

Information, Science & Technology Department Government of Sindh

Request for Proposal (RFP)

ESTABLISHMENT OF VIDEO CONFERENCING IN SINDH (PHASE-II) ON TURNKEY BASIS

(Complete Package)

NAME OF COMPANY:		
ADDRESS:	 	
PHONE NO:	 	
E-MAIL:		
CONTACT PERSON:		

N.B

The bidder is expected to examine the Bidding Documents, including all instructions, forms, terms, specifications and charts/drawings. Failure to furnish all information required by the Bidding documents or submission of a Bid not substantially responsive to the Bidding Documents in every respect would result in the rejection of the Bid.

Definitions

In this Contract, the following terms shall be interpreted as indicated:

"Commencement Date of the Contract" means the date of signing of the Contract between the Purchaser and the Contractor.

"Contract" means the agreement entered into between the Purchaser and the Contractor, as recorded in the Contract Form signed by the parties, including all Schedules and Attachments thereto and all documents incorporated by reference therein.

"Contract Price" means the price payable to the Contractor under the Contract for the full and proper performance of its contractual obligations.

"Contractor" means the individual or firm whose bid has been accepted by the Purchaser and the legal successors, in title to the Contractor.

"Contract Value" means that portion of the Contract Price adjusted to give effect to such additions or deductions as are provided for in the Contract, which is properly apportion able to the Software or Services in question.

"Purchaser" means the Information Technology Department, Government of the Sindh, Karachi - Pakistan.

"Services" means services, such as testing, training and other such obligations of the Contractor covered under the Contract.

"Works" means all Software / Hardware to be provided and services to be rendered & work to be done by the Contractor under the Contract.

INVITATION TO BID

Information, Science & Technology Department Government of the Sindh (hereinafter referred to as Purchaser), invites sealed bids from eligible bidders for turnkey solution for the project "Establishment of Video Conferencing System in Sindh (Phase-II)".

Tender Bids in sealed envelopes as per information are required. Proponents applying for bids should submit duplicate Financial Proposal and Technical Proposal in two separate envelopes with clear marking of "Technical Proposal" and "Financial Proposal". The interested bidder must have valid NTN also. Only Income Tax, Sales Tax and SRB registered firms are eligible to participate.

- 1. The bidder must quote for the complete scope of work. The bid offering partial scope of work shall be rejected as non-responsive.
- 2. The Technical Proposal should contain all the bid items without quoting the price and must list firm's clientele, resumes / CV's of the engineering team. Financial bids of Firms not obtaining minimum passing criteria on Technical basis will not be opened.
- 3. Interested eligible bidders may obtain further information on the bid and inspect the bidding documents at the office of Section Officer (General), Information, Science & Technology Department Government of the Sindh, 1st Floor, Building No. 6, Sindh Secretariat, Shahra e Kamal Ataturk, Karachi, Tel: +92-21-9921-3827 / Fax: +92-21-99214-14.
- 4. All bids must be accompanied by an earnest money (2.5%) of total bid amount, and must be accompanied with the financial offer. Bid without bid security of required amount and prescribed form shall be rejected.
- 5. Information, Science & Technology Department Government of the Sindh will not be responsible for any costs or expenses incurred by bidders in connection with the preparation or delivery of bids.
- 6. The Bid prices and rates are fixed during currency of contract and under no circumstance shall any contractor be entitled to claim enhanced rates for any item in this contract.
- 7. Bidders shall submit Bids, which comply with the Bidding Documents. Alternative Bids will not be considered. The attention of bidders is drawn to the provisions of Clause on "Determination of Responsiveness of Bid" regarding the rejection of Bids, which are not substantially responsive to the requirements of the Bidding Documents.
- 8. The Procuring Agency shall have right of rejecting all or any of the tenders as per provisions of SPPRA Rules.
- 9. All prices quoted must include any Taxes applicable, such as Income Tax, GST etc. If not specifically mentioned in the Quotation, then it will be presumed that the prices include all the taxes.
- 10. Execution/installation of all the components of the Bid will be at prescribed sites mentioned at annexure-A&B.
- 11. Failure to Complete the Task within the stipulated time period will invoke penalty of 0.025% of the total cost per day. In addition to that, Security Deposit (CDR) amount will be forfeited and the company will not be allowed to participate in future tenders as well.
- 12. Participating Companies/ Organizations may discuss the query (s), if any during the pre-bid meeting which would be held on 12th March, 2014 at 2:00 pm at the Committee Room of the Information, Science & Technology Department Government of the Sindh and shall be rectified in the same meeting.

Section officer (General)
Information Technology Department
Government of Sindh

BID FORM		
To Secretary, Information, Science & Technology Departr Government of Sindh Karachi	ment Government of the Sindh	
Sir: Having examined the bidding documents, th undersigned, offer to supply, deliver, test an Bid Price.		_
Pak Rupees (in figures in word	ds)	
or such other sums as may be ascertained in	accordance with the Price Schedule atta	ached hereto and made part of this Bid.
We undertake, if our Bid is accepted, to com	plete the Works in accordance with the	Contract Execution Schedule.
If our Bid is accepted, we will provide the pedue performance of the Contract.	erformance security in the sum equivale	ent to 10% of the Contract Price for the
We agree to abide by this Bid for the period Bidders, and it shall remain binding upon us a		
Until a formal Contract is prepared and of Notification of Contract Award, shall constitu		ir written acceptance thereof in your
We understand that you are not bound to ac	cept the lowest-priced or any Bid that y	ou may receive.
Dated this2014		
WITNESS		BIDDER
Signature	Signature	
Name	Name	
n Title:	Title	
Address	Address	

