

Bid Evaluation Report

1. Name of Procuring Agency: Information Technology Department
2. Tender Reference No: INF-KRY. No.1405/2013
3. Tender Description/Name of work/item: Establishment of Video Conferencing System in Sindh Phase-II
4. Method of Procurement: Single Stage Two Envelope Procedure
5. Tender Published: (SPPRA Serial#16706 dated 17.06.13) ; The News 14-06-2013 , Awami Awaz 14-06-2013 & daily Express News14-06-13
6. Total Bid documents Sold: 10
7. Total Bids Received: 2
8. Technical Bid Opening date: (if applicable) 09-07-2013 (Provide details in separate form)
9. No. of Bid technically qualified (if applicable): 1
10. Bid(s) Rejected: 1
11. Financial Bid Opening date: 12-09-2013 (2 p.m)

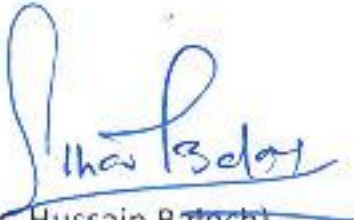
12. Bid Evaluation Report:


S.No	Name of Firm or Bidder	Cost offered by the Bidder	Ranking in terms of cost	Comparison with Estimated cost	Reasons for acceptance/rejection	Remarks
0	1	2	3	4	5	6
1.	M/s. Commtel Pvt Limited	Rs.188,498,420/-	1 st	Rs.188,813,500/- Lower (With in the budget provision)	Best evaluated Bidder Technically & Financially	Procurement Committee recommended to award contract to M/S Commtel being the best lowest evaluated bidder

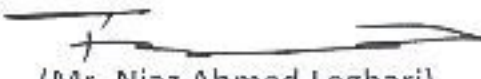
Signatures of the Members of the Procurement Committee.


 (Engr. Qamreen Rehan)
 Incharge Project (VC-II)
 Information Technology Department
 Govt. of Sindh


 (Syed Ali Raza, (Domain Expert))
 Manager
 Video Conferencing
 Higher Education Commission (HEC)


 (Mr. Athar Hussain Batoch)
 Hardware Engineer/Focal person
 Information Technology Department
 Govt. of Sindh


 (Mr. Mumtaz Ali Gopang)
 Deputy Secretary Dev-II
 Finance Department
 Govt. of Sindh


 (Mr. Niaz Ahmed Leghari)
 Additional Secretary (Technical)
 Information Technology Department
 Govt. of Sindh



Tender Evaluation Report
Project : Establishment of Video Conferencing System phase-II

SO (T) /ITD/3-97/2011
Information Science & Technology Department
Government of Sindh, Karachi
Dated: 12-09-13

S.No	Bidder Name	Technical Marks	Financial Bids	Bid Security Required / Earnest Money 2.5 %	Bid Security Submitted By Bidder	Ranking Position	Remarks
1	M/s. Commtel Pvt. Ltd	560/700	Rs.188,498,420/-	Rs.4,712,460.5/-	Rs.4,900,000/-	1st Ranking	Best evaluated bidder technically and financially
2	M/s. Satcomm Pvt. Ltd	152.4	Nil	Nil	Nil	Nil	Disqualify due to not obtaining the technically qualifying marks i-e 560 out of 700 as mentioned in RFP.

(Engr) *Qamreen Rehan*
Incharge project (VCS-II)
Information Science & Technology Department
Government of Sindh

(Syed Ali Raza) *Domain Expert*)
Manager
Video Conferencing
Higher Education commission (HEC)

(Mr. Athar Hussain Baloch)
Hardware Engineer/Focal Person(VCS-II)
Information Science & Technology Department
Government of Sindh

(Mr. Mumtaz Ali) *Gopang*
Deputy Secretary (Dev-II)
Finance Department
Government of Sindh

(Mr. Niaz Ahmed Leghari)
Additional Secretary (Technical)
Information Science & Technology Department
Government of Sindh



