

Sr. No.	RFB Section	Specifications as per RFB	Queries/Suggestion	Clarifications by FBR
1.	Section VII - Schedule of Requirements Technical Specifications On Page 68 of the RFB in the Performance Throughput and Port Configuration section	FMG-VM-10-UG with Qty	Kindly confirm that two FortiManagers are required per site or One FortiManager is required per Site with HA between PR and DR Site.	Only one FortiManager license is require.
2.	Section VII - Schedule of Requirements Technical Specifications On Page 68 of the RFB in the Performance Throughput and Port Configuration section	ZTNA EMS FC2-10-EMS04-428 01-DD is required with Qty	Kindly confirm that two FortiEMS are required per site or One FortiEMS is required per Site with HA between PR and DR Site.	FortiEMS license is required with an HA deployment across the PR and DR sites. DR functionality will be tested during the drill.
3.	Section VII - Schedule of Requirements Technical Specifications On Page 68 of the RFB in the Performance Throughput and Port Configuration section	ZTNA EMS FC2-10-EMS04-428 01-DD is required	it is mentioned that ZTNA EMS FC2-10-EMS04-428 01-DD is required. However, this SKU is for 500 Users and on page 69 it is mentioned that remote VPN and posturing solution is required for 700 Users. Kindly clarify how many user licenses are required. If required please share updated SKU's.	A minimum of 700 user licenses are required. HA is to be implemented across PR and DR, and the setup will be validated during the DR drill. Vendors may propose appropriate SKUs to meet this requirement.
4.	Section VII - Schedule of Requirements Technical Specifications On Page 68 of the RFB in the Performance Throughput and Port Configuration section	Analyzer FAZ-VM-GB500 is required with Qty 2	it is mentioned that Analyzer FAZ-VM-GB500 is required with Qty 2 are required per site. Kindly confirm that two FortiAnalyzer are required per site or One FortiAnalyzer is required per Site with HA between PR and DR Site.	Only one FortiAnalyzer (500 Gb) license is required.
5.	Section VII - Schedule of Requirements Technical Specifications On Page 68 of the RFB in the Performance Throughput and Port Configuration section	Advance level training at OEM certified facilities	it is mentioned that "Advance level training at OEM certified facilities for four (4) personnel to be conducted by manufacturer or authorized education partner inclusive of hands-on lab sessions is required". Kindly confirm if training is required for ALL equipment including Fortigate, ZTNA, MFA Authenticator for all (4) Personnel or training is required for a (1) Personnel for each solution making a total of 4 trainings?	As per RFB technical specifications, four (4) personnel trainings are required for NGFW and allied solutions and Four (4) personnel trainings are required for WAF and allied solutions.
6.	Section VII - Schedule of Requirements Technical Specifications On page 71 of the RFB under Technical specifications of the Web Application Firewall	DAST FC-10-FPENT-236-02-DD is required for 10 Applications with Qty 2.	it is mentioned that DAST FC-10-FPENT-236-02-DD is required for 10 Applications with Qty 2. Kindly confirm if Qty 2 is required on PR site only? Or Qty 1 is required for PR Site only.	Only one license (10 Applications) is required for the Primary Site.
7.	Section VII - Schedule of Requirements Technical Specifications On Page 75 of the RFB under Technical	GSLB FAD-220F	it is mentioned that GSLB FAD-220F is required. However, the port density does not match the ADC Specifications. Kindly confirm the port requirements.	'Port density is as per the model with all ports populated with SFP