BID SECURITY FORM

WHEREAS		(hereinafter called " the Bidder " has submitted its bid dated
		nment of Video Conferencing System in Sindh (Phase-II) ", (hereinafter called "the Bid").
having our re Information T sum of	egistered of Fechnology	se presents that We(Name of Bank) of(Name of Country) ffice at(Address of Bank) hereinafter called "the Bank") are bound into the Department, Government of Sindh, , Karachi, Pakistan (hereinafter called "the Purchaser") in the, for which payment well and truly to be made to the said Purchaser, the Bank s and assigns, by these presents.
Sealed with th	ne Commor	Seal of the Bank thisday of, 2014
THE CONDITION	ONS of this	obligation are:
1.	If the I	Bidder withdraws its Bid during the period of bid validity specified by the Bidder on the Bid Form; or
2.	If the I	Bidder does not accept the corrections of his Total Bid Price; or
3.	If the validit	Bidder, having been notified of the acceptance of its Bid by the Purchaser during the period of bid y:
	(a)	Fails or refuses to furnish the performance security, in accordance with the Instructions to Bidders; or
	(b)	Fails or refuses to execute the Contract Form, when requested. or
without the F	Purchaser hed by it is o	the Purchaser up to the above amount, according to, and upon receipt of, its first written demand, naving to substantiate its demand, provided that in its demand the Purchaser will note that the due to it owing to the occurrence of one or both or all the three above stated conditions, specifying r conditions.
_		ain in force up toain in force up to and any demand in each the Bank not later than such date.
		(NAME OF BANK) By (Title)
		Authorized Representative

PERFORMANCE SECURITY FORM

10,	
Information Tech	nology Department
Government of Si	ndh
Karachi-Pakistan	
WHEREAS	(Name of the Contractor)
	d "the Contractor" has undertaken, in pursuance of the bid for project "Establishment of Vide stem in Sindh (Phase-II)", dated2014, (hereinafter called "the Contract").
	has been stipulated by you in the Contract that the Contractor shall furnish you with a bank guarantee be for the sum specified therein as security for compliance with the Contractor's performance obligations in the Contract;
AND WHEREAS W	re have agreed to give the Contractor a Guarantee:
your first written	nereby affirm that we are Guarantor and responsible to you, on behalf of the Contractor, up to a total of the Contractor, up to a total of the guarantee in words and figures), and we undertake to pay you, upon demand declaring the Contractor to be in default under the Contract, and without cavil or argument, and becified by you, within the limits of(Amount of Guarantee) as aforesain
without your nee	ding to prove or to show grounds or reasons for your demand or the sum specified therein.
	and to prove or to show growing or reasonal to your demand or the sum opening therein.
	valid until day of, 2014, or twenty-eight (28) days of the issue of the Defects Liability whichever is later.
[NAME OF GUAR	ANTOR]
Signature	
Name	
Title	
Address	
Seal	

1. General Terms & Conditions

- Bids not confirming to the terms, conditions and specifications stipulated in this RFP will be rejected.
- Proposal after due date and time will not be accepted for any reason.
- > The bid must have two separate components;
 - 1. Technical bid including all technical information of the products and solutions required in the project.
 - 2. Financial bid providing price structure of each equipment and overall price of the project.
- > Technical and financial proposals should be in separate sealed envelopes.
- > Proposals must not be sent by Facsimile or e-mail. Such submissions will not be accepted for any reason.
- This is a turnkey solution so the vendor shall be responsible to provide any unforeseen requirement of the project for the establishment of Video Conference setup and to provide support at-least 3 years. Contractor will be responsible to successfully operation and technical support for at-least 3 years.

(i) <u>Bid Security</u>

A bid security, in the shape of a Bank Draft/Pay Order/Bank guarantee in favor of Section Officer (General), Information, Science & Technology Department Government of the Sindh, equivalent to 2.5 % of the total cost of bid should be submitted along with the tender.

(ii) <u>Validity of the proposal</u>

All proposal and price shall remain valid for a period of 90 days from the closing date of the submission of the proposal. However, the responding organization is encouraged to state a longer period of validity for the proposal.

(iii) <u>Currency</u>

All currency in the proposal shall be quoted in Pakistani Rupees (PKR). The Bid prices and rates are fixed during currency of contract and under no circumstance shall any contractor be entitled to claim enhanced rates for any item in this contract.

(iv) Withholding Tax, Sales Tax and other Taxes

The responding organization is hereby informed that the Government shall deduct tax at the rate prescribed under the tax laws of Pakistan, from all payments for services rendered by any responding organization who signs a contract with the Government. The responding organization will be responsible for all taxes on transactions and/or income, which may be levied by government. If responding organization is exempted from any specific taxes, then it is requested to provide the relevant documents with the proposal.

(v) OEM relationships & Warranties

All Hardware & equipment should have warranty by Principle, including parts and labor in the following manner:

- 3 Year Parts & labor Warranty
- The equipment supplied should be through verifiable distribution channel in Pakistan.
- All Management Software provided with the equipment should have warranties for three year against defects/bugs as well as updates.
- Original CDs of all licensed software should be provided.
- The responding organization (RO) or one of the Joint Bidding company to be authorized Partner/Reseller, OF THE ORIGINAL MANUFACTURER.

(vi) Support Capabilities

Responding organization should indicate the support capabilities for the provided equipment and hardware in the following format:

	ltem	Action Item	Response Time (in Hours)
1	Imported Equipment / Hardware	Replacement	
		Repair	
		Re-Configuration	
		Backup Replacement	
2	Local Equipment / Hardware	Replacement	
		Repair	
		Re-Configuration	
		Backup Replacement	

(vii) Compliance to Specifications

The Responding Organization (RO) to provide information as per (Compliance sheet). RO may not propose any kind of refurbished Hardware / components in their technical proposals. RO will be consider disqualify in case of non-compliance the specification of hardware as mentioned in this RFP.

(viii) Financial Capabilities

The RO(s) shall describe the financial position of its organization. Income Statement or Report should be included in the detailed Technical proposal.

(IX) Penalty Clause

It is utmost importance that schedule to tender should be filled in very carefully and the instructions set forth above, scrupulously complied with failing which the offer will be ignored. In case of non-completion of supply within stipulated period Earnest Money will be forfeited in favor of the Information Technology Department Sindh, Karachi.

- An affidavit that the firm has not been entangled in litigation with any client during the last 5 years.
- An affidavit that the firm has never been blacklisted by any Government Department.
- Liquidated damages of 0.025% per day of the contract price per day will be deducted for delayed delivery
 of hardware and Services.

