

(Annex- D)
QUERIES RAISED BY VENDORS

Q #	Query of the Vendor	Committee Response
1.	The delivery time mentioned is 45 days which is very short, can it be extended?	No, all bidders must adhere to the specified timeline for the delivery.
2.	In Lot # 3 Backup Solution please confirm the required licenses in terms of capacity or instances?	NITB is not looking for a capacity or instance-bound solution, the solution should be in the parameters of the specifications mentioned in the RFP document.
3.	In Lot #7 PT Application Analyzer Add-On (Black-box), quantity is not mentioned, please specify.	The add-on module is called Blackbox, and it's important to note that NITB already possesses the PT application analyzer. We specifically require the add-on module.
4.	In Lot #8 Incident & Event Management Solution (SIEM), is there any other function required with this solution?	All the required functionalities are mentioned in the specification section of the RFP document.
5.	What is the maximum number of lots we can apply for?	All bidders can apply for as many lots as they prefer but the technical and financial proposal of each lot must be sealed in a separate envelope. The bidder is required to submit two (02) copies of both Technical and Financial proposals (One mark as original and one mark as photocopy). A printable and searchable copy in a USB flash drive of the technical Proposal must be in the Technical Proposal and a printable and searchable copy in a USB flash drive of the Financial Proposal must be in the Financial Proposal.
6.	Is the bid security of Rs. 200,000 fixed against each lot?	Yes, the Bidder should submit a bid security of PKR 200,000/- lot wise.
7.	Is it mandatory to register on EPADS since we are facing difficulty in registering our company?	Yes, EPADS registration is mandatory. For any assistance related to registration at EPADS, please reach out directly to the DD (Admin), NITB.
8.	The term "delivery," means delivery, or delivery with installation?	No, it means only delivery.
9.	Can you please explain the presentation section by bidders for Lot 10?	It is mentioned in detail on page no. 29 of the RFP.

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10.	In Lot#8 Incident Management, how many EPS and FPM of SIEM Solution?	All the required functionalities are mentioned in the specification section of the RFP, furthermore any vendor can do the survey with the help of DD (Admn).
11.	In Lot#8 Incident Management, is it high availability node or single node?	All the required functionalities and node are mentioned in the specification section of the RFP.
12.	In Lot#8 Incident Management, what is the retention period of the data?	It will be defined by the cyber security specialist at the time of implementation.
13.	In Clause no. 2.5, the payment in USD to PKR should be paid based on NBP TT Selling Conversion on the date of payment. This needs to be reviewed based on applicable taxes on an annual basis for Lot 7 & 8 and be updated accordingly.	The conversion rate will be applied as per the PPRA Rules 2004.
14.	In clause No. 2.5, this clause is not applicable for Lot 7 & 8. It is in contradiction to Data Sheet referring to Taxes, which states "For Lots # 7 & 8, 1st year taxes will be included in the quoted price and for taxes for years 2 & 3 will be applied as per POs."	For Lot no. 7 & 8 applicable taxes are mentioned in the payment terms under Clause no. 5.5.
15.	Following the prior precedence of NITB RFPs, we request that Bid Security of 10% be reduced to 5%, as software products are hosted on hardware provided by NITB.	No, this cannot be changed.
16.	In General Conditions of Contract, Clause 6.1 (e), "if the Procuring Agency, in its sole discretion and for any reason whatsoever, decides to terminate this Contract;" this clause is unilateral and contradicts the term of the RFP as per PPRA rules 2004.	This clause is in line with the PPRA rules 2004.
17.	In clause 21.1 Performance Guarantee, "The Vendor shall provide the performance guarantee in favor of the Procuring Agency within thirty (30) Days from issuance of the Purchase Order, and before submission of the invoice." This is in contradiction to Clause 8.5 (page 25) of the RFP which states 07 days instead of 30 days mentioned in this clause. Kindly clarify.	The clause 8.5 will prevail.