Technical Evaluation and of Technical Proposals for the Project titled "Establishment of Video Conferencing System in Sindh (Phase-II)"

No: SO(T)/ITD/3-97/2011
GOVERNMENT OF SINDH
INFORMATION TECHNOLOGY
DEPARTMENT

Karachi, dated the 18th July, 2013

Name Niaz Ahmed Laghari Designation AS IT (Tech)
Department / Organization IT

S.#	Evaluation Parameter	Marks	M/S CommTel Pvt. Ltd	M/S Satcom Pvt. Ltd
	Company Profile			
1	Technical Proposal	560/700		
1.A	Team Qualification	150	132	17
	Role	30	20	17
	Resume	30	28	0
	Skill Matrix	30	27	0
	Education	30	28	0
	Experience	30	29	0
1.B	Specifications	150	150	25
	Hardware & Equipment Specification	100	100	0
	Business Partners, Registrations and Affiliations	50	50	25
1.C	Support Capabilities	100	82	50
1.D	Financial Capabilities	50	50	50
1.E	Domain / Relevant Experience	100	75	0
	Govt. VC Projects (Turnkey basis)	50	50	0
	Private VC Projects (Turnkey basis)	25	25	0
	International VC projects (Turnkey basis)	25	0	0
1.F	Design Methodology and Project Implementation Plan	150	126	10
	Design methodology	25	12	10
	Project implementation plan	25	22	0
	Presentation	100	92	0
			615	152

Signature [Signature]



Technical Evaluation and of Technical Proposals for the Project titled "Establishment of Video Conferencing System in Sindh (Phase-II)"

No: SO(T)/ITD/3-97/2011
GOVERNMENT OF SINDH
INFORMATION TECHNOLOGY
DEPARTMENT

Karachi, dated the 18th July, 2013

Name ATHAR HUSSAIN Designation Hardware Engineer
Department / Organization Information Technology Department, Govt. of Sindh

S.#	Evaluation Parameter	Marks	M/S Commtel Pvt. Ltd	M/S Satcom Pvt. Ltd
	Company Profile			
1	Technical Proposal	560/700		
1.A	Team Qualification	150	(132)	(17)
	Role	30	20	17
	Resume	30	28	0
	Skill Matrix	30	28	0
	Education	30	28	0
	Experience	30	28	0
1.B	Specifications	150	(128)	(25)
	Hardware & Equipment Specification	100	85	0
	Business Partners, Registrations and Affiliations	50	43	25
1.C	Support Capabilities	100	(82)	(52)
1.D	Financial Capabilities	50	(50)	(50)
1.E	Domain / Relevant Experience	100	(75)	(0)
	Govt. VC Projects (Turnkey basis)	50	50	0
	Private VC Projects (Turnkey basis)	25	25	0
	International VC projects (Turnkey basis)	25	-	0
1.F	Design Methodology and Project Implementation Plan	150	(120)	(10)
	Design methodology	25	10	10
	Project implementation plan	25	20	0
	Presentation	100	90	0

Signature ATHAR HUSSAIN

18/7/2013



Technical Evaluation and of Technical Proposals for the Project titled "Establishment of Video Conferencing System in Sindh (Phase-II)"

No: SO(T)/ITD/3-97/2011
GOVERNMENT OF SINDH
INFORMATION TECHNOLOGY
DEPARTMENT

Karachi, dated the 18th July, 2013

Name Eng. Dawood Rehman Designation Incharge Project (VCS-II)
Department / Organization IT Department, Govt. of Sindh

