



SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN

No. T# 22/15-16

Invitation to Bid

The Securities and Exchange Commission of Pakistan (SECP), setup in pursuance of the Securities and Exchange Commission of Pakistan Act, 1997 is an apex regulatory authority mandated to regulate and supervise the Pakistani securities markets, corporate sector, insurance industry and non-banking financial sector etc.

The Securities & Exchange Commission of Pakistan invites sealed bids from suppliers registered with Income Tax and Sales Tax Departments for following:

S. No.	Requirements	Reference
a)	Consolidated Storage Solution For Head Office and DR Site With Complete Support and Warranty	[T#22(i) /15-16]
b)	Supply of High End Scanners	[T#22(ii) /15-16]

Bidding documents containing detailed terms and conditions, method of procurement, procedure for submission of bids, bid security, bid validity, opening of bid, evaluation criteria, clarification/rejection of bids etc. against each of the above requirements are available for the interested bidders from the undersigned and can also be downloaded from www.secp.gov.pk/procurement.asp free of cost.

The bids prepared in accordance with the instructions in the bidding documents, must reach undersigned on or before May 30, 2016 at 1500 Hrs and will be opened on the same day at 1530Hrs.

M. Ubaidullah Khalid – Asst. Director (Admin)
4th Floor, NICL Building, 63 Jinnah Avenue, Islamabad
Tel: 9207091-4 Ext 444
Email: ubaidullah.khalid@secp.gov.pk

Terms and Conditions for Bids and Bidders

1. **Tender Identification Number:** **TENDER # 22 (i) / 15-16.**
2. The Securities and Exchange Commission of Pakistan (SECP), established in pursuance of the Securities and Exchange Commission of Pakistan Act, 1997 is an apex regulatory authority mandated to regulate and supervise the Pakistani securities markets, corporate sector, insurance industry and non-banking financial sector, etc.
3. The Securities and Exchange Commission of Pakistan invites sealed bids from the principal's authorized agents/dealers/distributors/partners/resellers based in Pakistan and registered with sales tax department, having national tax number (NTN) for **"CONSOLIDATED STORAGE SOLUTION FOR HEAD OFFICE AND DR SITE WITH COMPLETE SUPPORT AND WARRANTY"** through **SINGLE STAGE TWO ENVELOP METHOD.**
4. **The Procurement Agency is:**

Securities and Exchange Commission of Pakistan
4th Floor, NICL Building, 63 Jinnah Avenue, Blue Area,
Islamabad.
5. Relevant details plus terms and conditions of the invitation may be obtained from the undersigned personally or by visiting the SECP website:
www.secp.gov.pk/procurement.asp
6. **Pre Bid Meeting:** In order to obtain full understanding of the TORs, a meeting of the bidders is scheduled on **May 23, 2016 at 1100 Hrs** at SECP Head Office. Those who wish to attend/ participate should inform the undersigned, at least 24 hours in advance.
7. Clarification if any on the technical requirement may also be obtained by sending an email to ubaidullah.khalid@secp.gov.pk till **May 23, 2016** (before pre-bid meeting). **Clarification requests received after pre-bid meeting will not be entertained.**
8. The clarifications issued in respect of all queries (through email and during pre-bid meeting) will be uploaded on SECP Website by **May 24, 2016.**
9. Bid shall comprise a single package containing two separate envelopes. Each envelope shall contain separately the financial Bid and the technical Bid. The envelopes shall be clearly marked as **"FINANCIAL BID"** and **"TECHNICAL BID"** in bold and legible letters.
10. Initially, only the envelope marked **"TECHNICAL BID"** shall be opened publically. The envelope marked as **"FINANCIAL BID"** shall be retained.
11. After the evaluation and approval of the technical Bid, financial Bids of the technically accepted bids only will be opened at a time, date and venue to be announced and communicated to the Bidders in advance. Financial Bids of unsuccessful bidders (technically) will be returned.
12. The bid validity period shall be 150 days.

