



Pak-Austria Fachhochschule: Institute of Applied Sciences & Technology, Haripur

KHYBER PAKHTUNKHWA

REQUEST FOR PROPOSAL (RFP) FOR “Supply, Installation and Commissioning of Private Automatic Branch Exchange (PABX) at PAF-IAST”

Submission of Bids: Thursday the October 22, 2020 @ 12:00 PM (noon)

Opening of Bids: Thursday the October 22, 2020 @ 12:30 PM

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Section 1. Letter of Invitation

Pak-Austria Fachhochschule: Institute of Applied Sciences and Technology (A Public Sector Degree Awarding Chartered Institute) is a unique educational institution in Pakistan which is in collaboration with several institutions in Austria and China. PAF-IAST intends to install or deploy a Telephone Exchange in its premises to cater for the needs of both its internal and external communications.

Sealed bids are invited from interested reputed firms/ companies for the **“Supply, Installation and Commissioning of Private Automatic Branch Exchange (PABX) at PAF-IAST, Mang, Haripur, Khyber Pakhtunkhwa”**. The bidder must be registered with SECP/ Registrar and duly recognized in Pakistan, and be registered with FBR for Tax purposes; possess Manufacturer’s status or Distributor/ Dealer status with authorization from Manufacturer/ Principal specific for this tender, with sufficient financial, technical and human resources to take up the task assigned and complete the same within prescribed time limit on the finalization of contract with PAF-IAST.

Tender document containing instructions to bidders covering definitions, introduction/background of the Project, scope of work, general terms and conditions, and special terms, procedure for submission of bids, opening of bid, evaluation criteria, technical specifications, and other related information, can be obtained against a written request on company’s letterhead, from Pak-Austria Fachhochschule: Institute of Applied Sciences & Technology, Haripur – Pakistan. Cost of the document is Rs. 500/- Non-refundable (Stationery charges) in the form of Pay Order/ Bank Draft in favor of Rector, PAF-IAST, Haripur. Tender document can also be downloaded from <http://www.paf-iast.edu.pk/>. However, interested bidders will be required to have registered copy purchased from PAF-IAST or submit Pay Order/ Bank Draft along with the Bid, in order to participate in tender process.

Bidder(s) interested in participating in the tender process are advised to submit their Bid Proposal(s), along with the Earnest Money amounting 2% of their Bid Value in the shape of **CDR/ Pay Order/ Bank Draft/ Bank Guarantee**, in accordance with the instructions in the tender document. Bid Proposal(s) must reach PAF-IAST, Haripur by **Thursday the October 22, 2020 @ 12:00 PM (noon)**. Any late Bid(s) shall not be accepted and returned unopened. Accepted Bids will be opened on the same day at **@ 12:30 PM**, in presence of bidders who chose to attend. In case of sudden holiday on bid opening day, bids will be opened on next working day. The Tender shall be executed in accordance with KPPRA Rule 6 (2)(b) “Single Stage, Two Envelope Procedure”.

This advertisement is also available on PAF: IAST and KPPRA websites <http://www.paf-iast.edu.pk/> & <http://www.kppra.gov.pk>.

Rector

Pak-Austria Fachhochschule: Institute of Applied Sciences & Technology (PAF-IAST)
Mang, Haripur – Khyber Pakhtunkhwa
Phone:0995-645112 E-Mail: info@paf-iast.edu.pk

Section 2. Instruction to Bidders (ITB)

A. GENERAL TERMS	
1. Introduction	<p>1.1 Bidders shall adhere to all the requirements of this ITB, including any amendments made in writing by PAF-IAST. This ITB will be governed under Clause 36 (b) "Single Stage, Two Envelope Procedure" of Public Procurement Rules, 2044, as amended from time to time and instructions of the Federal Government received during the completion of the project.</p> <p>1.2 Any Bid submitted will be regarded as an offer by the Bidder and does not constitute or imply the acceptance of the Bid by PAF-IAST. The Institute is under no obligation to award a contract to any Bidder as a result of this ITB.</p> <p>1.3 PAF-IAST reserves the right to cancel the procurement process at any stage without any liability of any kind for PAF-IAST, upon notice to the bidders or publication of cancellation notice on PAF- IAST website.</p>
2. Fraud & Corruption, Gifts and Hospitality	<p>2.1 PAF-IAST strictly enforces a policy of zero tolerance on proscribed practices, including fraud, corruption, collusion, unethical or unprofessional practices, and obstruction of PAF-IAST vendors and requires all bidders/ vendors observe the highest standard of ethics during the procurement process and contract implementation.</p> <p>2.2 Bidders/ vendors shall not offer gifts or hospitality of any kind to PAF-IAST staff members including recreational trips to sporting or cultural events, theme parks or offers of holidays, transportation, or invitations to extravagant lunches or dinners.</p> <p>2.3 In pursuance of this policy, PAF-IAST:</p> <p>(a) Shall reject a bid if it determines that the bidder is or has been engaged in any corrupt or fraudulent practices in competing for the tender in question;</p> <p>(b) Shall declare a bidder ineligible, either indefinitely or for a stated period, to be awarded a contract if at any time it determines that the bidder is or has been engaged in any corrupt or fraudulent practices in competing for, or in executing any contract; or counseling or canvassing staff or elected representatives; or engaging in collusion with other bidders.</p>
3. Eligibility	<p>3.1 A Bidder should not be suspended, debarred, or otherwise identified as ineligible by any Government/ Semi-government/ or any other international Organization. Bidders are therefore required to disclose to PAF-IAST whether they are subject to any sanction or temporary suspension imposed by these organizations.</p> <p>3.2 It is the Bidder's responsibility to ensure that its employees, sub-contractors, service providers, suppliers and/ or their employees meet the eligibility requirements as established by PAF-IAST.</p>
4. General Terms	<p>4.1 The Bidder should be registered with Sales Tax and Income Tax Department.</p> <p>4.2 The Bidder should have not been blacklisted by any Government/ semi Government organization.</p> <p>4.3 There should be no litigation against the bidder/ firm.</p>

B. PREPARATION OF BIDS

5. General Considerations	5.1 In preparing the Bid, the Bidder is expected to examine the ITB in detail. Material deficiencies in providing the information requested in the ITB may result in rejection of the Bid. 5.2 The Bidder will not be permitted to take advantage of any errors or omissions in the ITB. Should such errors or omissions be discovered, the Bidder must notify the Rector, PAF-IAST accordingly.
6. Cost of Preparation of Bid	6.1 The Bidder shall bear all costs related to the preparation and/ or submission of the Bid, regardless of whether its Bid is selected or not. PAF-IAST shall not be responsible or liable for those costs, regardless of the conduct or outcome of the procurement process.
7. Language	7.1 The Bid, as well as any, and all related correspondence exchanged by the Bidder and PAF-IAST, shall be written in the language(s) specified in the BDS.
8. Documents Comprising the Bid	8.1 The Bid shall comprise of the following documents and related forms of which details are provided in the BDS. All pages of the Bid shall be signed, stamped and properly paginated. a) Returnable Forms as referred in Section 6 shall be properly filled in Ink or Typed. Forms filled in using a pencil shall not be considered and substantiate the annulment of the Bid Proposal. b) Documents Establishing the Eligibility and Qualifications of the Bidder; c) Bid covering Technical Specifications in detail, and covering Price Schedule; d) Bid Security, if required by BDS; e) Any attachments and/ or appendices to the Bid.
9. Documents Establishing the Eligibility and Qualifications	9.1 The Bidder shall furnish documentary evidence of its status as an eligible and qualified supplier, using the Forms provided under Section 6 and providing documents required in those forms. In order to award a contract to a Bidder, its qualifications must be documented to PAF-IAST's satisfaction.
10. Technical Bid Format and Content	10.1 The Bidder is required to submit a Bid using the Standard Forms and templates provided in Section 6 of the ITB. 10.2 Samples of items, when required as per Section 5, shall be provided within the time specified and unless otherwise specified by the Purchaser, at no expense to the Institute. If not destroyed by testing, samples will be returned at Bidder's request and expense, unless otherwise specified. 10.3 When applicable and required in Section 5, the Bidder shall describe the necessary training program available for the maintenance and operation of the equipment offered as well as the cost to the Institute. Unless otherwise specified, such training as well as training materials shall be provided in the language of the Bid as specified in the BDS. 10.4 When applicable and required in Section 5, the Bidder shall certify the availability of spare parts for a period of at least five (5) years from date of delivery, or as otherwise specified in this ITB.
11. Price Schedule	11.1 The Price Schedule shall be prepared using the Forms provided in Section 6 of the ITB and taking into consideration the requirements in the ITB. 11.2 Any requirement described in this ITB but not priced in the Price Schedule, shall be assumed to have been included in the prices of other activities or items, as well as in the final total price.

<p>12. Bid Security</p>	<p>12.1 A Bid Security shall be provided in the amount and form indicated in the BDS. The Bid Security shall be valid for the duration as referred in BDS.</p> <p>12.2 The Bid Security shall be included along with the Bid. If Bid Security not found in the Bid, the Bid shall be rejected.</p> <p>12.3 If the Bid Security amount or its validity period is found to be less than what is required, PAF-IASST shall reject the Bid.</p> <p>12.4 In the event an electronic submission is allowed in the BDS, Bidders shall include a copy of the Bid Security in their bid and the original of the Bid Security must be sent via courier or hand delivery as per the instructions in BDS.</p> <p>12.5 The Bid Security will be forfeited by PAF-IASST, and the Bid rejected, in the event of any, or combination, of the following conditions:</p> <ul style="list-style-type: none"> a) If the Bidder withdraws its offer during the period of the Bid Validity specified in the BDS, or; b) In the event the successful Bidder fails: <ul style="list-style-type: none"> i. to sign the Contract after PAF-IASST has issued an award; or ii. to furnish the Performance Security, insurances, or other documents that PAF-IASST may require as a condition precedent to the effectivity of the contract that may be awarded to the Bidder.
<p>13. Currencies</p>	<p>13.1 All prices shall be quoted in the currency indicated in the BDS. Where prices are quoted in different currencies, for the purposes of comparison:</p> <ul style="list-style-type: none"> a) PAF-IASST will convert the currency quoted into the currency indicated in BDS, in accordance with the prevailing Inter Bank rate of exchange on the last day of submission of Bids; and b) In the event that PAF-IASST selects a Bid for award that is quoted in a currency different from the preferred currency in the BDS, PAF-IASST shall reserve the right to award the contract in the currency of PAF-IASST's preference, using the conversion method specified above.
<p>14. Joint Venture, Consortium or Association</p>	<p>14.1 If the Bidder is a group of legal entities that will form or have formed a Joint Venture (JV), Consortium or Association for the Bid, they shall confirm in their Bid that : (i) they have designated one party to act as a lead entity, duly vested with authority to legally bind the members of the JV, Consortium or Association jointly and severally, which shall be evidenced by an intent letter or an Agreement among the legal entities duly notarized, and submitted with the Bid; and (ii) if they are awarded the contract, the contract shall be entered into, by and between PAF-IASST and the designated lead entity, who shall be acting for and on behalf of all the member entities comprising the joint venture.</p> <p>14.2 After the Deadline for Submission of Bid, the lead entity identified to represent the JV, Consortium or Association Or any change in the constitution of the JV, Consortium or Association shall not be altered without the prior written consent of PAF-IASST/ Procurement Committee.</p> <p>14.3 The lead entity and the member entities of the JV, Consortium or Association shall abide by the provisions of Clause 15 herein in respect of submitting only one Bid.</p> <p>14.4 The description of the organization of the JV, Consortium or Association must clearly define the expected role of each of the entities in the joint venture in delivering the requirements of the ITB, both in the Bid and the JV, Consortium or Association Agreement or Intent Letter. If allowed in this Tender document/</p>

