



**STATE LIFE**  
INSURANCE CORPORATION OF PAKISTAN

## **REQUEST FOR PROPOSAL**

FOR THE OF SUPPLY & ACTIVATION OF FORTINET FIREWALL  
LICENSES

**STATE LIFE INSURANCE CORPORATION OF PAKISTAN**

|                               |  |
|-------------------------------|--|
| <b>Name of the Respondent</b> |  |
| <b>Address</b>                |  |
| <b>Telephone</b>              |  |
| <b>Fax</b>                    |  |
| <b>Email</b>                  |  |

State Life Insurance Corporation of Pakistan  
Health & Accidental Insurance (H&AI)  
Regional Procurement Department (RPD)  
3<sup>rd</sup> Floor, State Life Tower, Jinnah Avenue, Islamabad  
Contact No: 051-9216344

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## Section I: Invitation for Proposal

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1. State Life Insurance Corporation of Pakistan intends to hire the services of a reputed Service Provider for subject procurement
2. State Life Insurance Corporation (hereinafter referred to as “the Purchaser”) is seeking proposals as per Single Stage Two Envelope Procedure as per PPRA Rules 2004 from Services Providers (hereinafter referred as “the Contractor”) registered with the Sales Tax and Income Tax departments
3. State Life reserves the right to accept or reject any proposal, and to annul the proposal process and reject all proposals at any time prior to award of contract, without thereby incurring any liability to the affected Respondent(s) or any obligation to inform the affected Respondent(s) of the grounds for such decision as per PPRA rules
4. All proposals must be valid for **One Hundred and Twenty (120)** days and any bid shorter than subject bid validity will be declared as conditional and will be declared non-responsive

### 5. Tender Schedule

|          |                                       |                          |
|----------|---------------------------------------|--------------------------|
| <b>A</b> | Bid Submission Timeline Through EPADs | 10/03/2026 @ 11:00 AM    |
| <b>B</b> | Bid Opening Timeline                  | 10/03/2026 @ 11:30 AM    |
| <b>C</b> | Clarification Timeline                | 06/03/2026 UPTO 05:00 PM |

5. Address for submission of Hard Copy of Bid Security amounting to **PKR. 130,000/-** in favor of “**SLIC H&AI PREMIUM COLLECTION ACCOUNT**” in the form of pay order/ demand draft and any other document if needed:

“Office of Regional Procurement Department (RPD), Health and Accidental Insurance (H&AI) Regional Office, 3<sup>rd</sup> Floor, State Life Tower, Jinnah Avenue, Islamabad”

**Contact No:** 051-9216344

**Email for clarity and information regarding general conditions:**

[masabslic@gmail.com](mailto:masabslic@gmail.com) ; [mwaqas.slic09@gmail.com](mailto:mwaqas.slic09@gmail.com)

**Email for Technical Clarification:**

[sys.architect.health@statelife.com.pk](mailto:sys.architect.health@statelife.com.pk); [dba.health.isb@statelife.com.pk](mailto:dba.health.isb@statelife.com.pk)

## Section II: Instruction to Respondents

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### 1. DEFINITIONS:

Unless the context otherwise requires, the following terms whenever used in this RFP and contract have the following meanings:

- a) “Proposals” means the Technical & Financial Proposals submitted by respondents in response to this RFP issued by State Life for “Supply, Activation and Configuration Fortinet Firewall 101F licenses” through EPADs.
- b) “State Life” means State Life Insurance Corporation of Pakistan.
- c) “Procuring Agency” means State Life Insurance Corporation of Pakistan
- d) “H&AI” Health and Accidental Insurance, Regional Office, Islamabad
- e) “Service Provider/ Bidder/ Vendor/Respondent” means any entity that furnishes proposal in response to this RFP through EPADs
- f) “Competent Authority” means the CEO State Life
- g) “RFP” means Request for Proposal
- h) “Committee” means committee constituted by State Life for evaluation of proposal
- i) “Licenses” corresponds to **Fortinet Firewall 101F Licenses** as mentioned in Scope of Work
- j) “Government” means the Government of Pakistan
- k) “PPRA Rules” Public Procurement Rules 2004
- l) “SOW” means Scope of Work
- m) “EPADs” stands for E-Pak Acquisition and Disposal System

