

The New Development Bank
Request for Proposal
(This is not a Purchase Order)

1. Introduction

The New Development Bank (NDB) is issuing a Request for Proposal (RFP) to invite qualified suppliers to provide proposals to NDB’s S-IT-2024-01570 Fortinet Firewall Subscription and Support – 2024-25 project. Please refer to the following information and attachment for detailed requirements.

NDB invites those interested and qualified companies to register with NDB’s e-procurement system to be our **registered suppliers** and participate in the bidding process (**please be advised the contact information provided in registration, especially email address, must be correct as all communications regarding the bid, including RFP distribution and award notice, will be sent through it**). NDB will choose the most suitable one(s) from the shortlisted suppliers. NDB at its sole discretion reserves the right to reject all proposals in accordance with its internal policy and guidelines.

2. RFP Schedule

Please be advised the following activities could take place in the RFP process. NDB will inform the specific arrangements in advance and the suppliers are requested to respond in a timely manner.

Activity	Date
Distribution of RFP	June 07, 2024
Deadline for Questions	June 26, 2024
Proposal Response Due	June 28, 2024
Negotiation on contract	TBD
Signing Contract	TBD
Project Kick Off	TBD

**The RFP Schedule is for reference only and NDB has its sole discretion to adjust as per the project’s needs.*

3. Instruction to bidders

3.1 Contact Information

Please use the following contact information for all correspondence with NDB concerning this RFP.

Name: Ivan Nepeivoda

Address: 26th floor, NDB Headquarters, 1600 Guozhan Road, Pudong, Shanghai, China

中国上海浦东新区国展路 1600 号，新开发银行总部大楼 26 层

Email: nepeivoda.ivan@ndb.int

3.2 Submission of Proposals (Introduction to use of NDB's e-procurement system)

Proposals shall be prepared in English. Electronic version is obligatory and shall be uploaded in NDB's e-procurement system.

For submission of proposal, the qualified suppliers should register with NDB's e-procurement system to be **NDB registered suppliers** (subject to NDB's internal approval) in advance. All registration information shall be in English except for uploads of scanned or copied documents originally produced in other languages. Then registered suppliers need to **ENROLL** in the procurement notice (for open competitive bidding) or **ACCEPT** the invitation (for limited competitive bidding) before submitting proposal online according to the timeline: <https://www.ndb.int/procurement-opportunities/corporate-procurement/>

The deadline, due time, closing date, among others, referred to herein means Beijing time; and NDB's business time is from 9:00AM to 5:15PM in working days.

3.3 Questions

Please submit questions in writing by e-mail. Suppliers are advised to refer to the specific paragraph and page number in RFP and should quote the corresponding passage. NDB will be prompt in responding to the questions. Questions can be responded to as a group and sent to all suppliers. NDB will not provide feedback to questions raised beyond deadline.

3.4 Ownership of Materials

All materials submitted in response to this RFP become the property of NDB. Proposals and supporting materials will not be returned to suppliers.

3.5 Proposal Costs

NDB is not responsible for any costs incurred by the supplier in the preparation of the proposal or the site visit.

3.6 Proposal Format (if applicable)

NDB recommends that the proposal should contain **three** parts as follows. **The supplier may choose another proposal format as long as it suits the purpose.**

- Volume 1 – Information on the supplier. The supplier is required to provide the basic information in the attached table (attachment 2). Please fill out the table as complete as possible. More information will help us in evaluation.
- Volume 2 – Main Proposal

Section 1	Executive Summary
Section 2	Functional Section
Section 3	Technical Section
Section 4	Project Management Section
Section 5	Support Section
- Volume 3 – Price Proposal – Should be in a separate document even though it is an integral part of the proposal. The currency is **USD**; if quoted in other currencies, the exchange rate should be clearly defined. **The price shall be inclusive of applicable taxes (if not, please specify)**; other charges shall also be clearly defined.

3.7 Validity Period

The proposal, including pricing quotation, shall be valid at least for 120 days.

3.8 RFP Amendments

New Development Bank reserves the right to amend this RFP any time prior to the closing date. Amendments will be issued only to suppliers who are going to complete a proposal.

3.9 Sub-contractor

NDB expects to negotiate and sign contract with one winning supplier. NDB will accept only complete solutions from a primary supplier and will not accept any incomplete proposals that are only cover part of the RFP. The prime supplier will be responsible for the management of all subcontractors. NDB will not accept any invoices from subcontractors or become part of any negotiations between a prime supplier and a subcontractor. If there is any sub-contractor involved or engaged by the supplier, it shall be clearly stated in the proposal.