13. The amount of the bid and bid security shall be in **Pak Rupees**.
14. The bids should be accompanied by bid security (refundable) for an amount equal to 2% of the total quoted price (inclusive GST, if applicable) in the shape of either pay order or demand draft valid for not less than 6 months in favor of **Securities and Exchange Commission of Pakistan, 4th Floor, NICL Building, 63 Jinnah Avenue, Blue Area, Islamabad**.
15. The bid security shall be submitted in a separate sealed envelope along with technical bid. Technical bids not accompanied by bid security will not be entertained.
16. If the bid is withdrawn before the expiry of its validity or the supply/services are not made/provided within due date, the bid security will be forfeited in favor of the SECP, Islamabad.
17. It is of utmost importance that bids should be submitted very carefully and the instructions set forth above, scrupulously complied with, failing which, the offer will be rejected.
18. The language of the bid is English (preferably).
19. Amendments or alterations/cutting etc., in the bids must be attested in full by the person who has signed the bids.
20. The prices quoted shall correspond to 100% of the requirements specified. The prices quoted by the bidder shall not be adjustable. Changes or revisions in rates after the opening of the bids will not be entertained and may disqualify the original offer resulting in forfeiture of bid security in favor of SECP.
21. The rates must be quoted strictly in accordance with our documents and Annex(s). In the event of non-acceptance of offer no intimation will be given to the individual bidder.
22. Discounts (if any) offered by the bidder shall be part of the bid.
23. In case applicable taxes have neither been included in the quoted price nor mentioned whether quoted amount is inclusive or exclusive of such taxes, then quoted amount shall be considered inclusive of all applicable taxes and selected service provider will have to provide the required services/equipment, if selected and declared as best evaluated bidder. In case selected bidder is not willing to supply on quoted amount then the bid security submitted with the bid will be forfeited in favor of the Commission.
24. Bidder must have regular place of business, telephone numbers and email address and must provide proof of their existence in the particular business.
25. The equipment/software/renewals supplied must be duty paid in respect of all applied duties and taxes.
26. The quantities required may vary according to SECP requirement.
27. A copy of valid authorized agency/partnership/dealership/distributorship certificate

from their principals is to be submitted with the bid.

28. The bidders do not have the option of submitting their bids electronically. Telegraphic and conditional bids will not be accepted. Unsealed bids will not be entertained.
29. The bid security of successful bid will be retained and that of other bidders will be returned.
30. Bids received will be evaluated as per evaluation criteria mentioned in the TOR's.
31. The place of destination is: **Securities and Exchange Commission of Pakistan**, 4th Floor, NICL Building, 63 Jinnah Avenue, Blue Area, Islamabad.
32. Sealed bids may be dropped in the tender drop box placed at Ground Floor of the NICL Building, 63 Jinnah Avenue, Islamabad.
33. The envelopes shall bear the following additional identification marks:

Bid for: "Consolidated Storage Solution For Head Office And DR Site With Complete Support And Warranty"

Bidder Name: XYZ

Attention: Assistant Director, Admin, 4th Floor
NICL Building, 63 Jinnah Avenue
Blue Area, Islamabad

34. The deadline for the submission of bids is:

Date: May 30, 2016

Time: 1500Hrs

35. The bid opening shall take place at:

Securities and Exchange Commission of Pakistan
4th Floor, NICL Building, 63 Jinnah Avenue, Blue Area,
Islamabad

Date: May 30, 2016

Time: 1530Hrs

36. A statement "**Not to be opened before 1530 Hrs on May 30, 2016**" shall be clearly mentioned on the top of the sealed bid.
37. Only registered suppliers who are on Active Taxpayers List (ATL) of FBR are eligible to supply goods/services to the Commission.
38. If any supplier is not in ATL then his payment shall be stopped till he files his mandatory returns and appears on ATL of FBR.
39. The bids received after the due date and time will not be entertained.
40. The right to accept, reject and cancel any offer without assigning any reason is hereby reserved. The SECP's decision will be final and binding in all matters relating to this invitation.
41. The SECP is not bound to accept the lowest bid and reserves the right to accept full or

partial supplies offered and bidders should supply the same at the rates finalized between the agency and the bidder.

42. SECP reserves the right to cancel this invitation and reject all bids at any stage of the bidding process.

43. The SECP reserves the right to amend/change/revise the TORs of invitation if deemed necessary. The successful bidder shall have to provide the services accordingly.

