

**Pre-Qualification Document
For
Establishment of Datacenter**



**National Assembly Secretariat
Islamabad**

Contents

| | | |
|---|----------------------------------|----|
| 1 | GENERAL | 3 |
| 2 | PURPOSE OF THIS DOCUMENT | 3 |
| 3 | PROJECT BACKGROUND | 5 |
| 4 | BRIEF SCOPE OF WORK | 5 |
| 5 | INSTRUCTIONS TO APPLICANTS | 11 |
| 6 | QUALIFICATION CRITERIA | 13 |
| 7 | OTHER FACTORS..... | 22 |
| | Annex-A | 23 |
| | Annex-B | 25 |
| | Annex-C | 26 |
| | Application Form A-1 | 27 |
| | Application Form A-2 | 28 |
| | Application Form A-3 | 29 |
| | Application Form A-4 | 30 |
| | Application Form A-5 | 31 |

1 GENERAL

National Assembly Secretariat Islamabad intends to invite "PRE-QUALIFICATION" proposals from interested Applicant(s) for the provision of "**Establishment of Datacenter**". All well-reputed, registered and established firms having requisite technical, financial and managerial capabilities are invited to participate in the PRE-QUALIFICATION process for the above said project, through submission of their proposals.

National Assembly Secretariat Islamabad has been committed to creating a world class sustainable and congenial community living experience for his worthy Members & Employees. To augment its vision, National Assembly Secretariat has always believed and encouraged use of technology as a tool for the ongoing business operations and facilitate its users with best services. National Assembly Secretariat has always given special focus to Information Technology for the enablement and empowerment of its users so that they are served in best way within minimum possible time.

2 PURPOSE OF THIS DOCUMENT

The purpose of this document is to have understanding of the available competencies, solutions, tools and best practices including implementation of "**Establishment of Datacenter**", as well as to prequalify eligible Applicant(s), capable of accomplishing the tasks outlined in this document. The Applicants are required to provide profiles of their firms comprising experience, personnel and financial strength along with proposed solutions including but not limited to the Applicant's methodology and technology for implementing the "**Establishment of Datacenter**".



TERMS AND CONDITIONS OF THE PRE-QUALIFICATION

Definitions

In this document, unless there is anything repugnant in the subject or context:

- I. Applicant means the party which submits a proposal in response to this PRE-QUALIFICATION Document.
- II. "Authorized Representative" means any representative appointed, from time to time, by the Applicant, Purchaser or Client.
- III. "Purchaser" means the National Assembly Secretariat Islamabad.
- IV. "Client" means National Assembly Secretariat, Government of Pakistan.
- V. "Day" means calendar day.
- VI. "PRE-QUALIFICATION Document" means the Pre-Qualification Document in consideration.
- VII. "Joint Venture" means a legal entity formed under the laws of Pakistan to submit a proposal and participate in subsequent tendering processes in response to this PRE-QUALIFICATION Document.
- VIII. "Person" includes an individual, an association of persons, firm, company, corporation, institution and organization, etc.
- IX. "Prescribed" means prescribed in the PRE-QUALIFICATION Document.
- X. "NAS" means National Assembly Secretariat.

Disclaimer

This PRE-QUALIFICATION document for the provision of "Establishment of Datacenter" ('The Project') contains brief information about the project and process for pre-qualification of Applicants for RFP stage. The purpose of the document is to provide the Applicants with information to assist the formulation of their PRE-QUALIFICATION proposal and to pre-qualify interested Firms / Applicants / Contractors for the RFP Stage.

While all efforts have been made to ensure the accuracy of information contained in this PRE-QUALIFICATION Document, this document may not contain all the information required by the Applicants. The Applicants should conduct their own independent assessment, investigations and analysis and may prepare their proposals in the light of relevant experience and international best practices. National Assembly Secretariat Islamabad or any of its employees, shall incur no liability under any law, statute, rules or regulations as to the accuracy or completeness of the PRE-QUALIFICATION Document.

National Assembly Secretariat reserves the right to change any or all conditions / information set in this PRE-QUALIFICATION Document by way of revision, deletion, update or annulment through issuance of appropriate advertisement as the Client may deem fit in accordance with the PPRA Rules. Participation in the PRE-QUALIFICATION process does not qualify any Applicant for the next stage of the procurement process.

National Assembly Secretariat will not entertain or be liable for any claim for costs and expenses in relation to the preparation of the PRE-QUALIFICATION proposal to be submitted in terms of this Document.

3 PROJECT BACKGROUND

Keeping in view the increasing complexity of current arrangements of Data Center / IT Solutions at National Assembly Secretariat the management has decided to overcome the challenges by consolidation of existing Data Center / Network. National Assembly Secretariat Islamabad has been committed to creating a world class sustainable and congenial community living experience for his worthy Members & Employees. To augment its vision, National Assembly Secretariat has always believed and encouraged use of technology as a tool for the ongoing business operations and facilitate its users with best services. National Assembly Secretariat has always given special focus to Information Technology for the enablement and empowerment of its users so that they are served in best way within minimum possible time.

4 BRIEF SCOPE OF WORK

The scope mentioned below is high level scope of work. The detailed scope of work shall be shared with the shortlisted Applicants after the prequalification process at RFP stage.

The project consists of the two Lots, details of which are given:

- Lot No. 01 – Establishment/Consolidation of Data Center on Turn-key Basis Including O&M & Security Enhancement
- Lot No. 02 – Civil & MEP Work regarding establishment/construction of Data/IT Center

The scope of work is limited to areas under the jurisdiction of National Assembly Secretariat. The key components of the scope of the work are provided below. The components may be added or deleted at the RFP stage.

