

**PIA**

**Pakistan International Airlines**  
Supply Chain Management Department  
Commercial Purchases Section  
Tel: 99045137, Fax: 34570120  
E-mail: [dgmpr@piac.aero](mailto:dgmpr@piac.aero)

TENDER REF : 21011132

Dated : 05-10-2021

Tender Fee: PKR 10,000

All bidders requires to enclosed Rs 10,000 pay order along with Earnest Money, Except for Lowest evaluated bidder , all will be return to Vendor.(Rs 10,000 will not be refundable to lowest evaluated bidder)

**INVITATION TO TENDERS AND INSTRUCTIONS TO TENDERERS**

M/S \_\_\_\_\_

Sub: Tender document for the IT Equipment i.r. Servers and NAS including Switch for ICT Deptt

Dear Sirs,

We are pleased to invite your sealed tenders for the items listed in the attached schedule/s. In case of more than one schedule separate tender for each schedule should be furnished. The terms & conditions of the tender / supplies are given below:-

**A) SUBMISSION OF TENDER**

1. You are required to send your sealed tenders **In Single Stage Two Envelope Basis** addressed to General Manager Procurement, PIA Supply Chain Management Building JIAP Karachi by **01-11-2021**. The tenders may be dropped in the tender box marked as “**Tender Box Commercial Purchases**” placed at the entrance of the PIA Procurement & Logistics Building latest by 10:30 hours on the specified date. You may also send your tenders through registered A/D mail addressed to General Manager Procurement, which must reach before the closing date and time mentioned above. Tenders will be opened at **11:00 hours** the same day in the presence of tenderers.
2. Tenders received after stipulated date & time shall not be considered. The Corporation will not be responsible for postal delays. The decision of General Manager Commercial Purchase and Contract in this respect shall be final and binding.

**EARNEST MONEY**

The Tender should be accompanied by a **2%** (two) of the tendered value having been deposited in terms of a Pay Order payable at Karachi in lieu thereof in the name of **M/S PAKISTAN**

**INTERNATIONAL AIRLINES** as interest free Earnest Money (Refundable) in Financial Proposal / Security deposit in shape of Pay Order of an equivalent amount or a Bank Guarantee for an equivalent amount countersigned by the Head Office of the Bank and to remain valid 3-months after the expiry period of the Contract. . All tenders without Earnest Money shall not be considered.

### **SECURITY DEPOSIT**

The successful tenderers upon award of Contract / Purchase Order will be required to furnish in the amount equivalent to 5% of total tender value as interest free Security deposit in shape of Pay Order of an equivalent amount or a Bank Guarantee for an equivalent amount countersigned by the Head Office of the Bank and to remain valid 3-months after the expiry period of the Contract. The Earnest Money already held can be converted into Security Deposit and balance amount if any shall be deposited as above.

### **PREPARATION OF TENDER**

Tender will be opened on “**Single Stage two envelopes**” basis. All bidders must submit **two sealed envelopes** “Technical proposal and Financial Proposal” on specified tender opening date/time. Technical Proposal will be opened on same date, whereas Financial Proposal will remain sealed till the evaluation of samples by PIA Management. Evaluation report uploaded on PPRA/PIA website. After 10 days the Financial Proposal of only those bidders will be opened whose sample are found acceptable.

**Financial Proposal having following documents.**

- a) The Schedule duly filled in, signed and sealed.
- b) Pay Order for Earnest Money 2 %( Refundable).

**Technical Proposal having following documents.**

- a) Tender Fees Pay Order of RS. 10,000 (NOT REFUNDABLE)
- b) 10,000 from Lowest bidder (Non Refundable)
- b) Company profile, Copy of GST & NTN certificate and technical literature.  
If not provided , bid will be rejected On Spot.

**The outer cover of envelopes should bear address of the General Manager Procurement & Logistics, PIA Procurement & Logistics Building, JIAP Karachi - Pakistan, Tender reference number, opening date and company name.**

All information about the material proposed to be supplied must be given as required in the schedule to tender.