### 2. INTRODUCTION

State Life is undertaking Sehat Sahulat Program for provision of indoor medical services to the population in social sector. State Life has also launched Corporate Health Insurance initiative and different products are being offered both in Public and Private Sector

IT Department is actively engaged in development of different software applications. Further State of the art Data Center has also been set up at H&AI Regional Office, 3<sup>rd</sup> Floor, State Life Tower, Jinnah Avenue, Islamabad to cater technological requirements of the Corporation

### 3. VALIDITY OF PROPOSALS

Proposals must be valid for a period of **One Hundred and Twenty (120)** days after the date of its submission prescribed in RFP. A proposal valid for shorter period will be declared as non-responsive. State Life may solicit the Respondents’ consent to extend proposal validity (without modification in proposals).

## **4. RIGHT TO ACCEPT / REJECT PROPOSAL**

State Life reserves the right to accept or reject any proposal, and to annul the proposal process and reject all proposals at any time prior to award of contract, without thereby incurring any liability to the affected Respondent(s) or any obligation to inform the affected Respondent(s) of the grounds for such decision as per PPRA rules.

## **5. FRAUD AND CORRUPTION**

State Life requires that respondents hired through this RFP must observe the highest standards of ethics. Further, case any bidder is found indulged in Corrupt and Fraudulent practice as defined under definition section in PPRA Rules then necessary action as per **PPRA Rule-19 (A)** will be taken

## **6. CLARIFICATIONS AND AMENDMENTS OF RFP DOCUMENT**

### **6.1. RFP CLARIFICATIONS**

During evaluation of the proposals, State Life may, at its discretion, ask respondents for clarifications on their proposals in writing and response thereof must also be in writing. The respondents are required to respond within the time frame prescribed by State Life.

In case a vendor fails to respond to clarification within stipulated time then vendor will be simply disqualified from further proceedings without any notice

### **6.2. AMENDMENTS IN RFP**

At any time prior to deadline for submission of proposal, State Life may, for any reason, modify the RFP and revised documents will be advertised in the form of addendum in a manner like advertised earlier

## **7. PROCESS FOR HIRING OF SERVICES**

This enquiry is Request for proposal (RFP) intended to result in the hiring of service provider for subject procurement. The responses received pursuant to this RFP will be evaluated as per the criteria specified in this document and the most advantageous bidder may be required to sign an agreement if required with State Life. Evaluation of the proposals shall be carried out in two steps, first the technical and then the financial.

The technical and financial proposals shall be submitted at the same time on EPADs and any proposal or part of proposal received after the Bid Submission timeline shall be returned unopened and bid won't be considered as part of formal procurement process. No amendment to the technical or financial proposal after submission on EPADs.

First the technical proposals will be opened and evaluated in conformity with the provisions of the RFP. The Evaluation Committee shall not have access to the financial proposals until the technical evaluation is concluded. Financial proposals shall be opened only thereafter.

After completion of evaluation of the technical proposal, State Life shall upload **Technical Evaluation Report** as per **PPRA Rule-35** on EPADs, State Life and PPRA Website

The respondents who are found technically responsive based on technical evaluation would be informed about the date and time of opening of their financial proposals through EPADs and letter, Fax or E-mail as communicated by the respondents in their proposals.

Subject to scrutiny of Financial Proposal, the Final Evaluation Report will be published on EPADs, PPRA and State Life Website and after completion of necessary timeline, Work Award will be issued

## 8. MANDATORY CRITERIA

Eligible Service Provider/Respondent must fulfill following criteria:

- i. All Proposals must be furnished on EPADs and proposal submitted by any mode other than EPADs won't be accepted
- ii. Must have relevant business experience of at-least Five (5) years (Vendor (s) must affix Work Awards, Purchase Order, Agreement etc wherein experience of Five (5) years is clearly manifested)
- iii. Must be registered with Tax Authorities as per prevailing latest tax rules (Only those companies which are validly registered with Government legal entities, sales tax and income tax departments) and on active taxpayer list.
- iv. Has not been blacklisted by any of Provincial or Federal Government Department, Agency, Organization or autonomous body or Private Sector Organization anywhere in Pakistan (Submission of undertaking on legal stamp paper of worth Rs.100/- (**One Hundred Rupees Only/-**) duly authorized by Notary Public is mandatory);  
The said affidavit must be uploaded on EPADs along with **technical proposal** as scanned copy. Further hard copy of the said affidavit must be furnished along with hard copy of Bid Security well before Bid Submission Timeline at the address appended at Serial No v below
- v. Vendor must ensure submission of Bid Security amounting to **PKR. 130,000** in the form of Pay Order/ Demand draft in favor of "**SLIC H&AI PREMIUM COLLECTION ACCOUNT**". Bid Security in hard copy must be submitted at following address along with submission of Bid Security as scanned copy with technical proposal on EPADs:

“Office of Regional Procurement Department (RPD), Health and Accidental Insurance (H&AI), Regional Office, 3<sup>rd</sup> Floor, State Life Tower, Jinnah Avenue, Islamabad”

Bid Security must be submitted well before Bid Submission Timeline and in case of non-submission before Bid Submission timeline, proposal will be declared as non-responsive no matter proposal is submitted on EPADs

- vi. Vendor must be OEM Certified Partner and must have dedicated support team. Further Local Office in Rawalpindi/Islamabad is must (Relevant documentation is required)
- vii. Must obtain minimum score as per clause 14 of RFP

## 9. DISQUALIFICATIONS

State Life may at its sole discretion and at any time during the evaluation of proposal, disqualify any Respondent, if the Respondent has:

- i. Submitted the proposal document or any other associated document after the Bid Submission deadline
- ii. Made misleading or false representations in the forms, statements and attachments submitted in proof of the eligibility requirements
- iii. Submitted a proposal that is not accompanied by required documentation
- iv. Failed to provide clarifications related thereto, when sought
- v. Submitted a proposal with price adjustment / variation provision
- vi. Required documentation not affixed with Technical and Financial Proposal
- vii. Any violation/missing information as required in Clause-08 above
- viii. Any violation of PPRA Rules-2004

## 10. REQUEST FOR PROPOSAL

The Respondent is expected to examine all the instructions, guidelines, terms and conditions and formats in the RFP. Failure to furnish all the necessary information as required by the RFP on submission of a proposal not substantially responsive to all the aspects of the RFP, shall be at Respondent's own risk and will be liable for rejection. When Respondents receive the RFP, and if they can meet the requirements of the RFP and the commercial and contractual conditions, they should make arrangements necessary to prepare a responsive proposal

If the Respondents find in the RFP documents - especially in the selection procedure and evaluation criteria – any ambiguity, omission or internal contradiction, or any feature that is unclear or that appears discriminatory or restrictive, they should seek clarification from State Life well in advance through an official email or EPADs. Email for clarification can be sent on email addresses as mentioned in tender notice. However, no relaxation or

exemption shall be provided to the respondent on any term or condition of the RFP for reasons of non-receipt of any clarification.

Respondents/Service Providers should ensure that they submit a fully responsive proposal including all the supporting documents requested in the RFP is furnished on EPADs

## **11. PREPARATION OF PROPOSAL**

The Respondent shall comply with the following during preparation of the proposal:

- i. The proposal and all associated correspondence shall be written in English and shall conform to prescribed formats. Any interlineations, erasures or overwriting shall be valid only if they are initialized by the authorized person signing the proposal
- ii. The proposal shall be typed and shall be signed by the Respondent or duly authorized person(s) to bind the Respondent to the contract. The letter of authorization shall be indicated by written power of attorney or authority letter and shall accompany the proposal.
- iii. Proposals received by any means other than EPADs will be declared non-responsive and will be rejected
- iv. All expenses related to participation in this tender document shall be borne by the respondents
- v. Respondents are not permitted to modify, substitute, or withdraw proposals after its submission
- vi. All the pages of the proposals should be signed by the authorized person(s) and should conform strictly to the formats and procedures laid down in this RFP
- vii. All proposals must be furnished as per Single Stage Two Envelop Procedure as per PPRA Rule-36 (b)

## **12. LIST OF DOCUMENTS SUBMITTED AS PART OF PROPOSAL**

### **12.1. TECHNICAL PROPOSAL**

- i. Cover letter on respondent's official letter (format is attached as Annex-A)
- ii. Verifiable information of number of clients served on official letterhead duly signed and stamped
- iii. Provide details of similar project completed with minimum overall value of at least **3.0 million** in last **five (5)** years. Here project corresponds to a single assignment and similar project means licensing services for Data Center equipment

- iv. All relevant proofs as requested in Mandatory Criteria---Clause-8
- v. Complete details of quoted solution as per format placed at Annex-D
- vi. Bank Statement for the period January 01, 2025, to December 31, 2025

All the above papers should be duly signed by the authorized signatory.