Note:

- **The attachment details are as under**

1. Terms of Reference

Annex “A”

2. Evaluation Criteria

Annex “B”

- **If the above terms and conditions are acceptable then bids must be submitted well in time and according to the requirements.**

TERMS OF REFERENCE - CONSOLIDATED STORAGE SOLUTION FOR HEAD OFFICE AND DR SITE WITH COMPLETE SUPPORT AND WARRANTY

PURPOSE:

This is a Request for Proposal (RFP) to solicit sealed proposals to select, procure, install, configure, migrate and manage a **consolidated storage system for head office (HO) and Disaster Recovery Center (DRC)**. The Commission may enter into a contract to have the selected bidder perform the entire project on turnkey basis. TOR's provide details on what is required to submit a Proposal for the work, how the Commission will evaluate the Proposal and what will be required by the Contractor in performing the work.

BACKGROUND:

The Securities and Exchange Commission of Pakistan (SECP) is a government agency whose purpose is to develop a modern and efficient corporate sector and a capital market based on sound regulatory principles, in order to foster economic growth and prosperity in Pakistan. SECP consists of a Main Head Office, located in NICL Building, Blue Area, Islamabad with its eight branch offices across the country which include Peshawar, Islamabad, Lahore, Faisalabad, Multan, Sukkur, Karachi and Quetta.

Information Systems and Technology Department (IS&TD) at SECP provides information technology leadership, to build the Commission's information technology infrastructure and effectively participate in making it a modern and efficient regulator. The Department strives to expand technology support to create the information technology environment that the Commission needs in order to achieve its mission and vision. To be successful in this role, IS&TD has been developing broad based partnerships throughout the organization and beyond, even reaching out to the outside stakeholders. In short, IS&TD's mission is to be the technology partner for all the members of the SECP community.

PROJECT OBJECTIVES:

The main objective is to acquire a replacement of existing SECP's storage systems (SAN and Centera – Document Archiver). Following requirements depict the expectations from the bidder:

- Acquire a replacement for document archiving system and storage system (EMC Centera and VNX5300) for Head Office and Disaster Recovery Centre (DRC), situated at Islamabad and Lahore respectively.
- Migrate data from existing **archiving solution** deployed at Head office Islamabad and DRC Lahore to the new/ offered solution.
- Migrate data from existing **SAN solution** deployed at Head office Islamabad and DRC Lahore to the new/ offered solution.
- Assure data integrity after migration.

EXISTING SYSTEM:

Existing archiving system deployed at SECP Head office and DRC Islamabad is an EMC based solution and consists of a pair of EMC Centera Gen4LP, hardware and software. Centera is a networked storage system to store and provide fast, easy access to fixed content (information in its final form). Data is archived / retrieved via **EMC CTA** that creates stub file at NAS shares in place of the actual data/file.

EMC Centera features WORM (write once, read many) attributes of non-rewrite ability and non-erase ability. With C-clip technology, any object presented to the system is stored in such a ways that it is unchangeable, authenticated and transparent to the end-user application. Centera is built upon Redundant Array of Independent Nodes (RAIN) architecture. There are 08 such nodes at each location (Primary and DR site) with 4 X 750GB SATA disk drives installed in each node.

Following are the technical specification of the existing Centera solution.

Primary Site Current Solution Technical Specifications	
Product	EMC Centera Gen4LP
Serial Number	CK200081100085
Node Model	100-580-539 A11
Edition	Governance Edition
Product Detail	8 Nodes with 2.7TB Native Capacity per Node ~ 23TB RAW capacity ~9.7 TB usable capacity ~7TB Current Used Capacity 32 NLSAS disks installed (each with 750GB capacity) Nodes are configured as RAIN Configurable Retention Policies single-instance storage
Software Detail	CentraStar 4.2.1-4184-0-1
Data Nature	IBM Content Manager (CM) Contents (XFDL attachments), Document Files, PDF Files, etc.
Other	<ul style="list-style-type: none"> ▪ Native Replication solution between Primary and DR Centera ▪ Single Instance Support /Deduplication Supported
Archiver	EMC CTA Physical Appliance (7.5b220)
DR Site Current Solution Technical Specifications	
Product	EMC Centera Gen4LP
Serial Number	CK200081100087
Node Model	100-580-539 A11
Edition	Governance Edition
Product Detail	8 Nodes with 2.7TB Native Capacity per Node ~ 23TB RAW capacity ~9.7 TB usable capacity ~7TB Current Used Capacity 32 NLSAS disks installed (each with 750GB capacity) Nodes are configured as RAIN Configurable Retention Policies single-instance storage
Software Detail	CentraStar 4.2.1-4184-0-1
Data Nature	IBM Content Manager (CM) Contents (XFDL attachments), Document Files, PDF Files, etc.
Other	Native Replication solution between Primary and DR Centera Single Instance Support /Deduplication Supported
Archiver	EMC CTA Physical Appliance (7.5b220)

