



April 30, 2026
Version 1.1

Request for Proposal (RFP)
Next-Generation Firewall (NGFW)
Institute of Chartered Accountants of Pakistan (ICAP)

Disclaimer:

This RFP document for procurement of Next-Generation Firewall (NGFW) for the Institute of Chartered Accountants of Pakistan (ICAP) contains project-related information for vendor participation. While efforts have been made to ensure accuracy, ICAP reserves the right to modify, update, or cancel any part of this RFP. Vendors are advised to conduct their own assessments and submit proposals accordingly.

Bid Timetable

Description	Date
RFP Issuance	May 25, 2026
Queries Submission Deadline	June 08, 2026
Bid Submission	June 12, 2026
Opening of Bids	June 13, 2026

Bid Overview

ICAP invites proposals from qualified vendors for the supply, installation, configuration, and commissioning of Next-Generation Firewalls (NGFW).

Location: Karachi (Head Office Only)
Quantity: 2 Units
Deployment Mode: High Availability (HA)

Contact Information

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Submission Requirements

- Proposal must be submitted in two separate sealed envelopes or separate password-protected email files: one containing the Technical Proposal and the other containing the Financial Proposal.
- Only financially sealed proposals of technically qualified bidders will be opened. (Annexure A)
- Proposal must include complete technical and commercial details.
- Conditional proposals will not be accepted.

Financial Requirements

- Vendor must be registered for GST & NTN
- Must be Active Taxpayer (ATL)
- Quotation on official letterhead
- Prices must be inclusive of all taxes
- No overwriting or conditional bids
- Delivery & installation at ICAP Karachi
- Penalty: 10% of project value for delays

Background

ICAP intends to enhance its cybersecurity posture by deploying an enterprise-grade Next-Generation Firewall (NGFW) solution at its Karachi Head Office.

Scope of Work

- NGFW appliances in High Availability
- Must be OEM Supervised Installation, configuration, and testing

Technical Specifications

Specification	Requirement
Firewall Throughput	≥ 19.5 Gbps
Application Control Throughput	≥ 12 Gbps
NGFW Throughput	≥ 3.8 Gbps
Threat Protection	≥ 2.6 Gbps
Web Application Firewall Throughput	≥ 1.1 Gbps
Concurrent Sessions	≥ 1,940,000
New Sessions/sec	≥ 86,000
Storage	≥ 120 GB SSD
1G Interfaces	≥ 6
10G SFP+	≥ 2
Expansion Slot	≥ 1

- Must be Listed in Gartner Magic Quadrant for Hybrid Mesh Firewall
- Must be Listed in ICSA Labs Certified Next Generation Firewall
- Listed in Cyber Ratings for Enterprise Firewall
- The proposed solution must have the NSS LAB tested Web Application Firewall/Features to secure against OWASP top 10 attacks
- Must include Intrusion Prevention System (IPS), Anti-Virus & Anti-Malware, Email Security Protection, Cloud-Based Security Sandbox, Web Filtering, Anti-Brute force attack Application Control, Botnet Protection, Bandwidth Management, Web Application Firewall protection
- Must have IPSec VPN for site-to-site connectivity
- Proposed solution must show live CPU, Memory and Hard Disk utilization stats on main dashboard
- Proposed solution must be a Hardware Appliance
- Must provide training for 2 participants by OEM resource

Licensing, Subscription & Support

- Vendor must provide one-year & three-year's subscription options including licenses, updates, warranty, and 24x7 OEM support.
- Vendor must clearly provide next year's renewal pricing including SLA and warranty.

Vendor Selection

Proposals will be evaluated based on the following criteria:

Evaluation Criteria attached as **(Annexure A)**

1. Technical Evaluation:

The technical evaluation shall be based on, but not limited to, the following factors:

- Experience in deployment and implementation of similar Next Generation Firewall (NGFW), Cybersecurity, or Network Security solutions.
- Compliance of the proposed solution with the technical specifications defined in the RFP.
- Technical capability and expertise of the bidder.
- Suitability, scalability, and future-readiness of the proposed solution.
- Experience in installation, configuration, commissioning, and support services within Pakistan/region.
- Availability of certified technical resources and local support capabilities.
- Quality, reliability, and performance of the proposed OEM/product

2. Commercial Evaluation:

- Competitive pricing and overall value for money.
- Completeness of commercial offering including licenses, subscriptions, warranty, and support services.
- Total Cost of Ownership (TCO) of the proposed solution.

3. Support and Maintenance:

- Quality and responsiveness of technical support services.
- Service Level Agreement (SLA) commitments.
- Availability of local support and escalation mechanism.
- Warranty coverage and maintenance services.
- Value-added support and management capabilities offered by the bidder/OEM.

4. References and Reputation:

- Past performance and reputation of the bidder and OEM in the industry.
- Quality and relevance of references provided for similar projects.
- Customer satisfaction and successful project completion history.

5. Qualification Criteria:

- Bids obtaining an overall technical evaluation score of Eighty Percent (80%) or above shall qualify for further commercial evaluation.
- Additionally, bidders must secure a minimum of Seventy-Five Percent (75%) marks in each individual evaluation section to be considered technically responsive.
- Financial proposals of only technically qualified bidders shall be opened/evaluated.

(Annexure A) Evaluation Criteria

Sr. #	Description:	Marks of Eligibility	Marks Obtained	eligible for consideration
1	The bidder must have successfully supplied and/or implemented at least Ten (10) similar Next Generation Firewall (NGFW), Cybersecurity, or Network Security solutions in Pakistan during the last Three (3) years. The bidder must have a minimum of Five (5) years' experience in the field of Network Security, Cybersecurity, or IT Infrastructure Solutions. Documentary evidence such as Purchase Orders, Completion Certificates, Contracts, or Client References must be attached.	15		
2	Contact details for at least Five references from projects similar in size and scope of work (including location and year).	15		
3	The bidder must provide: <ul style="list-style-type: none"> • Minimum One (1) Year OEM Warranty and Technical Support • 24x7 Technical Support Services • Firmware / Security Signature Updates during warranty period • Replacement of faulty hardware during warranty period Preventive maintenance visits, if required, shall be clearly mentioned separately in the proposal.	15		
4	The bidder must submit the following documents along with the Technical Proposal: <ul style="list-style-type: none"> • Company Profile • Valid NTN and GST Registration Certificates • OEM Authorization Letter / Manufacturer Authorization Form (MAF) • Authorized Partnership Certificate from OEM • Reference List of Ongoing and Completed Projects • Reference List of Projects Completed During Last One (1) Year • Proposed High-Level Solution Architecture / Diagram • Low-Level Design / Implementation Plan (if applicable) • Project Plan and Implementation Timeline • Detailed Scope of Work • Organizational Structure / Organogram • Technical Datasheets, Product Catalogues, and Brochures of Quoted Products 	25		
5	<ul style="list-style-type: none"> • The quoted OEM must have officially established support presence and operations in Pakistan for at least Five (5) years. • The bidder must be an authorized partner/reseller of the OEM at the time of bid submission. • Valid OEM partnership certificate must be attached. • Manufacturer Authorization Letter (MAF) must be submitted on OEM letterhead specifically issued for this tender. 	20		
6	The bidder must be registered with Sales Tax, Income Tax departments and should be active tax payer.	10		