## **12.2. FINANCIAL PROPOSAL**

- i. The financial proposal must be as per format placed at FIN-1 and in case proposal is not as per attached format it will be declared as non-responsive
- ii. All rates must be quoted in Pakistan Rupee (rounded to the rupee amount).
- iii. Further overall lump sum cost will be considered for evaluation
- iv. In case of any discrepancy/confusion/ difference between the financial proposal quoted in figures and in words, the proposal mentioned in the form of words would be considered as final and would prevail.
- v. In case of ambiguity on financial proposal being quoted in words, the proposal will be rejected. The respondents should exercise due caution in preparing the financial proposals.
- vi. Quoted cost must be inclusive of all charges i.e. delivery, octroi transportation etc

## **13. EVALUATION OF PROPOSALS**

State Life will form Regional Procurement Committee (RPC) to evaluate the proposals

- i. During evaluation of proposals, the Committee, may, at its discretion, ask the Respondents for clarification of their proposals. However, such clarification would not effectuate any change in the substance of the proposal.
- ii. After the technical evaluation the Technical Evaluation Report will be published as per PPRA Rule-35 on EPADs, PPRA and State Life Website. After uploading of Technical Evaluation Report, technically responsive bidders will be intimated through EPADs and other means of correspondence about opening of Financial Proposal
- iii. Bidders who are not found technically responsive will also be intimated via letter regarding the overall status and they will be required to collect Bid Security furnished without opening their financial proposal
- iv. The committee would undertake the financial evaluation of proposals of bidder/bidders found technically responsive and in case any clarity is required it will be taken in writing and after detailed evaluation, Final Evaluation Report as per PPRA Rules will be published on EPADs, PPRA and State Life Website

## 14. EVALUATION OF TECHNICAL PROPOSAL

The committee will evaluate the technical proposals based on given qualification parameters. The technical scoring will be done as per following criteria and formula for technical weightage is appended below:

| S.No                        | Parameters                | Detail                                                                                                                                                                                                                                                                | Points |
|-----------------------------|---------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| <b>Technical Evaluation</b> |                           |                                                                                                                                                                                                                                                                       |        |
| 1                           | Technical Compliance      | Full Compliance = 50<br>Under Compliance = 0                                                                                                                                                                                                                          | 50     |
| 2                           | Partnership               | Fortinet Certified Partner (Verified Certificate)<br>Full Compliance = 15<br>Non-Compliance = 0                                                                                                                                                                       | 15     |
| 3                           | Technical Staff / Support | Must have technical staff to provide local support. Vendors must share the list of technical staff with their CVs having Fortinet certifications.<br>Full Compliance (>=05 Technical Resources) = 15<br>Partial Compliance >=3, <5 = 7.5<br>Non-Compliance (< 03) = 0 | 15     |
| 4                           | Local Office              | Local office/partner presence with support capability in Pakistan (Statement must be given on official Letter Head)<br>Full Compliance (Local office in major cities of Pakistan) = 10<br>Partial Compliance = 05<br>Non-Compliance = 0                               | 10     |
| 5                           | Successful Deliveries     | No of successful work orders deliveries in Public / Private Sector<br>FC (>10 organizations) = 10,<br>PC(>05 organizations) = 05,<br>NC (< 05 organizations) =0<br>(Must share Work orders / DD / Work Completion Certificates)                                       | 10     |
|                             |                           |                                                                                                                                                                                                                                                                       |        |

### Basis of Evaluation:

- Weightage of Technical Evaluation will be **70%** and weight of financial proposal will be **30%**
- The weightage will be calculated as per the average weighted formula appended below
- Minimum Weightage Average Score for Technical Responsiveness is **50**
- Full Compliance is mandatory for Serial No. 1 and Serial No. 2 is mandatory whereas at least 50% marks for Serial 3 to 5 are must. Marks below 50% in each of mentioned category (s) will result in declaration of proposal as non-responsive

