



Government of Pakistan
PAKISTAN TELECOMMUNICATION AUTHORITY
<http://www.pta.gov.pk>

INVITATION TO BID

For the Procurement and License upgradation of current operational VM ware V Sphere 6.0 (Server Virtualization Software) on latest version of VMware Vsphere 6.7 update 2 (Server Virtualization Software-Hypervisor Bare metal type-1)

Pakistan Telecom Authority, (a Telecommunication Regulator in Pakistan) invites sealed bids from the original manufacturers / authorized distributors / suppliers/resellers Contractors etc. registered with Income Tax and Sales Tax Departments and who are on Active Taxpayers List of the Federal Board of Revenue and having Five years of experience for supply of the following IT Equipment:

S. No.	Description of the Server Virtualization Software (up gradation)	Quantity
1.	Vmware VSphere 6.7 update 2, VM ware V Sphere enterprise plus edition	1
2.	VCenter Server Standard edition	1
3.	Physical Servers License support	10 Physical Processors
4.	3-years support from both principle manufacturer and from authorize partner.	1
5.	Cross Platform Server Hardware manufacturers/ vendors support	HP, Dell, Cisco, Lenovo, Huawei etc

Bidding documents, containing detailed terms and conditions, method of procurement, procedure for submission of bids, bid security, bid validity, opening of bid, evaluation criteria, clarification / rejection of bids, performance guarantee etc. are available at the office of the undersigned. Price of the bidding documents is Rs. 500/- (in shape of pay order / bank draft, in favor of PTA). Bidding documents can be downloaded from www.pta.gov.pk free of cost.

The bids, prepared in accordance with the instructions in the bidding documents, must reach at PTA Headquarters F-5/1, Islamabad on or before **21st May 2019** by **10:30 AM**. Technical Bids will be opened the same day at **11:00 AM**. This advertisement is also available on PPRA website at www.ppra.org.pk.

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Say No to Drugs



BIDDING DOCUMENTS

Sealed bids are invited from well reputed and authorized dealers having Tier-1 / Tier -2 minimum professional level dealership, registered with Sales Tax and Income Tax Department, having at least 3 years of relevant business experience for the procurement and License upgradation of current operational VMware vSphere 6.0 (Server Virtualization Software) on latest version of VMware VSphere 6.7 update 2 (Server virtualization Software- Hypervisor Bare metal type-1), details are as,

S. No.	Description of the Server Virtualization Software (upgradation)	Quantity
1.	VMware VSphere 6.7 update 2, VMware vSphere enterprise plus edition	1
2.	VCenter Server Standard Edition (with production support)	1
3.	Physical Servers Licenses support	10 Physical Processors
4.	3-year production support both from principle manufacturer (VMware), and authorize partner.	1 job
5.	Cross Platform Server Hardware manufacturers/vendors support	HP, Dell, Cisco, Lenovo, IBM, Huawei etc

Detailed specifications of above-mentioned items are provided at Annex-C of this document. Notice of the bids issued on PTA's/PPRA's websites is part of the bidding document.

Key Terms and Conditions

1. GENERAL INFORMATION:

- a. Bidding documents duly completed in all respect will be received on or before **21st May, 2019** up to **1030 AM**. The submission and evaluation of bids will be carried out under the “*Single Stage Two Envelop Procedure*”. Technical bids will be opened by Technical Evaluation Committee, at PTA HQs on the same day at **1100 AM**, in presence of bidder’s representative, who may choose to attend.
- b. Bid will comprise of single package containing two separate sealed envelopes. One envelop will contain the “*Technical Proposal*” and the second envelop will contain the “**Financial Proposal**”. Technically qualified bidders will be informed the date, time and venue for the opening of financial bids. Financial bids of technically disqualified bidders will be returned un-opened.
- c. Bids should be sent at the address of Director (ICT) Pakistan Telecommunication Authority (PTA), Headquarters F-5/1, Islamabad.