	<p>RFP, all entities that comprise the JV, Consortium or Association shall be cumulatively subject to the eligibility and technical qualification assessment by PAF-IAST as defined in Section 4: Evaluation Criteria.</p> <p>14.5 A JV, Consortium or Association in presenting its track record and experience should clearly differentiate between:</p> <ul style="list-style-type: none"> a) Those that were undertaken together by the JV, Consortium or Association; and b) Those that were undertaken by the individual entities of the JV, Consortium or Association. <p>14.6 Previous contracts completed by individual experts working privately but who are permanently or were temporarily associated with any of the member firms cannot be claimed as the experience of the JV, Consortium or Association or those of its members, but should only be claimed by the individual experts themselves in their presentation of their individual credentials.</p>
<p>15. Only One Bid</p>	<p>15.1 The Bidder (including the individual members of any Joint Venture) shall submit only one Bid, either in its own name or as part of a Joint Venture.</p> <p>15.2 Bids submitted by two (2) or more Bidders shall all be rejected if they are found to have any of the following:</p> <ul style="list-style-type: none"> a) they have at least one controlling partner, director or shareholder in common; or b) any one of them receive or have received any direct or indirect subsidy from the other/s; or c) they have the same legal representative for purposes of this ITB; or d) they are subcontractors to each other's Bid, or a subcontractor to one Bid also submits another Bid under its name as lead Bidder; or some key personnel proposed to be in the team of one Bidder participates in more than one Bid received for this ITB process. This condition relating to the personnel, does not apply to subcontractors being included in more than one Bid.
<p>16. Bid Validity Period</p>	<p>16.1 Bids shall remain valid for the period specified in the BDS, commencing on the Deadline for Submission of Bids. A Bid valid for a shorter period may be rejected by PAF-IAST and rendered non-responsive.</p> <p>16.2 During the Bid validity period, the Bidder shall maintain its original Bid without any change, including the availability of the Key Personnel.</p>
<p>17. Extension of Bid Validity Period</p>	<p>17.1 In exceptional circumstances, prior to the expiration of the Bid validity period, PAF-IAST may request Bidders to extend the period of validity of their Bids. The request and the responses shall be made in writing and shall be considered integral to the Bid.</p> <p>17.2 If the Bidder agrees to extend the validity of its Bid, it shall be done without any change to the original Bid.</p> <p>17.3 The Bidder has the right to refuse to extend the validity of its Bid, in which case, the Bid shall not be further evaluated.</p>

<p>18. Clarification on ITB (from the Bidders)</p>	<p>18.1 Bidders may request clarifications on any of the ITB documents no later than the date indicated in the BDS. Any request for clarification must be sent in writing in the manner indicated in the BDS. If inquiries are sent other than specified channel, even if they are sent to a PAF-IAST staff member, PAF-IAST shall have no obligation to respond or confirm that the query was officially received.</p> <p>18.2 PAF-IAST will provide the responses to clarifications through the method specified in the BDS.</p> <p>18.3 PAF-IAST shall endeavor to provide responses to clarifications in an expeditious manner, but any delay in such response shall not cause an obligation on the part of PAF-IAST to extend the submission date of the Bids, unless PAF-IAST deems that such an extension is justified and necessary.</p>
<p>19. Amendment in ITB</p>	<p>19.1 At any time prior to the deadline of Bid submission, PAF-IAST may for any reason, such as in response to a clarification requested by a Bidder, modify the ITB in the form of an amendment to the ITB. Amendments will be made available to all prospective bidders.</p> <p>19.2 If the amendment is substantial, PAF-IAST may extend the Deadline for submission of Bid to give the Bidders reasonable time to incorporate the amendment into their Bids.</p>
<p>20. Alternative Bids</p>	<p>20.1 Unless otherwise specified in the BDS, alternative Bids shall not be considered. If submission of alternative Bid is allowed by BDS, a Bidder may submit an alternative Bid, but only if it also submits a Bid conforming to the ITB requirements. Where the conditions for its acceptance are met, or justifications are clearly established, PAF-IAST reserves the right to award a contract based on an alternative Bid.</p> <p>20.2 If multiple/ alternative bids are being submitted, they must be clearly marked as "Main Bid" and "Alternative Bid"</p>
<p>21. Pre-Bid Conference</p>	<p>21.1 When appropriate, a pre-bid conference may be conducted at the date, time and location specified in the BDS. All Bidders are encouraged to attend. Nonattendance, however, shall not result in disqualification of an interested Bidder. Minutes of the Bidder's conference will be disseminated on the procurement website and/ or shared by email as specified in the BDS. No verbal statement made during the conference shall modify the terms and conditions of the ITB, unless specifically incorporated in the Minutes of the Bidder's Conference or issued/ posted as an amendment to ITB.</p>
<p>C. SUBMISSION AND OPENING OF BIDS</p>	
<p>22. Bid Proposal Submission</p>	<p>22.1 The Bidder shall submit a duly signed and numbered all pages of the complete Bid in an Envelope sealed and marked as per ITB 22.6, and in accordance with KPPRA Rule 6 (2)(b).</p> <p>22.2 The Outer Envelope should contain Two (02) separate sealed envelopes, one of which comprising the Forms (A – F) and supporting documents in accordance with requirements in the BDS, shall be marked as "Technical Proposal". Whereas, the other envelope containing the Form G: Price Schedule Form shall be marked as "Financial Proposal".</p> <p>22.3 The Bid Security as referred in BDS must be placed in the "Financial Proposal" but in a duly sealed envelope and marked as "Bid Security". However, an Affidavit stating that the Bid Security (without indicating the amount) has been placed in the Financial Proposal, should be enclosed in "Technical Proposal". Bid security envelop will be opened with financial proposal of Technically qualified bidders.</p>

	<p>22.4 Bid can be delivered by courier/ hand delivered as specified in the BDS.</p> <p>22.5 The Bid shall be signed by the Bidder or person(s) duly authorized to commit the Bidder. The authorization shall be communicated through a document evidencing such authorization issued by the legal representative of the bidding entity, or a Power of Attorney, accompanying the Bid. There should not be errors and/ or over-writings. Corrections (if any) should be made clearly and initialed with dates.</p> <p>22.6 Bidders must be aware that the mere act of submission of a Bid, in and of itself, implies that the Bidder fully accepts the General Contract Terms and Conditions.</p> <p>22.7 Hard copy submission by courier allowed or as specified in the BDS shall be governed as follows:</p> <p>a) The signed Bid shall be marked "Original", and its copies marked "Copy" as appropriate. The number of copies is indicated in the BDS. All copies shall be made from the signed original only. If there are discrepancies between the original and the copies, the original shall prevail.</p> <p>(b) The Bid Proposals must be sealed and submitted in an envelope, which shall:</p> <ul style="list-style-type: none"> i. Bear the name of the Bidder; ii. Be addressed to PAF-IAST as specified in the BDS; and iii. Bear a warning not to open before the time and date for Bid opening as specified in the BDS. <p>If the envelope with the Bid is not sealed and marked as required, PAF-IAST shall assume no responsibility for the misplacement, loss, or premature opening of the Bid.</p>
<p>23. Deadline for Submission of Bids and Late Bids</p>	<p>23.1 Complete Bids must be received by PAF-IAST in the manner, and no later than the date and time, specified in the BDS. PAF-IAST shall only recognize the actual date and time that the bid was received by PAF-IAST.</p> <p>23.2 PAF-IAST shall not consider any Bid that is received after the deadline for the submission of Bids.</p>
<p>24. Withdrawal, Substitution, and Modification of Bids</p>	<p>24.1 A Bidder may withdraw, substitute or modify its Bid after it has been submitted at any time prior to the deadline for submission.</p> <p>24.2 A bidder may withdraw, substitute or modify its Bid by sending a written notice to PAF-IAST, duly signed by an authorized representative, including a Power of Attorney. The corresponding substitution or modification of the Bid must accompany the respective written notice. All notices must be submitted in the same manner as specified for submission of Bids, by clearly marking them as "WITHDRAWAL" "SUBSTITUTION," or "MODIFICATION"</p> <p>24.3 Bids requested to be withdrawn shall be returned unopened to the Bidders, except if the bid is withdrawn after the bid has been opened.</p>
<p>25. Bid Opening</p>	<p>25.1 The Procurement Committee of PAF-IAST will open the Bid in the presence of Bidders' representative(s) who choose to attend.</p> <p>25.2 The Bidders' names, modifications, withdrawals, the condition of the envelope labels/ seals, the number of folders/ files and all other such other details as PAF-IAST may consider appropriate, will be announced at the opening. No Bid shall be rejected at the opening stage, except for late submissions, in which case, the Bid shall be returned unopened to the Bidders.</p> <p>25.3 In case of public holiday on bid opening day, bids will be opened on next working day.</p>

D. EVALUATION OF BIDS

26. Confidentiality	<p>26.1 Information relating to the examination, evaluation, and comparison of Bids, and the recommendation of contract award, shall not be disclosed to Bidders, even after publication of the contract award.</p> <p>26.2 Any effort by a Bidder to influence PAF-IAST in the examination, evaluation and comparison of the Bids or contract award decisions may, at PAF-IAST's decision, result in the rejection of its Bid and may subsequently be subject to consequences.</p>
27. Preliminary Examination	27.1 PAF-IAST shall examine the Bids to determine whether they are complete with respect to minimum documentary requirements, whether the documents have been properly signed, and whether the Bids are generally in order, among other indicators that may be used at this stage. PAF-IAST reserves the right to reject any Bid at this stage.
28. Evaluation of Eligibility and Technical Qualification	<p>28.1 Eligibility and Technical Qualification of the Bidder will be evaluated against the Minimum Eligibility/ Qualification requirements specified in the Section 4: Evaluation Criteria.</p> <p>28.2 In general terms, Bidders that meet the following criteria may be considered qualified:</p> <ul style="list-style-type: none"> a) They are not included in the list of blacklisted or barred companies published on KPPRA website, federal or any provincial government department; b) They have a good financial standing and have access to adequate financial resources to perform the contract and all existing commercial commitments, c) They have the necessary experience, technical expertise, production capacity, quality certifications, quality assurance procedures and other resources applicable to the supply of goods and/ or services required; d) They are capable to comply fully with the General Terms and Conditions of Contract; e) They do not have a consistent history of court/ arbitral award decisions against the Bidder; and f) They have a record of timely and satisfactory performance with their clients.
29. Evaluation of Bid Proposals	29.1 The evaluation team shall review and evaluate the Bids on the basis of their responsiveness to the schedule of requirements and Technical Specifications and other documentation provided, applying the procedure indicated in the BDS and other ITB documents. When necessary, and if stated in the BDS, PAF-IAST may invite technically responsive bidders for a presentation related to their Bids. The conditions for the presentation shall be provided in the bid document where required.
30. Due diligence	<p>30.1 PAF-IAST reserves the right to undertake a due diligence exercise, aimed at determining to its satisfaction, the validity of the information provided by the Bidder. Such exercise shall be fully documented and may include, but need not be limited to, all or any combination of the following:</p> <ul style="list-style-type: none"> a) Verification of accuracy, correctness and authenticity of information provided by the Bidder; b) Validation of extent of compliance to the ITB requirements and evaluation criteria based on what has so far been found by the evaluation team; c) Inquiry and reference checking with Government entities with jurisdiction on the Bidder, or with previous clients, or any other entity that may have done business with the Bidder;