Table 1: Existing Centera Details

Other than Centera, EMC VNX 5300 is also installed at head office/ primary and DR site. Following are the details of the existing EMC solutions at HO and DRC.

Primary Site Current Solution VNX 5300 Details	
Product	EMC VNX 5300
Serial Number	APM00123303329
Storage Model	VNX 5300 (Unified)
Software Version	05.32.000.5.216
Data Nature	Virtual Machines (VMs), Oracle ASM
Replication	Currently through EMC Recover Point (RP)
DR Site Current Solution VNX 5300 Details	
Product	EMC VNX 5300
Serial Number	APM00123303349
Storage Model	VNX 5300 (Unified)
Software Version	05.32.000.5.216
Data Nature	Virtual Machines (VMs), Oracle ASM

Table 2: Existing VNX 5300 Details

REQUIRED SYSTEM:

Storage Replacement Technical/ Mandatory Requirements:

Interested parties are required to submit comprehensive, end-to-end **separate** technical and financial proposals for replacement of current EMC Centera and EMC VNX storage solutions for both primary and DRC sites of SECP with minimum following requirements. The interested parties **MUST** provide a **compliance sheet** in a tabular form against each of the following mandatory requirements:

1. **Migration of existing data, as mentioned in the Table 1 against Data Nature, from EMC Centera storage solution to the new/ proposed storage solution through automated tools within 75 days after the award of Contract. The integrity and correctness of data after migration will be responsibility of the vendor with verification certificate from the Principal/ third party within two weeks after the completion of the migration.**
2. **Verification/ certification through IBM Content Manager (CM v8.x) of Centera data migrated to the new storage solution will also be responsibility of the vendor.**
3. **Migration of existing data, as mentioned in the Table 2 against Data Nature, from EMC VNX 5300 unified storage solution to the new/ proposed storage solution through automated tools within 75 days after the award of contract. The integrity and correctness of data after migration will be responsibility of the vendor with verification certificate from the Principal/ third party within two weeks after the completion of the migration.**

4. A tiered unified storage solution is required with adequate disk capacity at each storage tier as given in the disk requirement tables below. The proposed solution should include typical storage tiers based on SSD, SAS and NL-SAS disks.
5. Redundant storage controllers / redundant storage processors (SPs).
6. Minimum 2x 16Gbps ports on each storage controller (total 4x 16Gbps ports for 2x storage controllers).
7. Minimum 4x CPU cores per storage processor.
8. Minimum 32GB cache per Controller.
9. Minimum 12Gbps backplane and disk interface.
10. Compression before replication to minimize bandwidth requirements.
11. 2x 16Gbps FC Switches with 12 active/licensed ports in each switch.
12. Integration with latest VMware Site Recovery Manager (SRM) for enabling DR operations as required by SECP.
13. Provisioning of detailed storage life cycle (GA date, EOS date, EOL date, EOSL date etc.) and life cycle/road map of storage from the Principal/ manufacturer.
14. Replication technology offered must meet 30 Minutes Recovery Point Objective (RPO) using 50mbps existing link.
15. New DR replication mechanism with proposed storage solution supporting compression OR integration and SLA for existing replication mechanism (EMC Recover Point – RP) for minimum three (03) years.
16. Comprehensive professional training for at least two (02) SECP resources on the proposed storage solution.
17. SAS disks must be 10K RPM or higher and not larger than 1.2TB.
18. NL-SAS disk must be 7.2K RPM or higher and not larger than 2TB.
19. Installation and configuration at HO Islamabad and DRC Lahore.

