

Question No. 1

We have noticed that the specifications are inclined towards a single OEM vendor and the specification are favouring only single OEM vendor. Please advise if you can accept modification in technical requirements.

Answer No. 1:

The specifications defined in the RFP are functional, performance-based, and outcome-oriented, intended to meet the operational, scalability, availability, and security requirements of the project.

The Procuring Authority does not intend to favour any specific OEM. Vendors may propose equivalent or better solutions that meet or exceed the stated technical requirements.

Any proposed alternatives or deviations must be clearly highlighted and technically justified in the proposal. Evaluation will be conducted strictly in accordance with the criteria set out in the RFP.

Question No. 2a

For connectivity at **Institute of Management Sciences, Hayatabad, Peshawar (Hub Site):**

- Total required bandwidth?
- Preferred medium of connectivity?

Answer No. 2a:

- The RFP does not prescribe a fixed bandwidth. Vendors are expected to propose an appropriate, scalable bandwidth based on the operational needs of a Centre of Excellence, including training labs, LMS access, cloud services, collaboration tools, and future growth.
- There is no restriction on the connectivity medium. Vendors may propose fiber, wireless, or other enterprise-grade connectivity solutions, subject to availability, reliability, and performance.

Question No. 2b

For connectivity at **Govt. Vocational & Technical Training Centre (Girls), Haripur (Spoke Site):**

- Total required bandwidth?
- Preferred medium of connectivity for 1+1 redundancy?

Answer No. 2b:

- Bandwidth is **not fixed** and should be proposed by the vendor based on remote training requirements and integration with the Hub site.

- Vendors are encouraged to propose **1+1 redundancy**, preferably using **diverse mediums and/or routes**, to ensure service continuity and resilience.

Question No. 3

As POC details are not available in the RFP document to discuss network infrastructure queries, we may not be able to conduct a physical survey. Therefore, our solution design team will share a survey based on our GIS system. Additionally, please share the POC details.

Answer No. 3:

Vendors may prepare their proposals based on reasonable assumptions, desk reviews, GIS-based surveys, or similar methodologies. All assumptions must be clearly stated in the proposal, and pricing should reflect these assumptions.

If a detailed site survey is required, coordination will be facilitated through the Relevant Departments, however the proposal submission date will remain the same. Vendors can also raise technical queries regarding the network infrastructure through the designated POC:

Physical site surveys may be arranged upon request, subject to coordination with the POC and relevant approvals

Question No. 4

Eligibility & Competition Concerns – OEM-owned depots in three cities are restrictive. Will vendors with presence in one or two major hubs with documented hardware replacement SLA be considered?

Answer No. 4:

The eligibility requirements have been defined to ensure timely support, service continuity, and risk mitigation for mission-critical infrastructure.

However, the Procuring Authority encourages fair competition. Vendors that can demonstrate equivalent service capability, including documented SLAs, logistics arrangements, and guaranteed hardware replacement timelines, may be considered, subject to compliance with the RFP evaluation criteria.

Any alternative arrangements must be clearly documented in the proposal.

Question No. 5a

Is the vendor responsible for complete physical installation, rack mounting, labelling, grounding, testing, and commissioning at both hub and spoke sites?

Answer No. 5a:

Yes. The selected vendor will be responsible for end-to-end installation and

commissioning of all supplied active network equipment at both the Hub and Spoke sites. This includes:

- Physical installation and rack mounting of supplied active equipment
- Connection to existing, completed passive infrastructure
- Equipment labelling related to the supplied hardware
- Grounding of installed active equipment (using existing grounding infrastructure)
- Configuration, testing, and commissioning of all active network systems

All passive network infrastructure, including structured cabling, cable termination, tagging, and civil works, has already been completed under a separate contract and is excluded from the scope of this RFP.

Question No. 5b

Is the vendor expected to design and implement the full network configuration, or will design inputs be provided?

Answer No. 5b:

The vendor is expected to **design, configure, and implement the complete network solution**, including VLANs, IP addressing, routing, QoS, and security configurations, in line with best practices and the functional requirements outlined in the RFP.

The Procuring Authority may review and approve the proposed design prior to implementation.

Question No. 6a

Please confirm whether single-mode fibre (OS2) is already laid at both sites.

Answer No. 6a:

The CoE building at IMS, Peshawar is connected to the existing university network via fiber. Vendors may assume that fiber connectivity is available to the new building, but they should verify the adequacy of existing fiber links for their proposed solution, including distance, capacity, and interface requirements.

Vendors are requested to clearly state any assumptions regarding fiber availability in their proposals. If additional fiber or modifications are deemed necessary to meet the performance or bandwidth requirements, these should be recommended separately with justification; any implementation or provisioning will be subject to approval by management.

Question No. 6b

If fibre is not available, does vendor scope include supply and installation of fibre?

Answer No. 6b:

Please refer to answer 6a

Question No. 6c

Please provide fibre distances for correct optic selection.