The tender will not be considered if complete information required is not given therein.

Particular attention must be paid to delivery time.

Authorized Signatures of individual signing the tender and other documents connected with the contract must specify whether signing as:

- a) Sole Proprietor or his attorney.
- b) A registered active partner of the firm or his attorney.
- c) For the firm per procreation.
- d) As secretary, Manager, Partner, etc., or their attorney in case of firms registered under Partnership Act.

- e) The Tenderers must indicate whether its firm / company / organization etc is registered with PIA or not. If registered then specify PIA Registration number.

**PRICE**

- a) The Prices quoted must be net as per accounting unit as shown in the Schedule to tender inclusive of all duties / taxes, packing, octroi and delivery charges for free delivery to Karachi Airport. However, if GST is applicable, same should be shown separately.
- b) The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order / Contract.
- c) The Prices must be stated for each item separately both **in words and figures** in Pakistan Currency. Additional information, if any must be linked with entries on the Schedule to Tender.
- d) Offers must be valid for 120 days.
- e) Quotation must be written on PIA prescribed form otherwise Bids will not be entertained.
- f) 1% of the total amount will be kept by PIA Finance till the completion of Warranty.

**ACCEPTANCE OF TENDER**

PIA do not pledge themselves to accept the lowest tender and reserve the right to accept or reject any or all tenders / quotations, divide business among more than one supplier or accept the tenders at rates on lowest individual items or extend the date of opening with assigning reason.

Yours truly,  
**For: Pakistan International Airlines**

**DGM (Purchases Commercial)**

Encl:

1. Tender Schedule-A
2. Terms & Conditions

Notes: 1- Prescribed Tenders form for the subject item may be directly downloaded from PIAC / PPRA website.

## **RFP FOR IT EQUIPMENT**

### **INTRODUCTION**

PIACL desire to engage the firm(s) for the purchasing of IT Equipment. The Equipment's specification and quantity are mentioned in Annexure A.

### **SCOPE OF Work**

1. The vendor should be responsible to provide IT equipment stipulated in Annex "A"
2. The vendor will be responsible for physical installation and configuration of equipment.
3. The Vendor should provide three (03) years' warranty and onsite support next business day (NBD) with parts and labor for complete hardware.
4. Vendor should provide complete support for integration with existing environment

### **EVALUATION CRITERIA**

Bidder should be vigilant:

- To fulfill all requirements as laid down in Annex-A "Mandatory Requirements", Technical Specifications and "General Requirements" of evaluation criteria.
- That proposed bid may be rejected if any of the requirements is not met in "Mandatory Requirements" and no further condition shall be given.
- That minimum qualifying score is 70 (in General Evaluation).

### **Following is the Quantity of Equipment:**

<u>Equipment</u>	<u>Quantity</u>
Server Type I	2
Server Type II	1
Storage	1
<b>Switch for Storage</b>	2
<b>VM Ware Software</b>	1
<b>Resident Technical Support Person Cost for 36 months</b>	1

**ANNEXURE 'A'**

**Mandatory Requirements**

S. No.	Description	Documents
1	Must fully comply all the technical specifications	Yes/No (provide check-sheet)
2	Company must be OEM/Certified Partner or Authorized Distributor	OEM issued Partnership Certificate
3	NTN and or SECP registration certificate	Relevant certificate
4	Must be in business for at least 3 years	Company registration certificate
5	Must have offices in Karachi and Islamabad	Office addresses
6	Must have at least 3 customers to whom Servers and Storages have been supplied in last 2 years	Customer reference
7	Company must provide letter from the Principal to participate in this tender and subsequently provision of services	Letter from the principal
8	OEM for servers and storage must be present in Gartner Magic Quadrant for primary storage arrays (November 2020)	Documentary proof
9	Servers and Storage must be produced by same OEM	Company Letter Head
10	Complete solution must be provided by single certified Partner OR Authorized Distributor	Company Letter Head
11	Company shall be responsible for providing Resident Engineer/Certified Professional on offered solution/equipment for layer 2 & layer 3 supports for Three years, at PIA's Primary Data Center at Karachi during general office hours.	