	<ul style="list-style-type: none"> d) Inquiry and reference checking with previous clients on the performance on on-going or completed contracts, including physical inspections of previous works, as deemed necessary; e) Physical inspection of the Bidder's offices, branches or other places where business transpires, with or without notice to the Bidder; f) Other means that PAF-IAST may deem appropriate, at any stage within the selection process, prior to declaring the Bidder as Qualified.
31. Clarification of Bids	<p>31.1 To assist in the examination, evaluation and comparison of Bids, PAF-IAST may, at its discretion, request any Bidder for a clarification of its Bid.</p> <p>31.2 PAF-IAST's request for clarification and the response shall be in writing and no change in the prices or substance of the Bid shall be sought, offered, or permitted, except to provide clarification, and confirm the correction of any arithmetic errors discovered by PAF-IAST in the evaluation of the Bids in accordance with the ITB.</p> <p>31.3 Any unsolicited clarification submitted by a Bidder in respect to its Bid, which is not a response to a request by PAF-IAST, may not be considered during the review and evaluation of the Bids.</p>
32. Responsiveness of Bid	<p>32.1 PAF-IAST's determination of a Bid's responsiveness will be based on the contents of the bid itself. A substantially responsive Bid is one that conforms to all the terms, conditions, specifications and other requirements of the ITB without material deviation, reservation, or omission.</p> <p>32.2 If a bid is not substantially responsive, it may be rejected by PAF-IAST and may not subsequently be made responsive by the Bidder by correction of the material deviation, reservation, or omission.</p>
33. Right to Accept, Reject, Any or All Bids	<p>33.1 PAF-IAST reserves the right to accept or reject any proposal in response to the ITB, to render any or all of the proposals as non-responsive, and to reject all Proposals in response to the ITB at any time prior to award of contract, while assigning the reason(s) thereof.</p> <p>33.2 PAF-IAST shall not be obliged to award the contract to the lowest priced offer.</p>
34. Nonconformities, Reparable Errors and Omissions	<p>34.1 Provided that a Bid is substantially responsive, PAF-IAST may waive any nonconformities or omissions in the Bid that, in the opinion of PAF-IAST, do not constitute a material deviation.</p> <p>34.2 PAF-IAST may request the Bidder to submit the necessary information or documentation, within a reasonable period, to rectify nonmaterial nonconformities or omissions in the Bid related to documentation requirements. Such omission shall not be related to any aspect of the price. Failure of the Bidder to comply with the request may result in the rejection of its Bid.</p> <p>34.3 For the Price Schedule that are submitted, PAF-IAST shall check and correct arithmetical errors as follows:</p> <ul style="list-style-type: none"> a) if there is a discrepancy between the unit price and the line item total that is obtained by multiplying the unit price by the quantity, the unit price shall prevail and the line item total shall be corrected, unless in the opinion of PAF-IAST there is an obvious misplacement of the decimal point in the unit price; in which case, the line item total as quoted shall govern and the unit price shall be corrected; b) if there is an error in a total corresponding to the addition or subtraction of subtotals, the subtotals shall prevail and the total shall be corrected; and

	<p>c) if there is a discrepancy between words and figures, the amount in words shall prevail, unless the amount expressed in words is related to an arithmetic error, in which case the amount in figures shall prevail.</p> <p>34.4 If the Bidder does not accept the correction of errors made by PAF-IAST, its Bid shall be rejected.</p>
35. Bidder Grievance	35.1 PAF-IAST's grievance readdress procedure provides an opportunity for appeal to those bidders or firms not awarded a contract through a competitive procurement process. In the event that a Bidder believes that it was not treated fairly, the Bidder may lodge a complaint to the PAF-IAST's Grievance Readdress Committee.
E. AWARD OF CONTRACT	
36. Evaluation	<p>36.1 PAF-IAST will conduct the evaluation solely on the basis of response to this tender received from the firms.</p> <p>36.2 Evaluation shall be undertaken in the following steps:</p> <ul style="list-style-type: none"> a) Preliminary Examination including Technical Specifications and other compliances b) Arithmetical check and ranking of bidders who passed preliminary examination by price. c) Evaluation of prices <p>36.3 Price comparison shall be based on the landed price, including transportation, insurance and the total cost of ownership (including spare parts, consumption, installation, commissioning, training, special packaging, etc., where applicable)</p>
37. Integrity Pact	37.1 Bidders will also be required to submit a signed Integrity Pact on a stamp paper of appropriate value as part of their response. The text of Integrity Pact is available at Annex – I.
38. Award Criteria	<p>38.1 Prior to expiration of the period of Proposal validity, PAF-IAST shall award the contract to the Bidder that is found to be responsive to the requirements of the Technical Specifications and has offered the lowest price.</p> <p>38.2 PAF-IAST shall not be obliged to award the contract to the lowest priced offer, if the response is found deficient to the Technical Specifications and other compliances.</p> <p>38.3 In case of tie in Financial Bid Value, the Contract will be awarded to the bidder having closest match to the Technical Specifications.</p>
39. Contract Signing	<p>39.1 After the approval of any Work Award, a Contract Agreement on the stamp paper of appropriate value, shall be executed by PAF-IAST with Selected Bidder (i.e. Contractor) within 07 days from the date of issuance of Lol (Letter of Intent)/ Work Order.</p> <p>39.2 Failure to signing of Contract Agreement by the selected Bidder/ Firm with PAF-IAST within the stipulated time may constitute sufficient grounds for the annulment of the award, and forfeiture of the Bid Security, if any, and on which event, PAF-IAST may award the Contract to the Second highest rated or call for new Proposals.</p>
40. Right to Vary quantity at the Time of Award	40.1 At the time of award of Contract, PAF-IAST reserves the right to vary the quantity of goods and/ or services, without any change in the unit price or other terms and conditions.
41. Sample draft Contract	41.1 A sample draft Contract to be signed, containing applicable General Terms and Conditions can be found at Annex – II.

42. Performance Security	42.1 A performance security, if required in the BDS, shall be provided in the amount specified in BDS, well prior to the Contract signing by both parties. Where a performance security is required, the receipt of the performance security by PAF-IAST shall be a condition for rendering the contract effective.
43. Bank Guarantee for Advanced Payment	43.1 No Payment will be released in advance.
44. Liquidated Damages	<p>44.1 PAF-IAST shall apply Liquidated Damages for the damages and/ or risks caused to PAF-IAST resulting from the Contractor's delays or breach of its obligations as per Contract.</p> <p>a) In case of delay, the Procurement Committee, PAF-IAST reserves the right to impose a penalty not exceeding 10% of the total amount of the Contract Value at the rate as referred in the Sample Contract at Annexure – II.</p> <p>b) If the Contractor fails to complete work as per PAF-IAST requirement, the Rector, PAF-IAST reserves the right to reject it altogether or impose a penalty not exceeding 50% of the total amount of the Contract.</p> <p>c) If the Contractor fails to provide supplies/ services as per PAF-IAST requirements, PAF-IAST may forfeit his earnest money as well as Performance Security, and the work will be done at the risk and cost of Contractor.</p> <p>d) In case of any dispute, matter will be referred to Rector, PAF-IAST whose decision will be binding on both the parties.</p>
45. Force Majeure	45.1 "Force Majeure" means an event which is beyond the reasonable control of a party and which makes a party's performance of its obligations under the Purchase Order/ Work Order/ Contract impossible or so impractical as to be considered impossible under the circumstances, and includes, but is not limited to, War, Riots, Storm, Flood or other industrial actions (except where such strikes, lockouts or other industrial issues are within the power of the party invoking Force Majeure), confiscation or any other action by Government agencies. In all disputes between the parties as to matters arising pursuant to this Purchase Order/ Work Order/ Contract, the dispute will be referred to PAF-IAST whose decision will be final.
46. Delivery of Goods	46.1 Contractor will be required to deliver the goods as per the Delivery Schedule referred in BDS without claiming any additional cost to the PAF-IAST at the designated site(s) and in quantities as referred in the Contract.
47. Payment Provisions	<p>47.1 Payment may be made through Local LC (Letter of Credit) which will be Open by PAF-IAST within 30 days after signing the Contract. However, payments will be made only upon PAF-IAST's acceptance of the goods and/ or services performed. The terms of payment shall be within thirty (30) days, after receipt of invoice, and certification of acceptance of goods and/ or services issued by the proper authority in PAF-IAST. Payment will be affected by bank transfer in the currency of the contract.</p> <p>47.2 The Contractor shall provide all necessary supporting documents along with GST invoice, delivery challan and any other relevant documents as required by the PAF-IAST.</p>

Section 3. Bid Data Sheet

The following data for the goods and/ or services to be procured shall complement, supplement, or amend the provisions in the Invitation to Bid. In the case of a conflict between the Instructions to Bidders, the Bid Data Sheet, and other annexes or references attached to the Bid Data Sheet, the provisions in the Bid Data Sheet shall prevail.

