

## **REQUEST FOR PROPOSAL**

### **VSAT Data Link Connection for FMFB-A 20 Branches**

**Date of Issue: 29 November 2020**

**Date of Expiry: 13 December 2020**



**The First MicroFinanceBank**  
اولين بانک قرضه های کوچک

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## 1. About FMFB-A

Founded in 2004, The First Microfinance Bank is the only microfinance bank in Afghanistan. Our vision is to poverty alleviation and economic development through provision of sustainable financial services, primarily targeting the micro & small businesses and households. FMFB shareholders include Aga Khan Agency for Microfinance (AKAM), International Finance Corporation (IFC) and Aga Khan Foundation, USA.

Currently, FMFB-A is the market leader in microfinance contributing over 50% to the industry's outstanding portfolio. As of Dec 2017, FMFB-A's Gross Loan Portfolio stood over USD 85 million with over 64,000 active borrowers. FMFB-A has a network of 47 branches and outlets covering 14 provinces. The bank offers a range of services including savings, loans (microfinance and SME) and commercial banking services. Loans for agriculture and incremental housing are coupled with free advisory services.

## 2. RFP Objective

FMFB-A is seeking proposals from prospective Vendors to provide VSAT Pooling System Connection to connect 20 branches of FMFB-A to its Head Office and DR site with details mentioned in the following section.

Respondents must submit information with sufficient detail to ascertain how their proposed solution complies with FMFB-A minimum requirements **"Meeting all technical specifications and requirement"** Firms are also encouraged to submit any information that indicates how their proposed solution would provide the FMFB-A with requested features and enhancements that exceed the minimum requirements as set forth within this RFP.

## 3. Items Requirements and Specifications

Line#	Details	Remarks
1	Main Service	The Service provider must connect 20 branches of FMFB-A to FMFB-A head office and DR site (FMFB-A DR Site is located inside Roshan Data Center) via VSAT Data Link pooling system. Branch location details are mentioned in Appendix 1 of this document.
2	Link Type	Branches connectivity should be layer 2 VSAT data links. The service provider will connect the branches to FMFB-HO in a point to multipoint topology, same scenario applies to DR site and branches should be connected to FMFB-A DR Site in a point to multipoint topology.
3	IP Connectivity	FMFB-A should be able to configure its own private IP on each branch and two gateway IP addresses (one on its HO and another on the DR site) for point to multipoint connectivity. All the branches should have IP connectivity to HO and DR site at the same time. FMFB-A should be able to configure its own routing and VPN in each link.
4	Bandwidth	The total bandwidth for the VSAT pooling system should be 10 mbps (5mbps download, 5mbps upload) shared among 20 branches
5	Bandwidth Distribution	The 10mbps pooling system bandwidth will be divided between branches according to FMFB-A requirement, and the



		service provider should be able to allocate the bandwidth for each branch and change (increase or decrease) the bandwidth whenever requested by FMFB-A from the 10 mbps bandwidth pool
6	Adding or Changing branch Link	The Service provider must agree to add new branches to the existing pooling system bandwidth or move the connection from one branch to another if requested by FMFB-A.
7	Local HUB	The service provider should have a local hub inside the country for FMFB-A VSAT traffic
8	Latency	The latency for each branch link should not exceed 600ms
9	Test Connection	The Service Provider must provide demo link for testing and tuning purpose to FMFB-A.
9	Support	The Service Provider should provide free online and on-site technical support.
10	Timeline for Project	The bidder must specify their timeline for completing the project.

#### 4. Intent of Specifications

It is the intent of these specifications to take advantage of the latest advances in industrial design and construction. It is the intent to specify durable materials and which will be rugged and most suitable for FMBA considering such facts as may be reasonably and properly taken into account. Only new material under warranty not refurbished one will be accepted. The proposal shall include a complete description of each major component to be furnished, including materials, manufacturer, model number or other specific identifications.

#### 5. Rejection

Failure of any of the service/material or of a sample or samples thereof to satisfactorily meet inspection will be cause for rejection of the service/material furnished under this specification. The bidder shall pay rejected material transportation charges both ways.

#### 6. Acceptance

FMFB-A will accept the deliverables/service, if they were produced/provided/implemented and in accordance with best industry practice, and in accordance with the instructions received from the authorized representative of FMFB-A.

#### 7. VENDOR QUALIFICATIONS

- Bidders shall demonstrate past experience in meeting these minimum qualifications.
- Demonstrate a proven track record in providing solutions similar to the proposed solution to organizations for a minimum of 5 years.
- The bidder should be a legal entity registered in Afghanistan.
- Bidder must submit the following:
  - o Letter of Proposal.
  - o Authorization for signing all the documents related to RFP as per the template.
  - o Indicative Commercial bid

Those bidders that do not meet to these minimum qualifications shall be rejected by the bank without further consideration.

## 8. Payment Terms

- Payments will be started after the delivery of the service and acceptance of the service by FMFB.
- All taxes and custom charges shall be paid by the vendor.
- If the bidder bank account is outside the country, all transaction and currency exchange charges will be on bidder.

## 9. Bidder Queries

Inquiries, questions and requests for **technical clarification** related to this RFP are to be directed in writing to:

Attention: Essa Rahemi  
Designation: Sr. Network Management Officer  
Email: [essa.rahemi@fmb.com.af](mailto:essa.rahemi@fmb.com.af)  
Phone: 0795 766 343

## 10. Proposal Submission:

Please submit your sealed proposal to following address before the 13 December 2020

Attention: Mohammad Muhib Kabiri  
Designation: Procurement Manager  
Email: [muhib.kabiri@gmail.com](mailto:muhib.kabiri@gmail.com)  
Phone: 0790008103



### Appendix 1

No	Branch Location	Province
1	Darwaz	Badakhshan
2	Ishkashim	Badakhshan
3	Sheghnan	Badakhshan
4	Zebak	Badakhshan
5	Faizabad	Badakhshan
6	Baharak	Badakhshan
7	Jurm	Badakhshan
8	Panjab	Bamyan
9	Waras	Bamyan
10	Bamyan City	Bamyan
11	Yakawlang	Bamyan
12	Kundoz	Kundoz
13	Takhar	Takhar
14	Sheberghan	Jowzjan
15	Maimana	Faryab
16	Pulekhumri	Pulekhumri
17	Sholgara	Mazar
18	Khulm	Mazar
19	JabalSaraj	Parwan
20	Herat 1	Herat