**Servers Type 1 – Configuration (Quantity 02)**

<b>TECHNICAL SPECIFICATIONS</b>
<b>Qty. 02 - Server</b>
2U Chassis with up to 16 x 2.5" SAS Hard Drives for 2CPU Configuration OR Higher
2xIntel Xeon Silver 4310 2.1GHz 12-core, 10.4GT/s, 18M Cache, Turbo, HT (120W) DDR4-2667 OR Higher
8x16GB RDIMM, 3200MT/s, Dual Rank OR Higher
RAID Controller, 2GB NV Cache, Adapter, Low Profile OR Higher
RAID for HDDs or SSDs (Mixed Drive Types Allowed)
10x2.4TB 10K RPM SAS 12Gbps 2.5in Hot-plug Hard Drive OR Higher
480GB x 3 Read Intensive 6G SSD OR Higher
Dual Port 10GbE SFP+ Ports with SR transceivers and cable OM4 lc/lc 15m
Quad Port 1GbE BASE-T Adapter
Dual, Hot Plug, Redundant Power Supply (1+1), 800W OR Higher
Jumper Cord – 2 x C13/C14, 250V, 10A OR Higher
Windows Server® 2019 Standard,24CORE License OR Latest
Windows Server 2019 Standard DVD Media OR Latest
Pro Support and Next Business Day Onsite Service, 36 Month(s)
Railing kit With Cable Management Arm
DVD ROM, SATA, Internal
With All required accessories including Power Cords, Cables, Rail Kits, etc.

**Servers Type 2 – Configuration (Quantity 01)**

<b>Qty. 01 - Server</b>
2U 2.5" Chassis with up to 8 Hot Plug Hard Drives OR Higher
2xIntel Xeon Silver 4310 2.1GHz 12-core, 10.4GT/s, 18M Cache, Turbo, HT (120W) DDR4-2667 OR Higher
4x16GB RDIMM, 3200MT/s, Dual Rank OR Higher
RAID Controller, 2GB NV Cache, Adapter, Low Profile OR Higher
RAID for HDDs or SSDs (Mixed Drive Types Allowed)
2x1.2TB 10K RPM SAS 12Gbps 2.5in Hot-plug Hard Drive OR Higher
480GB x 3 Read Intensive 6G SSD OR Higher
Dual Port 10GbE BASE-T OR Higher
Quad Port 1GbE BASE-T Adapter OR Higher
Dual, Hot Plug, Redundant Power Supply (1+1), 800W OR Higher
Jumper Cord – 2 x C13/C14, 250V, 10A OR Higher
Pro Support and Next Business Day Onsite Service, 36 Month(s)
Railing kit With Cable Management Arm
DVD +/-RW, SATA, Internal
With all required accessories including Power Cords, Cables, Rail Kits, etc.
RedHat Ent Linux 2 sockets 1-2 VM's 3Yrs Standard Subscription

**Storage – Configuration (Quantity 01)**

<b>SAN Storage</b>
Storage Array x 1 OR Higher
At least 16 GB on board Cache per array with dual controllers (8GB per controller) for SAN OR Higher
2 x 10BaseT per controller (4 ports per array) OR Higher
Provide Fillers for empty disk spaces
20x1.8TB HDD 10K 512e SAS12 2.5 OR Higher
Rack Rails 2U
Power Supply, Redundant
2 x Jumper Cord - C13/C14, 4M, 250V, 10A
Three (03) Years Next Business Day Onsite Service
With All required accessories including Power Cords, Cables, Rail Kits, etc.