(X) <u>Delivery Time and Payment Mode</u>

- ➤ 20 weeks after issuance of work order and signing the Contract agreement.
- The payment shall be released as per the invoice of actual work done, submitted by the vendor, Which will be paid after completion of all formalities in accordance with the rules and subject to available budget released by Finance Department, Government of Sindh. No any advance payment shall be made.

> The technical offer must be submitted in duplicate with the following documents.

- 1. Company Profile with complete address, telephone No. Fax. No. and e-mail address and contact person.
- 2. Letter or Agreement of authorized Partner from the principal of this region to install, integrate and operate such systems.
- 3. Partnership / Reseller letter or agreement copy which authorize Bidder to sell or market the Proposed Video Conference products in Pakistan.
- 4. Drawings, operational manuals and brochures of the products and services offered.
- 5. Complete schedule of supply, installation, testing and commissioning is to be provided.
- **6.** Ability to provide after sales support.
- 7. Details of Installed Infrastructure if available at Bidders office for Online Backup support.
- **8.** Hot Spare or Back-up Units Details (For this Project).

SELECTION CRITERIA

A single-stage-two envelope bidding procedure will be used for the final selection of the vendor for the supply, installation and commissioning of the "Establishment of Video Conferencing System in Sindh (Phase-II)" at the prescribed locations. In this process all the vendors will be evaluated on the basis of technical proposal, suitability determined on the basis of submitted technical proposal and technical presentation as well as the ability to maintain the system on Turnkey basis according to the objectives of the object alongwith the following parameters;

- Final selection shall be based on the assessment of Technical and Financial proposals.
- Bidders shall be required to obtain at least 80% Technical Marks to qualify for the evaluation of Financial Bids
- After evaluation of the technical proposals, the financial proposals of the technically qualified successful bidders will be opened publicly in Information, Science & Technology Department Government of the Sindh. Date and time for this will be communicated to successful bidders of technical evaluation.
- The bid security money of the successful bidder will be released after the submission of completion certificate issued by the stake holders /Information, Science & Technology Department Government of the Sindh, and after warranty period Government of Sindh.
- All/any terms and conditions not specified here shall be dealt with reference to pertinent SPPRA rules 2010-11.

2. Instructions for Responding Organizations

(i) Communication

Enquiries regarding this RFP shall be submitted in writing to:

Section Officer (General)

Information, Science & Technology Department Government of the Sindh 1st Floor, Building No. 6, Sindh Secretariat, Shahrah e Kamal Ataturk, Karachi

Tel: +92-21-9921-3827 Fax: +92-21-9921-1414

(ii) Submission of Proposal

The complete Technical & Financial proposals (2 copies each) should be submitted on or before **20**th **March, 2014 at 1.00 pm** pm at the address given below:

Section Officer (Gen.)

Information, Science & Technology Department Government of the Sindh 1st Floor, Building No. 6, Sindh Secretariat, Shahrah e Kamal Ataturk, Karachi

Tel: +92-21-9921-3827 Fax: +92-21-9921-1414

- The responding organization shall deliver 2 (two) copies of the technical & financial proposal each copy being physically separated, bound, sealed and labeled as "Technical Proposal" & "Financial Proposal" (one master and one copy), labeled as such on their respective envelopes.
- The format for submission of BOQ in proposal is attached as **Annexure-A.** Please provide original brochures of all the equipment proposed.
- Proposals shall be delivered by hand or courier so as to reach the address given above by the last date indicated for submission. PROPOSALS RECEIVED BY FAX OR EMAIL SHALL NOT BE ACCEPTED.
- The Bank Draft for Bid Bond to be enclosed in a separate envelope, labeled as "Bank Draft (Bid Bond)", and which should be sealed. Proof of Sales Tax and NTN numbers should also be provided. (Please provide photocopies of relevant documents).

(iv) Opening of Proposals

The proposals submitted against the subject RFP will be opened on **20**th **March, 2014 at 2:00 pm** in front of the Procurement Committee of Project and in the presence of bidders who wish to remain present. Initially Technical proposal will be opened for Technical evaluation.

Evaluation and Comparison of Technical and Financial Bids

- ➤ Bidders who have been qualified on the basis of the preliminary evaluation shall be eligible for a detailed evaluation.
- > The Purchaser will evaluate and compare the bids that have been determined to be substantially responsive.
- > The evaluation will be performed assuming the Contract will be awarded to the lowest cost Evaluated Bidder for the entire project.
- > The Purchaser's evaluation of responsive bids will take into account technical factors. The weights will be used in the evaluation of bids:

Description Weights

Technical Evaluation 80%

Basis of Evaluation and Comparison of Bid

The Technical and Financial Bids shall be evaluated on the basis of following parameters.

S.#	Evaluation Parameter	Marks	
	Company Profile		Following are need to be mentioned in proposals Financial Strengths, General Standing in the business and market, list of clients and achievements, registration and affiliations etc.
1	Technical Proposal	700/560	
1.A	Team Qualification	100	
	Role	20	Should have adequate number of resources been allocated for each role. Proposed Team with hierarchy for the Video Conferencing project
	Resume	20	Human resource should have IT related qualification and certification.
	Skill Matrix	20	Project related Skill matrix of the team must be mentioned
	Education	20	Training and education related to IT
	Experience	20	Experience related Video Conferencing projects
1.B	Specifications	200	
	Hardware & Equipment Specification	150	Compliance with required specification and compatibility with existing VC infrastructure (Mandatory)
	Business Partners, Registrations and Authorization letter from original manufacturer (Principle)	50	Document evidence related to registration with SRB, FBR any other agency if applicable.
1.C	Support Capabilities	100	Support/ complain procedure must be elaborated, availability of
	i) Support/Complain procedure	50	back-up equipment with serial no. in case of urgent replacement
	ii) Back-up equipments serial number	50	during VC meetings.
1.D	Financial Capabilities	50	Turnover of last three years with three years audit report .
1.E	Domain / Relevant Experience and size of the project executed	100	Domain Knowledge, Client List of Govt. projects and others at Pakistan level with their size.
	Govt. VC Projects (Turnkey basis)	75	Minimum two VC project in Turnkey basis (equipment and Connectivity) in Government sector with minimum 30 million work order/Purchase order of each project.
	Private VC Projects	25	Minimum four VC project in Private sector with minimum 30 million work order/Purchase order of each project.
1.F	Design Methodology and Project Implementation Plan	150	Detail of design and project plan. Presentation and Live Demo
	Design methodology	25	Detail design methodology must be elaborated
	Project implementation plan	25	Implementation schedule of the project must be attached.
	Presentation	100	Vendors should arrange an onsite presentation and live demo at
			IS&T Department, Govt. of Sindh premises at their own cost with
			comparable quoted equipments