BDS No.	Ref. to Section.2	Data	Specific Instructions / Requirements
1.		Background	<p>Pak-Austria Fachhochschule: Institute of Applied Sciences and Technology (PAF: IAST) is novel in its content and holistic in approach. The project concept is based on the slogan of “Skilling Pakistan” to create a high-quality technical education infrastructure. This unique educational institution in Pakistan will closely collaborate with several institutions in Austria and China and award multiple foreign degrees. This is a historic and visionary initiative as it is probably the first time that an institution will be established in Pakistan with many foreign universities giving degrees to students who study in it.</p>
2.		Objective	<p>The main objective of this Tender is to equip PAF-IAST with a Private Automatic Branch Exchange (PABX) for providing an independent and uninterrupted telephone service within the PAF-IAST as well as the voice connection to the outer world via PRI and trunk lines. The aim is to provide a cost-effective means for both internal and external voice communication of the institute as well as a scalable solution to meet the future demands.</p>
3.		Scope of Work	<p>Supply, Installation and Commissioning of Private Automatic Branch Exchange (PABX) at PAF-IAST</p> <p>The required items as referred in Section – 5 have been sought on Turn-Key Basis by PAF-IAST from a reputed Firms/ Companies. The supplier is expected to supply high quality products meeting the specification as stipulated in this ITB, which conforms to the international quality standards. The time specified for delivery, Installation and Commissioning in the tender document shall be deemed to be the essence of the contract and the Successful Bidder shall arrange within the specified period.</p> <p>The scope of work under this tender has been envisioned as follow;</p> <ul style="list-style-type: none"> • Supply, install and configure PABX and Telephone Sets as identified. • Support for the installed setup and facilitation from the Principal towards technical resources and training opportunities for the professionals of PAF-IAST. • Spare parts inventory that supports an appropriate balance of downtime risk, investment cost and procurement latency of warranty replacement. <p>Post-Commissioning Warranty and Support Services</p> <p>It is required that Manufacturer’s Warranty and Post-commissioning Bidder’s Support Services for at least One (01) year from the date of commissioning to PAF-IAST be provided by the Supplier within the quoted cost of items.</p> <p>Moreover, additional Warranty and Support Services for next Four (04) years should be quoted separately by the Bidder as per the format of Form-G, on annual payment basis. However, it will be at sole discretion of PAF-IAST to avail additional Warranty and Support Services in subsequent year(s) or otherwise.</p>

4.		Procurement Method	KPPRA Rule 6 (2)(b)
5.	7	Language of the Bid	English
6.	22, 23, 27	Submitting Bids for Parts or subparts of the Schedule of Requirements (partial bids)	The Procurement Committee shall consider the Bids on Turn-Key-Basis (i.e. all items required and any other item(s) necessary to meet the scope of work) as referred in Section – 5. Any item not quoted shall have reasonable grounds to reject the Bid, until and unless justified.
7.	20	Alternative Bids	Not Allowed.
8.	21	Pre-Bid conference	Not Applicable.
9.	16	Bid Validity Period	120 days
10.	13	Bid Security/ Earnest Money (Refundable)	<u>Required in the amount of: 2% of the Bid Value.</u> In case of options, earnest money shall be based on the maximum quoted price amongst the options. <u>Acceptable Forms of Bid Security:</u> Denominated in Pak Rupees duly issued by a Pakistani Bank or branch of a Foreign Bank, in the form of CDR in favor of the Rector, PAF-IAST
11.	42	Liquidated Damages	Will be imposed as follows: Percentage of contract price per day of delay: as referred in Draft Contract Sample in Annexure – II.
12.	40	Performance Security	Within one week of issuance of Lol/ Purchase Order and well prior to the signing of Contract, as 10% of the Contract value for the duration of Warranty period referred in RFP.
13.	12	Currency of Bid	Pakistani Rupees (PKR)
14.	31	Deadline for submitting requests for clarifications/ questions	5 days before the submission deadline
15.	31	Contact Details for submitting clarifications/ questions	Focal Person in PAF: IAST: Mr. Anwar Amjad 0995-645112
16.	18, 19, and 21	Manner of Disseminating Supplemental Information to the ITB and responses/ clarifications to queries	Direct communication to prospective Bidders by email and/ or Posting on the PAF-IAST website: procurement@paf-iast.edu.pk http://www.paf-iast.edu.pk/
17.	23	Deadline for Submission	Thursday the October 22, 2020 @ 12:00 PM (noon)
18.	22	Number of Set(s) of Bid	Technical Proposal(s) - One (01) Original - One (01) Copy - Soft copy of Technical Proposal in a USB Flash Drive Financial Proposal(s) - One (01) Original
19.	22	Allowable Manner of Submitting Bids	<input checked="" type="checkbox"/> Courier/ Hand Delivery only
20.	22	Bid Submission Address	<input checked="" type="checkbox"/> By Courier/ Hand Delivery Convener Procurement Committee, PAF-IAST, Mang, Haripur
21.	22	Electronic submission (email) requirements	Not Allowed
22.	25	Date, time and venue for the opening of bid	Date and Time: Thursday, October 22, 2020 @ 12:30pm Venue: Conference Room, PAF-IAST, Mang, Haripur
23.	27, 36	Evaluation Method	Eligible and qualified bids meeting the requirements and technically responsive as stipulated in this ITB
24.		Evaluation Method for the Award of Contract	Lowest priced technically responsive.

25.		Expected date for commencement of Contract	November 2020		
26.		Maximum expected duration of Contract	60 months		
27.	35	PAF-IAST will award the contract to:	One Bidder Only		
28.	39	Type and Contract Terms and Conditions that will apply	PAF-IAST General Terms and Conditions for Contracts for Goods and/ or Services as per Sample at Annex – II.		
29.	46	Delivery, Installation and Testing/ Training	Delivery 6-8 weeks	Installation 2 weeks	Commissioning 1 week
30.	47	Payment Schedule	Payment on Delivery of Equipment: 60% Payment on Commissioning: 40% Note: Payments are subject to 10% of the Contract Value as Retention money against 1 st year Warranty & Support Services)		

Section 4. Evaluation Criteria

Preliminary Examination Criteria

Bids will be examined to determine whether they are complete and submitted in accordance with ITB requirements as per below criteria on a Yes/ No basis:

- Appropriate signatures
- Power of Attorney
- Minimum Bid documents provided
- Bid Validity
- Bid Security submitted as per ITB requirements with compliant validity period

Minimum Eligibility Criteria

Eligibility will be evaluated on a Pass/ Fail basis. If the Bid is submitted as a Joint Venture, there should be no more than two (02) companies in the Joint Venture and each company should meet the minimum criteria individually, unless otherwise specified.

Technical qualification will be evaluated on Score basis. Bidder will require to secure at least **70 percent** to qualify. Scores against each of the parameters in Section I, II & III will be according to documents provided by the Bidder, whereas scores in Section IV will be awarded by Technical Committee in response to Bidder's presentation.

ELIGIBILITY			
S. #	Subject	Criteria	Reference Returnable Form(s)
1.	Bidder's Status	Participating as <input type="checkbox"/> Individual Company <input type="checkbox"/> JV/ Consortium	Form B: Joint Venture/ Consortium/ Association Information Form
2.	Legal Status	Bidder is a legally registered entity in Pakistan and must be registered with SECP/ Registrar. Bidder is also registered with FBR for Income Tax and Sales Tax. Bidder/JV partner(s) must be Active Taxpayers and Listed.	Form C: Bidder Information Form
3.	Location of Offices	Bidder (Lead Bidder) has declared office in Islamabad/ Karachi/ Lahore/ Peshawar/ Abbottabad for Last Three (03) years.	Form C: Bidder Information Form
4.	Bidder's status with Principal	Bidder (Lead Bidder) must be partner with OEM for last Three (03) years for the supply and services.	Form C: Bidder Information Form
5.	Principal(s)' Authorization	Bidder should submit Manufacture Authorization Letter.	Form C: Bidder Information Form
6.	Projects based on / by Principal	The principal must have a Min. No. of Projects having deployed same Product(s) in Pakistan. At least Thirty (30) projects by the Principal.	Form C: Bidder Information Form
7.	Compliance of BoQ	Bidder should share the complete compliance of BoQ along with relevant documents.	Form E: Technical Proposal Form
8.	Parts' Availability	At least One warehouse for parts of quoted product by Principal/ Bidder in declared office city and possesses parts availability within the country	Form C: Bidder Information Form

9.	Company in Operation	Bidder (Lead Bidder) is in operation for at least Fifteen (15) years or more.	Form C: Bidder Information Form
10.	Financial Strength	Average annual turnover over last 3 years Rs. 100M or Eqv. in PKR from ICT Products/ Services (as per the published Audit Report) for Bidder <i>(For JV/ Consortium/ Association, all Parties cumulatively should meet requirement, however each partner should have an average turnover of Rs. 200 million individually).</i>	Form D: Qualification Form
11.	Relevant Experience	Min. No. of Projects of similar nature/ value/ complexity in last 3 years At least Three (03) project by the Bidder locally. <i>(For JV/Consortium/ Association, all Parties cumulatively should meet requirement).</i>	Form D: Qualification Form Form E: Technical Proposal Form
12.	Eligibility	Bidder(s) is not suspended, nor debarred, nor otherwise identified as ineligible by any Government/ Semi-government/ Autonomous organization in Pakistan, in accordance with ITB clause 3. Non-Blacklisting certificate must be provided.	Form A: Bid Submission Form
13.	Bankruptcy	Bidder(s) has not declared bankruptcy, is not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against the vendor that could impair its operations in the foreseeable future.	Form A: Bid Submission Form
14.	Certificates and Licenses	Bidder(s) related: i Certificate of Registration of the business ii Certificate of Registration with FBR for both Income Tax and Sales Tax iii Certified Partner Status issued by Principal stating certified competencies for the proposed solution iv A proofing document confirms the offered Warranty & Post-commissioning Support and Services for at least One (01) year within the quoted Unit Price(s), and for Four (04) years as Extended Warranty. v Supporting photos, data sheets, documents depicting usage scenarios of the proposed items.	Form C: Bidder Information Form

QUALIFICATION					
S. #	Attribute	Description	Max. Score	Criteria	Returnable Form(s)
Section – I: General Corporate Profile			25		
15.	Bidder's Footprints	Number of offices/ services centers across the country	5	3 offices fully operational for last three (03) year	Form C: Bidder Information Form
			3	2 offices fully operational for last three (03) year	
			1	1 office fully operational for last three (03) year	
16.	Bidder's Human Resource Strength	Number of full-time employees (documentary proof required)	8	30+ employees with at least 10% having technical certification	Form C: Bidder Information Form
			6	25 - 30 employees with at least 10% having technical certification	
			4	20 - 25 employees with at least 10% having technical certification	

			2	10 - 20 employees with at least 10% having technical certification	
17.	Financial Standing	Annual Turnover averaged over last 3 years	7	2+ x Financial Strength	Form D: Qualification Form
			4	2 x Financial Strength	
			2	1.5 x Financial Strength	
18.	Annual Tax Paid	Annual Tax Paid averaged over last 3 years	5	Rs. 10 million or more	Form D: Qualification Form
			3	Rs. 8 million	
			2	Rs. 5 million	
Section – II: Business Profile			30		
19.	Relevant Experience	Project(s) of similar nature, value and complexity completed.	7	Min. No. of Projects + 5	Form D: Qualification Form
			5	Min. No. of Projects + 3	
			3	Min. No. of Projects + 2	
20.	Public Sector Experience	Project(s) delivered to government organizations	9	5 Projects worth PKR 07 million each	Form D: Qualification Form
			7	3 Projects worth PKR 07 million each	
			5	2 Projects worth PKR 07 million each	
21.	Education Sector Experience	Project(s) completed at education institutions.	9	2+ Projects	Form D: Qualification Form
			7	2 Projects	
			5	1 Project	
22.	Experience in Haripur/ Abbottabad	Project(s) completed in Haripur/ Abbottabad	5	Project worth 02 million in Haripur/Abbottabad	Form D: Qualification Form
			3	Project worth 01 million in Haripur/Abbottabad	
Section – III: Manufacturer’s/ Product’s Strengths			10		
23.	Manufacturer’s Global Presence	Countries having supplied the same Quoted items	5	No. of countries identified by Bid in consideration/ Max. No. of countries identified in all Bids * 10	Form E: Project Proposal Form
24.	Manufacturer’s Products Portfolio	Various Products produced by the manufacturer beyond quoted items	5	No. of relevant Products mentioned by Bid in consideration/ Max. No. of Products referred in all Bids * 10	Form E: Project Proposal Form
Section – IV: Registration & Certifications			10		
25.	ISO 9001:2015 Certified	Bidder or the Lead Bidder in case of JV should be Certified	5	Copy of Valid Certificate	Form E: Project Proposal Form
26.	Certification specific to quoted Products/ Solution	Bidder or any of the JV Partners should possess any of them	5	Copy of Valid Certificate	Form E: Project Proposal Form
Section – V: Presentation on Project Proposal			25		

27.	Project Management Approach	Overall approach towards planning and implementing the project.	8	To be assigned by the Technical Committee	Form E: Project Proposal Form
28.	Post-Commissioning Services	Overall approach towards after-sale support and services.	7	To be assigned by the Technical Committee	Form E: Project Proposal Form
29.	Distinguishing Features	Distinguishing features of the quoted Product and/ or overall project proposed.	10	To be assigned by the Technical Committee	Form E: Project Proposal Form
Grand Total			100		
	Technical Evaluation	Bids shall be evaluated on both Eligibility and Technical Qualification Criteria. Bidders meeting the Eligibility Criteria and able to secure 70 percent in Technical qualification shall be declared as Technically Qualified Bidders for the next step, i.e. Opening of Financial Bid.			
	Financial Evaluation	Detailed analysis of the price schedule based on requirements listed in Section 5 and quoted for by the bidders in Form F. Price comparison shall be based on the landed price, including transportation, insurance and the total cost of ownership (including spare parts, consumption, installation, commissioning, training, special packaging, etc., where applicable) Comparison with budget/ internal estimates. Tender will be awarded on least-cost basis .			