S.#	Evaluation Parameter	Marks	M/S CommTel Pvt. Ltd	M/S Satcom Pvt. Ltd
	Company Profile			
1	Technical Proposal	560/700		
1.A	Team Qualification	150	(132)	(17)
	Role	30	20	(17)
	Resume	30	28	0
	Skill Matrix	30	28	0
	Education	30	28	0
	Experience	30	28	0
1.B	Specifications	150	(132)	(25)
	Hardware & Equipment Specification	100	84	0
	Business Partners, Registrations and Affiliations	50	48	25
1.C	Support Capabilities	100	(80)	(50)
1.D	Financial Capabilities	50	(50)	(50)
1.E	Domain / Relevant Experience	100	(75)	-
	Govt. VC Projects (Turnkey basis)	50	50	0
	Private VC Projects (Turnkey basis)	25	25	0
	International VC projects (Turnkey basis)	25	-	-
1.F	Design Methodology and Project Implementation Plan	150	(125)	(10)
	Design methodology	25	10	(10)
	Project implementation plan	25	20	-
	Presentation	100	95	-

(594) (152)

Signature

Dawood Rehman

19/7/13



Technical Evaluation and of Technical
Proposals for the Project titled
"Establishment of Video Conferencing
System in Sindh (Phase-II)"

No: SO(T)/ITD/3-97/2011
GOVERNMENT OF SINDH
INFORMATION TECHNOLOGY
DEPARTMENT

Karachi, dated the 18th July, 20

Name M. Anwarul Haq Designation BS CDev - II
Department / Organization Finance Dept.

S.#	Evaluation Parameter	Marks	M/S Commstel Pvt. Ltd	M/S Satcom Pvt. Ltd
	Company Profile			
1	Technical Proposal	560/700		
1.A	Team Qualification	150	132	17
	Role	30	20	17
	Resume	30	28	0
	Skill Matrix	30	27	0
	Education	30	28	0
	Experience	30	29	0
1.B	Specifications	150	150	25
	Hardware & Equipment Specification	100	100	0
	Business Partners, Registrations and Affiliations	50	50	25
1.C	Support Capabilities	100	85	50
1.D	Financial Capabilities	50	50	50
1.E	Domain / Relevant Experience	100	75	0
	Govt. VC Projects (Turnkey basis)	50	50	0
	Private VC Projects (Turnkey basis)	25	25	0
	International VC projects (Turnkey basis)	25	0	0
1.F	Design Methodology and Project Implementation Plan	150	118	10
	Design methodology	25	12	10
	Project implementation plan	25	21	0
	Presentation	100	85	0

Signature

[Signature]
(610) (152)



Technical Evaluation and of Technical Proposals for the Project titled "Establishment of Video Conferencing System in Sindh (Phase-II)"

No: SO(T)/ITD/3-97/2011
GOVERNMENT OF SINDH
INFORMATION TECHNOLOGY
DEPARTMENT

Karachi, dated the 18th July, 2011

Name SYED ALI RAZA Designation Project Manager (HEC Isb) video conf network
Department / Organization Higher Education Commission Islamabad.

S.#	Evaluation Parameter	Marks	M/S Commtel Pvt. Ltd	M/S Satcom Pvt. Ltd
	Company Profile			
1	Technical Proposal	560/700		
1.A	Team Qualification	150	132	17
	Role	30	20	17
	Resume	30	28	0
	Skill Matrix	30	28	0
	Education	30	28	0
	Experience	30	28	0
1.B	Specifications	150	150	25
	Hardware & Equipment Specification	100	100	0
	Business Partners, Registrations and Affiliations	50	50	25
1.C	Support Capabilities	100	80	50
1.D	Financial Capabilities	50	50	50
1.E	Domain / Relevant Experience	100	75	0
	Govt. VC Projects (Turnkey basis)	50	50	0
	Private VC Projects (Turnkey basis)	25	25	0
	International VC projects (Turnkey basis)	25	0	0
1.F	Design Methodology and Project Implementation Plan	150		
	Design methodology	25	10	10
	Project implementation plan	25	20	0
	Presentation	100	90	0

Signature

19/7/11

607/700



No. SO(T)/ITD/ 3-97/2011
Government of Sindh
Information Technology Department

Karachi dated 29th May, 2013

ORDER

No: SO(T)/ITD/ 3-97/2011: The Government of Sindh, Information Technology Department has been pleased to constitute a Procurement Committee for the project "Establishment of Video Conferencing System in Sindh (Phase-II)" with the following composition:-