Team and Staffing

wniie s	electing a staff member following should be considered and stated for each member:
	☐ Relevant experience
	☐ Role against relevant experience
	☐ Over all contribution to the Implementation
	☐ Experience with Public Sector / Government Organizations
	☐ Qualifications
	☐ Total Experience

The implementation team would play a pivotal role in the implementation of the systems and be responsible for harmonizing the business and other technology requirements.

The Sample Form given in the relevant section should be used for providing CVs of staff to be deployed at this project.

Preliminary Evaluation Checklist

The Bidder should fill out this Form by providing all the required information and Placing this Form on top of the Technical Proposal. Relevant portions of the Technical Proposal should be referenced in this form. Please note that all required information should be provided on this Form and no document should be attached.

INFORMATION REQUIRED

A General

- 1 Name of Bidder or Group of companies going into bid.
- 2 No of Years in business in Pakistan
- 3 No of Offices locations in Pakistan
- 4 Annual Turnover (Million Rs.)
- 5 Value of projects in hand (details may be given)
- 6 Year of Incorporation
- 7 Status of the Bidder
 - Sole Proprietor
 - Partnership Firm
 - Private Limited Company
 - Public Limited Company
 - Entity registered / incorporated outside Pakistan (Give details)
 - Other (Please specify)
- 8 Names of Owner / Partners / Chief Executive / Directors
- 9 Details of Registered Head Office (Address, Phone, Facsimile, Email and Website information)

B Details of total staff employed

- 1 No of permanent staff employed: Technical /Managerial
- 2 Cumulative Experience (in years)
- 3 Total No of Support professionals in Technical Domain
- 4 Total No. of Staff assigned for the proposed project.

C Support Capabilities

- 1 Experience in Support area
- 2 No. of Staff employed: (Capable of providing Support)
- 3 Cumulative Experience (in years)
- 4 List of Customers of "Support" along with contact details.
- If Installed at Bidders site provide Proof of MCU and Registrar Services deployed and running at Bidders own site to provide back-up support.
- 6 Installation and Configuration will be the responsibility of the successful Bidder.
- 7 Bidder should have backup equipment to provide sufficient services.

D JOINT VENTURES

Bids submitted by a joint venture of two or more companies or partners shall comply with the following requirements:

- a) The Bid, and in case of successful Bid, the Contract form, shall be signed by all so as to be legally binding on all the partners;
- b) One of the partners shall be authorized to be Incharge; and this authority shall be evidenced by submitting a power of attorney signed by legally authorized signatories of all the partners;
- c) The partner Incharge shall be authorized to incur liabilities, receive payments and receive instructions for and on behalf of any or all partners of the joint venture;
- d) all partners of the joint venture shall be liable jointly and severally for the executing of the Contract in accordance with the Contract terms, and a relevant statement to this effect shall be included in the authorization mentioned under (b) above as well as in the Bid Form and the Form of Agreement (in case of a successful Bid); and
 - A copy of the agreement entered into by the joint venture partners shall be submitted with the Bid.

NOTE: -

- Incomplete applications will not be considered.
- Any firm, which furnishes wrong information, will be liable for legal proceeding and if any contract is awarded, the same will be cancelled.
- Information Technology Department reserves the right to accept or reject any or all proposals without assigning any reason thereof.
- Authority Letter or Agreement from Principal Company or its Distributor for product and vendor authentication.
- The tender must be filled on prescribed form without any alteration/over writing.
- Conditional tenders/bids will not be acceptable.
- Information Technology Department reserves the right to increase or decrease the scope of work / number of items without assigning any reason.
- Only companies registered with Sales Tax and Income Tax Departments shall be eligible to participate in the tender (proof of registration is required).
- Every page of this tender document should be signed and sealed by the bidder.

Contacting the Purchaser

Any effort by a bidder to influence the Purchaser in the Purchaser's decisions in respect of bid evaluation, or Contract award will result in the rejection of the bidder's bid.

Purchaser's Right to Accept the Bid or Reject the Bid

The Purchaser reserves the right to accept or reject the bid and to annul the bidding process at any time prior to award of Contract, without thereby incurring any liability to the bidder or any obligation to inform the bidder of the grounds for the Purchaser's action.

SCOPE OF WORK

Background:

Information, Science & Technology department is looking to expand its Video conferencing setup for 62 New Sites on Turkey Basis. Proposed system should be integrate able with existing Setup to connect all Existing and new Sites at a time.

Existing Setup details Attached in Annexure A:

The Solution should be Natively integrate able with Existing Video Conferencing infrastructure. This solution will include 62 locations.

New Location Details attached in Annexure B.

This request for proposal (RFP) contains a listing of the equipment and detailed specifications for Video-conferencing end points and centralized Multi call connecting equipment(MCU), Call Control with Unified communication features, Recording and Streaming System. Bid details should include the following:

New Setup:

- (a) Complete Video Conferencing Solution for 62 locations Full HD 1080p with 55" Display, VC Trolley, UPS and Connectivity.
- (b) MCU 40 port HD or 96 ports SD, Recording System, Scheduling system and Call Control.
- (c) 3 Year Warranties and 3 year bandwidth for 62 Locations

Existing Setup:

- a) 3 Year Warranties Of Existing Setup
- b) 3 year Bandwidth 2 MB Each

Technical Requirement

- Establishment of Video conferencing System in Sindh (Phase-II) and Unified Communication Solution on (turnkey basis) for **Information**, **Science & Technology Department**,
- ➤ Upgrade existing DXX to 2MB per site and establishment of new network for 62 sites on DXX Network to establish connectivity between all video conferencing locations should be based on appropriate available media where round trip response time should be less than 100 ms (Exception will only be considered for the delay for sites where there is no possibility fiber media)
- The central site will host in such a manner that it will connect all remote Sites (Existing and New) sites using a hub and spoke architecture (Preferably). All remote locations will connect at the central site at 2 Mbps Per Site. All existing sites to be connected at 2 Mbps as well
- It is required that video-conferencing sessions should be supported for multiple sites i.e. point to multi-point configuration should be supported with external MCU 136port(With integration of Existing and New MCU),IP based Conference recording systems, Video Conferencing Management system and Call Control.