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18.	In Obligations of the Procuring Agency Clause 19.1, "the Vendor shall alone be responsible for meeting any and all tax liabilities arising out of the Contract." This clause is in contradiction to Point 7 H. Special Conditions of Contract referring to 17.1 of Section F, which states "The Procuring Agency, while issuing the Purchase Order(s) shall deduct all applicable government taxes (Income and Sales Tax), at the rate prescribed under the relevant tax laws of Pakistan for the time being enforced, from all payments made to the Vendor." Please clarify.	All applicable government taxes will be deducted at the time of invoice/bill processing.						
19.	In Obligations of the Procuring Agency Clause 19.1, "the Vendor shall alone be responsible for meeting any and all tax liabilities arising out of the Contract." The clause should refer to Clause 16.1 for any change in taxes and duties, for clarification purpose.	All applicable government taxes as amended from time to time will be deducted.						
20.	<p>In Eligibility Criteria 11.1 it is mentioned, "Bidder is a registered/incorporated company in Pakistan with SECP or firm registered under the partnership act of Pakistan." Whereas in 11.2 Evaluation Criteria the following is mentioned below:-</p> <table border="1" data-bbox="188 1111 858 1267"> <thead> <tr> <th data-bbox="204 1122 627 1155"><u>SECP Registered Companies</u></th> <th data-bbox="783 1167 823 1200"></th> </tr> </thead> <tbody> <tr> <td data-bbox="204 1155 671 1189">2 Year Registration – 05 marks</td> <td data-bbox="783 1167 823 1200" rowspan="3">10</td> </tr> <tr> <td data-bbox="204 1189 671 1223">3-4 Years Registration – 07 marks</td> </tr> <tr> <td data-bbox="204 1223 727 1256">Above 4 Years registration – 10 marks</td> </tr> </tbody> </table> <p>Please elaborate that for a Firm registered under the Partnership Act of Pakistan, will we also get the same marks in Technical Evaluation?</p>	<u>SECP Registered Companies</u>		2 Year Registration – 05 marks	10	3-4 Years Registration – 07 marks	Above 4 Years registration – 10 marks	Two (02) marks will be given to the firms registered under the Partnership Act of Pakistan.
<u>SECP Registered Companies</u>								
2 Year Registration – 05 marks	10							
3-4 Years Registration – 07 marks								
Above 4 Years registration – 10 marks								
21.	How many sites need protection? For example; 2 Production sites.	At this moment there is only one site.						
22.	What is the total size of data to protect in TB?	There is no limit.						
23.	What is the total number of clients to protect by location?	There is no limit.						
24.	What is type of workloads to protect? Example Oracle, VMware, SQL, Windows, Linux.	Combination of all.						

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25.	Is there any defined RPO/RTO? Example RPO - 1 hour, RTO - 4 hours	This will be defined at the time of implementation.
26.	What is the target used to store backups? (eg. Tapes, disks, backup appliance, cloud etc.)	It could be anything tape, disk, or backup appliance.
27.	Where are the different backups stored daily/weekly/monthly/yearly? Example Daily to disk, Weekly to disk, Monthly to disk, Yearly to tape.	This will be defined at the time of implementation.
28.	What is the backup frequency used? (eg. Daily, weekly, monthly, yearly)	Daily, weekly, monthly and yearly.
29.	What is the retention policy for: daily/weekly/monthly/yearly backups?	This will be defined at the time of implementation.
30.	Is there any requirements to keep backups for long-term retention?	Yes, but it will be defined at the time of implementation.
31.	Is there any requirements for backup DR?	In future, yes.
32.	Is there any requirements for cyber resiliency like: immutable storage, ransomware scanning, anomaly detection, IPS/IDS, air gap, etc.?	Yes.
33.	Do you need to protect SaaS workloads like M365?	Not at this moment.
34.	What is the total number of jobs per day?	It will be defined at the time of implementation.
35.	What is the yearly data growth? Example 15%	15-20% estimate.