- | | |
|--|------------------|
| 01. Additional Secretary (Technical),
Information Technology Department,
Govt. of Sindh | Convener |
| 02. Hardware Engineer,
Information Technology Department,
Govt. of Sindh | Member |
| 03. Representative of Finance Department,
Govt. of Sindh not below the rank of BPS-17 | Member |
| 04. Incharge Project Director
(Establishment of Video Conferencing System
in Sindh (Phase-II))
Information Technology Department,
Govt. of Sindh | Member/Secretary |
| 05. Representative of any Public University/Organization
as a domain expert | Member |

SECRETARY TO GOVT. OF SINDH
INFORMATION TECHNOLOGY DEPARTMENT

No: SO(T)/ITD/ 3-97/2011

Karachi dated the 29th .May, 2013

Copy is forwarded for information and necessary action;

1. PS to Secretary, IT Department, Govt. of Sindh.
2. PA to Additional Secretary (Technical), IT Department, Govt. of Sindh.
3. Member concerned
4. Office record

(ABID HUSSAIN)
SECTION OFFICER (GENERAL)
FOR SECRETARY TO GOVT. OF SINDH

Master copy



Information Technology Department
Government of Sindh

Request for Proposal (RFP)

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

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.



INVITATION TO BID

Information 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 and Sales Tax 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 Technology Department, Government of 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 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 2nd July 2013 at 2:00pm at the Committee Room of the Information Technology Department, GOS and shall be rectified in the same meeting.



Secretary to the Government of Sindh
Information Technology Department
Government of Sindh

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 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 apportionable 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.



BID SECURITY FORM

WHEREAS _____ (hereinafter called "the Bidder" has submitted its bid dated _____ project "Establishment of Video Conferencing System in Sindh (Phase-II)", (hereinafter called "the Bid").

KNOW ALL MEN by these presents that We _____ (Name of Bank) of _____ (Name of Country) having our registered office at _____ (address of Bank) hereinafter called "the Bank") are bound into the Information Technology Department, Government of Sindh, Karachi, Pakistan (hereinafter called "the Purchaser") in the sum of _____, for which payment well and truly to be made to the said Purchaser, the Bank binds itself, its successors and assigns, by these presents.

Sealed with the Common Seal of the Bank this _____ day of _____, 2013

THE CONDITIONS of this obligation are:

1. If the Bidder withdraws its Bid during the period of bid validity specified by the Bidder on the Bid Form; or
2. If the Bidder does not accept the corrections of his Total Bid Price; or
3. If the Bidder, having been notified of the acceptance of its Bid by the Purchaser during the period of bid validity:
 - (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

We undertake to pay to the Purchaser up to the above amount, according to, and upon receipt of, its first written demand, without the Purchaser having to substantiate its demand, provided that in its demand the Purchaser will note that the amount claimed by it is due to it owing to the occurrence of one or both or all the three above stated conditions, specifying the occurred condition or conditions.

This guarantee will remain in force up to _____ 2013, the period of bid validity, and any demand in respect thereof should reach the Bank not later than such date.

(NAME OF BANK)

By _____

(Title)

Authorized Representative



JRM

Information Department
Government of Sindh
Karachi

Sir:
Having examined the bidding documents, the receipt of which is hereby duly acknowledge, for the above Contract, we, the undersigned, offer to supply, deliver, test and impart training in conformity with the said bidding documents for the Total Bid Price.

Pak Rupees (in figures _____ in words _____)

or such other sums as may be ascertained in accordance with the Price Schedule attached hereto and made part of this Bid.

We undertake, if our Bid is accepted, to complete the Works in accordance with the Contract Execution Schedule.

If our Bid is accepted, we will provide the performance security in the sum equivalent to 10% of the Contract Price in case of Registered Firms and 12.5% in case of un-registered firms, for the due performance of the Contract.