Equipment will be preferred which are compatible with existing infrastructure of video conferencing

BOQ -Video Conferencing and UC Solution

Sr.No	Description	Qty	Brand/ Model	Unit Price	GST	Total Price
1	Single Screen Video Conference System					
	Full HD integrated 1080 Codec with 12X Zoom.					
i	Camera, Codec, Sound ,LED and Stand Should be Integrated.	62				
ii	LED 55" Full HD 1080p	62				
iii	VC Equipment Rack	62				
iv	Speakers	62				
2	Infra Structure	02				
i	HD Multipoint Conferencing Unit up to 40 port HD or 96 Port SD,Total of 136 port when integrated with Existing MCU	1				
ii	HD Recording System (IP Based) 5 Port	1				
iii	Video Conferencing Management System for Scheduling and Management	1				
iv	Gatekeeper and Call Control with UC Support	1				
3	UPS					
i	UPS : Online 2 KVA online for VC Equipment with Extended 2hour Backup	62				
ii	UPS : Online 2 KVA Data Center with Extended 2hour Backup	1				
4	Electric Work					
i	Electric Work and Room Lighting and Room Readiness	62				
5	Connectivity (3 Year)					
i	DXX Central Site 124 MB	1				
ii	DXX Remote Sites 2 MB each	62				
6	Networking					
i	Router For Main Site	1				
ii	Router for remote sites	62				
iii	Manageable Switch 48 port	2				
iv	Cat6 Cabling	62				
7	Installation					
	Complete Installation Cost	62				
ii	Resident Engineer for Central Location for 3 Years	2				
	Sub-Total					
8	Warranties and Bandwidth for 3 Year of Existing Setup					
I	Warranties of 30 Video Conferencing Endpoint, MCU, IPVCR, Routers and Switches (see Annexure A)	30				
ii	Bandwidth Charges 2MB Each DXX for 30 Remote location and 1 Central location (see Annexure A)	30				
	Sub-Total					
	GRAND TOTAL					

TECHNICAL SPECS AND COMPLIANCE SHEET

A) VIDEO CONFERENCING ENDPOINT

Sr.	Specifications for	Compliance	Remarks
No			
1	Codec Features		
	1080p60 resolution (camera, codec and microphone from same manufacturer)		
2	High-definition content sharing at 1080		
3	Camera, Codec, LED, Speakers should be integrated		
4	H.323/SIP up to 6 Mbps		
5	Multipoint(3+1) Capable for Future		
6	Camera Full HD 1080p with 12X Zoom		
7	Dual Display/Dual LCD Capable		
8	Two Microphones		
9	One Touch Remote Control		
10	Video Standards		
	• H.261, H.263, H.263+, H.264		
10	Video FeaturesNative 16:9 Widescreen		
	Advanced Screen Layouts		
	Intelligent Video Management		
	Local Auto Layout		
11	Video Inputs		
	1 X HDMI Inputs		
	• 1920 x 1080		
	1 X DVI-I Inputs		
	Analog (VGA):		
	• 1920 x 1080		
12	Video Outputs (minimum 2 Outputs)		
	2 X HDMI Output		
	• 1920 x 1080@60 Hz (1080p60)		
13	Live Video Resolutions 1920 x 1080@30, 60 fps (HD1080p60)		

14	Audio Standards	
	• G.711, G.722, G.722.1, 64 bit kbps & 128 bit kbps	
	MPEG4	
15	Audio Features	
	CD-Quality 20KHz Mono and Stereo	
	Automatic Gain Control (AGC)	
	Automatic Noise Reduction	
	Active lip synchronization	
16	Content Channel	
	• H.239 (H.323) on second Screen	
	BFCP (SIP) on second Screen	
	• 1080p (1920 x 1080)	
17	Embedded Encryption	
	H.323/SIP point-to-point	
	Standards-based: H.235 v2 & v3 and AES	
	Automatic key generation and exchange	
	Supported in Second Stream	
18	Network Interfaces	
	• 1 x LAN/Ethernet (RJ-45) 10/100/1000 Mbit	

B) Multipoint Conferencing Unit (MCU) 40port HD

Sr.		Mandatory		
No.	Specifications	/Equivalent/Higher	Compliance	Remarks
1	Capacity:			
	40 HD Port MCU or 96 SD			
	(Hardware based)	Mandatory		
	MCU Should support Total of			
	136 SD Sites when integrated			
	with Existing setup	Mandatory		
2	<u>Features</u>	M = - M =		
		Mandatory		
	Two Way Dialing Dial in or			
	Dial our without any additional			
	Device Support	Mandatory		
	Continuous presence on every			
	port			
	Software selectable between			
	HD or SD video ports	Mandatory		
	Upgradable unit capacity			
	using software port licenses	Mandatory		
	Ability to Cascade two units			
	together for increased capacity	Mandatory		
	• Easy-to-use, versatile			
	management interface	Mandatory		
	 More than 50 custom layouts 	Mandatory		