Section 5a: Technical Specifications of the Required Goods

Private Automated Branch Exchange (PABX) System		
Exchange System	PABX Make	
	Tier 1.	The PABX make should be renowned in Pakistan, e.g., Alcatel, Avaya, Siemens or Equivalent. The make should be verifiable.
	Approval	System must be type approved by PTA
	Server Chassis	Complete system including the main chassis as well as expansion chassis should be based on 19" rack. The vendor should provide either proprietary cabinets for mounting the system or standard imported 42U racks must be quoted.
	PABX System Capacity	
	No. of Extensions	(Must be extendable to 1500 with Analog up to 1000 ports and remaining IP connections)
	VoWLAN Support	The system must support VoWLAN Technology on Android Phone / Android Tablet & iPhone / iPad
	Backup Batteries	Four (4) hrs. battery backup
	Support for PRI	1 (Must be extendable to 5)
	CLI	CLI should be enabled on Analog, Digital and IP Extensions. CLI by name and number both should be provided by the PABX on all three types of extensions.
	Redundancy	System must support Redundant CPUs
	Accounting Application	The system must support and be provided with proprietary call accounting application
	Configurability	The system should be configurable both through a CLI and GUI interface.
	System's Features: The system must support the following features without the need of additional hardware/software and license. If any feature enabling requires any additional hardware, it must be included in the solution	
	Automatic Ring Back	
	Speed Dialing	
	Account codes	
	Administered connections	
	Authorization codes	
	Automated attendant	
	Automatic call distribution	
	Automatic alternate routing	
	Automatic camp-on	
Automatic circuit assurance		
Automatic recall		
Automatic route selection		
Call detail record tickets		
Call log (received, missed and dialed-depending upon set type)		
Centralized attendant service		
Classes of restriction		
Classes of service		
Code calling access		
Controlled private calls		
Dialed number id service		

Direct department calling	
Direct Inward Dialing	
DID call waiting	
Direct inward termination	
Direct Outward Dialing	
Extended trunk access	
Facility restriction levels	
Hunting	
Integrated system directory	
Integration with company's LDAP server / Active directory	
Least cost routing (Tariff-based, Time Based)	
Music on hold (Internal + External)	
Night service-fixed	
Night service- programmable	
Open system speed dial	
Restriction features: Controlled, Fully restricted, Inward/outward	
Voice mail system interface (System should be capable. Feature not required at this point of time)	
Architecture: The solution should be based on a resilient, secure and scalable architecture, with the following features:	
Centralized	Telephony Infrastructure should be based on a centralized design.
Redundancy	The system should support redundancy at the level of Central Processing Unit (Feature not required at this point of time)
System OS	The system must be architected on a real-time LINUX-like operating system Kernel with highly controlled interfacing option for increased security
Telephony Architecture	The system must support a combination of IP and TDM client devices as well as any combination of SIP and H.323 and traditional analog and digital trunking.
Peripheral Cards	The peripheral cards of the system must be hot pluggable
Security	The IP telephony infrastructure shall be designed to sustain all kinds of security and virus attacks and support encryption of voice streams without impairing the connection or voice quality. The security modules are not required at this point of time, but the system must be capable to incorporate security modules when required.
Quality of Service	
Multi-vendor interoperability	The system must not rely on any proprietary QoS implementation and must support multi-vendor interoperability across any QoS infrastructure.
QoS standards	The system must support open QoS standards including 802.1p, DiffServ, ToS and RSVP
Bandwidth management	The system must allow the system administrator to assign any IP phone a bandwidth management zone to avoid quality degradation due to insufficient bandwidth for active connections.
Bandwidth management zones.	The system must allow the setup of different bandwidth management zones.
Codec Selection	The system must allow the selection of different codec per zone.
Jitter buffers	Jitter buffers must be configurable
Public Gateway Functions	

	Integration	The system must capable of integrating analog CO (Central Office) trunks: DID, loop Start and ground start analog tie trunks: E&M, loop dial repeating, immediate start and wink start; digital trunks: T1/E1, PRI/BRI and IP Trunks.				
	Trunk lines	The analog trunk lines must support 12/16 Khz metering pulses. Hardware necessary to support this must be included.				
	Phone Cable compatibility	Digital & analog telephones preferably should require single pair cables.				
	Operability between different PABXs	The system must support IP trunking (SIP / H.323) between different PABXs				
	Compatibility with Public SIP Trunks	The system must be capable to connect with Public SIP Trunks for public calls				
	Standards Compliance					
	VoIP Standards	The vendor must be committed to multi-vendor VOIP using standards such as SIP, H.323 and H.248.				
	ETSI, ISO, ISDN, Q.SIG Standards.	The system must support both ETSI and ISO, ISDN, Q.SIG standards.				
	Simultaneous support for SIP and H.323	The IP telephony system must support both SIP and H.323 simultaneously on the same server platform.				
	Industry Standard IP Features	The system must support an industry standard IP solution with at least the following features:CLID/CLIP Calling party Name Display Called party Name Display Call forwarding (Diversion before answer) Call transfer (post answer) Conferencing (at least 3 party) Message waiting indication				
	Support for IPv6	The vendor must be committed to support IPv6 or later version at the time of industry transition				
	Security					
	Network Configuration	The call server must be connected to a single subnet that allows all core components to communicate. This subnet must be isolated from other subnets and broadcast domains via Layer 2 and protected from the enterprise network at Layer 3 with packet filtering.				
	Terminal Authorization	Only authorized terminals should be able to access the maintenance of the PABX				
	Login Credentials	The system must mandate that users must provide a valid login name and password instead of just a password				
	SSH Availability	Secure Shell (SSH) must be available for secure remote management interfaces				
	Phone Passwords	All the phones can be password protected.				
	CDR	The system must allow CDR data generated by the call server can be compared with raw data logs generated by the gateways.				
	Login Trackability	The proposed system must be equipped with the ability to track login attempts				
	Power Backup					
	Battery Backup	The System must support a battery back up.				
PRI Interface with DID and DOD Facility Card	The PRI interface must support DID and DOD facility.					
08-port Analog Trunk Interface with CLI and 12/16KHz metering pulses	<table border="1"> <tr> <td colspan="2">Features</td> </tr> <tr> <td colspan="2">The Analog Trunk Interface must be support CLI and 12/16KHz metering pulses</td> </tr> </table>		Features		The Analog Trunk Interface must be support CLI and 12/16KHz metering pulses	
Features						
The Analog Trunk Interface must be support CLI and 12/16KHz metering pulses						

Analog Extension Licenses with CLI	Features The Analog license must cover all the standard Analog Telephone features supported by the quoted PABX											
Analog Interface Card 16-port	Features The card must be hot pluggable.											
IP Users Extensions with Licenses and CLI Facility	Features The IP license must include all the standard VoIP features supported by the quoted PABX											
Softphone (to be installed on Smart phone)	Features Softphone Application Operating Mode	The softphone application must include all the basic VoIP Telephone Set features The softphone must be able to operate in independent as well as VoIP extension mode										
IP-based Operator Console License	Features The Operator Console License must include the support for the features offered by the Operate Console Telephone set.											
Automated Attendant up to 06 voice guides	Features The voice guide must be customizable in terms of the number of the required menu levels and the menu content.											
Accounting Application with tickets for external incoming/outgoing and internal calls	Features The accounting application must be able to generate the record for external incoming/outgoing and internal calls The accounting application must have a GUI.											
MDF with protection for Analog, Trunk and PRI lines	Features Standard MDF for the complete system.											
4 Hrs. Battery backup for the PABX system	Features The PABX System must have a power / battery back up of 4 hrs.											
Rack for Mounting PABX	Features Complete system including the main chassis as well as expansion chassis should be based on 19" rack. The vendor should provide either proprietary cabinets for mounting the system or standard imported 42U racks must be quoted											
IP Telephone Sets (H.323 / SIP) of third-party	IP Telephones <table border="1" data-bbox="488 1458 1487 1921"> <tr> <td data-bbox="488 1458 775 1559">IP Features</td> <td data-bbox="782 1458 1487 1559">All IP phones must provide IP-related features such as DHCP, an integrated Ethernet switch (except the entry-level IP Phones) as well as standard QoS and VLAN capabilities.</td> </tr> <tr> <td data-bbox="488 1565 775 1686">Ports</td> <td data-bbox="782 1565 1487 1686">The IP Phones must have 2 IP Ports (one for connectivity of IP Phone over LAN and Second for PC Connectivity). The administrator should be able to configure if the second port is to be used or not</td> </tr> <tr> <td data-bbox="488 1693 775 1814">Compliance with traditional Phone Capabilities</td> <td data-bbox="782 1693 1487 1814">All IP phones must also provide all of the traditional phone capabilities such as message waiting indication, conference, transfer, multiple lines, forward, headsets, hands free (mic and speaker) and more.</td> </tr> <tr> <td data-bbox="488 1821 775 1854">PoE</td> <td data-bbox="782 1821 1487 1854">All IP phones must support power over Ethernet (PoE) 802.3af</td> </tr> <tr> <td data-bbox="488 1861 775 1921">Power Adapter</td> <td data-bbox="782 1861 1487 1921">The IP phones should have the provision to power up through a power adapter in case PoE is not available</td> </tr> </table> General Features: IP (SIP / H.323) Sets should be with at least following capabilities: Support static and dynamic IP allocation 02 x 10/100/1000 Ethernet Ports		IP Features	All IP phones must provide IP-related features such as DHCP, an integrated Ethernet switch (except the entry-level IP Phones) as well as standard QoS and VLAN capabilities.	Ports	The IP Phones must have 2 IP Ports (one for connectivity of IP Phone over LAN and Second for PC Connectivity). The administrator should be able to configure if the second port is to be used or not	Compliance with traditional Phone Capabilities	All IP phones must also provide all of the traditional phone capabilities such as message waiting indication, conference, transfer, multiple lines, forward, headsets, hands free (mic and speaker) and more.	PoE	All IP phones must support power over Ethernet (PoE) 802.3af	Power Adapter	The IP phones should have the provision to power up through a power adapter in case PoE is not available
IP Features	All IP phones must provide IP-related features such as DHCP, an integrated Ethernet switch (except the entry-level IP Phones) as well as standard QoS and VLAN capabilities.											
Ports	The IP Phones must have 2 IP Ports (one for connectivity of IP Phone over LAN and Second for PC Connectivity). The administrator should be able to configure if the second port is to be used or not											
Compliance with traditional Phone Capabilities	All IP phones must also provide all of the traditional phone capabilities such as message waiting indication, conference, transfer, multiple lines, forward, headsets, hands free (mic and speaker) and more.											
PoE	All IP phones must support power over Ethernet (PoE) 802.3af											
Power Adapter	The IP phones should have the provision to power up through a power adapter in case PoE is not available											