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	specification of the ADC/GSLB			
8.	Section VII - Schedule of Requirements Technical Specifications On Page 74 of the RFB, under technical specification of the ADC/GSLB (Security and Compliance)	WAF capabilities are required.	it is mentioned that WAF capabilities are required. Kindly confirm if the relevant licenses of WAF are also required to be quoted with the ADC or not.	License for WAF is not required in GSLB
9.	Section VII - Schedule of Requirements Technical Specifications On Page 64 of the RFB	Must have support (licensed) for open automation tools like Ansible,	It is mentioned that “Must have support (licensed) for open automation tools like Ansible, if required bidder will be responsible to configure 10 workflows”. Kindly share the required Workflows as this is a highly specialized task.	Automation workflows shall include: scheduled configuration backups for all appliances, automated checks of firmware versions across all devices, and triggering syslog alerts on every configuration change, capturing the username and specific change details. Remaining workflows will pertain to operational tasks aligned with the proposed solution and will be defined in coordination with the bidder during implementation
10.	ITB 22.1 D. Submission and Opening of Bids	For Bid submission purposes only, the Purchaser’s address is: Attention: Additional Director (Procurement & Finance) Address: FBR House, Constitution Avenue Floor/Room number: 5th Floor, Room No. 574 City: Islamabad ZIP Code: 44000 Country: Pakistan Electronic mail address: addldirector.prr@fbr.gov.pk The deadline for Bid submission is: Date: 29th April, 2025 Time: 11:30 am	It is respectfully requested that a two-week extension be granted for the submission of the RFP under Bid No. 2(12)-2025-Addl.Dir(P&F)/482812, as outlined in the Standard Bidding Documents for the Procurement of Network Security Equipment for FBR Data Centers. We believe that the additional time will allow us to prepare a more comprehensive and competitive proposal in line with the technical and administrative requirements of the tender. Your kind consideration of this request would be highly appreciated	Incorporated in the Amendment-1 to RFB. Updated Bid Submission date and time are: Date: 5th May, 2025 Time: 1300 Hrs.
11.	Section VII - Schedule of Requirements Technical Specifications. Certified engineer for both on NGFW product and FortiWAF	Certified engineer for both on NGFW product and FortiWAF	During the pre-bid meeting, we discussed that the bidder evaluation criteria must include at least one certified engineer for both on NGFW product and FortiWAF. While similar projects reference have been asked for qualification, This is also very important for the successful delivery of the project.	Advance level certified resources for both major products (NGFW & WAF) are required.

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12.	Section VII - Schedule of Requirements Technical Specifications. FortiManager and FortiAnalyzer Deployment (Page 68)	FortiManager and FortiAnalyzer Deployment (Page 68)	Are these solutions required at both the Primary (PR) and Disaster Recovery (DR) sites? Typically, logging is not considered critical for DR environments. If you do require them at the DR site, could you clarify why, and whether the same sizing is necessary?	FortiAnalyzer (500 GB/day) and FortiManager are required at the Primary site only
13.	Section VII - Schedule of Requirements Technical Specifications. (Page 68)	EMS License for Remote VPN Users 700 remote VPN users with posturing	You've specified 700 remote VPN users with posturing, but the EMS license SKU (FC2-10-EMS04-428-01-DD) supports only 500 users. Do you need a license for 700 users or 500?	The solution must support a minimum of 700 remote VPN users with posturing, including High Availability (HA) deployment at the DR site. The licensing should cover all 700 users, and the setup will be validated during a DR drill to ensure functionality and failover readiness
14.	Section VII - Schedule of Requirements Technical Specifications. EMS Licensing Across PR and DR (Page 68)	EMS is listed for both PR and DR sites with 500-user SKUs each	EMS is listed for both PR and DR sites with 500-user SKUs each. Does that mean a total of 1000 users are required? Or is the actual requirement 500 or 700 users? Please confirm, and adjust the SKU quantity to 2 x 500 if 1000 users are needed.	The solution must support a minimum of 700 remote VPN users with posturing, including High Availability (HA) deployment at the DR site. The licensing should cover all 700 users, and the setup will be validated during a DR drill to ensure functionality and failover readiness
15.	Section VII - Schedule of Requirements Technical Specifications. EMS Deployment Mode (Page 68)	EMS be deployed in High Availability	Should EMS be deployed in High Availability (HA) mode across PR and DR, or as standalone instances?	The EMS solution should be designed to eliminate any single point of failure. It is recommended to deploy EMS in High Availability (HA) mode across both Primary and DR sites to ensure service continuity and seamless failover in case of a disaster.
16.		LD	We suggest that LD should be 0.5% per week with a maximum of 10%.	RFB terms and conditions remain intact.
17.		PG	We suggest that PG should be 5% for one year and if they insist to cover warranty period, we can offer 5% of only warranty price every year.	RFB terms and conditions remain intact.
18.	SCC (16.1) Section VII Special condition of contract.	Advanced Payment	We suggest that Advance Payment should be allowed.	Please refer to the RFB section (16.1)
19.	Qualification of Bidder (ITB 37) (b) Specific Experience	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 Rs. 150 Million within the last five (05)	to encourage broader participation and fair play, we propose that this criteria should be relaxed, with at least one (01) contract concerning the similar/ comparable Goods and related Services with the value of Rs. 120 Million within the last five (05) years prior to bid submission deadline.	RFB terms and conditions remain intact.

