

# Leveraging ICT for Growth, Employment & Governance Project



## Bangladesh Computer Council (BCC)

Information and Communication Technology Division  
Ministry of Posts, Telecommunications and Information Technology  
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Memo No. 56.109.007.0000.065.2017-245

Date: 04 October 2017

### **Minutes of the Pre-bid meeting on Supply, Installation and Commissioning of Hardware & Software for Establishment of Cyber Defense Training Center at BCC (Contract Package# AF-G5):**

A Pre-bid meeting for the procurement of Goods for Supply, Installation and Commissioning of Hardware & Software for Establishment of Cyber Defense Training Center at BCC (Contract Package# AF-G5) was held on 11<sup>th</sup> September 2017 at 11:00 a.m. at the Conference Room of the Bangladesh Computer Council (BCC). The Pre-bid meeting was chaired by Mr. Rezaul Karim ndc, Project Director (Joint Secretary), Leveraging ICT for Growth, Employment and Governance Project. Project officials and representatives from potential bidders participated in the Conference (Attendance record is attached herewith as Attachment- 1).

2. The Chairperson welcomed the representatives of the potential bidders present in the meeting and explained the objectives of the project briefly. He then requested the participants to introduce themselves. After the introduction, the Chairperson requested to the Deputy Project Director of the project to make a presentation on the proceedings of the Bidding Document.

3. On invitation from the Chair the Deputy Project Director of the project delivered a power point presentation highlighting important milestones & guidelines to be followed in the procurement process. Deputy Project Director gave emphasis on important milestones. The last date of the bid submission is 09 October 2017 at 3.00 PM and the opening will be at 3.30 PM on the same date in presence of bidders' representatives (if present). He appraised the potential bidders to prepare their bids in compliance with the requirements specified in ITB, Bid Data Sheet, GCC & SCC clauses mentioned in the Bidding Document.

4. He informed the meeting that the selection method of the Goods is International Competitive Bidding (ICB). He clearly discussed the bid and bid security validity period. Bid validity will be 150 days after the deadline of bid submission and the bid security validity will be 28 days beyond the validity period of the bid i.e.178 days (150 plus 28 days).

5. After completion of the presentation session, the Chairperson opened the floor to for clarifications from the potential bidders' representatives present in the pre-proposal conference. Project Director requested the potential bidders to send their queries on or before 12 September 2017, 5.00 pm. The written response to the queries will be send in due time.

6. Project authority has received the following queries through email from the potential bidders. The responses are also provided against the queries (**Attachment-2**).11. Having no other queries to be clarified, the meeting ended with a vote of thanks from the Chair.



(Md. Rezaul Karim, ndc)  
Project Director

Copy forwarded for kind information & necessary action with request to acknowledge receipt in writing within 2 days:

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(Md. Rezaul Karim, ndc)

Project Director



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No. 56.109.007.0000.065.2017

Date: September 10, 2017

**Attendance of representatives of the Bidders**

Pre-Bid meeting for "Supply, Installation and Commissioning of Hardware & Software for Establishment of Cyber Defense Training Center at BCC (Contract Package # AF-G5)".

Time: 11:00am

Sl.	Name and Designation	Name of the Firm	Contract Cell no and e-mail	Signature
1.	MD. SABIR HOSAIN MD	NRD BD LTD.	01911435848 sh@nrd-no	
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3.	MD. MUSFIQUR RAHMAN	NEC Corporation	01915477360 musfiqur-rahman@ nec-bangladesh.com	
4.	Manzur-E-Khudo	NEC Corporation	01915477356 m-moussea4@ nec-bangladesh. com	Manzur.
5.	MD. ABUL HASNAT	KT Corporation	01710679205 hammadhironk10@ gmail.com	