3.10 Award Notification

NDB will negotiate with all shortlisted suppliers before deciding the winning supplier. NDB reserves the right to negotiate further with the winning supplier before or in the contracting process. The award notification is sent to the winner online in the e-procurement system. NDB is not obliged to notify the bid outcome to unsuccessful suppliers.

4. Evaluation Criteria

The proposals will be reviewed and evaluated by NDB's team in accordance with the related policy and guidelines, especially the six principles (Economy, Efficiency, Competition, Transparency, Value for Money, Fit for Purpose) contained in NDB's corporate procurement policy. NDB is interested in obtaining a complete solution to the requirements contained in this RFP. Proposals that meet the proposal instructions and requirements will be given a thorough and objective review. Proposals that are late, or do not comply with proposal instructions, or take exceptions to mandatory requirements will be excluded. The following are the key factors that would be taken into consideration for evaluating the proposals.

i. Technical Approach and Methodology or Software Solution

Primary consideration will be given to the mandatory requirements as listed in this RFP.

The following are the main factors in the evaluation.

1. Meeting the requirements as stated in this RFP;
2. Understanding of the work to be performed;
3. Technical approach and methodology to accomplish the work;
4. Completeness and competence in addressing the scope of work.

ii. Project Management

NDB also believes that effective project management is essential for a successful implementation. Suppliers will be evaluated on the completeness and responsiveness of their project management plans and the project team assigned.

As part of the project management plan, suppliers must demonstrate adequate experiences in developing and implementing the requested project. NDB's confidence in the suppliers' ability to meet deadlines and successfully manage similar projects will be a primary consideration.

Special consideration is given to suppliers who propose a detailed project plan with sufficient breakdown of tasks and steps to demonstrate a complete understanding of the project.

iii. Pricing

NDB will consider pricing as part of the evaluation criteria. **Lowest price is not essential to win.** However, large pricing differentials between suppliers will be carefully examined. Price will be used as a final indicator for determining the supplier finalists when all other criteria have been normalized.

iv. Presentation and Demonstration

The performances and results of Presentation and Demonstration will be evaluation factors.

v. Support and Maintenance

NDB believes the ability to perform timely support is also an important factor for the success of this project. Therefore, suppliers should provide adequate information to demonstrate their capabilities to fulfill this task.

5. Contract

The participants shall review the service agreement template provided by NDB in advance. The use of NDB's version of service agreement is preferable. NDB Template for Service Agreement and NDB General Terms and Conditions for Procurement Contracts can be found on the NDB's official website: <https://www.ndb.int/procurement-opportunities/corporate-procurement/>

Please note that, being an international institution, NDB enjoys privileges and immunities as per the Articles of Agreement ([Agreement on the New Development Bank](#)) and disputes will be resolved by a reputable international arbitration center. The preferable forum is Shanghai International Arbitration Center ("SHIAC") or any alternative forum in a neutral jurisdiction.

Attachment 1:

Service Scope (Statement on Work)

Fortinet Firewall Subscription and Support – 2024-25

List of firewalls with their respective licenses and periods to be renewed and services:

Item No	Qty.	Product	SN	SKU	Period
1	1	FortiGate VM01	FGVM01TM18000664	FC-10-FVM01-248-02-12	7/15/2024 - 7/14/2025
2	1	FortiGate VM01	FGVM01TM19001197	FC-10-FVM01-248-02-12	7/15/2024 - 7/14/2025
3	1	FortiGate VM01	FGVM01TM19001801	FC-10-FVM01-248-02-12	7/15/2024 - 7/14/2025
4	1	FortiGate VM01	FGVM01TM21003582	FC-10-FVM01-929-02-12	7/15/2024 - 7/14/2025
5	1	FortiGate VM02	FGVM02TM21009895	FC-10-FVM02-929-02-12	7/15/2024 - 7/14/2025
6	1	FortiGate VM02	FGVM02TM21009896	FC-10-FVM02-929-02-12	7/15/2024 - 7/14/2025
7	1	FortiGate VM01V	FGVM1V0000158166	FC-10-FG1VM-248-02-12	7/15/2024 - 7/14/2025
8	1	FortiGate VM02	FGVM02TM19005685	FC-10-FVM02-929-02-12	7/15/2024 - 7/14/2025
9	1	FortiGate VM02	FGVM02TM19005686	FC-10-FVM02-929-02-12	7/15/2024 - 7/14/2025
10	1	FMG-VM	FMG-VMTM20005318	FC2-10-M3004-248-02-12	7/15/2024 - 7/14/2025
11	1	FortiGate VM01	FGVM01TM20002536	FC-10-FVM01-248-02-12	7/15/2024 - 7/14/2025