- d. Bidder shall quote for all parts of the IT software mentioned above.
- e. Annex-A, Annex-B, Annex-C and Annex-D are integral part of technical and financial proposals, which may be read/filled carefully, signed and stamped by the bidders. Further, details of the annexures are mentioned below:
 - i. Annex-A consists of mandatory requirements for bidder(s)
 - ii. Annex-B consists of technical capabilities of bidder(s), which has total 100 marks, whereas minimum qualifying marks are 75%
 - iii. Annex-C consists of technical evaluation of the product and bidder(s) may quote higher specs, however, quoting lower specs shall disqualify the bidder
 - iv. Annex-D, comprises of financial bid format, to be followed by all bidders, the bidder should quote its rates clearly for each part, in the financial proposal in both figures and words without any ambiguity.

BIDDER'S INFORMATION

- a. Name of Firm _____
- b. Date of establishment of business
(documentary proof of registration etc.) _____
- c. Address _____
- d. Telephone No _____ Fax No. _____
- e. GST Reg. No _____
- f. National Tax No _____

2. EVALUATION CRITERIA

- a. Technical bids shall be opened and evaluated by technical evaluation committee in view of Annex-A, Annex- B and Annex-C. Bidder, obtaining at least 75% out of 100 marks, shall be eligible for the participation in financial bid opening.
- b. Financial bids shall be opened and evaluated by procurement committee of PTA i.e. PC-I as the case may be, on the basis of criteria given in Annex-D.
- c. Work will be awarded to **financially lowest bidder**.
- d. If two or more bidders quote equal lowest price in financial proposals, then the work will be awarded to the one having higher technical marks, in technical evaluation.
- e. The bidder should quote its rates clearly against **each part**, in the financial proposal in both figures and words. However, total amount of bid will be considered for evaluation/competition.

4. EARNEST MONEY

- f. Earnest money will be 2% of the bid amount and will be in the shape of pay order / demand draft in favor of Pakistan Telecommunication Authority, Headquarters, Sector F-5/1, Islamabad. Earnest money **shall be attached with the financial proposal otherwise proposal will not be accepted.**
- g. Earnest Money will be kept for minimum (3) Years till the support period and will only be released after confirmation of performance certificate from two ICT officers
- h. Earnest Money will be forfeited in favor of PTA if the above mentioned officers reported software or any type of support issues related to the Software Support.
- i. **Bids without earnest money will be rejected without any right of appeal.**
- j. **Earnest money of successful bidder will be retained till support period.** However, earnest money of unsuccessful bidders will be returned after award of supply order to successful bidder.
- k. In case of cancelation of Supply Order due to default of the supplier, the earnest money shall be forfeited in favor of PTA.

5. PRICES:

- a. **The bidder should quote its rates clearly in Pak Rupees** inclusive of all applicable taxes i.e. GST etc. **in the financial proposal and amount in both figures and words as per format attached at Annex-D**
- b. The rates quoted shall remain valid for 90 days from the date of opening of Technical Proposal.
- c. PTA will not bear transportation/carriage charges.

6. PAYMENT PROCEDURE

- a. No advance payment shall be made against software mentioned in the bidding document.
- b. Payment shall be made on provision of invoice/bill, after software at PTA Headquarters and issuance of satisfactory completion/stock verification/physical inspection certificate by PC-I.
- c. Payment shall be subject to withholding of applicable taxes as per government rules and after successful installation, deployment and tuning of the Software in the servers.

7. SOFTWARE

- a. IT Software should be new, not used and the license should be Issued on the name of Pakistan Telecom Authority. The Software should be developed by the original manufacturer and may be verifiable from manufacturer if deemed necessary.

- b. IT software should be arranged through the legal channels by clearing all customs/duties/taxes (if any) levied by Govt.

8. SOFTWARE DELIVERY & INSTALLATION PERIOD

- a. Delivery & Installation of Software shall be made within eight (4) weeks' time after issuance of supply order.
- b. Vendor will be responsible for the delivery & installation of Software at PTA H/Qs Islamabad with the provision of support as mentioned in the bidding document.