### 14.1. Weightage Average formula for Technical Evaluation:

Weightage for technical evaluation is **70%** and will be calculated as per following formula:

$$(100 - (((\text{Highest Score} - \text{Marks Secured}) / \text{Highest Score})) * 100)) * 0.7$$

## 15. EVALUATION OF FINANCIAL PROPOSAL

Evaluation of Proposals found to be technically responsive will be carried out as per following procedure:

- First of all, we will check general computations
- In case of any error in calculations/ computations, the proposal will be simply declared as non-responsive
- Tax Calculations will also be checked

**D. Compliance of Financial Proposal with required format**

Subject to above general checking, the financial evaluation will be done as per following formula

**Assigning 30% Weightage, the formula is appended below:**

$$(100 - ((\text{Quoted Cost in PKR} - \text{Lowest Cost in PKR}) / \text{Lowest Cost in PKR}) * 100) * 0.3$$

## **16. DETERMINATION OF MOST ADVANTAGEOUS BIDDER**

Subject to Technical and Financial Evaluation most advantageous bidder will be decided as per following formula:

**Most Advantageous Bidder**= Weightage Average Technical Score (70% Weightage)  
+ Weightage Average Financial Score (30%)

Bidder who will secure highest **Weightage Average Score** as per above formula will be declared as the most advantageous bidder

## **17. BID SECURITY DEPOSIT**

Bid Security amounting to **PKR 130,000** must be furnished by the respondent in shape of Demand Draft/Pay order in favor of “SLIC H&AI PREMIUM COLLECTION ACCOUNT” as scanned copy along with technical proposal on EPADs.

Bid Security must also be submitted in hard copy well before Bid Submission Timeline at following address:

*“Office of Regional Procurement Department (RPD), Health and Accidental Insurance (H&AI), 3<sup>rd</sup> Floor, State Life Tower, Jinnah Avenue, Islamabad”*

It is entirely bidders’ responsibility to ensure timely submission of Bid Security in hard copy without any liability to State Life. If a bidder/ bidders fail to submit Bid Security before Bid Submission Timeline, then the respective proposal/proposals will be declared as non-responsive no matter if uploaded on EPADs.

### **17.1. RELEASE OF BID SECURITY**

- A.** Bid Security of bidders who aren’t most advantageous will be released subject to completion of formal procurement proceedings i.e. conclusion of timeline post final evaluation report uploading on EPADs, PPRA and State Life Website as per PPRA Rules
- B.** Bid Security of Technically Non-Responsive Bidder will be released subject to completion of timeline post uploading of Technical Evaluation Report on PPRA Website, EPADs and SLIC Website.

Vendor will have to furnish a proper request duly signed and stamped addressed to Regional Procurement Department (RPD)

- C.** Bid Security of the most advantageous bidder will be released subject to successful provision, configuration of firewall licenses  
A formal request addressed to Regional Procurement Department (RPD) duly signed and stamped will be required for release of Bid Security.

## **17.2. CONFISCATION OF BID SECURITY:**

Bid Security will be confiscated in case of following:

- I.** In case bidder denies executing the assignment as per requirements outlined and in accordance with proposal furnished on EPADs. Further we will also resort to second most advantageous bidder and necessary legal action as per PPRA Rule-19 will be initiated
- II.** If the most advantageous bidder fails to submit his/her complete delivery, activation schedule on official letterhead within three working days of issuance of Work Order then Bid Security will be forfeited along with cancellation of Work Order and necessary action will also be initiated
- III.** In case the licenses provided is fake

## **18. PENALTY**

Vendor is expected to remain professional and exercise highest standards of professionalism. In case a vendor doesn't complete the assignment as required and within the stipulated timeline than we reserve the right to impose penalty amounting to **0.1% of quoted lump sum cost** for each day of delay which will be adjusted from final invoice

## **19. CONFIDENTIALITY**

Bidder understands and agrees that all materials and information marked and identified by STATE LIFE as 'Confidential' are valuable assets of STATE LIFE and are to be considered STATE LIFE 's proprietary information and property. Bidder will treat all confidential materials and information provided by STATE LIFE with the highest degree of care and necessary to ensure that unauthorized disclosure does not occur.