We agree to abide by this Bid for the period of ninety (180) days from the date fixed for bid opening of the Instructions to Bidders, and it shall remain binding upon us and may be accepted at any time before the expiration of that period.

Until a formal Contract is prepared and executed, this Bid, together with your written acceptance thereof in your Notification of Contract Award, shall constitute a binding Contract between us.

We understand that you are not bound to accept the lowest-priced or any Bid that you may receive.

Dated this _____ day of _____ 2013

BIDDER

WITNESS

Signature _____

Signature _____

Name _____

Name _____

Title: _____

Title _____

Address: _____

Address _____



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 establishment of Video Conference setup and to provide support at-least 3 year. Contractor will be responsible successfully operation and technical support for at-least 3 year.

(i) Bid Security

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

(ii) Validity of the proposal

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) Currency

All currency in the proposal shall be quoted in Pakistani Rupees (PKR). The Bid prices and rates are fixed during current 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 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 are levied by government. If responding organization is exempted from any specific taxes, then it is requested to provide 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 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 ORIGINAL MANUFACTURER.



PERFORMANCE SECURITY FORM

Information Department
Government of Sindh
Karachi-Pakistan

WHEREAS _____ (Name of the Contractor)

Hereinafter called "the Contractor" has undertaken, in pursuance of the bid for project "Establishment of Video Conferencing System in Sindh", dated _____ 2013, (hereinafter called "the Contract").

AND WHEREAS it has been stipulated by you in the Contract that the Contractor shall furnish you with a bank guarantee by a recognized bank for the sum specified therein as security for compliance with the Contractor's performance obligations in accordance with the Contract;

AND WHEREAS we have agreed to give the Contractor a Guarantee:

THEREFORE WE hereby affirm that we are Guarantor and responsible to you, on behalf of the Contractor, up to a total of _____ (Amount of the guarantee in words and figures), and we undertake to pay you, upon your first written demand declaring the Contractor to be in default under the Contract, and without cavil or argument, any sum or sums as specified by you, within the limits of _____ (Amount of Guarantee) as aforesaid without your needing to prove or to show grounds or reasons for your demand or the sum specified therein.

This guarantee is valid until _____ day of _____, 2013, or twenty-eight (28) days of the issue of the Defects Liability Expiry Certificate, whichever is later.

[NAME OF GUARANTOR]

Signature _____

Name _____

Title _____

Address _____

Seal _____



Capabilities

g organization should indicate the support capabilities for the provided equipment and hardware in the following

	Item	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.

(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) Delivery Time and Payment Mode

20 weeks after issuance of purchase order

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 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).

- 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 successful bidders will be opened publicly in IT Department. 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 IT Department, and after warranty period Government of Sindh.
- All/any terms and conditions not specified here shall be dealt with reference to pertinent SPPRA rules 2011.

SELECTION CRITERIA

A single-stage-two envelope bidding 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.

2. Instructions for Responding Organizations

(i) Communication

Enquiries regarding this RFP shall be submitted in writing to:
Section Officer (General)

Information Department, Government of Sindh

1st Floor, Building No. 6, Sindh Secretariat, Shahrah e Kamal Ataturk, Karachi

Tel: +92-21-9921-3827

Fax: +92-21-9921-1414

(ii) Mode of Delivery and Address

Technical & Financial proposals (2 copies each) should be submitted on or before 9th July, 2013 upto 2.00 pm at the address given below:

Section Officer (Gen.)

Information Department, Government of Sindh

1st Floor, Building No. 6, Sindh Secretariat, Shahrah e Kamal Ataturk, Karachi

Tel: +92-21-9921-3827

Fax: +92-21-9921-1414

The technical proposals will be opened on the same day (9th July, 2013) at 03:00 pm at the same address. 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.

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.