**Switch – Configuration (Quantity 02)**

<b>Switch</b>
12 x 10GBaseT, 2 x 100GbE QSFP28 with Transceiver, IO to FAN, 2 x AC PSU OR Higher
Networking Dual Tray, one Rack Unit, 4-post rack only
Jumper Cord – 2 X C13/C14, 250V, 10A (EU, TW, APCC countries except ANZ)
3Yr Pro Support: Next Business Day Onsite Service
With all required accessories including Power Cords, Cables, SFPs, etc.

**VM WARE – Software (Quantity 01)**

VMware vSphere Standard (2 Sockets License) with 3 Years Support
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**Resident Technical Support Person – (Quantity 01)**

Resident Technical Support Person for 36 months

The Resident Engineer must

- Have at least 01 years working experience.
- Have capability to monitor Health Checkups of hardware and provide recommendation.
- Have capability to manage hardware and software.
- Have experience of different Operating Systems like Windows, Linux, and Unix.
- Have experience on different services like IIS, FTP, DNS, Email, MS SQL, WSUS, OS firewalls, Antivirus, OS patches and other OS services.
- Have experience of Microsoft Active Directory and domain policies.
- Have experience of Virtualization including VMware, Hyper V etc.
- Have experience to Monitor System Performance & Troubleshoot of OS, network, active directory and other OS services and applications problems.
- OS and other certification will provide an added advantage.



**General Requirements (Vendor must take 70% of the General Requirements Marks to qualify for the opening of Financial Bid)**

S. No.	Description	Marks	Documents
1	Geographical Presence (including Karachi and Islamabad)	10 2 Locations = 5 More than 2 = 10	Offices' addresses
2	Technical Staff (relevant category Engineers + Technicians + Product Certified Resources)	30 5-15 = 20 More than 15 = 30	Staff List+ CVs of certified resources
3	Financial Strength	20 5-15 Million = 10 More than 15 Million = 20	Last two years audited reports
4	Number of years in business	20 4-7 years = 10 8+ years = 20	Company registration certificate
5	Similar products supplied in last two years	20 4-5 POs = 10 6-10 POs = 15 10+ projects = 20	Purchase Orders' Copies or customers 'letter or any other documentary proof

**Financial Evaluation**

S.No	Description	Qty	Per Unit Cost (PKR)	GST (if applicable), PKR	Cost of Total QTY (with GST), PKR
1	Type: 1 Servers with MS Windows Server Latest	02 EA			
2	Type: 2 Servers with MS Windows Server Latest	01 EA			
3	Storage	01 EA			
4	VM Ware Software	01 EA			
5	Switch for Storage	02 EA			

**Terms and Conditions**

- Quote the rates *inclusive of all GOVT Taxes*; but; *GST in currency separately*.
- SCM Department (PIA) will not be held responsible for any postal delay.
- Purchase Order will be awarded to lowest Evaluated Bidder.
- Validity of Quote:** Quote must be valid for **120 Days** countable from date of opening of Technical Bid.
- Rejection:** Item found below PIA standard shall be rejected / returned at the cost to the vendor.
- Please quote only one rate. More than one rates bid may be consider as Rejected
- Guarantee / Warranty:** Guarantee & Warrantee must be provided. (if Applicable)
- Payment Terms:** Payment terms **NTD** (Net Thirty Days).
- Advance Payment shall not be made for Commercial items. Hence payment term will be NTD after submission of invoices.
- Deduction of Tax:** Income Tax will be deducted at source.
- Declaration by Bidder:** We/ I hereby affirm that all terms and conditions of the said tender are read and understood and we / I expressly confirm and agreed that our bid is in consonant to the terms and conditions of the tenders.

Tenderer's Signature \_\_\_\_\_ Designation \_\_\_\_\_

Address \_\_\_\_\_

Tel No. \_\_\_\_\_ Fax No. \_\_\_\_\_ Email \_\_\_\_\_

GST No. \_\_\_\_\_ NTN NO. \_\_\_\_\_

Seal \_\_\_\_\_