Bidder will not use or disclose any materials or information provided by STATE LIFE without STATE LIFE 's prior written approval. Bidder shall not be liable for disclosure or use of any materials or information provided by STATE LIFE or developed by Bidder which is:

- I. possessed by Bidder prior to receiving receipt from STATE LIFE, other than through prior disclosure by STATE LIFE, as documented by Bidder's written records;
- II. published or available to the general public otherwise than through a breach of Confidentiality; or
- III. obtained by Bidder from a third party with a valid right to make such disclosure, provided that said third party is not under a confidentiality obligation to STATE LIFE; or
- IV. Developed independently by the bidder.

In the event that Bidder is required by judicial or administrative process to disclose any information or materials required to be held confidential hereunder, Bidder shall promptly notify State Life and allow State Life a reasonable time to oppose such process before making disclosure.

Bidder understands and agrees that any use or dissemination of information in violation of this Confidentiality Clause will cause State Life irreparable harm, may leave STATE LIFE with no adequate remedy at law and State Life is entitled to seek injunctive relief.

Nothing herein shall be construed as granting to either party any right or license under any copyrights, inventions, or patents now or hereafter owned or controlled by the other party.

The requirements of use and confidentiality set forth herein shall survive the expiration, termination or cancellation of this RFP.

## **20. OWNERSHIP OF “DATA/INFORMATION”**

All information processed, stored, or transmitted by Service Provider's equipment belongs to State Life. By having the responsibility to maintain the equipment, the Service Provider does not acquire implicit access rights to the information or rights to redistribute the information. The Service Provider understands that civil, criminal, or administrative penalties will apply for failure to protect information appropriately.

## Section III: Scope of Work

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### 1. BACKGROUND

State Life Health Insurance is implementing Sehat Sahulat Program coverage to almost entire population all over Pakistan. As part of this program the patients are taking inpatient health services all over Pakistan.

State Life has also launched Corporate Health Insurance Program and different products are being offered to both Public and Private sector.

03-Years UTP license for Fortinet Firewall 101F along with FortiClient EMS is required for 25 endpoints

### 2. GOAL

To ensure provision of Fortinet UTP and FortiClient EMS for Fortnet Firewall 101F

### 3. PLACE OF EXECUTION OF ASSIGNMENT

The subject licenses as required are to be installed/activated at the Firewalls located at Data Center, PO Office, Karachi

### 4. EXECUTION TIMELINE:

The execution timeline for the subject assignment is as follows:

#### **Complete Activation of respective Licenses at Data Center Karachi**

Within 01 weeks of Issuance of Work Order

Compliance with above timeline is mandatory and in case of delay Penalty as per Clause-18 of Section-II of RFP will be imposed

### 5. SCOPE OF WORK:

The selected vendor shall supply, install, configure, and maintain:

- **Fortinet Firewall 101 (FG-101 Series or Equivalent) Security Licenses**
  - License type: Unified Threat Protection (UTP)
  - Duration: 03 Years
  - Number of licenses: 01
  - Features required:
    - Application Control
    - Intrusion Prevention System (IPS)

- Anti-virus / Anti-malware protection
- Web Filtering
- SSL inspection and decryption
- VPN (IPSec/SSL) support
- Botnet and threat intelligence updates
- 24×7 Forti Care support (hardware/software)
- **Deliverables:**
  - Activation of 03-year subscription
  - Configuration assistance for SLIC Data Center and DR site firewalls
  - Documentation of licensing and configurations
- **FortiClient EMS (Enterprise Management Server) – 25 Endpoints**
  - Coverage: 25 users (corporate endpoints)
  - Duration: 03 Years
  - **Key features:**
    - Real-time malware, ransomware, and phishing protection
    - Web & email protection
    - Centralized management console
    - Cloud and on-premises update support
    - Compatibility: Windows 10/11, macOS
    - Reporting and alerts
    - Minimal system resource usage