(iii) Submission of Proposal

The complete proposals should be submitted by 2:00 hours on 9th July, 2013 at the address given at 2(ii) above. The format for submission of BOQ in proposal is attached as Annexure-A. Please provide original brochures of all the equipment proposed.

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 9th July, 2013 at 03:00 pm in front of the Procurement Committee of Project and in the presence of bidders who wish to remain present.



and Comparison of Technical and Financial Bids

who have been qualified on the basis of the preliminary evaluation shall be eligible for a detailed evaluation. 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:

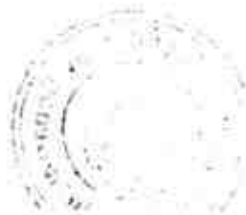
Description Weights

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	150	
	Role	30	Should have adequate number of resources been allocated for each role. Proposed Team with hierarchy.
	Resume	30	
	Skill Matrix	30	
	Education	30	
	Experience	30	
1.B	Specifications	150	
	Hardware & Equipment Specification	100	
	Business Partners, Registrations and Affiliations	50	
1.C	Support Capabilities	100	
1.D	Financial Capabilities	50	
1.E	Domain / Relevant Experience	100	Domain Knowledge, Client List of Govt. projects and others at Pakistan and International level
	Govt. VC Projects (Turnkey basis)	50	
	Private VC Projects (Turnkey basis)	25	
	International VC projects (Turnkey basis)	25	
1.F	Design Methodology and Project Implementation Plan	150	Detail of design and project plan. Presentation and Live Demo
	Design methodology	25	
	Project implementation plan	25	
	Presentation	100	Vendors should arrange an onsite presentation at IT Department, Govt. of Sindh premises at their own cost with comparable quoted equipments



Team and Staffing

While selecting 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.



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.
- 5 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:

Sindh information 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 and 96 ports SD, Recording System, Scheduling system and Call Control.
- (c) 3 Year Warranties and 3 year bandwidth DXX for 62 Locations

Existing Setup:

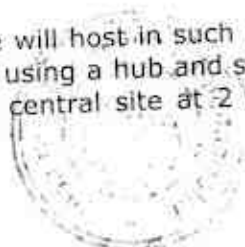
- a) 3 Year Warranties Of Existing Setup
- b) 3 year Bandwidth 2 MB Each

Technical Requirement

Establishment of Video conferencing System and Unified Communication Solution on (turnkey basis) for **Information 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 videoconferencing 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					
i	Full HD integrated 1080 Codec with 12X Zoom, 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					
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					
i	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. No	Specifications for	Compliance	Remarks
1	Codec Features 1080p60 resolution		
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 Features • Native 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 <ul style="list-style-type: none"> • 1920 x 1080@60 Hz (1080p60) 		
13	Live Video Resolutions 1920 x 1080@30, 60 fps (HD1080p60)		
14	Audio Standards <ul style="list-style-type: none"> • G.711, G.722, G.722.1, 64 bit kbps & 128 bit kbps MPEG4 		
15	Audio Features <ul style="list-style-type: none"> • CD-Quality 20KHz Mono and Stereo • Automatic Gain Control (AGC) • Automatic Noise Reduction • Active lip synchronization 		
16	Content Channel <ul style="list-style-type: none"> • H.239 (H.323) on second Screen • BFCP (SIP) on second Screen • 1080p (1920 x 1080) 		
17	Embedded Encryption <ul style="list-style-type: none"> • 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 <ul style="list-style-type: none"> • 1 x LAN/Ethernet (RJ-45) 10/100/1000 Mbit 		



B) Multipoint Conferencing Unit (MCU) 40port HD

Sr. No.	Specifications	Mandatory /Equivalent/Higher	Compliance	Remarks
1	Capacity: 40 HD Port MCU and 96 SD (Hardware based)	Mandatory		
	MCU Should support Total of 136 SD Sites when integrated with Existing setup	Mandatory		
2	Features	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 Features			
	• High Definition Continuous Presence on every port Individual Transcoding	Mandatory		
	• Bandwidth per site up to 4 Mbps			
	• Video resolutions 1080p 30fps	Mandatory		
4	High-Definition Performance			
	• 1080p 30 fps H.264 4 Mbps continuous presence	Mandatory		