	Comprehensive wideband audio support	Mandatory	
	• Support for both Session Initiation Protocol (SIP) and		
	H.323 endpoints	Mandatory	
	Support to minimizes effects of network packet loss	Mandatory	
	Support Upscale SD		
	resolution	Mandatory	
3	Performance FeaturesHigh Definition Continuous		
	Presence on every port		
	Individual Transcoding	Mandatory	
	Bandwidth per site up to 4 Mbps		
	Video resolutions 1080p		
L	30fps	Mandatory	
4	High-Definition Performance1080p 30 fps H.264 4		
	Mbps continuous presence	Mandatory	
	Comprehensive HD audio		
	Content Channel H.239 up to 1080p	Mandatory	
5	Video Standards	Manuatory	
	H.261, H.263, H.263+,		
	H.263++, H.264	Mandatory	
6	Video Resolution 1080p (1920 x 1080),	Mandatory	
7	Frame Rates		
8	60 frames Audio Standards	Mandatory Mandatory	+
0	G .711, G.722, G.722.1,	Manuatory	
	G.723.1, G.728, G.729, MPEG-4		
9	Protocols H .323, SIP, H.235 (AES),	Mandatory	
	SRTP, TLS, H.239 (Content		
	Channel), VNC™, BFCP, H.243		
	(chair control), FTP, RTP, RTSP,		
	HTTP, HTTPS, DHCP, SNMP, NTP, NTLM (authentication)		
10	Bandwidth	Mandatory	
	Up to 4 Mbps with both H.263		
	and H.264, for each site in all conference modes including		
	advanced continuous presence		
11	Universal Transcoding and	Mandatory	
	Transrating		
	HD and SD can be combined within the same conference.		
	All calls automatically	Mandatory	
	transcoded and transrated for audio and video.		

	Any bandwidth, any resolution, any video, or any audio codec can be used on any video call within the same Conference. All participants became their	Mandatory
	All participants have their own personal encodes.	
12	Content features: Content Channel using H.239 or Binary Floor Control Protocol (BFCP).	Mandatory
	6	Mandatory
	 Support Widescreen (16:9) The MCU offers H.239 and BFCP content sharing: Up to 1080p in H.264 	
13	Localization and Customization Custom IVR/auto attendant audio prompts and graphics Uploadable multi-language support Unicode conference and site names	Equivalent/Higher
14	MCU Features • Dial in and Dial Out from web server.	Mandatory
	•End point Should be able to call MCU, Even if End point is not Pre scheduled.	Mandatory
	H.323 gatekeeper or SIP registrar or proxy. Built-in Gatekeeper	Mandatory
	audio and video Auto- Attendant	Mandatory
	Advanced continuous presence on all ports.	Mandatory
	 Selection of the best layout is automatic. 	Mandatory
	• Individual layout selection through remote control or webpages.	Mandatory
	More than 50 custom layouts.	Mandatory
	• Far-end camera control tunneling using remote control or the webpage.	Mandatory
	Sites identified through text	Mandatory
	overlays. • On-screen text messaging to individual or all sites is possible.	Mandatory
	built scheduling and reservation.	Mandatory

	D 1 1 11	l s.a	
	Demand and ad-hoc conferences.Automatic lecture mode.	Mandatory	
	 preview the conference and individual cameras on webpages. 	Mandatory	
16	Audio Features Wideband audio mixing Built-in and uploadable auto attendant voice prompts Automatic gain control, adjustable gain, power indication, individual audio mute using Web pages	Mandatory	
17	Web Server Complete configuration, control and monitoring of the system and conferences	Mandatory	
19	Network Resilience Support intelligent down speeding, packet pacing and packet loss concealment to ensure optimum video and audio quality Dynamic jitter buffering Alternate gatekeepers	Mandatory	
20	Security Features Seven levels of access rights and privileges for users Strong password policy Pin-protected conferences Conference locking Secure non-PC hardware and operating system AES encryption, 128 bit key, H.235 SIP encryption TLS certificate verification Second Ethernet port Audit log	Mandatory	
21	Dedicated Hardware Base MCU	rianuatory	
-1	required.	Mandatory	
	10quiicu.	i i i i i i i i i i i i i i i i i i i	

C) IP Recording and Streaming System 5 port

Sr. No.	Specifications	Mandatory /Equivalent/Higher	Compliance	Remarks
1	5 Port HD recording			
2	Video Standards H.261, H.263, H.263+ and H.264	Mandatory		
3	Resolution HD 720p	Mandatory		
4	Frame Rates Up to 60 frames per second	Mandatory		
5	Audio Standards G.711, G.722, G.722.1	Mandatory		
6	Protocols H323 and SIP	Mandatory		
7	Bandwidth 4 Mbps	Mandatory		
8	·	Mandatory /Equivalent/Higher		
	Universal Transcoding and Transrating			
9	 S simultaneous H.323 or SIP video calls Template-based recording options built-in web-based template editor Record presentations or video from a live dual stream (H.264, H.239, or Content) Up to 1080p high-definition (HD) resolution for the main Camera and for the second input source automated email notifications to content owners on completion of recording 	Mandatory		
10	 Streaming Video Live (unicast and multicast) On demand (unicast) Native support for streaming Microsoft Windows Media through an embedded Windows Media Server Support for external streaming servers (Microsoft Windows Media Server, Wowza Media Server, and Apple QuickTime Streaming Server) 	Mandatory		

11	Live and on-demand streaming • live stream up to two calls • Integration with 3rd party Streaming Servers like Quicktime, Wowza, Windows Media player	Mandatory	
12	Recording Distribution server • Support for Apple's Podcast Producer • Support for iTunes U	Mandatory	
	 Storage: 500-GB hard disk Support for external network storage using network-attached storage (NAS) 	Mandatory	
13	• An intuitive content viewer supports Windows Media, Adobe Flash, Microsoft Silverlight, and QuickTime plug-ins • Multiple video layouts are supported, Switching layout, Joined layout, Fixed aspect ratio 16:9 joined layout, Picture-in-picture video layout and Stacked layout • Dual-stream or still-image content is presented fully synchronized with the main video • Video, audio, and content are fully synchronized • Pause and seek in recordings	Equivalent/Higher	
14	Management:	Equivalent/Higher	
15	System Management Management via embedded web server • RS-232 for local control and diagnostics • Syslog for diagnostics • Configurable event logs and full H.323 and SIP decoding • Configuration backup to network • Secure upgrades through Ethernet or CompactFlash • SNMP	Equivalent/Higher	