	Power over Ethernet (IEEE 802.3af) 3-party conference	
	Support Voice Mail	
	Redial of last called numbers	
	Operating temperature: 0°C to 45°C	
	Operating humidity: 10% to 90%	
	Call holding	
	Call Waiting	
	Call forwarding and Transfer	
	Caller ID	
	Redial	
	Mute	
	Do Not Disturb (DND)	
	Auto Answer	
	Conference	
	Speed-Dial	
	Voicemail	
	Audio codec: G.711 (A-law and μ -law), G.723.1, G.729AB, G.722	
	Security Features: IP (SIP / H.323) Sets should be with at least following security features:	
	802.1x	
	Supports VPN	
	VLAN tagging (802.1q)	
	Transport Layer Security (TLS)	
	Digest authentication using MD5/MD5-sess	
	Secure configuration file via AES, Encryption	
	Security RFC	
	RFC 3261: Session Initiation Protocol (SIP)	
	RFC 2131: Dynamic Host Configuration Protocol (DHCP)	
	RFC 2617: HTTP Authentication; Basic and Digest Access Authentication	
	RFC 2833: RTP Payload for DTMF Digits, Telephony Tones and Telephony Signals	
	RFC 2976: The SIP INFO Method	
	RFC 3263: Session Initiation Protocol (SIP): Locating SIP Servers	
	RFC 3264: An Offer/Answer Model with the Session Description Protocol	
	RFC 3515: The SIP Refer Method	
	RFC 3892: The Session Initiation Protocol (SIP) Referred-By Mechanism	
	RFC 4028: Session Timers in the Session Initiation Protocol (SIP)	
	RFC 3261: Session Initiation Protocol (SIP)	
IP Telephone Sets (H.323 / SIP) of same brand as of PABX	Features	
	Propriety Features	The IP Telephone Set must fully support all the PABX features in addition to the above third-party sets.
	Keys	Must include dedicated speed-dial and programmable keys
IP Telephone Executive Class Sets (H.323 / SIP) of same brand as of PABX	Features: The executive set should have (in addition to the IP phone features mentioned earlier) the at least following features	
	3-line screen	
	Dial by name facility	
	More than 10 Programmable Keys	

IP-based Operator Telephone Set	Features: The operator set should have (in addition to the above) the at least following features	
	Display	Graphical display,
	Power	System powered (without power adapter) 2wire operation
	Keys	Keypad fixed function keys (partly equipped with red LEDs) 8 freely programmable keys with red LED Key labeling with paper strips Control keys +/- 3 navigation keys
	Acoustics	Hands free talking (full duplex)
	Interfaces	Headset jack USB slave Key Module
	Key Module	18 additional freely programmable keys with LEDs; function, speed dial or Trunk line keys Key labeling with paper strips
Analog Telephone Sets	Features	
	Analog Telephone Set	Analog Telephone Set with CLI
	Loud Speaker	The Telephone must include loud speaker
PC for Accounting Application	Features	
	PC	Core-i7 10th Generation or higher, Base Frequency 1.6 GHz or higher, 6 MB Cache, 4 cores, 256 GB SSD or higher, 8GB RAM DDR4 or higher, Win 10 License installed
	LCD	21" LCD for PC
	I/O Peripherals	Keyboard and Mouse for PC
Installation, Configuration & Commissioning	Complete installation of all equipment pertaining PABX Exchange as per manufacturer's guidelines, and reinstate the site in all civil aspects. Configuration of all equipment for an optimum and efficient output of the facility, meeting the objectives and requirements. Testing and commissioning of the complete setup as per the requirements and satisfaction of PAF-IAST.	

Note: Bidders are required to provide/supplement their claim of "equivalent" product or items with Third Party Report, without which, claim will not be accepted, and Bid is likely to be rejected.

Note:

1. PAF-IAST may re-adjust or increase/ decrease the quantities at the time of Contract.
2. The Bidder shall indicate in their offer,
 - a. detailed specifications of their offered product(s)/ solution(s),
 - b. standard accessories,
 - c. make and origin, as part of confirming Compliance as per the format given in Form – D.
3. The Unit Price, Total Bid Price, and Additional Warranty Price of the quoted items shall be indicated as per the given format in Form – G.

Section 5b: Special Terms and Conditions

Standard

- The goods supplied must be capable of functioning properly under the climatic conditions of Haripur.
- The goods supplied shall not be reaching to their “End of Sale/ Life” in next five (05) years and “End of Support” in next eight (08) years from the date of delivery. To this effect, Bidder(s) shall supply a Certificate from the Principal(s) for all the equipment.
- Bidder(s) shall submit their proposed Solution Design duly vetted/ endorsed by the Principal(s) through a letter stating so.
- There shall be no deviation from specification and country of make as provided with each item. In case of any ambiguity in specification/ accessories needed for the full functioning of the equipment, the firm must clear it with the Procurement Committee. However, the decision of the Procurement Committee will be final.
- The goods with standard accessories supplied under this tender shall confirm to the standard maintenance in the technical specification.

Solution Specific

Bidder must comply to the points below while quoting the solution;

1. **Availability**

- *Must be Speed time-to-deployment centric with single, elastic pool of resources*
- *Solution is fast, simple deployment, comprehensive support and the agility to scale up market solution and itself linear scale-out.*
- *Must be designed to deliver proven Five 9s availability (99.999%)*

2. **Functionality**

- *Scale-out infrastructure providing the ability to meet users' changing demands at the speed of business and freedom with advanced IT forecasting.*
- *Deployment, Configuration and Management rules engine, delivering a built-in features with support oriented.*
- *Converge infrastructure providing a seamless and harmonious end user experience that embodies the simplicity and ease-of-use functionality*
- *Solution have an established global reach, required manufacturing capabilities, and the necessary international certifications and capabilities.*

3. **Scalability**

- *Linear scale-out with small increment, cost-effective building block approach*
- *Eliminate need for pre-planned infrastructure purchases*
- *Supports heterogeneous hardware with archival support.*

4. **Performance**

- *Propose solution must provide the performance, provisioning, and scale-out attributes to meet escalating business demands automation, ease-of-use, and orchestration characteristics ensure resource optimization and efficiency*
- *Solution must have safeguarding environment with higher system, application and service availability.*

5. **Support and Maintenance**

- *5 years Hardware/ Software Support*
- *24 x 7 on site direct support from manufacturer*
- *Single point of (solution) support one window operation*

Training

- The bidder supplying the equipment(s) will demonstrate the operation/ working of the supplied goods to the satisfaction of PAF-IAST and provide training both on-site and curriculum based training at Manufacturer's Certified Training Center. Suppliers are advised to provide details on formal training covering aspects as mentioned below, but not limited to, as required in Form – E (Section 3).

Level	
Basic	Demonstrate the working to end users; Identify the do's and don'ts; and aspects deem necessary for long-life functioning of supplied goods.
Hands-on	Demonstrate technical features; Elaborate technical configuration(s) performed for integration with the overall setup; Documented guidelines for generating reports using software and/ or systems' interface
Advanced	Provide trainings to Operators for troubleshooting and smooth operations using system manuals; Provide trainings leading towards Certification to at least two (02) Resources at the Principal's Authorized Training Center in a formal classroom environment with curriculum of no less than 70 hours.

Calibration of item/ equipment

- The supplier will install the good(s) in the presence and satisfaction of the Procurement Committee, if need be. In case of any defect in the supplied good(s) or if it is not in accordance with the desired specification(s), the goods will be changed at the cost of the supplier.

Warranty/ Guarantee

- The Supplier will give comprehensive onsite warranty/ guarantee that the goods/ stores/ articles would continue to conform to the description and quality as specified for a period of at least Five (05) years from the date of delivery, installation and commissioning of the said goods/ stores/ articles to be purchased and that notwithstanding the fact that the purchaser may have inspected and/ or approved the said goods/ stores/ article, if during the aforesaid period, the said goods/ stores/ articles, be discovered not to conform to the description and quality aforesaid or have determined (and the decision of the Procurement Committee in that context will be final and conclusive), the PAF-IAST will be entitled to reject the said goods/ stores/ articles or such portion thereof as may be discovered not to conform to the said description and quality, on such rejection the goods/ articles/ stores will be at the supplier's risk and all the provisions relating to rejection of goods etc. shall apply.
- The Supplier shall, if so called upon to do, replace the goods etc., or such portion thereof as is rejected by Procurement Committee, otherwise the supplier shall pay such damage as may arise by the reason of the breach of the condition herein contained. Nothing herein contained shall prejudice any other right of the Procurement Committee in that behalf under the contract or otherwise.
- The Supplier shall also replace equipment, in case it is found defective which cannot be put to operation due to manufacturing defect, etc. In case of equipment specified by the Procurement Committee, the supplier shall be responsible from carrying out annual maintenance and repairs on the terms and conditions as may be agreed. The supplier shall also be responsible to ensure adequate regular supply of spare parts needed for a specific type of equipment whether under their annual maintenance and repairs contract or otherwise. In case of change of model, supplier will give sufficient notice to the Procurement Committee who may like to purchase spare parts from them to maintain the equipment in perfect condition.

Support Service

- The Supplier will also be responsible for post-commissioning Support Services as per the SLA during first year of Warranty within the cost of equipment and services.
- The Supplier shall continue to provide Support Services in subsequent years for additional Four (04) years, should PAF-IAST decides to avail the Warranty/ Support Services on annual basis.
- The Supplier may be asked to depute at least One (01) Resident Engineer for day-to-day operations and assistance to PAF-IAST.

Section 6: Returnable Bidding Forms / Checklist

This section serves as a checklist for preparation of your Bid. Please complete the Returnable Bidding Forms in accordance with the instructions in the forms and return them as part of your Bid submission. No alteration to format of forms shall be permitted and no substitution shall be accepted.

Before submitting your Bid, please ensure compliance with the Bid Submission instructions of the BDS 22.