LOT DETAILS

Lot No. 01 – Establishment/Consolidation of Data Center on Turn-key Basis Including O&M & Security Enhancement

Establishment of new Data Center as well as required to Merge the four existing data centers hardware into one centralized data center at the proposed within the premises of Parliament on ground floor outside area near media parking. Tentative/Reference information is appended below, Bidders are requested to prepare and share solution as per their own methodologies/plan.

| Sr. # | Item | Description |
|-------|-------------|--|
| 1 | Data Center | <p>The scope of this document is to select a system integrator to build a Data Center at newly constructed building at premises of Parliament House, Constitution Avenue, Islamabad as per the guidelines within the area 90 feet x 45 feet covered area:</p> <ol style="list-style-type: none"> 1.1 NAS intends to build a scalable, highly available and energy efficient data center and to cater for all existing workloads running within the existing Server Room. 1.2 Participants to note that NAS expects a proposal based on 100% turnkey solution and shall include complete design, documentation, preparation of site, installation of all DCF modules, network infrastructure, migration of existing IT / Network systems, configuration, commissioning, testing, and integration services for the entire project implementation in the proposal as required and maintenance & support services till completion of warranty period and training with necessary certifications. 1.3 This document aims to procure all the key elements including products and services for the new data center including but not limited to the below: <ol style="list-style-type: none"> 1.3.1 Redundant power system for data center. 1.3.2 Precision Cooling system and Containment. 1.3.3 Cabinets and PDUs (power distribution units). 1.3.4 Automatic Fire Detection and Suppression system. 1.3.5 (Very Early Smoke Detection Apparatus) VESDA system. 1.3.6 Security Surveillance and Access Control System 1.3.7 Data Center Infrastructure Management Software (DCIM) for data center. 1.3.8 Diesel Generators for Data Center Facility. 1.3.9 Professional services including |

- 1.3.9.1 Migration of IT / Network Infrastructure
- 1.3.9.2 Training & Knowledge Transfer
- 1.3.9.3 Warranty and support services.
- 1.4 The participant to ensure that the design must meet/comply to the guidelines like:
 - 1.4.1 American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE) cooling standards
 - 1.4.2 Institute of Electrical and Electronics Engineers (IEEE) standards for Electrical
 - 1.4.3 Telecommunication Industry Association TIA- 942-B for Data Center
 - 1.4.4 International Standard Organization ISO-27001:2013 ANSI/TIA-942 standards for processes and procedures
 - 1.4.5 Under writers Laboratory/CE Standards etc.
- 1.5 NAS expects the participants to come up with design/methodology on how to achieve the primary objective i.e. upgradation of the existing server room in a modular fashion while using as much as the existing resources as possible.
- 1.6 NAS expects the solutions to show the benefits of the solutions with various factors like PuE (power usage effectiveness) heat flow and pressure management etc.
- 1.7 The proposed Data Center solution should be designed with industry best practices around high availability, scalability, redundancy at physical and logical level along with the appropriate level of security.
- 1.8 Supplier to share End to End Design, Documentation, video recording of entire project at milestone, AutoCAD SLDs, HLDs, LLDs, Firmware (upgradable FOC to latest versions) etc. SCO to reserve intellectual property rights of Data Center Design
- 1.9 The proposal should include LAN/WAN network, and related hardware infrastructure for the Datacenter building. SCO IT infrastructure is running critical applications and services. SCO would like to have a minimum downtime / interruption of services during the migration and hence puts a lot of emphasis for the participant's capabilities and methodology for such migrations.
- 1.10 One of the main objectives for this work is to improve NAS IT operations by creating an enterprise class NOC/SOC to help manage and monitor complete IT infrastructure. NAS thus intends to deploy a unified monitoring tool to monitor all its IT assets as part of the scope of this bidding document, and the DCIM solution must be provided by the principal manufacturer.
- 1.11 European or equivalent manufacturing & assembling.
- 1.12 The participant must conduct a site survey before bid submission and do complete analysis for the proposed site.

| | | |
|---|------------------------------|---|
| | | <p>Participant must provide all the schematic, shop and As-Built drawings including but not limited to:</p> <ol style="list-style-type: none"> 1) Electrical Power Distribution 2) Structured Cabling 3) Small Power 4) Lighting System 5) Earthing and lightning protection 6) Cable Tray, Pathways, Conduits & trenches etc. 7) Distribution Board Schedule and Plan 8) Fire Suppression and Detection (FSD) 9) Network Design & System 10) Security & Surveillance System (CCTV) etc. 11) Data Center Network and Fiber Optic layout drawing 12) Any other as per the standardized requirements |
| 2 | Fiber Network Infrastructure | <p>Installation and upgradation of all fiber optic networks to the latest technology standards within the premises of Parliament house to be connected with newly established Datacenter for all its operations and management.</p> <p>Implement advanced cabling solutions, including the use of Category 6A cables and Single-mode fiber cables.</p> <p>Ensure adherence to standards such as TIA/EIA-568 and ISO/IEC 11801.</p> |
| 3 | Compliance & Standards | <p>Ensure the data center complies with all relevant international and local standards. Adhere to environmental and energy efficiency standards, including ISO 14001 and ISO 50001.</p> <p>Electrical Wiring Specifications:</p> <ul style="list-style-type: none"> • The electrical infrastructure for the data center must meet high standards for reliability, efficiency, and safety. The following specifications outline the requirements for both incoming power supply to the server room and the internal wiring. <p>Incoming Power Supply:</p> <ul style="list-style-type: none"> • The incoming power supply to the data center must be provided via a dedicated feeder line. • Cable Type: XLPE (Cross-Linked Polyethylene) insulated armored cables should be used for the incoming power supply. • Voltage Rating: 11 kV (for high voltage supply) or 400V (for low voltage supply) as per site requirements. <p>Conductor Material: Copper for better conductivity and heat resistance.</p> <p>Cable Size: Minimum 300 mm² for main incoming feeders.</p> |



