



**TENDER FOR PROCUREMENT, INSTALLATION
AND TRAINING OF SAN EMC VNX 5100 AGAINST
TRADE IN OPTION FOR EXISTING EMC AX4 AT
NIT HEAD OFFICE, KARACHI**

NATIONAL INVESTMENT TRUST LIMITED

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1. INTRODUCTION

- 1.1** National Investment Trust (NIT) is largest open end Mutual Fund in Pakistan. NIT has its Head Office located in Karachi, with its operation spread all over Pakistan through the presence of 22 NIT branches and over 100 distributor's branches.
- 1.2** Sealed Tenders are invited from reputed and well established firms/companies registered with Sales Tax and Income Tax Departments for purchase of EMC VNX 5100 against trade in option of existing EMC CLARIION AX4-5 Fiber Channel SAN as per specification given in Annexures

2. SCOPE OF WORK

Following requirements define the scope of work for this Tender:

- 2.1** It is a turnkey project and it is required that the bidder should survey/ visit the NIT Head Office before submission of the bid. The submitted bid will cover all specified services, devices or items, mentioned that are required for completion of this project as per specification and accepted standard / best practices required for such projects.
- 2.2** The Selected bidder will be responsible for the supply, installation, commission and testing of all new equipment provided under this Tender, for installation at NIT Head Office Karachi. It will include installation & configuration of new SAN with existing infrastructure (Dual Brocade switches SW200E, 4GB Dual HBA cards installed on existing Servers, etc) at NIT Head Office as per specification and conditions mentioned below.
- 2.3** Selected bidder must ensure that the supplied equipment is fully operational, new and performs properly and meet Tender Technical Specification.
- 2.4** Provide Technical training of the product.

INFORMATION FOR BIDDERS

Name of Procuring Agency:	National Investment Trust Limited National Bank Building, 6 th Floor, I.I. Chundrigar Road, Karachi. 74000, Pakistan.
Earnest money	Bank draft equal to 2% of the total bid value to be enclosed at the time of bid submission.
Last date for Bid Submission	November, 11, 2011 at 10.30 A.M
Bid Opening Date and Time	November, 11, 2011 at 11.00 A.M
Bid Opening Place	National Investment Trust Limited National Bank Building, 6 th Floor, I.I. Chundrigar Road, Karachi. 74000, Pakistan.
Contact Person	Mr. S. T. A. Quadri, AVP - Admin
Phone:	021-32412056-9 (Ext : 235)

Direct Phone

021-32425101

E-mail

avpadmin@nit.com.pk

Fax:

021-32422719

3. TERMS AND CONDITIONS:

- 4.1.** The bidder should be registered with Sales Tax and Income Tax Department.
- 4.2.** Bidders may visit NIT Head Office during working hours for inspection of existing SAN installation.
- 4.3.** The bidder must be holding elite level partnership for Pakistan from the principal / manufacturer of the equipment.
- 4.4.** Bid should be submitted in Pak Rupees only.
- 4.5.** Bidder firm has not been blacklisted by any Government/Semi Government organization.
- 4.6.** NIT reserves the right to accept/reject wholly or partially any tender at any stage of the tender process. Reasons may be provided upon written request.
- 4.7.** Validity period of the bids shall be for at least 30 days.
- 4.8.** The decisions of NIT will be binding on all concerned and will in no case be challengeable at any forum or any court of law.
- 4.9.** Bids are liable to be rejected if; they are not conforming the terms, conditions and specifications stipulated in this Tender.
- 4.10.** During the examination, evaluation and comparison of the bids, the NIT at its sole discretion may ask the bidder for clarifications of its bid. However, no change in the price or substance of the bid shall be sought, offered or permitted after bid submission.
- 4.11.** The amount submitted as Earnest Money shall be refunded to the unsuccessful bidders after the decision for the award of said tender.
- 4.12.** For this tender all updates/changes shall be communicated through email by NIT.
- 4.13.** Delivery and Installation offer for Both Servers and SAN Hardware installation is required to be executed within six (06) to eight (08) weeks.
- 4.14.** The old SAN that has been traded in will be returned after February 2012, on successful completion of this project.
- 4.15.** The bidder must certify that the SAN Hardware offered is the new and latest available against the given specification.
- 4.16.** The delivery will be made at NIT Head Office, Karachi.

4.17. The bidder must have office in Karachi for ensuring maintenance support.

4.18. Bids submitted via email or fax will not be entertained.

5. PROCEDURE FOR BID SUBMISSION

5.1. For this tender ‘Single stage- Two envelope procedure’ for open competitive bidding shall be adopted.

5.2. Bid envelope submitted will comprise of a single envelope containing two separate closed / sealed envelopes containing Technical and Financial proposal.

5.3. Technical proposal envelope should be marked as ‘Technical proposal for procurement, installation and training of storage area network’ and should include following documents:

5.3.1. Company profile.

5.3.2. List of customers (corporate sector) along with their contact details

5.3.3. Technical specification (Annexure I) document completely filled, signed and stamped for identifying offered hardware.

