



**IFCI Financial Services Limited  
Chennai**

**Request For Proposal**

**Notice Inviting Tender for the Procurement of Sophos  
Firewall**

*Corporate Office:* IFCI Financial Services Limited (IFIN), NO 12A KAMAK TOWER, 4th floor,  
SOUTH PHASE, NEAR HALLMARK TOWER, CHENNAI, TAMIL NADU - 600032.

- i) Date of issue/opening/publish of Tender document : 31<sup>st</sup> January, 4.00 pm
- ii) Last date of receipt of Tender : 20<sup>th</sup> February, 5.30 pm

## **Disclaimer**

The information provided by the bidders in response to this RFP Document will become the property of the IFIN and will not be returned. IFIN reserves the right to amend, rescind or reissue this RFP Document, and all amendments will be advised to the bidders, and such amendments will be binding on them. IFIN also reserves its right to accept or reject any or all the responses to this RFP Document without assigning any reason whatsoever.

This document is prepared by IFCI Financial Services Limited for its requirement of Sophos Firewall Hardware & License. It should not be reused or copied, or used either partially or fully, in any form.

While the document has been prepared in good faith, no representation or warranty, express or implied, is or will be made, and no responsibility or liability will be accepted by IFIN or any of its employees, in relation to the accuracy or completeness of this document, and any liability thereof is expressly disclaimed. The RFP is not an offer by IFIN, but an invitation for service provider's responses. No contractual obligation on behalf of IFIN, whatsoever, shall arise from the offer process unless and until a formal contract is signed and executed by duly authorized officials of IFIN and the Bidder.

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## 1. Preface

Sealed Tenders are invited by the IFCI Financial Services Ltd (IFIN) under the Two Bid System, i.e. Technical Bid and Financial Bid, from reputed, experienced and financially sound Companies/Firms/Agencies for **the procurement of Sophos Firewall at the Chennai office** located at the address mentioned below for three years protection license on the terms and conditions mentioned in the tender document.

## 2. Name and address of the authority

### Office Address:

IFCI Financial Services Limited (IFIN),  
NO 12A KAMAK TOWER, 4th floor,  
SOUTH PHASE, NEAR HALLMARK TOWER,  
CHENNAI TAMILNADU - 600032.  
Email: [it@ifinltd.in](mailto:it@ifinltd.in)

## 3. Website link for downloading the tender document

<https://www.ifinltd.in>

## 4. Contact person(s) for any queries related to tender:

Tender-related clarification may be obtained from:

Mr M. Ramachandran, Head-IT / S. Muthukumarasamy, Deputy Head-IT  
Written queries can be sent by email at:  
[ramachandran@ifinltd.in](mailto:ramachandran@ifinltd.in) / [muthukumarasamy@ifinltd.in](mailto:muthukumarasamy@ifinltd.in)  
Telephone: 044-28306606

## 5. Submission of the tender

This Tender is a limited tender. So, offers will be accepted in hard copy.

## 6. Schedule for invitation for bids:

I. Date of issue/opening/publish of Tender document	31 <sup>st</sup> January, 4.00 PM
II. Last date of receipt of Tender	20 <sup>th</sup> February, 5.30 PM
III. Date and time of opening of Tender (Technical Bid)	23 <sup>rd</sup> February, 11.30 AM
IV. Date and time of opening of Tender (Financial Bid)2024	24 <sup>th</sup> February, 11.30 AM

The submitted bid will be opened at NO 12A KAMAK TOWER, 4th floor, SOUTH PHASE, NEAR HALLMARK TOWER, CHENNAI TAMILNADU - 600032. The opening time of the bid will be communicated to the respective bidders, and bidders are requested to participate in the bid opening through offline or online (link will be communicated separately for participation).

## **7. Period for validity of tender document:**

7 Days from the date of opening of the Bid.

## **8. Type of bidding process:**

***Two sealed covers, separately*** for the Technical & Financial bid

## **9. Procedure for Submission:**

**Technical Bid**: Bidders are requested to drop (Sealed cover) at IFIN's corporate office, Tender Box kept in reception.

**Financial Bid**: Bidders are requested to drop (Sealed cover) at IFIN's Corporate Office Tender Box kept in the reception. (The financial bid should also include GST and/or applicable taxes)

Original documents of the Technical & Financial bid should be dropped in the tender box kept in the reception of NO 12A KAMAK TOWER, 4th floor, SOUTH PHASE, NEAR HALLMARK TOWER, CHENNAI TAMILNADU - 600032 on or before 20<sup>th</sup> February, 5.30 PM.

