



May 29, 2026  
Version 1.0

**Gallop Tender for Supply and Implementation of Hyper-  
Converged Infrastructure (HCI) Solution  
Institute of Chartered Accountants of Pakistan (ICAP)**

## INTRODUCTION

The Institute of Chartered Accountants of Pakistan (ICAP) is a professional body of Chartered Accountants in Pakistan. ICAP was established and incorporated in the year 1961 under the Chartered Accountants Ordinance, 1961 with the prime objective of regulating the profession of accountancy in Pakistan. ICAP is responsible for conducting chartered accountancy examinations under the Chartered Accountants Ordinance and plays a pivotal role in cultivating and nurturing the younger generation for leadership through its robust education and examination system which is recognized all over the world.

### Bid Timetable

Description	Date
RFP Issuance	May 29, 2026
Queries Submission Deadline	June 10, 2026
Bid Submission	June 15, 2026
Opening of Bids	To be communicated

### Contact Information

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### SCOPE OF WORK

- The selected vendor will be responsible for the following:
- Supply and installation of HCI hardware.
- Supply and installation of HCI management and virtualization software.
- Data migration from existing servers to the new HCI infrastructure.
- Configuration of the new HCI infrastructure, ensuring compatibility with existing applications and operating systems.
- Implementation of backup, redundancy, and high availability to ensure zero downtime for critical services.
- Training for in-house IT staff (including self-paced video training) on HCI operation and maintenance.
- Ongoing support and maintenance post-implementation.

## EXISTING INFRASTRUCTURE OVERVIEW

The current hardware infrastructure consists of five servers running Linux 8 and Windows Server 2019, hosting critical applications such as WebLogic, Active Directory, Apex, OBIEE, and local databases. A detailed breakdown of the current hardware setup is as follows:

Server No.	Operating System	CPU Mode	CPU Usage% (Peak)	Memory GB	Memory Usage GB (Peak)	Disk Capacity TB	Zero Downtime
1	Linux 8	16	10/70	64	42/55	1.5/3	Yes
2	Linux 8	16	20/90	64	40/56	2/3	No
3	Windows Server 2019	12	10/50	48	25/35	1.5/2.4	Yes
4	Windows Server 2019	12	10/7	32	22/30	1.6/2	Yes
5	Windows Server 2019	8	10/30	16	12/15	600/1	Yes

## REQUIREMENTS

- All calculations are performed based on the usage of an Intel(R) Xeon(R) Gold 6530 CPU@ 2.1GHz.
- The HCI solution should consolidate the current infrastructure and provide additional functionalities to meet future requirements.
- The key hardware requirements are:
  - Compute: Current hardware infrastructure utilizing a total of 92 CPU cores, hosting critical applications across production, development, and backup environments
  - Memory: Total memory available for utilization across the existing servers is 384GB
  - Storage: Based on the existing infrastructure setup, the total storage capacity currently available is 28 TB
  - Networking:
    - High-speed networking (10GbE or higher) to meet data throughput requirements.
    - 24 10G SFP+ Ports Stackable switches quantity 2.
    - 10G BASE-SR SFP+ Transceiver's quantity 16.
  - The HCI software solution must include the following core features:
- Server Virtualization: Full support for server virtualization using industry-standard platforms (e.g., VMware, Hyper-V, KVM).
- High Availability (HA): Built-in node-level and application-level HA for zero downtime.
- Distributed Resource Scheduler (DRS): Automated load balancing of resources across nodes based on demand.
- Automated Hot Add: Dynamic addition of CPU, memory, and storage to VMs without downtime.
- Backup and Cloning: Integrated backup and cloning capabilities for VM backup and testing environments.
- Network Virtualization: Support for virtualized networks, a \Switch (virtual switch) for flexible network management.
- Distributed Firewall: Granular, micro-segmented security with dynamic firewall scaling.
- Drawable Topology & Visualized Network: Real-time, interactive network topology visualization and management.
- Please provide proposal for 2 Nodes and 4 Nodes.

## TRAINING

- The vendor will be required to provide comprehensive training to at least two ICAP staff on the HCI operation and maintenance including certification.
- The vendor will be required to provide technical, user manuals, Study materials and other necessary documentation including self-paced video training videos required to administer and trouble shoot the implemented solution.

## **TIMELINE**

- Delivery of hardware and software must be made within eight weeks of the issuance of Purchase Order.
- Deployment of the HCI solution migration of existing system to it must be completed within six weeks of the delivery of the hardware and software.

## **ELIGIBILITY CRITERIA**

- To qualify for this tender, vendors must:
  - Have at least 3 years of experience in deploying HCI solutions.
  - Provide proof of at least 20 successful HCI solution implementation with quoted components i.e., Compute Virtualization, Storage Virtualization, Network Virtualization on for mid-to-large enterprises by the OEM.
  - Provide Proof of at least 5 deployments with quoted components i.e., Compute Virtualization, Storage Virtualization, Network Virtualization by OEM. Preference will be given to deployments in Education Sector.
  - Quoted Solution must be listed in Gartner Magic Quadrant for HCI Software in any of the last 3 Years.
  - Quoted Solution must have OEM presence in Pakistan for at least 5 years.
  - Hold certifications and partnerships with leading HCI technology vendors.
  - Provide 24/7 support and local service for emergency troubleshooting.
  - Offer a minimum 3-year warranty on all hardware, with options for extended support.