	<ul style="list-style-type: none"> Comprehensive HD audio Content Channel H.239 up to 1080p 	Mandatory		
5	Video Standards H.261, H.263, H.263+, H.263++, H.264	Mandatory		
6	Video Resolution 1080p (1920 x 1080),	Mandatory		
7	Frame Rates 60 frames	Mandatory		
8	Audio Standards G.711, G.722, G.722.1, G.723.1, G.728, G.729, MPEG-4	Mandatory		
9	Protocols H.323, SIP, H.235 (AES), SRTP, TLS, H.239 (Content Channel), VNC™, BFCP, H.243 (chair control), FTP, RTP, RTSP, HTTP, HTTPS, DHCP, SNMP, NTP, NTLM (authentication)	Mandatory		
10	Bandwidth Up to 4 Mbps with both H.263 and H.264, for each site in all conference modes including advanced continuous presence	Mandatory		
11	Universal Transcoding and Transrating HD and SD can be combined within the same conference.	Mandatory		
	<ul style="list-style-type: none"> All calls automatically transcoded and transrated for audio and video. 	Mandatory		
	<ul style="list-style-type: none"> Any bandwidth, any resolution, any video, or any audio codec can be used on any video call within the same Conference. 	Mandatory		
	<ul style="list-style-type: none"> All participants have their own personal encodes. 			
12	Content features: Content Channel using H.239 or Binary Floor Control Protocol (BFCP).	Mandatory		
	<ul style="list-style-type: none"> Support Widescreen (16:9) The MCU offers H.239 and BFCP content sharing: Up to 1080p in H.264 	Mandatory		
13	Localization and Customization Custom IVR/auto attendant audio prompts and graphics Uploadable multi-language support	Equivalent/Higher		



	Unicode conference and site names			
14	MCU Features <ul style="list-style-type: none"> • Dial In and Dial Out from web server. 	Mandatory		
	<ul style="list-style-type: none"> • End point Should be able to call MCU, Even if End point is not Pre scheduled. 	Mandatory		
	<ul style="list-style-type: none"> • H.323 gatekeeper or SIP registrar or proxy. Built-in Gatekeeper 	Mandatory		
	<ul style="list-style-type: none"> • audio and video Auto-Attendant 	Mandatory		
	<ul style="list-style-type: none"> • Advanced continuous presence on all ports. 	Mandatory		
	<ul style="list-style-type: none"> • Selection of the best layout is automatic. 	Mandatory		
	<ul style="list-style-type: none"> • Individual layout selection through remote control or webpages. 	Mandatory		
	<ul style="list-style-type: none"> • More than 50 custom layouts. 	Mandatory		
	<ul style="list-style-type: none"> • Far-end camera control tunneling using remote control or the webpage. 	Mandatory		
	<ul style="list-style-type: none"> • Sites identified through text overlays. 	Mandatory		
	<ul style="list-style-type: none"> • On-screen text messaging to individual or all sites is possible. 	Mandatory		
	<ul style="list-style-type: none"> • built scheduling and reservation. 	Mandatory		
	<ul style="list-style-type: none"> • Demand and ad-hoc conferences. • Automatic lecture mode. 	Mandatory		
	<ul style="list-style-type: none"> • preview the conference and individual cameras on webpages. 	Mandatory		
16	Audio Features <ul style="list-style-type: none"> • 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 <ul style="list-style-type: none"> • Support intelligent down speeding, packet pacing and 	Mandatory		



	packet loss concealment to ensure optimum video and audio quality <ul style="list-style-type: none"> • Dynamic jitter buffering • Alternate gatekeepers 			
20	Security Features <ul style="list-style-type: none"> • 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 required.	Mandatory		