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		years prior to bid submission deadline, consistent with this RFB. For a joint venture, this requirement may be met by all members combined.		
20.	Technical Specifications > General Requirements > Page -64 of RFB	Vendor will be responsible for deployment, migration from existing site to new sites and DR failover drill.	Migration details/Scope is required along with the existing deployed solution to quantify the workload like No of VPNs, number of existing policies. Please also confirm the exact number of distinct web applications and APIs that will be protected by WAF and tested using DAST.	Migration scope is to migrate 50 web applications, 50 VPN accounts and 10 DAST applications
21.	Section VII - Schedule of Requirements Technical Specifications. Migration consideration > Seamless Migration Path – Page 72 of RFB	The migration from the existing WAF to the new solution must be planned and executed with minimal disruption to operations.	To achieve minimal disruption during migration, detailed information about the existing infrastructure is required.	Vendor will have to share all required information related to existing infrastructure along with complete migration plan. Details will be furnished after award of contract.
22.	Section VII - Schedule of Requirements Technical Specifications. Migration consideration > Data and Configuration Migration: - Page 73 of RFB	The migration process should ensure that all relevant historical data, including logs, security incidents, and configurations, are migrated to the new solution for continuity in monitoring, reporting, and forensics.	Quantify the size of existing logs, security incidents which need to be migrated and in which format they are saved/available.	This refers to migration of data from Existing FrotiAnalyzer which is 500 Gb of data
23.	Section VII - Schedule of Requirements Technical Specifications. Migration consideration > Post-migration Validation and Monitoring- : - Page 73 of RFB	After migration, the new WAF solution should be thoroughly validated to ensure that it provides the same, if not better, level of security as the previous deployment.	What is the criteria to assess the deployed infrastructure, do we need to use specific tools, kindly specify some standard procedure	Key criteria include accurate policy replication, minimal false positives/negatives, proper logging, and no performance degradation. It should include ML data in existing environment.
24.	Section VII - Schedule of Requirements Technical Specifications. Migration consideration > Post-migration Validation and Monitoring: - Page 73 of RFB	Continuous monitoring and performance checks should be conducted to ensure the new solution operates efficiently and effectively without introducing latency or false positives.	Is there an NMS deployed for monitoring of deployed solution.	Solution will be monitored through third party NMS as well as FortiAnalyzer included in this RFB
25.	Section VII - Schedule of Requirements Technical Specifications. Training: Page 63, Page 69, Page 71 of RFB	Advance level training at OEM certified facilities to be conducted by manufacturer or authorized education partner inclusive of hands-on lab sessions.	OEM Certified facility not available in Pakistan, so this means that we need to quote Foreign Training to cover this requirement. What about traveling expense like Air Ticket, TA/DA. Will this be managed by FBR or we need to include this in our costing. Please clarify?	Complete cost should be included in the solution.

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26.	Specific Experience: Page 35 of RFB	(b) Specific Experience: 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 Rs. 150 Million 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.	Normally security projects are part of any contract, so kindly reduce Rs. 150M contract requirement specific to security stack (to Rs. 80M to 90M) and FBR may increase Nos. of contracts. We look forward for your kind consideration on this please.	RFB terms and conditions remain intact.
27.	Section VII - Schedule of Requirements Technical Specifications. General Query	This RFB has the requirement for GSLB, Internet Edge Firewalls, Web Application Firewalls	Will items procured under this RFB will be part of SDN or not. Please clarify?	All items are part of this RFB.
28.	Section VII - Schedule of Requirements Technical Specifications. Page 70 of RFB	SSL/TLS Decryption and Inspection:	Will FBR provide SSL certificates for HTTPS inspection or should we include Fortinet CA/SSL cert bundles?	FBR will provide SSL certificates
29.	Section VII - Schedule of Requirements Technical Specifications. Page 72 of RFB	Integration with CI/CD Pipelines:	Should it integrate with CI/CD tools (e.g., Jenkins, GitLab)?	The integration will be required completely with the solution
30.	Section VII - Schedule of Requirements Technical Specifications. Page 72 of RFB	Integration with CI/CD Pipelines:	Please share the current DevOps tools in use to confirm compatibility with FortiDAST/DAST scanner	Azure devops, Jenkins, Docker, Kubernetes, Puppet, Ansible etc
31.	Section VII - Schedule of Requirements Technical Specifications. Page 68 of RFB	Hardware BoQ/SKUs	We assume that Virtualized Infra and required storage will be provided by FBR as per solution requirement, Please confirm.	Yes, virtualized infrastructure will be provided by FBR. Vendor has to list all the requirement is the proposal document
32.	Section VII - Schedule of Requirements Technical Specifications. Page 68 of RFB	Hardware BoQ/SKUs	Will logs be forwarded to an existing SIEM, or is FortiAnalyzer expected to perform all correlation and forensic analysis?	FortiAnalyzer is expected to perform all the analysis, along with the logs will be forwarded to SIEM and syslog server
33.	Section VII - Schedule of Requirements Technical Specifications. Page 72 of RFB	Migration Considerations:	What is the expected window for running the old and new WAFs in parallel during migration? Please clarify?	The existing WAF/equipment will be operational in production for three months in -parallel.