| | | |
|---|------------------------------------|---|
| | | <p>Installation: Cables must be installed in underground ducts or overhead trays, with adequate protection against mechanical damage and environmental factors.</p> |
| 4 | Internal Wiring within Server Room | <p>Main Distribution Board (MDB): The server room must be equipped with an MDB that supplies power to all equipment within the room.</p> <p>Internal Wiring: Use copper conductors with PVC insulation for all internal wiring. The wiring should follow a structured approach to minimize interference and ensure safety.</p> <p>Cable Trays and Conduits: Use galvanized steel cable trays for routing power and data cables separately. Conduits should be rigid PVC or steel, compliant with NEC (National Electrical Code) standards.</p> <p>For main power circuits: Use 4 AWG or larger depending on the load.</p> <p>For branch circuits: Use 10 AWG for receptacles and 12 AWG for lighting circuits.</p> <p>Power Distribution Units (PDUs): Each server rack should be connected to PDUs with a capacity matching the power requirements of the equipment.</p> <p>Redundancy: Implement dual power feeds (A and B) for critical equipment to ensure uninterrupted power supply in case of failure.</p> <p>Grounding and Bonding: All electrical systems must be properly grounded, with a grounding system that meets IEEE 1100 and NEC standards. Use a minimum of 2/0 AWG copper conductors for grounding.</p> |
| 5 | Power Backup and Redundancy | <p>Uninterruptible Power Supply (UPS): Install UPS systems with N+1 redundancy, ensuring that the critical load is supported in the event of power failure.</p> <p>Generators: Backup generators should be installed with an automatic transfer switch (ATS) to take over immediately if the primary power source fails. The generators must have sufficient capacity to handle the full load of the data center.</p> <p>Battery Backup: UPS systems should have battery backup sufficient to sustain operations for a minimum of 15 minutes at full load.</p> |
| 6 | Decommission | <p>Decommission and safely remove old equipment from the previous locations.</p> |

X

| | | |
|----|------------|--|
| 7 | Commission | Commission and safely installation of old equipment from the previous locations to the revamped server room. Replacement of old firewalls. |
| 8 | Testing | Perform a comprehensive testing of all the newly installed/deployed infrastructure including pre-freight inspection and testing. |
| 9 | Training | Free of cost training for the team |
| 10 | O&M | Operation and maintenance SLA of newly established datacenter for the period of three years after installation and commissioning. |

Lot No. 02 – Civil & MEP Work regarding establishment/construction of Data/IT Center

Tentative/Reference information is appended below, Bidders are requested to prepare and share solution as per their own methodologies/plan.

| Sr. # | Item | Description |
|-------|---|--|
| 1 | Civil Work (construction of 90feet x 45feet single story building) | <p>NAS expects participants to include all the relevant miscellaneous items for a data center like:</p> <ol style="list-style-type: none"> 1.1 Construction of new building 90*45 feet including Demolishing of the existing structure at site, excavations, RCC foundation and bricks masonry work along with all ducts/ sleeves required for MEP services. Mechanical, electrical and plumbing work as per the requirement and standards of the data center. 1.2 The building consists of Server room, power rooms, Deisel Generator room, termination rooms, allied staff offices, NOC/SOC, washrooms, drain, water tank, fuel tank and trenches etc. 1.3 Installation / Configuration of overhead cabling pathways, galvanized trays is essential. 1.4 Providing bricks masonry work wherever required inside the premises. 1.5 Fire-retardant paint work on the walls and partitions free from contamination and asbestos (complete in all respects.) 1.6 Glass door with carbonite, driven through Access Control, double leaf sliding and wide (as per design) for Data Center Main Entrance. 1.7 Fire rated door double leaf of at least 7 ft. height and 4ft wide for Data Center Entrance and Fire rated single leaf door 7 ft. height and 3.5ft wide for Emergency exit. |

| | | |
|--|--|--|
| | | <p>1.8 Fire rated single leaf door made of 16gauge door with frame, door closer, panic lock, mortise lock set, size 7" x 4' ft. for Power room.</p> <p>1.9 Handheld CO'2 Type fire extinguishers 5kg Class - C.</p> <p>1.10 Imported (USA/European Make) Antistatic vinyl flooring, with complete installation for Data Center and Power rooms.</p> <p>1.11 Supply and fixing of 10mm anti-blast lamination tempered glass partition/window in DCF Room.</p> <p>1.12 Supply & installation of Emergency Light complete with battery pack and accessories.</p> <p>1.13 Supply and installation of ultrasonic anti-rodent mechanism (Repellent) for Data Center, NOC/SOC, and Power Room.</p> <p>1.14 Installation of in-row Cooling Indoor/Outdoor Units covered with Liquid and Hot gas hard copper piping in powder coated trays complete with nitrogen, refrigerant charging, water tank etc. including all accessories and fittings.</p> <p>1.15 Supply & Installation of earth pits for Data Center including digging, boring, grounding material, main hole, earth bar (Separate Earth Pits for ELV, LV, Lightning arrester system and equipment body as per the standards to achieve minimum required resistance).</p> |
|--|--|--|

Note:

- (i) The Applicants are required to submit their Pre-Qualification (PQ) proposal and propose their own solution based on the information presented in the preceding paragraphs, Lots detail, their experience, and international best practices.
- (ii) Applicants must submit proposal for both lots. The complete solution is Turn-Key Solution as per the PPRA rules.