## **FINANCIAL PROPOSAL**

- Vendors must provide a detailed cost breakdown, including:
  - Hardware costs for the Primary site.
  - Software licensing costs (virtualization, management).
  - Service costs (installation, configuration, and migration).
  - Ongoing support and maintenance costs.
  - Any additional costs (e.g., training/video training etc.).
- The financial proposal must be submitted in a separate sealed envelope along with the sealed envelope for technical proposal.
- Please provide financial proposal for both 2 Nodes and 4 Nodes.

## **EVALUATION CRITERIA**

- The evaluation of submitted proposals will be based on:
  - Technical Proposal: Compliance with HCI site specifications.
  - Price: Competitive pricing for the scope of the project.
  - Experience and Reputation: Demonstrated expertise in HCI implementations.
  - Support and Warranty: Post-implementation support and warranty offerings.
  - Timeline: Ability to meet project deadlines.

## SUBMISSION GUIDELINES

- All bids must be submitted by June 15, 2026. Late submissions shall not be accepted.
- The participating Bidders must submit the technical proposal in the format of Response Form given at paragraph 10 of this document by the above-mentioned due date.
- The financial bids must be submitted in a separate sealed envelope along with the Technical Proposal within the above-mentioned due date.
- Bidders must submit soft copies of the technical and financial bids by placing USBs in the respective sealed envelopes.
- The sealed bids can be dropped in the tender box, on or before the due date, placed at the following address:

The Institute of Chartered Accountants of Pakistan  
G-31 Block-8 Chartered Accountants Avenue, Clifton Karachi

- The sealed bids may also be sent through Registered AD Post or Courier Service to the Deputy Manager Procurement at the above-mentioned address. However, bids received after the due date shall not be entertained.
- Bids received through email shall not be entertained.
- An amount equivalent to 20% of the total invoiced amount shall be withheld by ICAP and released in two stages:
  - Stage 1: 50% of the retention amount will be released upon successful installation, testing, and commissioning of the HCI solution at Primary site.
  - Stage 2: The remaining 50% will be retained for a period of 12 months post-installation to cover any performance or compliance issues during the warranty period. This amount will be released upon satisfactory completion of the warranty period, provided no outstanding issues are identified.
    - In case if the bidder fails to meet any requirement defined in the Purchase Order, the retained amount will be forfeited without assigning any reason.
    - ICAP reserves the right to accept or reject any or all bids without assigning any reason.
    - Any queries may be sent to [raghib.rehman@icap.org.pk](mailto:raghib.rehman@icap.org.pk)

**RESPONSE FORM (TECHNICAL PROPOSAL)**

- As an authorized representative of the <Name of the Bidder>, I hereby confirm that <Name of the Bidder>:
  - is capable to meet the requirements specified in the Tender document # ICAP/EXM/002/052026 issued by ICAP.
  - has \_\_\_ years of experience in deploying HCI solutions.
  - **has deployed the HCI solution on Primary site at the following clients:**

	Client 1	Client 2	.....	Client
Name				
Address				
Focal Person Name				
Focal Person Contact No.				

- holds certifications and partnerships with leading HCI technology vendors. Evidence is enclosed as Annexure-1.
- will provide \_\_\_ years comprehensive warranty of entire hardware delivered under the proposal.
- will provide 24/7 support and local service for emergency troubleshooting during the warranty period. Extended support can be provided on mutually agreed terms.
- will provide \_\_\_ hours training in \_\_\_ sessions to the ICAP staff on administration and troubleshooting of the quoted solution. The mode of training will be  
(Please specify on-site or online or both or as desired by ICAP.)
- will provide training material, including but not limited to technical reference and user manuals.
- Evidence of successful HCI solution implementation with quoted components i.e. Compute Virtualization, Storage Virtualization and Network Virtualization Solution on for mid-to-large enterprises by the OEM is enclosed as Annexure-2. (Annexure-2 should be in a format similar to the format given in the third sub-bullet highlighted with yellow color.)
- Evidence of deployments with quoted components i.e. Compute Virtualization, Storage Virtualization, Network Virtualization by OEM is enclosed as Annexure-3. (Annexure-3 should be in a format similar to the format given in the third sub-bullet highlighted with yellow color.)
- Evidence of listing of the quoted solution in Gartner Magic Quadrant for HCI Software is enclosed as Annexure-4.
- The Quoted Solution’s OEM has been present in Pakistan for the last \_\_\_ years. Evidence is enclosed as Annexure-5.

### Additional Information

No.	Desired Information	Status
1	Confirm if the Bidder is a registered organization under applicable laws of Pakistan. If yes, please attach documentary evidence as Annexure-6.	Yes/No
2	Confirm if the Bidder is an Active Tax Payer in FBR and other Regional Revenue Boards. If yes, please share documentary evidence as Annexure-7.	Yes/No
3	Bank Statements for the past three years is enclosed as Annexure-8. If not, please explain why the statements are not attached.	Yes/No
4	Audit Report for the past three years is enclosed as Annexure-9. If not, please explain why the reports are not attached.	Yes/No

Authorized Signature  
Name of Authorized Signatory  
Date

Bidder's Seal