## 6. TECHNICAL SPECIFICATIONS (Fortinet Licenses)

| License Type                      | Features                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|-----------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Fortinet Firewall 101 UTP License | <ul style="list-style-type: none"> <li>• Application Control</li> <li>• Antivirus</li> <li>• Intrusion Prevention System (IPS)</li> <li>• Web Filtering</li> <li>• Malware Protection</li> <li>• Botnet Protection</li> <li>• IoT Detection &amp; Anomaly Prevention</li> <li>• SSL Inspection Certificate Database</li> <li>• Content Disarm &amp; Reconstruction</li> <li>• URL &amp; DNS Filtering</li> <li>• 24×7 Forti Care Support</li> <li>• Firmware Upgrades &amp; Signature Updates</li> <li>• Logging &amp; Analysis Integration with Forti Analyzer</li> </ul> |

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## Deliverables

- 3-Year UTP + Forti Care License
- FortiClient EMS for 25 endpoints (3 years)
- Activation, configuration & migration support
- SSL VPN setup
- Training for SLIC IT staff
- Licensing documentation
- Configuration backups & runbook

## 7. PAYMENT SCHEDULE:

For better facilitation of vendors, the following payment schedule is devised:

| Sr. No | Particular                                                                                                                             | Amount to be Paid | Remarks                                                    |
|--------|----------------------------------------------------------------------------------------------------------------------------------------|-------------------|------------------------------------------------------------|
| 01.    | <ul style="list-style-type: none"> <li>• Successful activation of UTP subscription on the existing FortiGate FG-101F device</li> </ul> | 100%              | Deductions if any as per Clause-18, Section-II will be mad |

|            |                                                                                                                                                                                                                                                                                                |      |                                                             |
|------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|-------------------------------------------------------------|
|            | <ul style="list-style-type: none"> <li>• Verification of license status on FortiGate dashboard and Fortinet Support Portal (FortiCare)</li> <li>• Submission of activation screenshots and a License Registration Report</li> <li>• Submission of valid invoice &amp; tax documents</li> </ul> |      |                                                             |
| <b>02.</b> | <ul style="list-style-type: none"> <li>• Activation of EMS license</li> <li>• Confirmation of 25 endpoint seats assigned and appearing as licensed in EMS Console</li> <li>• Verification by SLIC IT Team</li> <li>• Submission of valid invoice &amp; activation documentation</li> </ul>     | 100% | Deductions if any as per Clause-18: Section-II will be made |

The above timeline must be followed, and invoices must be done accordingly. No payment out of turn under any circumstances will be made

- I.** All invoices must be in PKR
- II.** Invoices must be as per approved rates
- III.** Invoice must be furnished along with Bank Details, Tax record and Work Completion Report
- IV.** Invoice will be subject to work done satisfactory
- V.** Invoice will be subject to deductions if any as per Clause-18
- VI.** Invoice will be cleared within Thirty (30) days

## FIN- 1: FINANCIAL PROPOSAL

| Sr No                                                             | DESCRIPTION                                                                    | A<br>QUANTITY   | B<br>LICENSE LUMP SUM COST IN<br>PKR WITHOUT TAX | APPLICABLE TAX<br>IN PKR | TOTAL FINANCIAL IMPACT IN PKR<br>INCLUSIVE OF TAXES |
|-------------------------------------------------------------------|--------------------------------------------------------------------------------|-----------------|--------------------------------------------------|--------------------------|-----------------------------------------------------|
| 1                                                                 | Provision, Installation and Configuration of Fortinet Firewall 101 UTP License | 01              |                                                  |                          |                                                     |
| 2                                                                 | Provision, Installation and Configuration of Forti Client EMS                  | 25<br>ENDPOINTS |                                                  |                          |                                                     |
| TOTAL COST IN PKR (Sr. No.01 + Sr. No. 02 IN FIGURES INCL. TAXES) |                                                                                |                 |                                                  |                          |                                                     |
| TOTAL COST IN PKR (Sr. No.01 + Sr. No. 02 IN WORDS INCL. TAXES)   |                                                                                |                 |                                                  |                          |                                                     |