5 INSTRUCTIONS TO APPLICANTS

5.1 Submission of Proposal

Applications for Pre-Qualification containing separate Pre-Qualification Proposals, one (01) original and one (01) copy should be submitted in separately sealed envelopes, to be delivered at National Assembly Secretariat Islamabad, Pakistan as per the schedule below:

| Lot No. | Description | Last Date & Time Proposal Submission | Proposal Opening Date & Time |
|---------|---|--------------------------------------|------------------------------|
| 1 | Establishment/Consolidation of Data Center on Turn-key Basis Including O&M & Security Enhancement | October 30,2024 12:00 PM | October 30, 2024 12:30 PM |

| | | | |
|----------|--|-----------------------------|------------------------------|
| 2 | Civil Work (construction of 90feet x 45feet single story building) | October 30,2024 12:00 PM | October 30, 2024 12:30 PM |
|----------|--|-----------------------------|------------------------------|

- (i) In case the last date of proposal submission falls in / within the official holidays / weekends of the Purchaser, the last date for submission of the proposals shall be the next working day.
- (ii) The proposals are to be prepared in English language. The Applicants must provide complete information along with supporting documents. Any lapses to provide essential information may result in disqualification of the Applicant.
- (iii) All documents submitted by the Applicants should preferably be delivered in one Packet/parcel for ease of handling and to avoid loss of documents. Any misleading statement(s) or information by any Applicant will result into disqualification at any stage.
- (iv) The Applicants can seek any clarification regarding the project, Pre-Qualification Documents or Evaluation Criteria from the following:

PRIMARY CONTACT

Ehtisham-ul-Haq
Deputy Director (IT)
National Assembly Secretariat, Islamabad
Email: ehtisham@na.gov.pk
Office Phone: (+ 92) (51) (9103191)

Muhammad Channar
Deputy Director (IT)
National Assembly Secretariat, Islamabad
Email: Muhammad.channar@na.gov.pk
Office Phone: (+ 92) (51) (9103237)

Amjad Iqbal
Assistant Director (IT)
National Assembly Secretariat, Islamabad
Email: amjad.iqbal@na.gov.pk
Office Phone: (+ 92) (51) (9022883)

SECONDARY CONTACT

Muhammad Adeel Tahir
Director (IT)
National Assembly Secretariat, Islamabad
Email: Muhammad.adeel@na.gov.pk
Office Phone: (+ 92) (51) (9103118)

- (v) Interested Applicants should note that during the period from the receipt of the proposal and till further notice from the Primary Contact, all queries should be communicated via the Primary Contact in writing or e-mail only. In the case of an urgent situation where the Primary Contact cannot be contacted, the interested Applicants may alternatively direct their enquiries through the Secondary Contact.
- (vi) Interested Applicants/ are also required to state in their proposals the name, title, fax number and e- mail address of their authorized representative through whom all communications shall be directed until the process has been completed or terminated.
- (vii) The Purchaser will not be responsible for any costs or expenses incurred by Applicants in connection with the preparation or delivery of proposals.

6 QUALIFICATION CRITERIA

6.1 General

- i. Pre-Qualification will be based on all the criteria given in succeeding sections regarding the Applicant's financial soundness, experience, personnel and technical solution as indicated by the Applicant's responses in the forms given in this document. The total bid score would be determined as follows:

75 Marks out of 100 should be considered for passing Marks and successful bidders shall be eligible to get RFP accordingly.

6.2 Lot-wise Evaluation Criteria

LOT No. 01

(Establishment/Consolidation of Data Center on Turn-key Basis Including O&M and Security Enhancement)

6.2.1 Mandatory Requirements

- 6.2.1.1 The Applicant must comply with the following mandatory requirements and provide the required documentation in the PRE-QUALIFICATION Proposal. Initially, the proposals will be evaluated on the following mandatory requirements to ascertain eligibility:

| Sr. No. | Mandatory Requirement | Required Documentation |
|---------|---|--|
| 1 | The Applicant must be registered under the laws of Pakistan for the last seven (07) years. In case of JV, the Lead Partner must be registered under the laws of Pakistan for the last Seven (07) years. | Certificate of Company/Firm Registration/Incorporation |
| 2 | Valid Income Tax Registration with all relevant authorities. | Proof of Registration |
| 3 | Valid General Sales Tax Registration with all relevant authorities. | Proof of Registration |

| | | |
|----|---|--|
| 4 | The Applicant is not blacklisted by any provincial or federal government department, agency, organization or autonomous body anywhere in Pakistan. | Affidavit on non-judicial Stamp Paper of Rs. 100/- or Official Letter-head |
| 5 | The Applicant or in case of JV, any of JV firm has experience of successful delivery of at least three Data Center Project with Network Connectivity and Control Room. | Affidavit on non-judicial Stamp Paper of Rs. 100/- or Official Letter-head, along with the relevant project documents i.e., Copy of the Contract |
| 6 | Experience: The Vendor should be in Operations in Pakistan from last five to ten calendar years in Data center domain. | Copy of Certificate(s) of incorporation or registration document showing legal status for operations in Pakistan. |
| 7 | Status: The Vendor Must be Certified Silver/ Gold Partner for the proposed Off-the-Shelf solution (with the certified competencies) and corresponding hardware in Pakistan The Vendor must be Authorized partner of Principal for imported items / authorized by the distributor for all local Items. | Certificate of Principal showing the partnership level of vendor. |
| 8 | Similar Experience in the sector: The Vendor Should have at least 03 Data Center references in Pakistan from last five to ten years. | Documentary evidence to proof that the Vendor Copy of relevant purchase order etc be provided. If the Experience is not in Pakistan, it needs to be notarized by the international notary public of the country where the Experience is located. Local experience will be preferred. |
| 9 | Similar Experience on propose Modular Datacenter Solution Implementation: The vendor should have at least two implementation experience of Modular Datacenter solution in Pakistan | Documentary evidence to proof that the Vendor Copy of relevant purchase order etc be provided. If the Experience is not in Pakistan, it needs to be notarized by the international notary public of the country where the Experience is located. Local experience will be preferred. |
| 10 | Principal Involvement in successful execution of project: Principal's direct involvement in design services and implementation services | Original Letter from Principal agreeing of participation List of teams deputed dedicatedly for design, implementation and commissioning services |
| 11 | Manufacturer/Principal must have supply presence in Pakistan since last 5 years. | Documented proof required |