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	Universal Transcoding and Transrating	Mandatory /Equivalent/Higher		
9	Recording <ul style="list-style-type: none"> • 5 simultaneous H,323 or SIP video calls • Template-based recording options 	Mandatory		



	<ul style="list-style-type: none"> • 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 			
10	<p><u>Streaming Video</u></p> <ul style="list-style-type: none"> • 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	<p><u>Live and on-demand streaming</u></p> <ul style="list-style-type: none"> • live stream up to two calls • Integration with 3rd party Streaming Servers like Quicktime,Wowza,Windows Media player 	Mandatory		
12	<p><u>Recording Distribution server</u></p> <ul style="list-style-type: none"> • Support for Apple's Podcast Producer • Support for iTunes U 	Mandatory		
	<p><u>Storage:</u></p> <ul style="list-style-type: none"> • 500-GB hard disk • Support for external network storage using network-attached storage (NAS) 	Mandatory		
13	<p><u>Content viewer:</u></p> <ul style="list-style-type: none"> • 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 	Equivalent/Higher		



	<ul style="list-style-type: none"> • Video, audio, and content are fully synchronized • Pause and seek in recordings 			
14	<p>Management:</p> <ul style="list-style-type: none"> • management through embedded web server • one click to record scheduled conferences • scheduled conferences with Microsoft Outlook or IBM Lotus Notes 	Equivalent/Higher		
15	<p>System Management</p> <p>Management via embedded web server</p> <ul style="list-style-type: none"> • 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	<p>Quality of Service</p> <ul style="list-style-type: none"> • Packet-loss concealment • Dynamic jitter buffering 	Equivalent/Higher		
17	<p>Network Resilience</p> <p>Support for intelligent down speeding, packet pacing and packet loss concealment to ensure optimum video and audio quality</p> <ul style="list-style-type: none"> • Dynamic jitter buffering 	Mandatory		
18	<p>Security Features</p> <p>Administrator, User and Guest passwords</p> <ul style="list-style-type: none"> • 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	<p>Interfaces</p> <p>Two Ethernet (10/100/1000 Mbps)</p>	Equivalent/Higher		



Centralized Management System:

Sr. No.	Specifications	Mandatory /Equivalent/Higher	Compliance	Remarks
1	Centralized administration of 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 conferences	Mandatory		

E) Call Control and UC Solution for 90 Users

Sr. No.	Specifications	Mandatory /Equivalent/Higher	Compliance	Remarks
1	Solution should offer UC capabilities including software clients	Equivalent/Higher		
2	Software clients should support video, instant messaging and presence	Equivalent/Higher		
3	Software clients should be available for PC, Mac, Tablets and Smartphone's	Equivalent/Higher		
4	Call control and management components should support virtualization	Equivalent/Higher		
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"

	Description	Comply (Yes/No)	Remarks	References (Attachments)
1.	Expertise:			
(i)	The Partner should be an ATP partner in Pakistan for the relevant product(International ATP or certifications which are not for Pakistan will not be considered)			
(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.			
(v)	Manufacturer's Authorization Form issued by the principal's local representative for the account specific to this project			
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 one Video project completed by partner in which they deployed turkey solution for video and bandwidth and value of total project was over Rs.50Million			
(iii)	In case of Joint Venture with ISP there must me minimum 1 project Successfully Executed before, Provide PO and Reference			
(iv)	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 02 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 :- _____

Designation :- _____

Company Name:- _____

* 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.)	28
	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&CE) SGANC Department
2	Secretary, (Implementation) SGA&C Department
3	Secretary, (services)SGA&C Department
4	Secretary, Agriculture Department
5	Secretary, Antiquities Department
6	Secretary,Auqaf,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
26	Secretary,katchi Abbadi & Spatial Development 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,Population Welfare Department
36	Secretary,Provincial Ombudsman Department
37	Secretary,Provincial Assembly Department
38	Secretary,Public Health Engineering Department
39	Secretary,Rehabilitation 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