- I. ALL ENTRIES MUST BE FILLED
- II. CUTTING/OVERWRITING ISN'T ALLOWED HOWEVER IF UNDER EXCEPTIONAL CIRCUMSTANCES DONE MUST BE PROPERLY INITIALED
- III. QUOTED COST MUST BE INCLUSIVE OF ALL APPLICABLE TAXES AND OTHER CHARGES IF ANY
- IV. VENDOR MUST ENSURE THAT CALCULATIONS ARE PROPERLY DONE WITHOUT ANY ERROR. IN CASE ANY CALCULATION MISTAKE IS FOUND, THE PROPOSAL WILL BE DECLARED AS NON-RESPONSIVE
- V. FINANCIAL PROPOSAL MUST BE STRICTLY AS PER ABOVE FORMAT
- VI. ALL ENTRIES MUST BE FILLED
- VII. OVERALL LUMP SUM COST WILL BE CONSIDERED
- VIII. FINANCIAL PROPOSAL MUST BE SIGNED AND STAMPED WITH DATE

# ANNEX-A:

## Covering Letter

(On Respondent's letterhead)

Date: \_\_\_\_\_

Proposal Reference No. xx/2026

**Incharge HR & Admin/ RPD**

State Life Insurance Corporation of Pakistan,  
Health & Accident Insurance Regional Office, 3<sup>rd</sup> Floor, State Life Tower,  
Jinnah Avenue, Islamabad  
Contact No: 051-9216344

**SUBJECT: SUPPLY ACTIVATION AND CONFIGURATION OF FORTINET 101F LICENSES**

Dear Sir,

1. Having examined the RFP, we / I, the undersigned, offer to submit a proposal for the Hiring of Services for activities to be undertaken under RFP, in full conformity with the said RFP.
2. We / I have read the terms and conditions of RFP and confirm that these are acceptable to us. We further declare that additional conditions, variations, deviations, if any, found in our proposal shall not be given effect to.
3. We / I agree to abide by this proposal, consisting of this letter, technical and financial proposal and all attachments, for a period of 120 days from the date fixed for submission of proposal as stipulated in the RFP.
4. Until the formal agreement is prepared and executed between the parties, this proposal, together with your written acceptance of the proposal and your notification of award, shall constitute a binding agreement between us.
5. We / I hereby declare that all the information and statements made in this proposal are true, correct and acceptable. Any misinterpretation contained in it may lead to our disqualification.
6. We / I understand State Life is not bound to accept any proposal it receive.
7. We / I confirm that our authorized representative has signed all pages of this proposal as acceptance of all conditions of RFP. All documents attached along with our proposals have also been signed by our authorized representative as an attestation of their authenticity. The financial proposal has been prepared separately as desired and duly signed.
8. We / I am submitting herewith a demand draft/Pay Order No. \_\_\_\_\_ dated \_\_\_\_\_ drawn from ----- in favor of "SLIC H&AI PREMIUM COLLECTION ACCOUNT" as Bid Security Deposit for consideration of our proposals is attached as scanned copy with technical proposal on EPADs and also furnished in hard copy to Regional Procurement Department

9. The letter of authorization by the competent authority is also attached herewith.
10. We / I undertake to engage eligible experts/ skilled workers as per requirements outline in SOW

Dated [date / month / year]

Authorized Signatory (in full and initials):

Name and title of signatory:

Duly authorized to sign this proposal for and on behalf of [Name of Respondent]

Name & Address of Firm

Affix rubber stamp

Email/Fax No.

Income Tax Certificate

Return Submitted

## Annex-B:

### Proposed Specifications

| License Type                                                       | Features                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|--------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Fortinet Firewall 101 UTP License</b>                           | <ul style="list-style-type: none"> <li>• Application Control</li> <li>• Antivirus</li> <li>• Intrusion Prevention System (IPS)</li> <li>• Web Filtering</li> <li>• Malware Protection</li> <li>• Botnet Protection</li> <li>• IoT Detection &amp; Anomaly Prevention</li> <li>• SSL Inspection Certificate Database</li> <li>• Content Disarm &amp; Reconstruction</li> <li>• URL &amp; DNS Filtering</li> <li>• 24×7 FortiCare Support</li> <li>• Firmware Upgrades &amp; Signature Updates</li> <li>• Logging &amp; Analysis Integration with Forti Analyzer</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
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## ANNEX-C:

### QUOTED SOLUTION DETAILS

| Features                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Specifications                                      |
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- a. All entries must be filled
- b. No Overwriting/cutting is allowed and if done must be signed properly
- c. The said proforma must be signed and stamped
- d. Must be affixed with Technical Proposal on EPADs