| | | |
|----|---|--|
| 12 | Certified Datacenter professional resources are required for project implementation: EPI/TIA-942, CDCP, CDCS, CTDC, CDMS etc. | Verifiable docs required |
| 13 | Industry Compliances: Quoted Product compliance with Environment, Health and Safety Laws. | Copy of Relevant Certificates be provided. |
| 14 | Quality Compliance for OEM: ISO 9001:2008 or higher Certification or equivalent for manufacturing, management, and quality (whichever is applicable) | Copy of Relevant Certificates |
| 15 | Specification Compliance: Vendors should conform to the required specifications of equipment as stipulated in Form | Detailed specifications with Brand and model along with samples |
| 16 | Completeness of Proposal(s): Vendor has to provide all essential information requested in the PRE-QUALIFICATION for proper evaluation. Proposed equipment must have availability of parts. | Completely filled Proposal Submission Forms with Supporting documents. |
| 17 | Local Project References: At least 03 similar local project references with complete scope, such as UPS, cooling, DCIM for Modular datacenter project. Inventory of spare parts should be available at supplier's offices. | Documentary evidences are required. Certificate from the vendor clearly specifying the List, address and the items in warehouse. |
| 18 | Vendor Technical capability: At least 02 or more Modular Datacenter experts with proven certificates from OEM/Certifying body | Documentary evidences are required |
| 19 | Product Compatibility: Solution major components (UPS, Rack, Precision cooling, DCIM (server, software)) must be Branded and compatible with each other. | Letter from the principal vetting overall solution. |
| 20 | Integration Capability: DCIM should integrates with existing management platform | The relevant document required to demonstrate this capability and vendor guarantee letter to achieve this with National Assembly Secretariat existing system |
| 21 | Location of vendor Warehouses/ supplies depot in Pakistan (with adequate products and parts stock and proper procedure of stock maintenance and disbursement) | Lahore, Islamabad, Karachi etc |
| 22 | Principal should have fiber optic laying experience in Pakistan for past 5 Years | Documentary evidences are required |

6.2.1.2 Only eligible Applicants shall be considered for next stage (point-based evaluation) of Pre-Qualification process.

6.2.2 Evaluation Categories and Points

(i) Category-wise distribution of points shall be as under:

| Sr. No. | Category | Points |
|---------|--|------------|
| 1. | Experience (Feasibility / Methodology Proposed solution Design) | 60 |
| 2. | Personnel Capabilities | 20 |
| 3. | Financial Strength | 20 |
| | Total: | 100 |

(ii) **Note:** Technical qualification status shall be determined on the point scoring criteria. In order to qualify, the Applicant must obtain overall 70 points and at least 50% points in each category, as mentioned in the table above.

(iii) Detailed Pre-Qualification criteria are given below:

6.2.2.1 Experience

(i) Points will be allocated on the basis of the following criteria:

| Sr. No. | Description | Maximum Points | Remarks |
|---------|--|----------------|---|
| 1 | <p>Work Experience</p> <p>Work experience of Design, Implementation (supply, installation, testing, commissioning, and training), and Support for Establishment of Data Centers.</p> <p>Points will only be allocated to projects which include the following main components:</p> <ul style="list-style-type: none"> (i) Datacenter (ii) Fiber Network design and deployment (iii) Establishment of Network Operations Center (NOC) & SOC (iv) Operations & Maintenance <p>Seven (07) points for each project:</p> <ul style="list-style-type: none"> • Minimum worth of Rs. 50 million for each project • No points will be allocated for projects having the worth less than Rs. 50 million <p>No more than Two (02) projects should be submitted for each category.</p> | 28 | Points will be allocated on the basis of valid documentary evidence |
| 3 | ISO9001/ISO27001/ISO20000-1 Standard Certification | 02 | |

| | | | |
|-------------------|---|----|--|
| 4 | Presentation of Proposed Methodology on Implementation of Scope of Work (Feasibility / Methodology Proposed solution Design) | 30 | |
| Sub-total: | | 60 | |

6.2.2.2 Personnel Capabilities

- (i) The Applicant shall provide personnel with relevant experience to fill the key management and specialist positions mentioned below.
- (ii) The Applicant will provide Proof of Employment and CVs of key specialists for each relevant area/domain, as listed in table below, and points will be allocated on the basis of the following criteria:

| Sr. No. | Domain Specialist With minimum five (05) years of experience | Points | Remarks |
|-------------------|---|--|---|
| 1 | Project Management (Lead) | 02 | Proof of employment of the indicated personnel and their CVs to be attached (for Serial Numbers 1-8 only) |
| 2 | Infrastructure & Communications | 02 | |
| 3 | Data Centre Management | 02 | |
| 4 | Solution Integration | 02 | |
| 5 | Network Engineer. RE shall be present on-site during project execution. | 02 | |
| 6 | Command and Control System | 02 | |
| 7 | Training and Capacity Building | 02 | |
| 8 | Technical Support Staff for deployment of all related Equipment on site | 06 • 26-50=3 points • 51-75=4 points • 76-100=5 points • Above 100= 6 points | |
| Sub-total: | | 20 | |

6.2.2.3 Financial Strength

- (i) Points will be allocated on the basis of the following criteria:

| Sr. No. | Description | Maximum Points | Remarks |
|---------|--|----------------|---|
| 1 | Current Assets as per the Latest Audited Balance Sheet | 10 | No points if Audited Balance-Sheets is not provided. <ul style="list-style-type: none"> Assets ≥ Rs. 100 million but ≤ 200 million = 2 Assets > Rs. 200 million but ≤ 300 million = 4 Assets > Rs. 300 million but ≤ 400 million = 6 Assets > Rs. 400 million but ≤ 500 million = 8 Assets > Rs. 500 million = 10 |
| 2 | Average Annual Turnover of Last Three (03) years | 10 | No points if Audited Income Statements are not provided. |

| Sr. No. | Description | Maximum Points | Remarks |
|-------------------|-------------|----------------|--|
| | | | <ul style="list-style-type: none"> Average Annual Turnover \geq Rs. 500 million but \leq 1000 million = 8 Average Annual Turnover $>$ Rs. 1000 million = 10 No points for Average Annual Turnover less than Rs. 500 million |
| Sub-total: | | 20 | |