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Sl.	Name and Designation	Name of the Firm	Contract Cell no and e-mail	Signature
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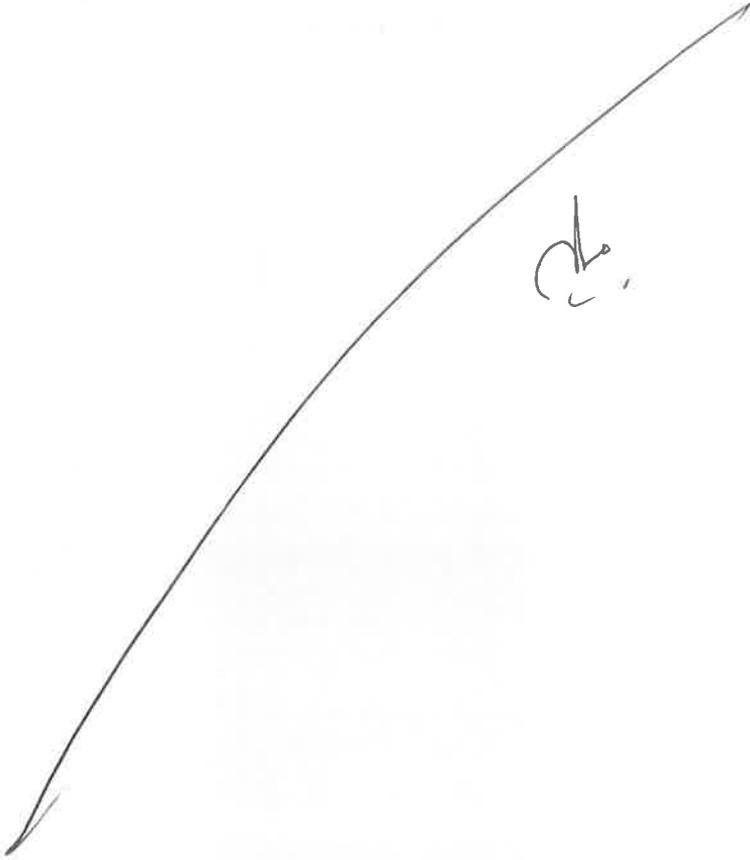
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3. Mahmudur Rahman Base Technologies 01819202808.

Md. Sayfuddin Shikder eGeneration Ltd.  
Assistant Manager



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**Responses to Queries on the Bidding Document for:**

**Supply, Installation and Commissioning of Hardware & Software for**

**Establishment of Cyber Defense Training Center at BCC (Contract Package# AF-G5)**

This is for information of all concerned bidders that Instructions to Bidders (ITB) and General Conditions of Contract (GCC) clauses cannot be modified in any manner. Where an ITB or GCC clause contains reference to the Bidding Data Sheet (BDS) or Special Conditions of Contract (SCC) respectively, additional or specific information is written into the corresponding BDS or SCC clause to amplify or clarify the main BDS or SCC clause. Some of the BDS or SCC clauses may be subsequently modified as a result of suggestions received from potential bidders. However the BDS and SCC can never be used to circumvent in any way the intent of the parent ITB or GCC clause.

Sl. No.	Bidding Document Reference			Text in the Bidding Document	Bidder's Query/Proposal	Bidders Remarks	Purchaser's Comment
	Section No	Clause No.	Page No.				
1	Section III	2.5.1 Personal	58	The Bidder/SI/OEM must have its own Cyber Security Research Team with at least 50 engineers on-board.	The Bidder/SI/OEM must have its own Cyber Security Research Team with at least 06 engineers on-board.	Requesting to change the requirements a per the Page No. 142 clause No. 2.7 Requirements of the Supplier's Technical Team	The Bidder/SI/OEM must have its own Cyber Security Research Team with <b>at least 20 engineers</b> on-board.  Please see SL-3 of 1 <sup>st</sup> Addenda of Bidding Document

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2	Section VII	3.0 General Technical Requirements	144	3.0.4.2 All electronic equipment that emits electromagnetic energy must be certified as meeting US FCC class B or END 55022 and END 50082-1, or equivalent, emission standards.	3.0.4.2 All electronic equipment that emits electromagnetic energy must be certified as meeting US FCC class A/B or END 55022 and END 50082-1, or equivalent, emission standards.	Requesting to insert the FCC Class A Certification, All the industrial products will certified with class A & Home or personal Product will certified Class B	3.0.4.2 All electronic equipment that emits electromagnetic energy must be certified as meeting US FCC class A/B or END 55022 and END 50082-1, or equivalent, emission standards.  Please see SL-4 of 1 <sup>st</sup> Addenda of Bidding Document
3	Section VII	Item No. 4, 7 & 29	146, 147 & 204-206	Not mentioned any Server Rack & Console Monitor, Key board & Mouse	Bidder's has to be provide required Rack with necessary Accessories eg. Console Manager Rack Console Display with Keyboard & Mouse, Redundant PDU, as required.	Also required Rack for the Network Equipment Mounting, please mentioned in the BOQ.	Bidder has to propose required racks/accessories based on their proposed solution.
4	vii		181	4. Virtual LAN (VLAN) support with minimum 150 virtual interfaces, WAN support, LAN/DMZ support.	4. Virtual LAN (VLAN) support with minimum 50 virtual interfaces, WAN support, LAN/DMZ support.	BCC provided specification regarding other relevant parameters (example: firewall performance, concurrent connection, new connections/second) does not sync with the provided VLAN	This is the minimum requirement mentioned in the specification. Bidders may propose additional features according to their solutions.

