



**INSTITUTE OF BUSINESS MANAGEMENT (IoBM)
KORANGI CREEK, KARACHI**

**TENDER FOR DATA CENTER SHIFTING & REVAMPING
REF: IoBM/IT/SWI/180825**

The Institute of Business Management (IoBM), Karachi, invites sealed bids from registered **active taxpayers** (manufacturers, firms, distributors, etc.) for the complete redesign and revamping of its operational data center. The goal is to create a scalable, secure, and remotely controllable data center supporting IoBM's future needs.

Scope of Work

- The data center must strictly follow the provided layout plan (Annexure-1), with no alterations to size/location.
- Bidders must conduct a site survey and submit proposals per Annexures 1, 2, and 3.
- A Minimum Bill of Quantities (BoQ) is provided in Annexure-2 for reference.
- Detailed technical specifications are in the RFP document on IoBM's website (www.iobm.edu.pk).
- **Person to contact:** Mr. Shoaib Ahmed (0345-2199503) will coordinate site surveys under the HoD IT.

Evaluation Criteria

- a. For prequalification, minimum **70 technical marks** required as per defined criteria mentioned in Annexure-4 of RFP. Non-compliance leads to disqualification.
- b. Only technically qualified bids proceed to the Financial Proposal stage.
- c. Bidder must be an OEM or authorized partner (with valid partnership proof).
- d. OEM must have a local office, warehouse (preferably in Karachi, Lahore, Islamabad), and support team in Pakistan.
- e. Only firms with valid dealership / reseller certificates and relevant experience may participate.
- f. Submit a valid Manufacturer Authorization Letter (MAL/MAF) for the current year.
- g. OEM must have operated in Pakistan for at least 3 years.
- h. Software upgrade and patching support must be ensured.

Terms & Conditions

- IoBM reserves the right to **reject any bid without assigning any reason**.
- Bidders must attach valid **NTN & Sales Tax Registration Certificates**.
- Quoted rates must be **inclusive of all applicable taxes** (separately itemized).
- **Bid validity:** 90 days.
- **Tender fee:** PKR 5,000 (non-refundable), payable via **Pay Order in favor of IoBM**.
- **Submission deadline:** **October 15th, 2025**.
- **Procurement Method:** Open Competitive Bidding (Single-Stage, Two-Envelope Procedure).
- **Bid opening:** On the submission day at 12:00 AM (or the next working day in case of a holiday).
- **Advance payment** (if any) requires collateral in the form of a **Bank Guarantee or IoBM-approved insurance**.
- The supplier must submit a **list of clients, including relevant clients**.

Bid Data Sheet

- **Bid Price:** Fixed in PKR.
- **Qualification Requirements:**
 - Valid NTN and Sales Tax Registration
 - Average annual turnover of at least **PKR XXX million (last 3 years)**
 - Valid OEM Authorization Letter
- **Grounds for Rejection:**
 - Late submission
 - Conditional bids
 - False information
 - Blacklisted bidders

Tender documents are available at: www.iobm.edu.pk/tenders

Total Amount: _____ (Rupees _____ Only)

Signature & Company Stamp: _____