LOT No. 02 Civil & MEP Work regarding establishment/construction of Data/IT Center

(Civil Work, construction of 90feet x 45feet single story building, Annex C is attached for reference details)

6.2.3 Mandatory Basic Requirements

6.2.3.1 The Applicant must comply with the following mandatory requirements and provide the required documentation in the PRE-QUALIFICATION Proposal. Initially, the proposals will be evaluated on the following mandatory requirements to ascertain eligibility:

| Sr. No. | Mandatory Requirement | Required Documentation |
|---------|---|--|
| 1 | The Applicant must be registered under the laws of Pakistan for the five (05) years. | (Certificate of Company/Firm Registration/Incorporation) |
| 2 | Valid Income Tax Registration with all relevant authorities | Proof of Registration |
| 3 | Valid General Sales Tax Registration with all relevant authorities | Proof of Registration |
| 4 | Certified/vetted Civil work and Civil work design, and material proposed by the vendor must be certified by registered C-3 or better firm Category of PEC. | The certified design must be attached. |
| 5 | The Applicant must have the following: (i) Relevant business experience of at least Five (05) years i.e., a. Construction of Datacenter b. Construction of specialized buildings (ii) Capability of providing; a. Building Layouts b. Engineering Design including MEP c. Any other relevant documentation as per standard | Affidavit on non-judicial Stamp Paper of Rs. 100/- or Official Letter-head |
| 6 | The Applicant is not blacklisted by any provincial or federal government department, agency, organization or autonomous body anywhere in Pakistan. | Affidavit on non-judicial Stamp Paper of Rs. 100/- or Official Letter-head |

6.2.3.2 Only eligible Applicants shall be considered for next stage (point-based evaluation) of Pre-Qualification process.

6.2.3.3 Evaluation Categories and Points

(i) Category-wise distribution of points shall be as under:

| Sr. No. | Category | Points |
|---------------|--|------------|
| 1. | Experience (Feasibility / Methodology Proposed solution Design) | 70 |
| 2. | Personnel Capabilities | 15 |
| 3. | Financial Strength | 15 |
| Total: | | 100 |

(i) Note: Technical qualification status shall be determined on the point scoring criteria. In order to qualify, the Applicant must obtain overall 70 points and at least 50% points in each category, as mentioned in the table above.

(ii) Detailed Pre-Qualification criteria are given below:

6.2.3.4 Experience

(i) Points will be allocated on the basis of the following criteria:

| Sr. No. | Description | Maximum Points | Remarks |
|---------|---|----------------|---|
| 01 | <p><u>General Work Experience</u> Implementation of Three (03) civil work and connectivity of data centers related projects.</p> <p>Six (06) points for each project:</p> <ul style="list-style-type: none"> • Minimum worth of Rs. 10 million for each project • No points will be allocated for projects having the worth less than Rs. 10 million • No more than Three (03) projects should be submitted. | 18 | Points will be allocated on the basis of valid documentary evidence |
| 02 | <p><u>Similar Work Experience</u> Satisfactory Certificate from Four (04) Clients for provisioning of similar nature projects.</p> <p>Six (06) points for each project:</p> <ul style="list-style-type: none"> • No more than Four (04) projects should be submitted. | 24 | |
| 03 | ISO9001 / ISO27001 / ISO20000-1 Standard Certification | 03 | |
| 04 | Presentation of Proposed Methodology on Implementation of Scope of Work | 25 | |

| | | |
|-------------------|--|-----------|
| | (Feasibility / Methodology Proposed solution Design) | |
| Sub-total: | | 70 |

6.2.3.5 Personnel Capabilities

- (i) The Applicant shall provide personnel with relevant experience to fill the key management and specialist positions mentioned below.
- (ii) The Applicant will provide Proof of Employment and CVs of key specialists for each relevant area/domain, as listed in table below, and points will be allocated on the basis of the following criteria:

| Sr. No. | Domain Specialist | Points | Remarks |
|------------------|---|--------|--|
| 1 | Project Management With ten (10) years of experience | 02 | Proof of employment of the indicated personnel and their CVs to be attached (For Serial Number 1-6 Only) |
| 2 | PEC Registered Civil Engineers + Diploma holder site Supervisor (RE shall be present on-site during project execution.) | 2+1 | |
| 3 | PEC registered Electrical Engineer + Site Supervisor (MEP Experience) | 2+1 | |
| 4 | HVAC / Precise Cooling Specialist | 01 | |
| 5 | Draftsman / AutoCAD, Design Specialist | 01 | |
| 6 | Technical Support Staff Civil and Electrical | 05 | |
| Sub total | | 15 | |

6.2.3.6 Financial Strength

- (i) Points will be allocated on the basis of the following criteria:

| Sr. No. | Description | Maximum Points | Remarks |
|---------|--|----------------|---|
| 1 | Current Assets as per the Latest Audited Balance Sheet | 05 | No points if Audited Balance Sheet is not provided. <ul style="list-style-type: none"> Assets > Rs. 100 million but ≤ 200 million = 1 Assets > Rs. 200 million but ≤ 300 million = 2 Assets > Rs. 300 million but ≤ 400 million = 3 Assets > Rs. 400 million but ≤ 500 million = 4 |

| Sr. No. | Description | Maximum Points | Remarks |
|------------|--|----------------|---|
| | | | <ul style="list-style-type: none"> • Assets > Rs. 500 million = 5 |
| 2 | Average Annual Turnover of Last Three (03) years | 10 | <p>No points if Audited Income Statements are not provided.</p> <ul style="list-style-type: none"> • Average annual turnover \geq 500 million but \leq 1000 million = 8 • Average annual turnover > 1000 million = 10 • No points for turnover less than Rs.500 million |
| Sub-total: | | 15 | |