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						specification	
5	vii		208	The solution should support next-generation firewall from day 1 and IPS &malware protection with application visibility/identification will be enabled in future if required.	The solution should support next-generation firewall, IPS, URL filtering & malware protection with application visibility/identification from day 1	Only firewall subscription will not be able to protect from various malicious attack. IPS, URL filtering & malware protection is recommended for DMZ zone regarding proper security.	This is the minimum requirement mentioned in the specification. Bidders may propose additional features according to their solutions.
6	vii		212	Firewall's subscription is not mentioned in the Technical Requirements.	The solution should support next-generation firewall, IPS & malware protection with application visibility/identification from day 1	Only firewall subscription will not be able to protect from various malicious attack. IPS, & malware protection is recommended for IoT zone regarding proper security.	This is the minimum requirement mentioned in the specification. Bidders may propose additional features according to their solutions.
7	vii				BCC to adopt a multi-vendor strategy in the Cyber Security Lab solution due to the following reason –	BCC to adopt a multi-vendor strategy in the Cyber Security Lab solution to have redundant threat	The specifications are not restrictive to one vendor's range of products. The bidder is expected to formulate

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					<p>1. <b>Best-in-class features.</b> By using multiple vendors in security, you can choose the best product with the features that you need and want. A single-vendor strategy limits users' technology options. Even if this is not a current problem, it may become one in the future. A dual-vendor strategy enables a choice from a wider range of options, which in turn should ensure a user can deploy the best solution for its needs.</p> <p>2. <b>Redundancy.</b> Multi-vendor firewall strategy will create a redundancy in the network, so if one technology fails you have the other for fall back and your operation is not disrupted. Moreover, IT staff are exposed to a wide variety of devices and technologies, and there is always something new to learn. And since IT is not tied to a vendor, they are</p>	intelligence (Example: Cisco Firewall with other OEM)	an optimal setup which may comprise of multi-vendors' products.

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					<p>free to explore technologies and solutions that other vendors offer that one vendor may not.</p> <p><b>Avoidance of lock-in.</b> Becoming locked in to a proprietary environment — Unix, for example — can be particularly limiting because application code, software stacks and even storage may be specific to that environment. In comparison, users that standardize on Windows or Linux can benefit from near-universal software compatibility, which creates a more portable hardware environment.</p> <p>We, TISL is proposing firewall in the second layer in SCADA/IoT zone, DC zone, DMZ and Attacker zone. Also we are proposing Autofocus for actionable intelligence and Traps for Advanced Endpoint Security along with Virtual Firewall.</p>		

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8	Section VIII	8. Terms of Payment GCC 12.1 (C)	328	<p>Stage.2 Technology Delivery:</p> <p>Stage.2 Technology Delivery: On Delivery: 40% (forty percent) of the total Contract Price will be paid after shipment through irrevocable confirmed letter of credit (LC), upon submission of documents specified in GCC Clause 22.5 and associated SCC.</p>	<p>Stage.2 Technology Delivery:</p> <p>On Delivery: 40% (forty percent) of the total Contract Price will be paid after shipment through irrevocable confirmed letter of credit (LC) for Goods Supplied from outside of the Purchaser's Country &amp; For Goods and Services supplied locally, the Purchaser will pay through supplier Invoice approved by the purchaser, upon submission of documents specified in GCC Clause 22.5 and associated SCC.</p>		<p>On Delivery: 40% (forty percent) of the total Contract Price will be paid after shipment upon submission of documents specified in GCC Clause 22.5 and associated SCC.</p> <p>Please see SL-5 of 1<sup>st</sup> Addenda of Bidding Document</p>
9	Section VIII	8. Terms of Payment GCC 12.4	329	<p>For Goods and Services supplied locally, the Purchaser will pay the Supplier in Bangladesh Taka.</p>	<p>For Goods and Services supplied locally, the Purchaser will pay the Supplier in Bangladesh Taka through supplier Invoice approved by the purchaser,</p>		<p>Yes, please see GCC Clause 22.5 and associated SCC for details.</p>