5.3.4. Elite partner Authorization letter from Manufacturer.

5.3.5. Income Tax/GST certificate of the bidder.

5.3.6. Any other document required as per this tender document.

5.4. Financial proposal should be marked ‘Financial proposal for proposal for procurement, installation and training of storage area network’ and contain bid price filled as per BOQ (Annexure III) for SAN Procurement / installation. The bid value submitted should identify the Cost of new SAN (Annexure I) trade in price for Existing SAN equipment (Annexure II) and the net price payable by NIT, being difference of Cost of new SAN minus the Price of trade in for old SAN.

5.5. The financial proposal envelope should have enclosed bank draft for the earnest money @ 2% of total bid value..

5.5 In first stage only the ‘Technical proposals’ will be opened in the presence of bidder’s representatives that choose to attend.

5.6 Technical proposals of the bidders will be evaluated, generally for compliance of ALL the requirements given in the tender document and specifically for Qualification Criteria given in Annexure IV.

5.7 Vendors who will not submit all required documents / information as per Qualification Criteria and do not meet the qualification requirement will be declared as Non-Qualified Vendors.

5.8 As a part of technical evaluation, bidders may be asked to arrange visit to their completed projects.

5.9 On the basis of Qualification Criteria, the financial proposal of only technically qualified bidder will be opened in the presence of their representatives that choose to attend.

5.10 Financial proposals of bids found technically non-responsive will be returned un-opened.

6. EVALUATION CRITERIA

The lowest Net price (New SAN-Trade in SAN) offered in financial bid (Annexure III) will be accepted.

7. PAYMENT TERMS

7.1 No payment shall be made in advance to the contractor as mobilization advance.

7.2 Fifty percent (50%) cost of equipment shall be paid after successful delivery of equipment at site. However partial delivery of equipment may be accepted.

7.3 Remaining fifty percent (50%) cost of equipment shall be payable to the vendor upon user acceptance of the delivered equipment by IT department, NIT.

7.4 All payments shall be made after deduction of taxes.

7.5 All payments shall be made through cross cheque in the Pak Rupees.

7.6 Taxes will be deducted at source as per government rules at the time of payment.

7.7 Bidder should mention any other charges/optional charges in financial bid deemed necessary to complete and compare final bid amount. (all inclusive including taxes)

ANNEXURE 1: TECHNICAL SPECIFICATION FOR SAN

Product Features	Description	Compliance (Y/N)	Comments	Model	Reference Brochure
1.1 Storage Area Network	1.1.1 FC SAN				
1.2 Operability with Existing AX4`	1.2.1 Must support Migration and Replication with existing EMC AX4				
	1.2.2 Should include 3 months Trial licenses for Replication for existing AX4 as well as Proposed Storage till cut-over date				
	1.2.3 Should include 3 months maintenance for existing AX4 till cut-over date				
1.3 Trade in option (SAN equipment to be returned by NIT)	1.3.1 Against existing EMC AX4 Clariion (Detail as per Annexure II)				
1.4 Form Factor	1.4.1 Rack Mount				
1.5 Disk Enclosures	1.5.1 15 x 3.5” drives or higher per enclosure				
1.6 Disk Enclosure support	1.6.1 3 or more				
1.7 Drives Support	1.7.1 Minimum 75 Drives				
1.8 Controller Interface	1.8.1 6 GB SAS buses for Disk Enclosure Connection				
	1.8.2 Intermixing of SAS, NL-SAS/SATA and SSD drives				
1.9 Hard Disks	1.9.1 (09) x 600 GB SAS 15K RPM speed (3.5”) [4 drives with RAID 5, 4 drives with RAID 1/0, 1 drive as hot spare]				
	1.9.2 (06) x 2TB NL-SAS/SATA II 7200 RPM speed (3.5”) with RAID 6 configuration				
	1.9.3 (01) x 2TB NL-SAS/SATA II 7200 RPM speed (3.5”) for on-site spare				
1.10 Host Interface	1.10.1 FC 8 Gbps				
	1.10.2 Minimum 8 ports per Array				
1.11 RAID Support	1.11.1 0, 1,3,5,6,10				
1.12 Minimum RAW Capacity	1.12.1 150 TB				
1.13 Minimum SAN Hosts	1.13.1 512				
1.14 Minimum No of Pools	1.14.1 10				

