



GOVERNMENT OF PAKISTAN  
FEDERAL BOARD OF REVENUE  
(Directorate General of (IT &DT)  
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Re. No. 2(90)S(IT)/2025

Islamabad, the 27<sup>th</sup> May, 2025

**Subject: MINUTES OF THE PRE-BID MEETING - RENEWAL OF VEEAM BACKUP SOLUTION, FORTINET WAF/NGFW, CISCO EMAIL SECURITY [2(90)S(IT)/2025]**

A Pre-bid Meeting for subject procurement activity, as was pre-fixed in the Request for Bids' Specific Procurement Notice (SPN) published in leading national dailies, was held on 19<sup>th</sup> May, 2025 at the Skylight Conference Room, Federal Board of Revenue (FBR), FBR House, Constitution Avenue Islamabad, Pakistan.

2. The meeting was chaired by the Chief (Systems) and was attended by the FBR officers and technical team of PRAL & representatives of the prospective Bidders (in person). The purpose of the Pre-bid Meeting was to provide clarifications on queries/questions raised by the representatives of the prospective bidders on the Bidding Document for subject procurement activity, to facilitate them in preparation of effective technical and financial bids.

3. The Chief (Systems) gave a brief overview of the PPRA Procurement Guidelines and apprised on the structure of the Bidding Documents. The prospective bidders' representatives were thereafter invited to share their queries for clarification. In view of the queries raised by the bidder's representative during the meeting, the FBR team clarified the same in the light of the relevant clauses of the bidding document. and FBR system requirements.

4. In addition, the representatives were also given two (02) days' time, to share their queries in writing also, enabling avoiding any confusion. In this regard, it was clarified that the Federal Board of Revenue would reply all the queries of the prospective bidders in the form of Minutes of Pre-bid Meeting. The Minutes of Pre-bid Meeting would be shared with all the prospective bidders who have participated in the Pre-Bid Meeting and/or would have asked for clarifications subsequent to the Meeting. Besides, the Minutes would also be uploaded on the website of the Federal Board of Revenue [www.fbr.gov.pk/tenders](http://www.fbr.gov.pk/tenders).

5. Accordingly, the following table provides all queries either asked during Pre-bid and/or Follow Meeting, or made in writing, by the prospective bidders and replies thereof by FBR:

Sr.#	RFB Section	Specifications as per RFB	Queries/Suggestion	Clarifications by FBR
1.	Section III. Evaluation and Qualification Criteria (EQC) Qualification of Bidder (ITB 37)	(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. 250 Million. 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.	Kindly share the list of serial numbers of the devices with their respective support period and end date of support so that all may be ordered accordingly.	Devices serial number with their respective support period. 1. FortiWeb 2000F (Islamabad), support required for 5 years Device1: FV-2KFTE2100020 Device2: FV-2KFTE2100022 2. FortiGate NGFW 1101E (Islamabad), support required for 1 year Device1: FG10E1TB21902465 Device2: FG10E1TB22900724 3. FortiWeb 2000F (Karachi), support required for 6 months Device1: FV-2KFTE22000036 Device2: FV-2KFTE21000036 4. FortiGate NGFW 1101E (Karachi), support required for 6 months Device1: FG10E1TB22900722 Device2: FG10E1TB22900495
2.	GCC 29.4	Bidders are required to submit license pricing for a total period of five (5) years. However, the initial contract award will be for <b>a period of three (3) years</b> only. The remaining two (2) years may be awarded subsequently at the sole discretion of the Purchaser, subject to satisfactory performance and requirements at the time. The prices quoted for all five (5) years shall remain firm and fixed (price-locked) throughout the entire period, including any potential extension. Bidders must provide a year-wise price breakdown for each of the five (5) years, clearly	On page 75 of the RFP Lot-2, it is mentioned that for Fortiweb 2000F support period required is 5 years with 3 years initial and extension for two years. Kindly confirm if the prices need to be locked for 5 years but the contract will be awarded for 3 years?	Incorporated in Amendment No. 01.

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		indicating the annual license cost (inclusive of all taxes) per year. For the purpose of bid evaluation, only the prices quoted for the <b>five (5) years</b> shall be considered.		
3.	Schedule of Requirements	Technical Specifications	Please note that SFPs doesn't come with support licenses. So, their renewal is out of question.	As discussed in pre-bid meeting, SFP related issues will be covered in device support, separate support license is not required for SFPs
4.	Delivery Schedule and Bill of Quantities	Delivery of renewal licenses is required within 1 week after issuance of LOA for Lot 1, 2, and 3.	we request you to share exact SKUs, to avoid any ambiguities, with respect to required support licenses with clear support license terms.	Since SKUs are not available publicly, current SKUs are included in published RFB. Bidder shall provide same level of license/support as per existing SKU for mentioned time period of support
5.	Schedule of Requirements	Technical Specifications	As per the RFP, 3 years support licenses are required which may be extended for another 2 years subject to customer requirement. Keeping in view the frequent change in USD, locking the price for 4th and 5th year would be challenging. SKU should either be for 3 year or 5 years, in case of 3year support license price along with extendable price for 4th and 5th year. Please clearly specify the criteria for evaluation.	Incorporated in Amendment No.01

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6.	Schedule of Requirements	Technical Specifications	As per pre-bid meeting, we are writing to seek your feedback on whether you need dedicated RE for complete support period.	The Special Conditions of the Contract related to REs are very clear on this matter. REs will be required for complete support period and FBR may retain RE services beyond support expiry period. No price/quote of RE needs to be given in the bid.
7.	Schedule of Requirements	Technical Specifications	In line with Lot-II specs, FBR requires bidders who are authorized highest Tier partners of OEM to provide the warranty, support services and parts replacement for the Next Generation Firewalls and Web Application Firewalls. - we request you to kindly relax this criteria and remove this clause, and keep the eligibility to an authorised partner of the respective OEM as stated in Bid data sheet.	FBR requires bidders who are authorized partners of OEM to provide the warranty, support services and parts replacement for the Next Generation Firewalls and Web Application Firewalls.
8.	Schedule of Requirements	Technical Specifications	This is with reference to FBR RFP for RENEWAL OF VEEAM BACKUP SOLUTION, FORTINET WAF/NGFW, CISCO EMAIL SECURITY SBD Reference No: 2(90)S(IT)/2025 [Lot-1 (Veeam Renewal)], can you please confirm the support period of the contract for Lot-1.	Incorporated in Amendment No.01