The interested parties are required to propose three solutions based on storage sizing/ requirement of SECP. The proposed solutions must cover the growth @ 30%, 50%, and 70% from the existing data/ storage currently in use. The storage volume calculation details are presented below:

Calculation of the Basis of 30% Growth

Primary Site			
Disk Type	No. of disks	RAID Configuration	Apx Usable Capacity TB
SSD	400GB x 16	(4+1) x 3 + 1HS	4.2
SAS	1.2TB x 47	(4+1) x 9 + 2HS	33
NL-SAS	2TB x 34	(6+2) x 4 + 2HS	43
DR Site			
Disk Type	No. of disks	RAID Configuration	Apx Usable Capacity TB
SSD	400GB x 6	(4+1) x 1 + 1HS	1.4
SAS	1.2TB x 47	(4+1) x 9 + 2HS	33
NL-SAS	2TB x 34	(6+2) x 4 + 2HS	43

Calculation of the Basis of 50% Growth			
Primary Site			
Disk Type	No. of disks	RAID Configuration	Apx Usable Capacity TB
SSD	400GB x 16	(4+1) x 3 + 1HS	4.2
SAS	1.2TB x 47	(4+1) x 9 + 2HS	33
NL-SAS	2TB x 34	(6+2) x 4 + 2HS	43
DR Site			
Disk Type	No. of disks	RAID Configuration	Apx Usable Capacity TB
SSD	400GB x 6	(4+1) x 1 + 1HS	1.4
SAS	1.2TB x 47	(4+1) x 9 + 2HS	33
NL-SAS	2TB x 34	(6+2) x 4 + 2HS	43

Calculation of the Basis of 70% Growth			
Primary Site			
Disk Type	No. of disks	RAID Configuration	Apx Usable Capacity TB
SSD	400GB x 16	(4+1) x 3 + 1HS	4.2
SAS	1.2TB x 52	(4+1) x 10 + 2HS	40
NL-SAS	2TB x 42	(6+2) x 5 + 2HS	54
DR Site			
Disk Type	No. of disks	RAID Configuration	Apx Usable Capacity TB
SSD	400GB x 6	(4+1) x 1 + 1HS	1.4
SAS	1.2TB x 52	(4+1) x 10 + 2HS	40
NL-SAS	2TB x 42	(6+2) x 5 + 2HS	54

EVALUATION CRITERIA:

Based on the MUST requirements, the evaluation would be undertaken on the basis of financial bids.

NON-TECHNICAL REQUIREMENTS: The proposals **MUST** also cover the following:

1. **DR test run with new storage solution for failover and failback configuration of storage and data between SECP Head Office and DR site after migration of data to the new/ proposed storage solution.**
2. **Market leader or at least challenger position for the proposed storage brand/ solution in the recent leading industry research reports like Gartner/ Forrester etc.**
3. **Partnership with the storage manufacturer/ Principal in Pakistan. Valid partnership letter MUST be enclosed with the bid.**
4. **The vendor should have experience of at least three (03) years of storage solution deployments in Pakistan.**
5. **Experience in similar storage solution deployments with client references (at least two references required).**
6. **Warranty support/ maintenance of the complete solution (hardware and software) for three (03) years at both primary and DR site.**

SCOPE OF WORK: Following services are required from successful bidder:

IMPLEMENTATION (as mentioned above in “Strict Requirements”):

1. Deliver and Install the storage equipment with all accessories at respective locations i.e., SECP Head Office (Islamabad) and Disaster Recovery – DR site (Lahore).
2. Plan, Design and Implement, migrate data (provide migration reports), verify data and certify the deployment of offered storage solutions at both sites.
3. Configure and verify replication between SECP HO and DR site in Lahore.
4. Successful failover and failback DR test run of the proposed solution from HO to DR site and vice versa.