## **10. Technical Bid – Eligibility Conditions**

The tendering Company/OEM/Dealer/Integrator shall fulfil the following technical specifications for Technical Bid:-

- This invitation for bids is open to all reputed original equipment manufacturers (OEMs) or their Authorized System Integrator/Dealer.
- The Company/OEM/Dealer/Integrator shall have a financial turnover of at least Rs.. 50 lakhs per annum for each of the last three years. (ANNEXURE – I)
- The Head Office/ Branch Office of the bidding Company/OEM/Dealer/Integrator shall be located in **Chennai**.
- The Company/OEM/Dealer/Integrator shall have been registered with the Income Tax and Service/GST Tax Department. (ANNEXURE–II)
- The Bidder should not have been blacklisted in any Government / Government undertaking / public sector companies. (ANNEXURE–III)
- The Bidder should have experience in supplying, installing, configuring, and implementing for a minimum of 3 years (ANNEXURE–IV)

*Note: Please furnish the annexure duly signed by the bidder.*

**Technical Specifications:**

(To be submitted along with the technical bid on the Company letterhead)

<b>Sr. No.</b>	<b>Feature</b>	<b>Description</b>	<b>Complied (Yes/No)</b>	<b>Remarks</b>
1	Make	Sophos		
2	Form Factor (RU)	1U Rack Mount		
3	Features	Layer 3–Layer 4 Firewall, NAT, VPN, Application Visibility and Control (AVC), User Identity, Next Generation Intrusion Prevention System (IPS), Zero-Day / Advanced Malware Protection, Web Security Essentials / URL Filtering		
4	Traffic Handled	TCP, UDP, HTTP, HTTPS, TCP/UDP-based applications		
5	Hardware Architecture & Performance	Multicore CPU architecture with hardened 64-bit operating system, minimum 16 GB RAM and dedicated co-processor with minimum 4 GB RAM for hardware acceleration. Appliance should support NG Protection, Application Control, IPS, DoS, SSL/TLS Inspection and Zero-Day Protection in a single platform. SSL/TLS inspection throughput should be 3000 Mbps or higher. Security Heartbeat should be able to restrict or isolate compromised systems until cleaned.		
6	NGFW Throughput	12000 Mbps or higher (Firewall, IPS and Application Control enabled)		
7	Threat Protection Throughput	10000 Mbps or higher (Firewall, IPS, Application Control and Malware Prevention enabled)		
8	Concurrent Sessions / Connections	13 million or higher		
9	New Sessions per Second	250,000 or higher		
10	General	Application acceleration support. XDR-ready		

Sr. No.	Feature	Description	Complied (Yes/No)	Remarks
	Management	with endpoint and server protection from the same OEM. Single management console for Firewall, Endpoint, Server, Email and Cloud Security. AI-driven static and dynamic file analysis using cloud sandboxing. Flexible user and group-based policies. Transparent proxy for anti-malware and web filtering. IPsec and SSL VPN support for Android and iOS with MFA. Minimum 1000 IPsec and 1000 SSL VPN users from day one. TLS 1.3 inspection support.		
11	Advanced Security Features	Advanced Threat Protection to detect and block C&C communication using multi-layer DNS and firewall inspection. Security Heartbeat for instant identification of compromised endpoints. Advanced web malware protection with emulation and real-time cloud threat intelligence. URL filtering database with millions of sites across 90+ categories backed by OEM labs.		
12	Type of Interface	GE Copper, SFP, SFP+		
13	1 GbE RJ45 Interfaces (from Day 1)	8 or more		
14	1/10 GbE SFP+ Interfaces (from Day 1)	4 or more (populated with 3 × 1 GbE Single Mode LC transceivers)		
15	Future SFP Interface Slots	6 or more		
16	Future 1/10 GbE SFP+ Slots	2 or more		
17	IPsec VPN Peers (Site-to-Site)	1000 or higher		
18	IPsec VPN Peers (Client-to-Site)	1000 or higher		