Bid Proposal:

Have you duly completed all the Returnable Bidding Forms?	
✦ Form A: Bid Submission Form	<input type="checkbox"/>
✦ Form B: Joint Venture/ Consortium/ Association Information Form	<input type="checkbox"/>
✦ Form C: Bidder Information Form	<input type="checkbox"/>
✦ Form D: Qualification Form	<input type="checkbox"/>
✦ Form E: Bid Proposal Form	<input type="checkbox"/>
✦ Form F: Specifications Compliance Form	<input type="checkbox"/>
✦ Form G: Price Schedule Form	<input type="checkbox"/>
Have you provided the required documents to establish compliance with the evaluation criteria in Section 4?	<input type="checkbox"/>

Form A: Bid Submission Form

(To be Submitted in an envelope duly sealed and marked as Technical Proposal)

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
ITB reference:	PAF-IAST-PABX-ITB-109-20		

We, the undersigned, submit our Bid for the award of contract to supply the goods and related services required for [Insert Title of goods and services] in accordance with your Invitation to Bid No. [Insert ITB Reference Number]. We hereby submit our Bid, which includes this Bid proposal.

We hereby declare that our firm, its affiliates or subsidiaries or employees, including any JV/ Consortium/ Association members or subcontractors or suppliers for any part of the contract:

- a) is not under procurement prohibition by any of the Government/ Semi-government/ Autonomous organization;
- b) have not been suspended, debarred, sanctioned or otherwise identified as ineligible by any Organization in Pakistan;
- c) have not declared bankruptcy, are not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against us that could impair our operations in the foreseeable future;
- d) undertake not to engage in proscribed practices, including but not limited to corruption, fraud, coercion, collusion, obstruction, or any other unethical practice, with the PAF: IAST, and to conduct business in a manner that averts any financial, operational, reputational or other undue risk to the PAF: IAST.

We declare that all the information and statements made in this Bid are true and we accept that any misinterpretation or misrepresentation contained in this Bid may lead to our disqualification and/ or sanctioning by the PAF-IAST.

We offer to supply the goods and related services in conformity with the Bidding documents, including the PAF-IAST General Conditions of Contract and in accordance with the Schedule of Requirements and Specifications.

Our Bid shall be valid and remain binding upon us for the period specified in the Bid Data Sheet.

We understand and recognize that you are not bound to accept any Bid you receive.

I, the undersigned, certify that I am duly authorized by [Insert Name of Bidder] to sign this Bid and bind it should PAF-IAST accept this Bid.

Name: _____

Title: _____

Date: _____

Signature: _____

[Stamp with official stamp of the Bidder]

Form B: Joint Venture/ Consortium/ Association Information Form

(To be Submitted in an envelope duly sealed and marked as Technical Proposal)

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
ITB reference:	PAF-IAST-PABX-ITB-109-20		

To be completed and returned with your Bid if the Bid is submitted as a Joint Venture/ Consortium/ Association.

No	Name of Partner and contact information <i>(address, telephone numbers, fax numbers, e-mail address)</i>	Proposed proportion of responsibilities (in %) and type of goods and/or services to be performed
1	[Complete]	[Complete]
2	[Complete]	[Complete]
3	[Complete]	[Complete]

Name of leading partner (with authority to bind the JV, Consortium, Association during the ITB process and, in the event a Contract is awarded, during contract execution)	[Complete]
--	------------

We have attached a copy of the below referenced document signed by every partner, which details the likely legal structure of and the confirmation of joint and severable liability of the members of the said joint venture:

Letter of intent to form a joint venture **OR** JV/Consortium/Association agreement

We hereby confirm that if the contract is awarded, all parties of the Joint Venture/Consortium/Association shall be jointly and severally liable to PAF-IAST for the fulfillment of the provisions of the Contract.

Name of partner: _____

Name of partner: _____

Signature: _____

Signature: _____

Date: _____

Date: _____

Name of partner: _____

Name of partner: _____

Signature: _____

Signature: _____

Date: _____

Date: _____

Form C: Bidder Information Form

(To be Submitted in an envelope duly sealed and marked as Technical Proposal)

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
ITB reference:	PAF-IAST-PABX-ITB-109-20		

Legal name of Bidder	[Complete]
Legal address & Branch Offices	[Complete]
SECP Registration No.	[Complete]
National Tax Number (NTN)	[Complete]
Sales Tax Number (STRN)	[Complete]
Year of registration	[Complete]
Location of Office(s)	[Complete]
Warehouse Address in Pakistan	
Bidder's Authorized Representative Information	Name and Title: [Complete] Telephone numbers: [Complete] Email: [Complete]
Are you a PAF – IAST registered vendor?	<input type="checkbox"/> Yes <input type="checkbox"/> No If yes, [insert PAF- IAST vendor number]
Countries of operation	[Complete]
No. of full-time employees	[Complete]
No. of Technical Staff	[Complete]
Does your Company have a written Statement of its Environmental Policy? (If yes, provide a Copy)	[Complete]
Does your organization demonstrates significant commitment to sustainability through some other means, for example internal company policy documents on women empowerment, renewable energies, education, vocational trainings, social responsibility towards people with Special needs, or membership	[Complete]

<p>of trade institutions promoting such issues</p>	
<p>Contact person that PAF-IAST may contact for requests for clarifications during Bid evaluation (Only Lead Bidder)</p> <p>Please attach the following documents:</p>	<p>Name and Title: [Complete] Telephone numbers: [Complete] Email: [Complete]</p> <ol style="list-style-type: none"> 1. Company Profile, which should not exceed fifteen (15) pages, including printed brochures and product catalogues relevant to the goods and/ or services being procured. 2. Proposed timetable for delivery, installation and commissioning plan for the required and quoted items to PAF-IAST after the award of Contract. 3. Certificate of Registration of the business. 4. Certificate of Registration with FBR for both IT and Sales Tax. 5. Principals' Authorization Letter in favor of Bidder to participate in this Tender. 6. Certified Partner Status evidence 7. Certificate from Principal(s) to the affect that supplied equipment/ product shall not reach to "End of Sale/ Life" earlier than Five (05) years and "End of Support" earlier than Eight (08) years from the date of delivery. 8. A proofing document confirming the offered warranty for at least Five (05) years, supported by the manufacturers/ principals' certificates. 9. Certificate or Consent Letter from Principal(s) on account of giving the status of "Principal's Certified Training Center" to PAF-IAST, and willingness of Principal(s) to sign separate agreement/ MoU with PAF-IAST in this context. 10. A proofing document confirming supply of same or similar items pertaining to the quoted products, of this magnitude to various clients/ customers in Pakistan or in the Region. 11. Proven records of the required Projects of similar nature/ value/ complexity in which delivery and services were extended. 12. Full detailed description of the specifications of the proposed items in addition to catalogues clearly showing the proposed specifications responding to the requirements. 13. Supporting photos of the proposed items. 14. Latest Audited Financial Statements (Income Statement and Balance Sheet) including Auditor's Report for the past (3 years).

Note: To be filled in by each partner in case Bid is submitted as a JV/ Consortium/ Association

Form D: Qualification Form

(To be submitted in an envelope duly sealed and marked as Technical Proposal)

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
ITB reference:	PAF-IAST-PABX-ITB-109-20		

If JV/ Consortium/ Association, to be completed by each partner.

Previous Relevant Experience

Please list all Projects successfully completed in the last 3 years, covering following aspects;

- Scope of the projects/ assignments.
- Activities performed for the successful completion of the project.
- Support Services Contracts in hand with SLA for the supplied goods.

List only those assignments for which the Bidder was legally contracted or sub-contracted by the Client as a company or was one of the Consortium/ JV partners. Assignments completed by the Bidder's individual experts working privately or through other firms cannot be claimed as the relevant experience of the Bidder, or that of the Bidder's partners or sub-consultants, but can be claimed by the Experts themselves in their CVs. The Bidder should be prepared to substantiate the claimed experience by presenting copies of relevant documents and references if so requested by PAF-IAST.

Project name & Country of Assignment	Client & Reference Contact Details	Contract Value	Period of activity and status	Types of activities undertaken

Bidders may also attach their own Project Data Sheets with more details for assignments above.

History of Non-Performing Contracts

<input type="checkbox"/> Non-performing contracts did not occur during the last 3 years			
<input type="checkbox"/> Contract(s) not performed in the last 3 years			
Year	Non- performed portion of contract	Contract Identification	Total Contract Amount (current value in PKR)
		Name of Client: Address of Client: Reason(s) for non-performance:	

Financial Standing

Annual Turnover for the last 3 years	Year	PKR
	Year	PKR
	Year	PKR
Latest Credit Rating (if any), indicate the source		

Financial information (in PKR equivalent)	Historic information for the last 3 years		
	Year 1	Year 2	Year 3
	<i>Information from Balance Sheet</i>		
Total Assets (TA)			
Total Liabilities (TL)			
Current Assets (CA)			
Current Liabilities (CL)			
	<i>Information from Income Statement</i>		
Total / Gross Revenue (TR)			
Profits Before Taxes (PBT)			
Net Profit			
Current Ratio			

Attached are copies of the audited financial statements (balance sheets, including all related notes, and income statements) for the years required above complying with the following condition:

- a) Must reflect the financial situation of the Bidder or party to a JV, and not sister or parent companies;
- b) Historic financial statements must be audited by a certified public accountant;
- c) Historic financial statements must correspond to accounting periods already completed and audited. No statements for partial periods shall be accepted.

Tax Payment Standing

Annual Tax Paid by the Bidder

Annual Turnover for the last 3 years	Year	PKR
	Year	PKR
	Year	PKR

Annual Tax Paid by the Principal in Pakistan (if applicable)

Annual Turnover for the last 3 years	Year	PKR
	Year	PKR
	Year	PKR

Form E: Technical Proposal Form

(To be submitted in an envelope duly sealed and marked as Technical Proposal)

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
ITB reference:	PAF-IAST-PABX-ITB-109-20		

The Bidder's Bid should be organized to follow this format of the Technical Bid Proposal. Where the bidder is presented with a requirement or asked to use a specific approach, the bidder must not only state its acceptance, but also describe how it intends to comply with the requirements. Where a descriptive response is requested, failure to provide the same may be viewed as non-responsive.

SECTION 1: Qualification, capacity and expertise

- 1.1 Bidder's general organizational capability: management structure, financial stability and project financing capacity, project management controls, extent of work to be subcontracted (if so, provide details).
- 1.2 Bidder's relevance of specialized knowledge and experience on similar engagements done in the region/ country. Bidder should submit a detailed description of the projects executed (quantities, value, beneficiary)
- 1.3 Manufacturer's strengths covering the regional/ global market presence, hi-tech products portfolio, manufacturing capacity, R&D activities resulting in national and international patents, quality control and assurance practices, and international certifications in relevant areas.

SECTION 2: Management Structure and Key Personnel

- 2.1 Describe the overall management approach toward planning and implementing the project. Include an organization chart for the management of project describing relationship of key positions and designations.
- 2.2 Provide CVs for key personnel that will be provided to support the implementation of this project using the format below. CVs should demonstrate qualifications in areas relevant to scope of goods and/or services.