BID SUBMISSION:

1. Pre-bid meeting will be held with all interested parties to clarify technical and non-technical requirements given in the bidding documents. The discussion and answers to queries of pre-bid meetings will be posted on SECP website.
2. Bids **MUST** comply with all technical and non-technical requirements given in this bidding document.
3. Post-bid technical meetings for endorsement/ clarifications of the technical proposals details may be requested by SECP.

4. Bids should not be excessively long or submitted in an elaborate format that includes expensive binders or graphics.
5. Each page of the bid should state the name of the bidder, the tender name, and the page number.
6. To facilitate comparison of bids, bidders must submit bids in a format that corresponds to the following:
 1. Bid Cover Sheet, signed by an officer of the company
 2. Bids must include a table of contents listing all sections:
 - a. Section 1: Introduction and general information about the bidder (including years in business)
 - b. Section 2: Staffing and technical manpower with experience and qualification/ certifications (storage solution specific)
 - c. Section 3: Support Matrix, escalation matrix
 - d. Section 4: Existing clients along contact numbers
 - e. Section 5: List company's financials
 - f. Section 6: Compliance sheet for technical/ non-technical requirements
 - g. Section 7: Timelines of delivery and implementation of the project

GENERAL QUESTIONS:

All relevant questions must have a response, each response must begin with the original question, and the questions must be in the original order. Each question needs a response of one (1) page or less. A page is considered to be a single side of a page with 1" margins (top, bottom, right, and left), single spaced, and a font size no smaller than 12 points. All relevant information must be included within the response. The use of references or links to additional information to circumvent the page limit may be ignored.

1. Offsite DR: Describe your solution's ability to replicate data to an offsite location used for disaster recovery (DR).

2. Onsite Installation: Supplier will be responsible for onsite installation and migration of existing data and services. Cost of installation and migration must be included in the solution's total cost.

OTHER TERMS & CONDITIONS:

1. Comprehensive warranty & Onsite Support for three (03) years shall be given for all CPE (Client Premises Equipment).
2. Service provider must have a call center with 24x7x365 availability and a UAN for complaint logging and escalation.
3. Equipment delivery time must be within 6-8 weeks from the date of purchase order from SECP.
4. Exact timelines of all activities must be clearly mentioned in the proposal.

Evaluation Criteria

Sn.	Description	Value
1	Solution for migration of Data from EMC Centera and verification	Must
2	Solution for migration of EMC VNX 5300 Data and verification	Must
3	Tiered Unified Storage based on SSD,SAS and NL-SAS	Must
4	Redundant Storage Controllers/Redundant Storage Processors (SP)s	Must
5	Minimum 2 x 16Gbps Active interfaces per Controller	Must
6	Minimum 4 x CPU Cores per storage processor/Controller	Must
7	Minimum 32GB cache per controller	Must
8	Minimum 12Gbps backplane and Disk interface	Must
9	2x 16Gbps FC Switches with 12 active/ licensed ports in each switch	Must
10	Integration with latest version of VMWare SRM	Must
11	Proposed storage GA, EOS, EOL, EOSL dates to be provided	Must
12	EOL of all components, at least 05 years from the date of Commissioning	Must
13	Professional Training for 02 SECP resources	Must
14	SAS RPM 10K or higher	Must
15	NL-SAS RPM 7.2K or higher	Must
16	SAS max capacity 1.2TB	Must
17	NL-SAS max capacity 2.0TB	Must
18	03 years comprehensive onsite warranty and support	Must
19	Installation and Configuration at HO, Islamabad and DRC Lahore	Must
20	Solution for DR Testing after Migration	Must
21	Replication Solution OR Recover Point SLA for 3 years included in the Cost	Must
22	Compression before replication to minimize the bandwidth requirements	Must
23	Replication can meet Maximum 30 Minutes RPO using existing 50mbps link	Must
24	Leader / challenger in recent leading industry research reports on storage	Must
25	Partnership Certificate	Must
26	The vendor should have experience of at least three (03) years of storage solution deployments in Pakistan.	Must
27	Experience in similar storage solution deployments with client references (at least two references required).	Must
28	Warranty support/ maintenance of the complete solution (hardware and software) for three (03) years at both primary and DR site.	Must

Note:

The bids **not** in compliance with **MUST** criteria will not be evaluated.