server (Standard Edition)	256	64	2000	To Be Proposed By vendor	To Be Proposed By vendor

e. Section IX - Special Conditions of Contract

Page No.	ITB Reference No.	RFB Requirements	Revised Requirements of RFB
104.	GCC 15.	03 years OEM warranty/after sales support services	03 years Software assurance.
106.	GCC 25.2	Incidental services to be provided are: 1. Installation, Testing & Commissioning of Goods (where/ if applicable). 2. 03 years OEM after-sales support. 3. Trainings	Incidental services to be provided are: 1. Only Licenses are Required 2. 03 years Software assurance. 3. Trainings

f. Section IV – Bidding Forms

Price Schedule Forms (Page No. 61): Updated and applicable Bidding Forms are as under:

• **Price Schedule: Goods Manufactured Outside Pakistan, to be Imported**

(Group C Bids, goods to be imported)							Date: _____	
Currencies in accordance with ITB							RFB No: _____	
15							Alternative No: _____	
Page N° _____ of _____								
1	2	3	4	5	6	7	8	9
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit	Unit price DDP [insert place of destination] in accordance with ITB 14.8(b)(i)	DDP Price per line item (Col. 5x6)	Price per line item for inland transportation and other services required in Pakistan to convey the Goods to their final destination in accordance with ITB 14.8(b)(ii)	Total Price per Line item (Col. 7+8)
[insert number of the item]	[insert name of good]	[insert country of origin of the Good]	[insert quoted Delivery Date]	[insert number of units to be supplied and name of the physical unit]	[insert unit price DDP per unit]	[insert total DDP price per line item]	[insert the corresponding price per line item]	[insert total price of the line item]
							1 Sub-total Price	

Name of Bidder [insert complete name of Bidder] Signature of Bidder [signature of person signing the Bid] Date [Insert Date]

***Note: Inland transportation cost under column 8 is already included in the DDP unit price under column 6.**

• **Price Schedule: Goods Manufactured Outside Pakistan, already imported***

(Group C Bids, Goods already imported)										Date: _____	
Currencies in accordance with ITB 15										RFB No: _____	
										Alternative No: _____	
										Page N° _____ of _____	
1	2	3	4	5	6	7	8	9	10	11	12
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and physical unit	Unit price including Custom Duties and Import Taxes paid, in accordance with ITB 14.8(c)(i)	Custom Duties and Import Taxes paid per unit in accordance with ITB 14.8(c)(ii), [to be supported by documents]	Unit Price net of custom duties and import taxes, in accordance with ITB 14.8 (c) (iii) (Col. 6 minus Col.7)	Price per line item net of Custom Duties and Import Taxes paid, in accordance with ITB 14.8(c)(i) (Col. 5×8)	Price per line item for inland transportation and other services required in Pakistan to convey the goods to their final destination, in accordance with ITB 14.8 (c)(v)	Sales and other taxes payable per line item if Contract is awarded, in accordance with ITB 14.8(c)(iv)	Total Price per line item (Col. 9+10)
<i>[insert number of the item]</i>	<i>[insert name of Goods]</i>	<i>[insert country of origin of the Good]</i>	<i>[insert quoted Delivery Date]</i>	<i>[insert number of units to be supplied and name of the physical unit]</i>	<i>[insert unit price per unit]</i>	<i>[insert custom duties and taxes paid per unit]</i>	<i>[insert unit price net of custom duties and import taxes]</i>	<i>[insert price per line item net of custom duties and import taxes]</i>	<i>[insert price per line item for inland transportation and other services required in Pakistan]</i>	<i>[insert sales and other taxes payable per line item if Contract is awarded]</i>	<i>[insert total price per line item]</i>
										2 Sub-total Price	

Name of Bidder *[insert complete name of Bidder]* **Signature of Bidder** *[signature of person signing the Bid]* **Date***[insert]*

* *[For previously imported Goods, the quoted price shall be distinguishable from the original import value of these Goods declared to customs and shall include any rebate or mark-up of the local agent or representative and all local costs except import duties and taxes, which have been and/or have to be paid by the Purchaser. For clarity the Bidders are asked to quote the price including import duties, and additionally to provide the import duties and the price net of import duties which is the difference of those values.]*

Price Schedule: Goods Manufactured in Pakistan

Purchaser's Country _____ (Group A and B Bids) Currencies in accordance with ITB 15							Date: _____ RFB No: _____ Alternative No: _____ Page N° _____ of _____		
1	2	3	4	5	6	7	8 ¹	9	10
Line Item N°	Description of Goods	Delivery Date as defined by Incoterms	Quantity and physical unit	Unit price EXW in accordance with ITB 14.8(a)(i)	Total EXW price per line item (Col. 4x5)	Price per line item for inland transportation and other services required in the Pakistan to convey the Goods to their final destination	Cost of local labor, raw materials and components with origin in Pakistan as a % of Col. 6	Sales and other taxes payable per line item if Contract is awarded, in accordance with ITB 14.8(a)(ii)	Total Price per line item (Col. 6+7)
[insert number of the item]	[insert name of Good]	[insert quoted Delivery Date]	[insert number of units to be supplied and name of the physical unit]	[insert EXW unit price]	[insert total EXW price per line item]	[insert the corresponding price per line item]	[Insert cost of local labor, raw material and components from within Pakistan as a % of the EXW price per line item]	[insert sales and other taxes payable per line item if Contract is awarded]	[insert total price per line item]
								3 Sub-total Price	

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*

¹ *[Mark Column 8 as NOT APPLICABLE if domestic preference is not applicable, which should normally be the case for off-the-shelf Goods]*

• **Price and Completion Schedule - Related Services**

<p>Currencies in accordance with ITB 15</p>						<p>Date: _____</p> <p>RFB No: _____</p> <p>Alternative No: _____</p> <p>Page N° _____ of _____</p>
1	2	3	4	5	6	7
Service N°	Description of Services (includes inland transportation and other services required in the Pakistan to convey the Goods to their final destination)	Country of Origin	Delivery Date at place of Final destination	Quantity and physical unit	Unit price	Total Price per Service (Col. 5x6 or lumpsum)
<i>[insert number of the Service]</i>	<i>[insert name of Services]</i>	<i>[insert country of origin of the Services]</i>	<i>[insert delivery date at place of final destination per Service]</i>	<i>[insert number of units to be supplied and name of the physical unit]</i>	<i>[insert unit price per item]</i>	<i>[insert total price per line item]</i>
4 Sub-total Price						
Total Bid Price						

Name of Bidder *[insert complete name of Bidder]* Signature of Bidder *[signature of person signing the Bid]* Date *[insert date]*