16	Quality of ServicePacket-loss concealmentDynamic jitter buffering	Equivalent/Higher
17	Network Resilience Support for intelligent down speeding, packet pacing and packet loss concealment to ensure optimum video and audio quality • Dynamic jitter buffering	Mandatory
18	Security Features Administrator, User and Guest passwords Password protected streaming and content playback DTMF passwords for H.323 endpoints Secure non-PC hardware and operating system Video Firewall Option using second Ethernet port	Equivalent/Higher
19	<u>Interfaces</u> Two Ethernet (10/100/1000 Mbps)	Equivalent/Higher

D) Centralized Management System:

Sr. No.	Specifications	Mandatory /Equivalent/Higher	Compliance	Remarks
1	Centralized administration of	, = ,	F	
	Conference/Endpoint and			
	infrastructure(Existing Plus New)			
		Equivalent/Higher		
2	Conference scheduling	Equivalent/Higher		
3	Endpoint Directory	Equivalent/Higher		
4	resource management	Equivalent/Higher		
5	Remote Monitoring	Equivalent/Higher		
6	Web based Control	Equivalent/Higher		
7	Layout and Conference Controls	Equivalent/Higher		
8	Complete configuration, control and monitoring of the system and	Mandatory		
	conferences	Fluidator y		

E) Call Control and UC Solution for 90 Users

Sr.		Mandatory		
No.	Specifications	/Equivalent/Higher	Compliance	Remarks
1				
	Solution should offer UC			
	capabilities including software			
	clients	Equivalent/Higher		
2	Software clients should	Equivalent/Higher		
	support video, instant			
3	messaging and presence Software clients should be	Equivalent/Higher		
٥	available for PC, Mac, Tablets	Equivalent/ nigher		
	and Smartphone's			
4	Call control and management	Equivalent/Higher		
	components should support			
	virtualization			
5	Integration of Existing Video Network	Equivalent/Higher		
6	Single box Integrated private-branch-			
	exchange (PBX) and PSTN gateway	Equivalent/Higher		
7	Support data, voice and video	Equivalent/Higher		
8	On-board DSP's for audio and video			
	conferencing	Equivalent/Higher		
9	Support SIP, H.323, MGCP, and VXML			
	protocols	Equivalent/Higher		
10	Support H.323 Gatekeeper	Equivalent/Higher		
11	Support IPSec VPN and SSL	Equivalent/Higher		
12	Support FXO, E1 PRI and SIP trunk	Equivalent/Higher		
13	Support voicemail and Automated-			
	Attendant with add-on card	Equivalent/Higher		

UPS-Imported

Sr. No.	Specifications	Mandatory /Equivalent/Higher	Compliance	Remarks
2	UPS 2KVA: Online Double Conversion Technology, Microprocessor Technology, Pure Sine wave Single Phase 50Hz, Digital LCD Display, Built-In Stabilizer for Under/Over Voltage & Frequency Control, 2 KVA online with 2Hours Backup Maintenance Free-Dry battery	Mandatory		

The bidders must input their responses in to following "Compliance Sheet"

No	Description	Comply (Yes/No)	Remarks	References (Attachments)
1.	Expertise:	•		-
(i)	The Partner should be an authorized partner in Pakistan for the relevant product			
(ii)	The partner should have at least 3 local technical certifications of video conferencing in Pakistan			
(iii)	The partner Should have Major operations and Strength in Karachi			
(iv)	The Partner Core Business Should be Visual Communication and unified Communication.			
2.	Minimum number of installation:			
(i)	The partner should have Working Experience with Government at provincial level.			
(ii)	The Partner Should have done minimum Same scope of project at provincial level on turkey basis with renowned ISP			
(iii)	The partner should provide PO copies and reference list of the customers with contact numbers			
3.	Execution Capability:			
(i)	The partner should have deployed at least 10 projects of Video Conferencing including and unified communication			
(ii)	There should be at least two Video project completed by partner in which they deployed turkey solution for video and bandwidth and value of total project was over Rs.30Million			
(iii)	The Principle should have offices in Pakistan to Provide support and services.			
4.	Financial Capability:			
(i)	The partner should have turnover of over Rs.450 Million per year			
(ii)	The partner should provide audit statement for last 03 years			
5.	Back-up Equipment for Services:			
(i)	The partner should have backup equipment to provide sufficient services			
(ii)	The partner should provide backup equipment list along with serial numbers verifiable by parent company			
(iii)	The Principle office should be in Pakistan to provide NBD(Next Business Day) Part Replacement			
6.	Vendor / Supplier Responsibility:			
(i)	Installation & Configuration will be complete responsibility of Vendor / Supplier			
(ii)	Bandwidth connectivity shall be provided by Video Conferencing Vendor / Supplier.			

SITE VISIT

The Bidder may wish to visit and examine the site or sites of the system and obtain for itself, at its own responsibility and risk, all information that may be necessary for preparing the bid and entering into the Contract. The costs of visiting the site or sites shall be at the Bidder's own expense.

The Purchaser will arrange for the Bidder and any of its personnel or agents to gain access to the relevant site or sites. Alternatively, the Purchaser may organize a site visit or visits concurrently with the pre-bid meeting. Failure of a Bidder to make a site visit will not be a cause for its disqualification.

No site visits shall be arranged or scheduled after the deadline for the submission of the Bids and prior to the award of Contract.

PROPOSAL EVALUATION

Throughout the evaluation of the technical bids, Sindh Information Technology Department Govt. of Sindh at its sole discretion may demand additional written clarifications or supplemental information from selected bidders as an integral part of evaluation process.

TRAINING

Bid price shall include training on the system for the technicians responsible on site for maintenance and troubleshooting and for the supervisory staff who will be the end users of the system. Bidder (in technical proposal) has to indicate the type of training, length of training, and the details of the Instructors who will perform the training on this system, for the users of the endpoints and for the technical support staff.

WARRANTY(3 YEAR)

The successful bidder shall warrant the equipment and its component to be free from original defects in material and workmanship for a minimum period of 3 year from date of completed installation. Technical support should be available on call. A service level agreement will be required to establish appropriate level of support for repair and replacement.

PROJECT IMPLEMENTATION PLAN

The bidder should provide a detailed project implementation plan as part of the technical proposal.