9. AUTHORIZED DEALER PARTNER

Bidder shall be an authorized dealer/partner, having Tier 1 or Tier 2 partnership / dealership of the quoted software. Current Certificate of dealership / partnership from principle manufacturer with Authorization letter is required in the name of the authorized dealer / partner of the manufacturer.

10. WARRANTY/SUPPORT

- a. Vendor will be responsible for the provision of free at least (3) years production support with labor (24X7), with support from principle manufacturer of the software (VMware).
- b. Configuration, installation and tuning will be the responsibility of the vendor.
- c. Physical Host scalability factor shall be unlimited.
- d. Should support and Install on all leading server manufacturers/vendors hardware including HP, Dell, Cisco, Lenovo, Huawei etc.

11. PENALTY

- a) If the supplier fails to deliver & install the software as per supply order or within due time, then a penalty of 1% per week will be charged up to maximum period of four weeks (Days less than six will be considered as one week). Thereafter, its supply order will be cancelled and his earnest money will be forfeited.

12. DISQUALIFICATIONS

Proposals will be liable to be rejected if any deviation is found from the instructions as laid down in the bid document i.e.

- a. Financial bid is submitted without the required earnest money/performance guarantee.
- b. Offers are received after specified date and time.
- c. Specification and other requirements are not properly adhered to or different from those given in the bidding documents.
- d. GST and NTN certificates are not attached.
- e. Vendor is not in Active Taxpayer List (ATL) of FBR.
- f. Relevant experience is less than five years.

- g. Service center is not in Islamabad/Rawalpindi.
- h. Supplier is not an authorized dealer/partner and warranty provider of the principal manufacturer for Pakistan as per section 9 of this document.
- i. Any inferior product / spec / requirement that mentioned at Annex-C.
- j. Non-quoting the mentioned Branded items for any of the above Software item will lead to disqualification.
- k. Non-production of dealer ship certificate with authorization letter.
- l. Non-production of both Authorization letter and Partner certificate.
- k. **Certificate of earnest money is not attached with technical proposal.**

13. **AFFIDAVIT**

Affidavit on **Judicial Paper** to the effect that the firm has not been black listed by any government/semi government/autonomous body or company.

14. **RIGHTS RESERVED**

Pakistan Telecommunication Authority Islamabad reserves the rights to cancel the bid, accept or reject any bid as per PPRA Rules.

CHECKLIST

- | | | |
|----|-------------------------------------------------------------------------------------------------|----------|
| a. | Earnest money in shape of bank draft/pay order. | (Yes/No) |
| b. | Performance Gurantee in shape of bank draft /pat order
(cheques are not acceptable) | (Yes/No) |
| c. | Relevant documents for Annex A,B,C | (Yes/No) |
| d. | List of such projects handled with copies of supply order. | (Yes/No) |
| e. | List of clients with telephone numbers and addresses. | (Yes/No) |
| f. | List of employees including technical staff for this project. | (Yes/No) |
| g. | Affidavit on legal paper for not being black listed. | (Yes/No) |
| h. | Copies of authorized dealership/partnership etc. of the
principal manufacturer for Pakistan. | (Yes/No) |
| i. | Specification and other requirements are met | (Yes/No) |
| j. | Service center is at Islamabad/Rawalpindi | (Yes/No) |

Director (ICT)

Part A) Mandatory Requirement *	
1	Firm has to produce Sales Tax and Income Tax Registration.
2	Vendor should be in Active Tax Payer List of FBR.
3	Firm has to produce Authorization dealer, partner, etc Certificate of the principal/manufacture for Pakistan as per section 9 of this bidding document with Manufacturer authorization letter. Tier 1 and Tier 2 partners /resellers only. (Current Partners Only)
4	Minimum Three years of relevant experience of the vendor
5	Sales and Service Centers at Islamabad / Rawalpindi
6	Submission of affidavit on Judicial Paper to the effect that the firm has not been black listed by any government/semi government/autonomous body or company.
7.	Submission of minimum of three supply orders as per Sr.No.5. Annex-B

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pporting documents to be attached with technical proposal.