1.15 Minimum No of LUNS	1.15.1 512			
1.16 Minimum LUN Size	1.16.1 14 TB (Virtual Pool LUN)			
1.17 Storage Controller	1.17.1 Dual Redundant controller for (1+1) redundancy			
1.18 Memory per controller	1.18.1 Minimum 4 GB			
1.19 Redundant components	1.19.1 Power supplies (1+1) redundancy			
	1.19.2 Fan			
	1.19.3 Controllers (1 + 1)			
1.20 Availability	1.20.1 Five 9s availability required			
1.21 Hot-pluggable/replaceable components	1.21.1 Power Supplies			
	1.21.2 Fan			
	1.21.3 Controller			
	1.21.4 Hard Disk			
1.22 Software Suite	1.22.1 Complete Storage Management Software			
	1.22.2 Multi-pathing/load balancing software for Windows hosts: 5x 1CPU Windows servers			
	1.22.3 Support VMware vSphere 4 & 5 environment integration and VASA			
	1.22.4 Compatibility with existing VMware 4.1 Native Multipathing support			
	1.22.5 Active Active mode support			
1.23 Storage Features	1.23.1 Ability to migrate data across different disk groups online			
	1.23.2 Thin Provisioning should be included			
	1.23.3 Ability to extend system memory/cache to minimum 100GB using SSD drives			
	1.23.4 Software for Application-based prioritization of storage resources to allow dynamic adjustment of system DRAM and internal I/O			
	1.23.5 Software for reporting of real-time and historical performance data with charts and customized reports			

1.24 Technical Support	1.24.1 Complete design, installation, configuration, integration with existing 07 Servers, Applications and VMware ESX 4.1 infrastructure as per NIT Business Applications / Processes				
	1.24.2 Data migration from Existing EMC AX-4 FC SAN				
	1.24.3 On-site minimum 20 hours training of Proposed SAN in line with Vendor's training course outline				
	1.24.4 Integration with existing SAN hardware as given in Point 1.24				
1.25 Integrate with Existing SAN equipment	1.25.1 Brocade 16 port SW200E dual switches configure with failover configuration				
	1.25.2 4GB Dual HBA cards Qlogic Model No. QLE2460 installed in existing (07) seven servers				
1.26 Warranty & Support	1.26.1 3 years hardware warranty and software support with parts and labor on storage system				
	1.26.2 3 year maintenance extension for Existing two (02) Brocade 16-port SW200E Switches with cables				

Annexure II: EXISTING EMC AX4 SAN CONFIGURATION (Trade in Option)

Product Features	Description
1.1 Make	1.1.1 EMC
2.2 Model	2.2.1 CLARIION AX4-5 NETWORK STORAGE SYSTEM
2.3 Form Factor	2.3.1 Rack Mount
	2.3.2 2U
2.4 Drives	2.4.1 12 drives
2.5 Enclosure supported	2.5.1 3 or more
2.6 Drive and Enclosure Interface	2.6.1 3 GB SAS (Serial Attached SCSI)
2.7 Hard Disk	2.7.1 (12)x146 GB
	2.7.2 15K rpm speed
	2.7.3 3 Gbps SAS
	2.7.4 Dual port SAS Hard Disk Drive
2.8 Host Interface	2.8.1 Fiber Channel 4 Gbps
	2.8.2 2 host per controller
2.9 RAID Support	2.9.1 0, 1,3,5,10
	2.9.2 Data encryption
2.10 Storage Controller	2.10.1 Dual Redundant controller for (1+1) redundancy
2.11 Cache per controller	2.11.1 1 GB
2.12 Redundant components	2.12.1 Power supplies (1+1) redundancy
	2.12.2 Fan
	2.12.3 Controller (1 + 1)
2.13 Hot plug replacement support	2.13.1 Power Supplies
	2.13.2 Fan
	2.13.3 Controller
	2.13.4 Hard Disk

Note: - The trade in equipment will be returned after February, 2012 on successful completion of this project.

ANNEXURE III: BILL OF QUANTITY

Equipment Type	Price
Cost of new Storage Area Network (SAN) Equipment (As per specification given in Annexure I)	
Trade in Price for existing Storage Area Network (SAN) Equipment (As per specification given in Annexure II)	
Net Price (Cost of new SAN – Trade in Price of old SAN)	

ANNEXURE IV: QUALIFICATION CRITERIA

Vendors who will meet the following conditions and submit the documents / statements / information as mentioned, will be declared Qualified Vendors while others will be classified as Non-Qualified Vendors.

- 8.1 Income Tax Certificate / GST Certificate (Copy to be provided).
- 8.2 Holding Elite level partnership like Gold / Premier/ Tier1 etc. for Pakistan from the principal/ manufacturer of the equipment (Copy to be provided).
- 8.3 Successful implementation of at least three (03) similar projects in financial sector completed within last two years Testimonial from the customer or can be confirmed by NIT through the contact detail provided.
- 8.4 List of technical support staff with length of service with vendor
- 8.5 The supply / Installation orders completed during last 2 years and in hand should have a combined worth of at least Rs 20 Million. (List to be provided).
- 8.6 Should have strong customer support facility and record of providing efficient support, verifiable through their client list. Should be willing to provide maintenance support on annual contract or per call basis.
- 8.7 Completely Filled Bill of Quantity as per equipment quantity given under Annex III.
- 8.8 Proof of Company being in operation for at least 03 years in Pakistan in relevant business.
- 8.9 Compliance of the offered model / product with the specification mentioned in Technical Information. Annexure I completely filled signed and stamped to be included.
- 8.10 Technical proposal documents be duly signed and stamped.