HARDWARE AND SERVICE REQUIREMENTS

- The vendor must install all equipment and components. Vendor must ensure that the proposed equipment is fully operational and performs as per the required standards.
- Vendor must furnish components, wires, connectors, materials, parts and necessary labor for the complete installation of the system, in accordance with the recommendations of the manufacturers. Installation shall follow standard broadcast wiring and installation practice, and shall meet or exceed industry standards for such work.
- Vendor must provide adequate protection to installed equipment against any major power up and down.
- Vendor must ensure that all the components are in genuine working condition and free of any technical problem.
- At the time of installation, vendor must provide installation and operation manuals, manufacturer's data sheets with model numbers, serial numbers.
- At the time of installation vendor must submit a comprehensive schematic diagram of the system.
- A site survey will be required at no cost to the customer to determine the specific and appropriate connectivity requirements for the proposed system. Any component needed during installation and resulting from failure to perform a site survey must be provided by the vendor at Vendor's cost.

ERRORS / OMISSIONS / DISCREPANCIES

In the event of a discrepancy in the unit bid price and the price quoted in words; the price quoted in words will be taken as the final price and the bidder shall not be allowed to take the advantage of errors, omissions or any discrepancy in the specifications.

MINIMUM CRITERION

The specifications provided in this Request for proposal are the minimum requirements for the Sindh Information Technology Department Video-conferencing system. Vendors must meet or exceed with these specifications.

OTHER CONDITIONS

It is ensured that only original products matching the generic specification specified in Tender Document may be considered. Sub standard clone product will not be considered.

INSPECTION AND TESTS

The Purchaser or its representative shall have the right to inspect the work being carried out under this Contract and to test the Hardware/Software/ Network to confirm their conformity to the Specifications. The Special Conditions of Contract or the Specifications or both shall specify what inspections and tests the Purchaser requires and where they are to be conducted. The Purchaser shall notify the Contractor in writing of the identity of any representative retained for these purposes.

The inspections and tests may be conducted on the premises of the Contractor or its subcontractor(s), at point of delivery. Where conducted on the premises of the Contractor or its subcontractor(s), all reasonable facilities and assistance, including access to drawings and production data, shall be furnished to the inspectors at no charge to the Purchaser.

The Purchaser's right to inspect, test and, where necessary, reject the Hardware / Equipments , Network and Software after the arrival of equipments at the site of installation shall in no way be limited or waived by reason of the Software having previously been inspected, tested and passed by the Purchaser or its representatives prior to delivery of the Software.

CERTIFICATE

- We guarantee to supply the stores exactly in accordance with the requirements / specifications in the invitation to this tender.
- We accept the terms and conditions of the contract as well as general provisions applicable to Government contracts.

SEAL OF FIRM		Signature of tenderer	
Name	:-		
C.N.I.C	:-		
Docianation			
Designation			
Company Na	me:-		
Address	:-		

Annexure A:

S. No.	Existing Setup details	Sites
1	Support, Maintenance for Cisco/Tandberg Edge95 MXP(29 No.)	29
	Cisco/Tandberg 1700MXP (2 No.)	2
	Cisco/Tandberg MCU 4220(1 No.)	1
	Cisco/Tandberg IPVCR 2210(1 No.)	1
	Cisco Router 1800 Series (28 No.)	
	Cisco Router 3800 series (1 No.)	1
	Cisco Switch 1960(1 No.)	1
	Onsite Support of all 29Sites (Traveling and logistics of Engineer)	29
2	DXX/Fiber Connectivity for of 2MBs for remote sites	28
3	DXX/Fiber Connectivity for Central Site	1

Annexure B:

S#	List of New Locations
1	Secretary, (GA) SGA&C Department
2	Secretary, (Implementation) SGA&C Department
3	Secretary, (services)SGA&C Department
4	Secretary, Agriculture Department
5	Secretary, Antiquities Department
6	Secretary, Augaf, Zakat, Ushr & Religious Affairs Department
7	Secretary, Board Of investment
8	Secretary, Chief Minister's Secretariat
9	Secretary, Coal & Energy Department
10	Secretary,Cooperation Department
11	Secretary,Culture Department
12	Secretary, Education & Literacy Department
13	Secretary, Electric Power Department
14	Secretary, Environment & Alternative Energy Department
15	Secretary, Excise and Taxation Department
16	Secretary, Finance Department
17	Secretary,Food Department
18	Secretary, Forest & Wild life Department
19	Secretary, Health Department
20	ACS, Home Department
21	Secretary,Indutries And Commerce Department
22	Secretary,Information Technology Department
23	Secretary,Information & Arrchive Department
24	Secretary,Inter Provincial Coordination Department
25	Secretary, Irrigation Department
	Secretary,katchi Abbadi & Spatial Development
26	Department
27	Secretary, Labour Department
28	Secretary,Land Utilization Department
29	Secretary,Law, Prosecution, PA & HR Department
30	Secretary,Livestock & Fisheries Department
31	Secretary,Local Government Department
32	Secretary, Mines & Mineral Development Department
33	Secretary, Minority Affairs Department
34	ACS(Dev), Planning & Development Department
35	Secretary, Provincial Ombudemen Department
36	Secretary, Provincial Ombudsman Department
37	Secretary, Provincial Assembly Department
38	Secretary, Public Health Engineering Department
39	Secretary, Rehabiliation Department
40	Secretary, Rural Development Department
41	Secretary, Social Welfare Department

42	Secretary, Special Initiative Department
43	Secretary, Special Education Department
44	Secretary, Sports & Youth Affairs Department
45	Secretary, Supply & Prices Department
46	Secretary, Tourism Department
47	Secretary, Transport Department
48	Secretary, Women Development Department
49	Secretary, Works & Services Department
50	Senior Member Board Of Revenue
51	Chairman,Chief Minister's Inspection Team
52	Chairman, Enquiries & Anticorruption Establishment
53	Member Gothabad,Board Of Revenue
54	Member Judicial 1,Board Of Revenue
55	Member Judicial 2,Board Of Revenue
56	Member Judicial 3,Board Of Revenue
57	Member (R&S),Board Of Revenue
58	Member (RS&EP),Board Of Revenue
59	People's Housing Cell
60	Principal Secretary Governor's Secretariat
61	SCSHF
62	SPPRA