Non-fulfilling any of the above requirement will result into disqualification of bid.

Technical Capabilities of Bidder Part-B

Annex-B

Part B) General Evaluation*				
Sr. #	Attributes	Max. Score	Points Earned	Criteria
1	Detail of Offices	10		Firm has sales and services offices at four (4) provincial headquarters with proof of authorized service provider from principal manufacturer. Two and half (2.5) points for each provincial capital head quarter.
2	Certified Technical resource Dell, IBM, VMWARE etc	20		Two certificates has to be provided (10 marks each)
3	Total strength of relevant Technical Staff at Rawalpindi / Islamabad (List shall be attached with name, designation, qualification and related experience).	20	20	Firm has ten (10) or more relevant technical staff in Islamabad / Rawalpindi.
			15	Firm has more than seven (7) or more up to nine (9) relevant technical staff in Islamabad / Rawalpindi
			10	Firm has five (5) or more up to six(6) relevant technical staff in Islamabad / Rawalpindi
4	Firm Experience (minimum 3 years' experience required)	20		(4) points will be given for each year of experience, beyond 3 years of mandatory requirement.
5	Projects completed of similar nature (documentary proof be provided i.e. Supply Orders etc.)	30		Five points will be awarded for each project of same nature on provision of supply order/certificate.(Max Five Supply Orders-Minimum Three)
Sub Total		100		
Minimum qualifying marks are 75% in above table whereas Annex "C" shall be compulsory. All supporting Documents to be attached for all relevant pages of Annex-B.				

TECHNICAL EVALUATION-PART-C

(To be included in Technical Proposal)

Annex-C

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Detailed Specifications of VMware VSphere Enterprise plus		
S. No.	Feature	Requirement
1.	VMotion Enables live migration of virtual machines with no disruption to users or loss of service, eliminating the need to schedule application downtime for planned server maintenance.	Cross-vSwitch/Cross VCenter /Long Distance/ Cross-Cloud
2.	Storage vMotion Avoids application downtime for planned storage maintenance by migrating live virtual machine disk files across storage arrays.	Yes
3.	Fault Tolerance Provides continuous availability of any application in the event of a hardware failure—with no data loss or downtime. For workloads up to 4-vCPU.	8 VCPU
4.	vShield Endpoint™ Secures virtual machines with offloaded anti-virus and anti-malware solutions, without the need for agents inside the virtual machine.	Yes
5.	vSphere Replication™ Enables efficient, array-agnostic replication of virtual machine data over the LAN or WAN, and simplifies management by enabling replication at the virtual machine level.	Yes
6.	Support for 4K Native Storage Enhances platform scalability by leveraging high capacity drives. Reduce CAPEX.	Yes
7.	Quick Boot Skips hardware initialization steps and dramatically reduces time required for patching and upgrades.	Yes
8.	vSphere Single Reboot Skips a host reboot step and dramatically reduce time required for major version upgrades.	Yes
9.	vCenter® High Availability Native vCenter Server availability.	VCenter Server Standard
10.	vCenter Backup and Restore Native vCenter Server backup and restore.	VCenter Server Standard
11.	vCenter Server Appliance™ Migration Tool Single-step migration and upgrade of existing Windows vCenter deployments to vCenter Server Appliance.	VCenter Server Standard
12.	vCenter Server Appliance Converge Tool	VCenter Server Standard
13.	TPM 2.0 Support & Virtual TPM Supports TPM 2.0 hardware modules and adds a virtual TPM device to shield guest OS from Operator or in-guest attacks.	Yes
14.	FIPS 140-2 Compliance & TLS 1.2 Support as Default Enhanced security compliance	Yes
15.	Cross vCenter Encrypted vMotion	Yes