7 OTHER FACTORS

- (i) Only Applicants that have been prequalified under this procedure shall be invited to submit proposal at the RFP stage.
- (ii) An Applicant can apply for pre-qualification individually or through a joint venture (JV). For details refer to **Annexure B**.
- (iii) If an Applicant applies for pre-qualification through JV (Joint Venture), the composition of JV members shall remain same for the RFP stage. If the composition of JV members is changed after the pre-qualification stage by any Applicant, the proposal of that Applicant will be rejected.
- (iv) The solution should be Turn-Key solution with all lots to same vendor.
- (v) The Purchaser may reject all proposals at any time prior to the acceptance of a proposal. The Purchaser shall upon request, communicate to any Applicant, the grounds for its rejection of all proposals, but shall not be required to justify those grounds. The Purchaser shall incur no liability, solely, by virtue of its invoking as per PPRA rules towards the Applicants. However, Applicants shall be promptly informed about the rejection of the proposals, if any.
- (vi) The Applicant shall bear all costs / expenses associated with the preparation and submission of the Proposal(s) and the Client shall in no case be responsible / liable for those costs / expenses.

Annex-A

Letter of Application

[Letterhead paper of the Applicant including full postal address, telephone no., fax no., telex no. and e-mail address]

Date:

To:

.....

[Name and address of the Employer]

Sir,

1. Being duly authorized to represent and act on behalf of _____ (hereinafter "the Applicant"), and having reviewed and fully understood all the PRE-QUALIFICATION information provided, the undersigned hereby applies to be pre-qualified for the provision of "Establishment of Datacenter":
2. Attached to this letter are copies of original documents defining:
 - (a) The Applicant's legal status;
 - (b) The principal place of business;
 - (c) The place of incorporation (for Applicants who are corporations); or The place of registration and the nationality of the owners (for Applicants who are partnerships or individually owned Applicants);
3. The Client and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this proposal, and to seek clarification from our bankers and clients regarding any financial and technical aspects. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by the Employer or its authorized representative to verify statements and information provided in this proposal, or with regard to the resources, experience, and competence of the Applicant.
4. The Employer and its authorized representatives may contact the following persons for further information, if needed.

| | |
|---|-------------|
| General and Managerial Inquiries | |
| Contact 1 | Telephone 1 |
| Contact 2 | Telephone 2 |
| Personnel Inquiries | |
| Contact 1 | Telephone 1 |
| Contact 2 | Telephone 2 |

| | |
|----------------------------|-------------|
| Technical Inquiries | |
| Contact 1 | Telephone 1 |
| Contact 2 | Telephone 2 |
| Financial Inquiries | |
| Contact 1 | Telephone 1 |
| Contact 2 | Telephone 2 |

5. This proposal is made with the full understanding that:
 - (a) Proposals by pre-qualified Applicants will be subject to verification of all information submitted for pre-qualification.

6. The undersigned declare that the statements made and the information provided in the proposal are complete, true, and correct in every detail.

Stamp & Signature of the Applicant



Annex-B

Joint Venture/ Consortium

Following are minimum qualification requirements of JV:

1. In the case of a joint venture, consortium, or association, all members shall be jointly and severally liable for the execution of the Contract in accordance with the terms and conditions of the Contract. The joint venture, consortium, or association shall nominate a Lead Member, who shall have the authority to conduct all business for and on behalf of any and all the members of the joint venture, consortium, or association during the Bidding process, and in case of award of contract, during the execution of contract.
2. Any agreement that forms a joint venture, consortium or association shall be required to be submitted as part of the PRE-QUALIFICATION Proposal and shall be attested.
3. There must be at least one locally registered company (Partner) of good repute, with relevant experience and proven track record, in the joint venture.
4. One partner of the participating Joint Venture shall be designated the Lead Partner. If awarded the contract, the Lead Partner would enter into legal agreement with the Client on behalf of the Joint Venture and would receive instructions and incur liabilities.
5. The appointment of Lead Member in the joint venture, consortium, or association shall be confirmed by submission of a valid Power of Attorney to the Procuring Agency.
6. All partners shall be jointly and severally liable for the execution of the Contract in accordance with the agreed terms and conditions. In case of award of Contract, the Contract Agreement shall be signed by the Lead Partner. All the partners shall be jointly and severally liable for the execution of the project in accordance with government rules and regulations.
7. For qualification criteria, the Lead Partner or JV Partner credentials are valid for evaluation.

Annex-C

Generic LOT II requirements with some tentative details:

| Sr. No. | Area/Space Name | Qty. | Description |
|---------|---------------------------|------|--|
| 1. | Director's Room | 1 | For Data Center Infra Director |
| 2. | Deputy Director Room | 2 | For Data Center Infra Dy. Directors |
| 3. | Manager's Room | 1 | For Data Center Administrator |
| 4. | NOC/SOC Room | 1 | For NOC/SOC with WS of 06 Engg. |
| 5. | Data Center Facility Room | 1 | For entire data center equipment |
| 6. | Power Rooms | 2 | For Electrical panels and DBs |
| 7. | Meet Me Room (MMR) | 1 | For ISPs and others |
| 8. | Staging Room / Store | 1 | For Pre-installation work |
| 9. | Staff Rest/Wash Room | 2 | For Datacenter Staff (male and female) |

Table 1: Data Center Reference Layout.