12	1	FortiGate VM01	FGVM01TM20002539	FC-10-FVM01-248-02-12	7/15/2024 - 7/14/2025
13	1	FortiGate VM01V	FGVM1V0000120947	FC-10-FG1VM-851-02-12	7/15/2024 - 7/14/2025
14	1	FortiGate VM01V	FGVM1V0000145042	FC-10-FG1VM-851-02-12	7/15/2024 - 7/14/2025
15	1	FortiGate-81E	FGT81ETK19001388	FC-10-00E81-929-02-DD	7/15/2024 - 7/14/2025
16	1	FortiGate-81E	FGT81ETK19001391	FC-10-00E81-929-02-DD	7/15/2024 - 7/14/2025
17	1	FortiGate-81E	FGT81ETK19001801	FC-10-00E81-929-02-DD	7/15/2024 - 7/14/2025
18	1	FortiGate VM02	FGVM02TM22017338	FC-10-FVM02-248-02-12	7/15/2024 - 7/14/2025
19	1	FortiGate VM01	FGVM01TM22003542	FC-10-FVM01-929-02-12	7/15/2024 - 7/14/2025
20	1	FortiGate VM01	FGVM01TM22003543	FC-10-FVM01-929-02-12	7/15/2024 - 7/14/2025
21	1	FortiGate VM01	FGVM01TM22003544	FC-10-FVM01-929-02-12	7/15/2024 - 7/14/2025
22	1	FortiGate 60E	FGT60E4Q17008404	FC-10-0060E-900-02-36	7/15/2024 - 7/14/2025
23	1	FortiGate 60F	FGT60FTK2209EKBQ	FC-10-0060F-900-02-36	7/15/2024 - 7/14/2025
24	1	Service (defined below)	N/A	100 man-days	7/15/2024 - 7/14/2025

Level-2 support services Description

Item	Service Description
1	Provide technical support and troubleshooting for Fortinet, Sangfor and WAF solutions
2	Participate in NDB weekly meetings (remote or on-site). During the NDB major conference, on-site support services can be provided.
3	Provide constructive suggestions for major changes in NDB-related systems, and provide on-site services for major changes
4	Establish a regular communication mechanism with NDB, timely notify Party A of major bugs and important updates in the product software, assist in the upgrade, and provide upgrade plans before the upgrade
5	Ensure the feasibility of its technical solutions and the integrity of the integrated application software and hardware equipment, and ensure that the software and hardware equipment can be put into normal operation
6	If our technical team cannot solve the problem, coordinate or call the manufacturer and resources to support, and provide solutions
7	For the above technical support, the support team time must be negotiated in advance

SLA

Critical	Description of the problem	Response time	Support mode	Remark
Critical	Major system incidents or core system functions that do not function, affecting daily transaction processing, cannot be solved remotely, and there is no alternative solution.	1 hours	On-site/remote; Problems that cannot be solved remotely will be solved on site within 4 hours	N/A
Medium	Non-core system functions do not work, do not affect daily transaction processing, and there are acceptable temporary alternative solutions.	4 hours	Onsite/remote	N/A

Low	Bugs that do not affect system functions, etc., low urgency, do not affect daily transaction processing, have acceptable temporary alternative solutions, and can accept long problem repair time	8 hours	Onsite/remote	N/A
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Capabilities:

Demonstration of the required capabilities to operate the devices in the BoM through cases and technical certifications.

Demonstration of the required capabilities to operate the devices in the BoM with its own internal staff. It is strictly required that these devices be operated and maintained by the vendor's internal staff, not a third-party provider acting on behalf of the vendor.

Attachment 2:

Information Category	Description	Supplier's inputs
General Information	Legal Entity Name	
	Legal Address	
	Website	
	Government Registration Number	
	Date of Registration	
	Tax ID	
	Name(s) of Authorized Signatory	
	Contact Information (name, title, mail address and telephone number)	
	Amount of Employee	
	Three reference customers (minimum)	
Financial Information	Registered capital	
	Revenue of last 3 years	
Other Information	Information Security Credentials if any	
	Data residency location, for providing service required in the RFP	
	IDD/ AML Sanctions, Yes or No. If yes, please specify.	
	Others deemed necessary	