Answer No. 6c:

Exact fibre distances are **not available at this stage**. Vendors should propose optics based on standard enterprise distances and clearly state assumptions. Final validation will be conducted during post-award site surveys.

Question No. 7a

Optical Distribution Frame (ODF) & Accessories – Please confirm whether ODF/LIU are already installed or need to be supplied and installed by the vendor. If required, please confirm expected ODF specifications.

Answer 7a:

The CoE building is connected to the IMS university network, and existing ODFs/LIUs may already be installed. Vendors should assess the suitability of the current ODFs/LIUs for their proposed solution, including port density, fiber management, and accessibility.

If the vendor identifies that additional ODFs/LIUs or accessories are required to properly integrate the active equipment, these should be included as recommended enhancements in their proposal, with clear technical justification. Final approval for any additional installation will be subject to IMS management and Procuring Authority consent.

Question No. 7b

Please confirm whether fiber pigtails, patch cords, and fusion splicing are within vendor scope.

Revised Answer 7b:

Vendors should use existing passive infrastructure wherever feasible. However, as part of solution integration, vendors may assess the need for additional fiber pigtails, patch cords, or minor splicing to connect their active equipment.

Any such requirements should be clearly documented in the proposal as recommended enhancements. The scope of supply and installation will be considered only for items necessary to meet performance or integration needs, and any additional work will require approval by IMS management.

Question No. 7c

Are OTDR and power-level test reports required as part of final acceptance?

Answer 7c:

Vendors should assess the existing fiber infrastructure and determine whether OTDR testing or power-level verification is needed to ensure proper integration of active network equipment.

Where testing is estimated necessary, vendors should include it as part of their proposed solution. Final acceptance testing requirements, including OTDR or power-level reports, will be coordinated post-award with IMS management and must comply with the project's quality and performance standards.

Question No. 8

Are racks, power, UPS, and rack PDUs already available?

Answer No. 8:

At IMS Peshawar (Hub site), existing racks, power supply, and solar installations are already in place under a separately awarded contract and are available for use. Vendors should assess the adequacy of this existing infrastructure for their proposed active equipment deployment, including rack space, power capacity, and grounding.

Where required, vendors may recommend additional Rack PDUs to ensure proper power distribution for the installed hardware in line with standard industry practices. Any such recommendations should be clearly documented in the proposal, and final implementation will be subject to IMS management and Procuring Authority approval.

Note: At the Spoke/remote site, racks, power, UPS, and PDUs should be assumed as not pre-installed unless otherwise stated; vendors may include them as required to meet solution requirements.

Question No. 9a

Please clarify the requirement for up to three (3) power supplies at the distribution layer.

Answer No. 9a:

The requirement is intended to ensure **high availability and resilience** at the distribution layer for critical training infrastructure. Vendors may propose **equivalent redundancy architectures**, subject to meeting availability and reliability objectives.

The distribution layer switches may support up to three (3) power supplies for redundancy. Please note:

- Racks, power, and the solar system with auto switch-over are already installed under an existing contract.
- Vendors are not responsible for electrical installation or modifications.
- Existing racks are available; however, vendors may propose additional rack PDUs or power considerations if required, in line with industry best practices.
- Electrical drawings are available for reference to support your proposal.

Question No. 9b

Must all three power supplies be supplied initially? Are three independent power feeds available?

Answer No. 9b:

All three power supplies are not mandatory to be supplied initially. The existing electrical infrastructure, including racks, power, and the solar system with auto switch-over, is already in place under a separate contract.

- Vendors may propose additional power supplies or rack PDUs only if required for the proposed hardware, in line with industry best practices.
- Three independent power feeds are not a requirement, as the current setup provides sufficient redundancy and capacity for the distribution layer switches.
- Electrical drawings are available for reference to support your assessment and recommendations

Question No. 10a

Please confirm whether server resources or subscriptions for cloud-based WLAN controller are within vendor scope.

Answer No. 10a:

Yes. Where a cloud-based WLAN controller is proposed, all required subscriptions, licenses, and controller services shall be included within the vendor's scope and pricing.

Question No. 10b

Please confirm whether wireless site survey and AP mounting are within scope, and how APs will be powered.

Answer No. 10b:

Yes. Wireless site survey, AP mounting, and commissioning are within the vendor's scope.

AP power may be provided through PoE switches or adapters, depending on the

proposed design. Any deviation from the specified edge switch configuration must be clearly highlighted and justified.

Question No. 11a

Please clarify how connectivity between hub and spoke sites will be achieved.

Answer No. 11a:

Vendors should propose a **secure and reliable connectivity model** (e.g., ISP-based WAN, VPN over internet), clearly stating assumptions.

Question No. 11b

Is WAN/IPSec/routing configuration between sites within vendor scope?

Answer No. 11b:

Yes. **WAN, IPSec/VPN, and inter-site routing configuration** are within the vendor's scope where such connectivity is proposed.