Format for CV of Proposed Key Personnel

Name of Personnel	[Insert]
Position	[Insert]
Nationality	[Insert]
Language proficiency	[Insert]
Education/ Qualifications	<i>[Summarize college/university and other specialized education of personnel member, giving names of schools, dates attended, and degrees/qualifications obtained.]</i> [Insert]
Professional certifications	<i>[Provide details of professional certifications relevant to the scope of goods and/or services]</i> ✦ Name of institution: [Insert] ✦ Date of certification: [Insert]
Employment Record/ Experience	<i>[List all positions held by personnel (starting with present position, list in reverse order), giving dates, names of employing organization, title of position and location of employment.]</i> [Insert]

I, the undersigned, certify that to the best of my knowledge and belief, the data provided above correctly describes my qualifications, my experiences, and other relevant information about myself.

Signature of Personnel

Date (Day/Month/Year)

SECTION 3: Scope of Supply, Technical Specifications and Training(s)

This section should demonstrate the Bidder's responsiveness to the specification by identifying the specific products proposed, addressing the requirements, as specified, point by point; providing a detailed description of the essential performance characteristics proposed; and demonstrating how the proposed bid meets or exceeds the requirements/specifications. All important aspects should be addressed in sufficient detail.

- 3.1 A detailed description of how the Bidder will deliver the required goods and services, keeping in mind the appropriateness to local conditions and project environment. Details how the different service elements shall be organized, controlled and delivered.
- 3.2 Explain whether any work would be subcontracted, to whom, how much percentage of the requirements, the rationale for such, and the roles of the proposed sub-contractors and how everyone will function as a team.
- 3.3 Implementation plan including a Gantt Chart or Project Schedule indicating the detailed sequence of activities that will be undertaken and their corresponding timing.
- 3.4 Details on post-commissioning trainings on-site hands-on training.

SECTION 4: Registration & Certifications

This section should demonstrate the Bidder's responsiveness towards its registration with the relevant national body and international organizations Certifying the bidder's qualifications with respect to Quality and Project Management.

- 4.1 Provide a copy of valid Certificate issued by International Organization for Standardization certifying the bidder's compliance and practices towards quality management principles and standards in their offered products/ solutions and services.
- 4.2 Provide a copy of valid Certificate issued by International Organization for Standardization certifying the bidder's compliance and practices towards information security management principles and standards in their offered products/ solutions and services.

SECTION 5: Warranty and Support Services

This section should demonstrate the Bidder's responsiveness to the post-commissioning warranty and support services of the goods supplied, addressing the requirements, as specified, point by point; providing a detailed description of the essential performance characteristics proposed; and demonstrating how the proposed bid meets or exceeds the requirements. All important aspects should be addressed in sufficient detail.

- 5.1 A detailed description of how the Bidder will provide the Warranty claims to the users, keeping in mind the span and complexity of the project in context of local conditions and project environment.
- 5.2 Explain whether any services or work would be subcontracted, to whom, how much percentage of the requirements, the rationale for such, and the roles of the proposed sub-contractors and how everyone will function as a team.
- 5.3 Details how the post-delivery/ deployment Support Services will be provided to the users keeping in consideration the criticality of IT systems, and dependency of university administration and operations on such systems.

Form F: Specifications Compliance Form

(To be submitted in an envelope duly sealed and marked as Technical Proposal)

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
ITB reference:	PAF-IAST-PABX-ITB-109-20		

The Bidder's Bid should be organized to follow this format of the Technical Bid Proposal. Where the bidder is presented with a requirement or asked to use a specific approach, the bidder must not only state its acceptance, but also describe how it intends to comply with the requirements. Where a descriptive response is requested, failure to provide the same may be viewed as non-responsive.

Goods and services to be Supplied <i>(based on the Technical Specifications provided in Section 5a & Section 5b)</i>		Your response Compliance with specifications		
		Comply (Yes/ No) <i>(If No, indicate discrepancies)</i>	Quoted Specifications	Type/ Model no. & Country of Origin
Required Items		Offered Items		
PABX				
1.	Hybrid Private Automatic Branch Exchange PABX (extendable up to 1500 lines) with latest software and hardware		(Bidders are required to attach Compliance Comparison Sheet supported by Product Data Sheet against the Specifications provided in Section – 5)	
2.	PRI Interface with DID and DOD facility			
3.	08-port Analog Trunk Interface with CLI and 12/16KHz metering pulses			
4.	Analog Extension Licenses with CLI			
5.	Analog Interface Card			
6.	IP Users Extensions with Licenses and CLI Facility			
7.	Softphone License (to be installed on Smart phone)			
8.	IP-based Operator Console License			
9.	Automated Attendant up to 06 voice guides			
10.	Accounting Application with tickets for external incoming/outgoing and internal calls			
11.	MDF with protection for Analog, Trunk and PRI lines			
12.	4 Hrs. Battery backup for the PABX system			
13.	Rack for Mounting PABX			
Telephone Sets				
1.	IP Telephone Sets (H.323 / SIP) of third-party		(Bidders are required to attach Compliance Comparison Sheet supported by Product Data Sheet against the Specifications provided in Section – 5)	
2.	IP Telephone Sets (H.323 / SIP) of same brand as of PABX			

3.	IP Telephone Executive Class Sets (H.323 / SIP) of same brand as of PABX		Sheet against the Specifications provided in Section – 5)	
4.	IP-based Operator Telephone Set			
5.	Analog Telephone Set with CLI			
PC for Accounting Application				
1.	PC		(Bidders are required to attach Compliance Comparison Sheet supported by Product Data Sheet against the Specifications provided in Section – 5)	

Form G: Price Schedule Form

(To be Submitted in a separate and sealed envelope duly marked as Financial Proposal)

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
ITB reference:	PAF-IAST-PABX-ITB-109-20		

[The Bidder is required to prepare the Price Schedule following the below format. The Price Schedule must include a detailed cost breakdown of all goods and related services to be provided.]

We, the <<Name of Bidder>>, hereby submit our Financial Bid for the Supply of Items as below. We assure you of our full compliance to the required specifications, delivery schedule and other terms without any deviation and/ or reservations. We reiterate our acceptance to the terms and conditions of the RFP. Our Financial proposal as below is submitted for your kind consideration;

Quoted Items in compliance to the Technical Specifications as referred in Section – 5a and Section – 5b		Quantity (a)	Unit Price [in Rs.] (b)	GST [in Rs.] (c)	Total Price [in Rs.] $d=a*[b+c]$
PABX					
1.	Hybrid Private Automatic Branch Exchange PABX (extendable up to 1500 lines) with latest software and hardware	1			
2.	PRI Interface with DID and DOD facility	1			
3.	08-port Analog Trunk Interface with CLI and 12/16KHz metering pulses	1			
4.	Analog Extension Licenses with CLI	72			
5.	Analog Interface Card 16-port	5			
6.	IP Users Extensions with Licenses and CLI Facility	220			
7.	Softphone License (to be installed on Smart phone)	8			
8.	IP-based Operator Console License	2			
9.	Automated Attendant up to 06 voice guides	1			
10.	Accounting Application with tickets for external incoming/outgoing and internal calls	1			
11.	MDF with protection for Analog, Trunk and PRI lines	1			
12.	4 Hrs. Battery backup for the PABX system	1			
13.	Rack for Mounting PABX	1			
Telephone Sets					
1.	IP Telephone Sets (H.323 / SIP) of third-party	210			
2.	IP Telephone Sets (H.323 / SIP) of same brand as of PABX	5			
3.	IP Telephone Executive Class Sets (H.323 / SIP) of same brand as of PABX	5			
4.	IP-based Operator Telephone Console	2			
5.	Analog Telephone Set with CLI	72			
PC for Accounting Application					
1.	PC	1			

Extended Warranty Price (at discretion of PAF-IAST)

Annual Warranty & Support Services beyond Standard Warranty of the Quoted Items		2 nd Year (in PKR)	3 rd Year (in PKR)	4 th Year (in PKR)	5 th Year (in PKR)
PABX					
1.	Hybrid Private Automatic Branch Exchange PABX (extendable up to 1500 lines) with latest software and hardware				
2.	PRI Interface with DID and DOD facility				
3.	08-port Analog Trunk Interface with CLI and 12/16KHz metering pulses				
4.	Analog Interface Card				
5.	Accounting Application with tickets for external incoming/outgoing and internal calls				
6.	MDF with protection for Analog, Trunk and PRI lines				
7.	4 Hrs. Battery backup for the PABX system				
8.	Rack for Mounting PABX				
Telephone Sets					
1.	IP Telephone Sets (H.323 / SIP) of third-party				
2.	IP Telephone Sets (H.323 / SIP) of same brand as of PABX				
3.	IP Telephone Executive Class Sets (H.323 / SIP) of same brand as of PABX				
4.	IP-based Operator Telephone Set				
5.	Analog Telephone Set with CLI				
PC for Accounting Application					
1.	PC				

Total Bid Value in Figures (including Extended Warranty Price): _____

Total Bid Value in words (including Extended Warranty Price): _____

Offered Percentage Discount in case Local LC (Letter of Credit) is opted as Mode of Payment: _____

Final Bid Value in Figures (including Extended Warranty & Discount): _____

Final Bid Value in words (including Extended Warranty & Discount): _____

Name & Designation of Authorized Person: _____

Signature: _____ (Please affix company stamp here)

Note: Quoted price must be inclusive of all taxes and duties.

Annex – I: Integrity Pact

The Bidders will be required to submit the below text on stamp paper after filling in the details and duly signed as well as stamped, as part of their Technical Proposal.

DECLARATION OF FEES, COMMISSION AND BROKERAGE ETC
PAYABLE BY THE SUPPLIER OF GOODS, SERVICES & WORK IN CONTRACTS WORTH
RS. 10.0 MILLION OR MORE

(To be filled by the bidder as a part of technical proposal)

Contract Number: _____ Dated: _____

Contract Value: _____

Contract Title: _____

_____ hereby declare that it has not obtained or induced the procurement of any contract, right, interest, privilege or other obligation or benefit from Government of Pakistan or any administrative subdivision or agency thereof or any other entity owned or controlled by it (GoP) through any corrupt business partner.

Without limiting the generality of the forgoing, _____ represents and warrants that it has fully declared the brokerage, commission, fees etc. paid or payable to anyone and not given or not given or agreed to give and shall not give or agree to give to anyone within or outside Pakistan either directly or indirectly through any nature or juridical person, including its affiliate, agent, associate, broker, consultant, director, promoter, shareholder, sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback, whether described as consultant fee or otherwise, with the object of obtaining or inducing the procurement of a contract, right, interest, privilege or other obligation or benefit in whatever from GoP, except that which has been expressly declared pursuant hereto.

_____ certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with GoP and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

_____ accept full responsibility and strict liability for making any false declaration, not making full discloser, misrepresenting facts or taking any action likely to defeat the purpose of this declaration, representation and warranty. It agrees that any contract, right, interest, privilege or other obligation or benefit obtained or procured as aforesaid shall, without prejudice to any other right and remedies available to GoP under any law, contract or other instrument, be voidable at the option of GoP.

Notwithstanding any rights and remedies exercised by GoP in this regard, _____ agrees to identify GoP for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to GoP in an amount equivalent to ten time the sum of any commission, gratification, bribe, finder's fee or kickback given by _____ as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever from GoP.

[Buyer] [Seller / Supplier]

Annex – II: Draft Contract Sample

Available at PAF: IAST website at <http://www.paf-iastr.edu.pk/downloads>