16.	Virtual Machine Encryption Data-at-rest encryption for virtual machine data and disks.	Yes
17.	vCenter Hybrid Linked Mode Enables unified visibility and management across on-premises vCenter and vCenter on a vSphere enabled cloud such as VMware Cloud™ on AWS.	VCenter Server Standard
18.	Cross vCenter Mixed Version Provisioning Uses different vCenter versions across on-premises and vSphere based public cloud environments, while allowing provisioning operations such as vMotion, Full Clone and Cold Migrate to continue on seamlessly.	VCenter Server Standard
19.	Hot and Cold Migration to the Cloud Supports hot and cold migration of workloads across the hybrid cloud.	Yes
20.	Per VM Enhanced vMotion Compatibility Allows seamless migration across different CPUs across the hybrid cloud by persisting the EVC mode per-VM during migrations across clusters and during power cycles.	Yes
21.	Virtual Volumes™ Enables abstraction for external storage (SAN and NAS) devices, making them VM-aware.	Yes
22.	Storage Policy-Based Management Allows common management across storage tiers and dynamic storage class-of-service automation via a policy-driven control plane.	Yes
23.	Distributed Resource Scheduler™ (DRS), Distributed Power Management™ (DPM) , Usage with business priorities by automatically load-balancing across hosts. Optimizes power consumption by turning off hosts during periods of reduced demand.	Yes
24.	Storage DRS™ Automated load balancing now looks at storage characteristics to determine the best place for a given virtual machine's data when it is created and used over time.	Yes
25.	Storage I/O Control Prioritizes storage access by continuously monitoring I/O load of a storage volume and dynamically allocating available I/O resources to virtual machines according to business needs.	Yes
26.	Network I/O Control Prioritizes network access by continuously monitoring I/O load over the network and dynamically allocating available I/O resources according to business needs.	Yes
27.	Single Root I/O Virtualization (SR-IOV) Support Allows one PCI Express (PCIe) adapter to be presented as multiple separate logical devices to virtual machines. Lets users offload I/O processing and reduce network latency.	Yes
28.	vSphere Persistent Memory Leverages Persistent Memory to get DRAM like performance with flash like prices.	Yes

29.	NVIDIA GRID vGPU Enables native 2D and 3D graphics performance for virtual machines.	Yes
30.	Proactive HA Receive server health information and migrate virtual machines from degraded hosts before problems occur.	Yes
31	Content Library Provides simple and effective centralized management for virtual machine templates, virtual appliances, ISO images, and scripts.	Yes
32	vCenter Server Appliance enhanced linked mode with embedded Platform Services Controller Simplifies vCenter Server topology with embedded platform services controller, linking multiple vCenters without the use of load balancers.	VCenter Server Standard
33	Storage APIs for Array Integration, Multipathing Improves performance, reliability, and scalability by leveraging efficient array-based operations and third-party storage vendor multipath software capabilities.	Yes
34	Distributed Switch™ Centralizes provisioning, administration, and monitoring by using cluster-level network aggregation.	Yes
35	Host Profiles and Auto Deploy™ Captures host-level configuration settings and saves them as a template to configure other vSphere hosts. Monitors hosts for configuration changes and automatically alerts vSphere administrators if a host falls out of compliance.	Yes
36	Log Management	Yes
37	Machine Learning and Predictive Analytics	Yes
38	Cross Platform Server Hardware manufacturers support	Yes

Any inferior Specifications will be rejected

Multiple options are not allowed; vendor should Quote only one option. Quoting multiple option will lead to disqualification.

Financial Proposal (Bid Format)

Annex-D

Date _____

Company Name _____

Required Specification	Quoted Specification (With Brand Name)	Unit Price Inclusive of GST	Qty	Total Price Inclusive of GST
VMware VSphere 6.7 update 2, VMware vSphere enterprise plus edition			1	
Physical Servers Licenses support			10 Physical Processors	
VCenter Server Standard Edition with production support for 10 physical processors/sockets (3 years)			1	
3-year production support both from principle manufacturer (VMware), and authorize partner.			1 job	
Total				

Amount in words: (Rupees-----)

FINANCIAL BID not accompanied with earnest money will be rejected without any right of appeal.
Multiple options are not allowed; vendor should Quote only one option. Quoting multiple option will lead to disqualification.

Authorized Signature of bidder with seal stamp