

RFP for Wireless Access Point Solution for U Microfinancing Bank Head Offices Islamabad.

1. Introduction

U Bank invites qualified vendors to submit proposals for the procurement, installation, and configuration of Fortinet Access Points solutions. This initiative aims to strengthen U Bank's network availability. The selected AP solution should meet the bank's stringent requirements for security, scalability, and compliance

2. Objectives

- I. Implement Fortinet AP solutions to secure the bank's network and data assets.
- II. Ensure the solution integrates seamlessly with U Bank's existing security infrastructure.

3. Scope of Work

The selected vendor will be responsible for:

- I. Create Heatmaps for new AP Solution with the capabilities of provided hardware.
- II. Supply of Fortinet AP hardware and/or software as per specified requirements.
- III. Delivery of Complete Solution equipment should be within 6x Week after issuance of LOA.
- IV. Installation and configuration of the AP in alignment with U Bank's security policies and architecture.
- V. Integration of the AP solution with U Bank's existing SIEM and other security tools.
- VI. Currently there are 29x AP installed in HOs. For further AP installation, vendor is required to supply and install cabling as per actual.
- VII. Conducting knowledge transfer and training from OEM Certified Trainer for U Bank's IT Network staff.
- VIII. Providing post-installation support and maintenance for 3x years.

The scope of this engagement is to assist Ubank with the following tasks (for the AP covered by this engagement):

I. WORKSHOP AND DOCUMENTATION

- a) Conduct up to (2) workshops to understand the environment and agree on the migration plan.
- b) b. Deliverable: develop the following documentations:
 - I. Solution Design: High Level Design (HLD) document and LLD
 - II. Functional Test plan containing the tests scenarios to validate the Fortinet product functions.
 - III. Migration Plan Document aligned with Banks Security policy. which will get integrated to Ubank's existing Fortigate Firewalls. Therefore, this RFP has the following SOW for bidder:

MIGRATION PHASE (1)

Migration of AP on a single Floor

- a) Technical workshop
- b) Configuration conversion and preparation.
- c) Provisioning of the 1st batch of AP configuration
- d) Dry run assistance and its analysis
- e) Maintenance windows for cut-over assistance while company executes their UAT.
- f) Next day support

MIGRATION PHASE (2)

Migration of remaining AP

- a) Fine tuning, adapting the final configuration in LAB before provisioning the configuration in production.
- b) Provisioning of the remaining batch of AP configuration and its review.
- c) Maintenance windows for cut-over assistance while company executes their UAT.
- d) Next day support

IV. PROJECT COORDINATION

- a) Project kick-off and regular program review to report on man*days consumption and progress of the
- b) assistance activities.
- c) Management of project scope changes when required.
- d) Acceptance and sign-off process

5. Vendor Requirements

- Be Fortinet-certified partners.
- Provide Training of AP from OEM Certified Trainer for 6x IT Staff.
- Have certified Fortinet engineers for installation, configuration, and support.
- Delivery of Complete Solution equipment should be within 6x Week after issuance of LOA.

6. Proposal Submission Guidelines

Vendors should submit a detailed proposal that includes:

- **Company Background:** Overview of company, experience, and relevant Fortinet certifications.
- **Solution Description:** A technical overview of the proposed Fortinet AP solution, covering all technical requirements listed.
- **Implementation Plan:** Detailed timeline, milestones, and deliverables.
- **Training and Support:** Description of the training and support offered, including SLAs.
- **Cost Proposal:** A clear cost breakdown for hardware, software, installation, and training. All cost should be Duty Delivery Paid and will be paid in PKR by Bank. In addition, bidder should provide separate costs for both 3x year OEM Support and 3x year local support.

7. Evaluation Criteria

Proposals will be evaluated based on:

- Solution's ability to meet technical and security requirements.
- Vendor experience with implementations of Access points and customer references.
- Quality of training, support, and maintenance services.
- Overall cost and value.
- Compliance with security and regulatory standards.

8. Payment Terms:

- No advance payment will be made.
- Payment will be made in PKR.
- 80% payment after delivery of Equipment (excluding Local Support)
- Remaining 20% payment after FAT (excluding Local Support)
- Local support payment will be made quarterly. Local support will start after project Final Acceptance Test successful signoff.

PTO for Technical Specification

Technical Specification for Wireless Access Point

Item	Specification
OEM	Fortinet.
Model	FAP-231K.
Quantity	50.
Technical Details	
Radio / Wireless	2.4 GHz + 5 GHz + 6 GHz tri-radio capable.
MIMO / Streams	2×2 MU-MIMO for Wi-Fi7 version.
Antennas	Internal, quantity: 4
Interfaces / Uplink	1 × RJ-45 1/ 2.5 / 5G Base-T (PoE)
Mount / Form-Factor	Includes Standard Mounting Kit for Ceiling
SSID capacity	Configured SSIDs: up to 8 per Radio
Clients	50 clients per
Environmental / Operating Conditions	Operating temperature: 0 °C to 50 °C
Power / PoE	Supports PoE
Compliance / Standards	Supports WPA, WPA2, WPA2 Enterprise to work with Active Directory User Authentication, WPA3, PSK, 802.1x, multiple 802.11 amendments (k, r, v, w)
Warranty	3x year 8x5NBD Warranty, Software and 24x7 TAC support.