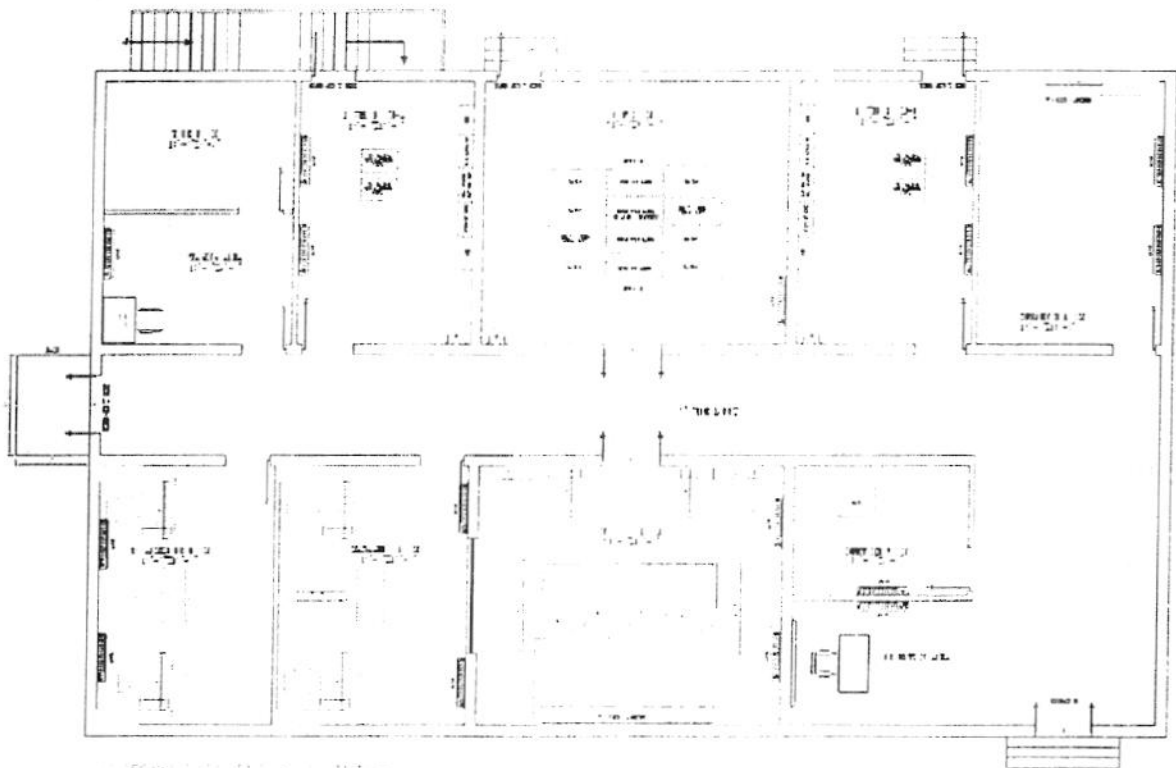


Figure 1: Sample Layout of proposed NAP Data Center
(Improvements in the above diagram are allowed)

Application Form A-1

General Information

All individual Applicants applying for pre-qualification individually or through JV are requested to complete the information in this form. Nationality information is also to be provided for foreign owners.

| | | |
|---|-------------------------------------|------------------------------------|
| 1 | Name of Applicant | |
| 2 | Head Office Address | |
| 3 | Telephone | Contact Person: Name: |
| | | Title: |
| 4 | Fax | Telex |
| 5 | Place of incorporation/Registration | Year of incorporation/registration |

✓

Application Form A-2

General Experience

| |
|-------------------|
| Name of Applicant |
|-------------------|

All individual Applicants are requested to complete the information in this form.

| Starting Month Year | Ending Month Year | Year | Contract Name, Name & Address of Employer Brief Description of Works Executed | Role of Applicant |
|------------------------|----------------------|------|--|-------------------|
| | | | | |
| | | | | |
| | | | | |

4

Application Form A-3

Similar Experience

| |
|-------------------|
| Name of Applicant |
|-------------------|

On a separate page, using the format of Application Form A-4, each Applicant is required to list all contracts of a similar nature and complexity to the contract for which the Applicant wishes to qualify, undertaken during the last ten (10) or five (05) years, as required in qualification criteria of respective Lots. The information is to be summarized, using Application Form A-4, for each contract completed or under execution by the Applicant.



Application Form A-4

Contracts of Similar Nature and Complexity

| |
|-------------------|
| Name of Applicant |
|-------------------|

Use a separate sheet for each contract/project.

| | |
|----|---|
| 1 | Name of Contract Country |
| 2 | Name of Employer |
| 3 | Employer Address |
| 4 | Nature of works and special features relevant to the contract for which the Applicant wishes to prequalify ----- ----- |
| 5 | Contract Role (Tick One) (a) Sole Contractor (b) Sub- Contractor |
| 6 | Value of the total contract (in specified currencies) at completion, or at date of award for current contract Currency.....Currency..... Currency..... |
| 7 | Value in Pak/Rs..... |
| 8 | Date of Award..... |
| 9 | Date of Completion..... |
| 10 | Contract Duration (Years and Months) as per signed contract Years Months |

A

Application Form A-5

Financial Strength

| |
|-------------------|
| Name of Applicant |
|-------------------|

Applicants should provide financial information to demonstrate that they meet the specified requirements. A copy of the audited reports/balance-sheets should be attached.

| | | |
|------|-----------------|------------------------|
| Bank | Name of bank | |
| | Address of bank | |
| | Telephone | Contact name and title |
| | Fax | Telex |

All individual Applicants are requested to provide information related to annual turnover.

| Annual Turnover Year | Turnover (in Pak Rupees) | Turnover in Millions. |
|----------------------|--------------------------|-----------------------|
| 1. | | |
| 2. | | |
| 3. | | |

Summarize actual assets and liabilities in Pak Rupees for the previous three (03) years, based upon known commitments, projected assets and liabilities in Pak Rupees.

| Financial information in Pak Rs. | Detail of Last three year | | |
|----------------------------------|---------------------------|---|---|
| | 1 | 2 | 3 |
| 1. Total assets | | | |
| 2. Current assets | | | |
| 3. Total liabilities | | | |
| 4. Current liabilities | | | |
| 5. Profits before taxes | | | |
| 6. Profits after taxes | | | |

Applicants owned by individuals, and partnerships, may submit their audit reports / balance sheets certified by a registered accountant.