<b>Sr. No.</b>	<b>Feature</b>	<b>Description</b>	<b>Complied (Yes/No)</b>	<b>Remarks</b>
19	SSL VPN Peers (Client-to-Site)	1000 or higher		
20	Storage Type	SSD		
21	Storage Capacity	200 GB or higher		
22	Power Supply	Single		
23	Processor Type	x86		
24	High Availability Support	Yes – Active-Passive HA with stateful failover		
25	Interface Expansion Slots	1 or more		
26	Firewall Policies License	Included		
27	Firewall License Features	Web Security Essentials / URL Filtering, IPS, Application Visibility, APT, Anti-Malware, C&C Protection, Geo-IP Protection, Zero-Day Threat Protection (from Day 1)		
28	IPS Signatures Supported	5000 or higher		
29	Security Intelligence	IP, URL, Domain, Geo-IP		
30	Certifications	ICSA / EAL4+ Certified, MTCTE from TEC India. Proposed NGFW must be listed in the Gartner Magic Quadrant (Network Firewall). Certificates to be enclosed.		
31	Installation & Commissioning	Ability to restore existing firewall policies and configurations without third-party tools. The bidder must configure the firewall as per the scope of work.		
32	Documentation	Datasheet, technical specification sheet, administration guide and all supporting		



Sr. No.	Feature	Description	Complied (Yes/No)	Remarks
		documents must be enclosed.		
33	OEM Warranty & Support	1 Year OEM License, Subscription and 24x7 TAC Support, including hardware warranty, firmware and security updates.		
34	Training	Moderate-level administrator training for the IT team covering firewall policies, VPN, HA management, monitoring and troubleshooting.		
35	Training Mode & Duration	On-site or remote training for a minimum of 1–2 working days with knowledge transfer and a Q&A session.		
36	Enhancement & Compliance	Any regulatory or compliance upgrades during the license period shall be supported without additional or hidden charges.		

## BID EVALUATION

IFIN will evaluate the bid submitted by the bidders under this RFP. It is IFIN's discretion to decide at the relevant point in time. The eligibility bid submitted by the bidder will be evaluated against the Eligibility criteria set forth in the RFP. The bidder needs to comply with all the eligibility criteria mentioned in the RFP to be evaluated for evaluation. Non-compliance with any of the mentioned criteria would result in outright rejection of the bidder's proposal. The decision of IFIN would be final and binding on all the bidders to this document. IFIN may accept or reject an offer without assigning any reason whatsoever. The bidder is required to comply with the requirements mentioned in the RFP. Non-compliance with this may lead to the disqualification of a bidder, which would be at the discretion of IFIN.

[To calculate the bidder evaluation, Technical Bid – 50 % and Financial Bid – 50%]

Responses from respondents will be evaluated on two stages, sequentially, as follows:

<b>Stage A</b>	Technical Evaluation consisting of a Document Evaluation with eligibility criteria. Bidders who will secure 50 marks out of 100 marks will qualify in Stage A and will be selected next stage.
<b>Stage B</b>	Commercial Evaluation

During evaluation of this RFP, IFIN, at its discretion, may ask the Bidder for clarification in respect of its tender. The request for clarification and the response shall be in writing, and no

change in the substance of the tender shall be sought, offered, or permitted. IFIN reserves the right to accept or reject any tender in whole or in part without assigning any reason thereof. The decision of IFIN shall be final and binding on all the bidders to this document, and IFIN will not entertain any correspondence in this regard. The evaluation methodology vis-à-vis the weightages is as follows.

### **Stage A**

<b>Sr. No.</b>	<b>Parameter</b>	<b>Performance Level</b>	<b>Score</b>
1	Bidder's Business Experience (as on 31 <sup>st</sup> January 2026)	1–2 Years	3
		>2–3 Years	6
		>3–5 Years	8
		Above 5 Years	10
2	Technical Manpower Strength (Firewall / IT Professionals on Roll)	Minimum 3 Employees	5
		4–10 Employees	8
		11–20 Employees	12
		Above 20 Employees	15
3	Experience in Firewall Supply & Installation (in the Last 1 Year)	1 Client	4
		5 Clients	7
		10 or More Clients	10
4	Financial Capability (Average Turnover & Net Worth)	50L – ₹55L	5
		>55L – 60L	8
		>60L – 65L	12
		Above 70L	15
5	Firewall Performance & Throughput Capability	Meets Minimum Firewall Specifications	6
		Meets Specs with HA (Active-Passive)	10
		Meets Specs with HA + Advanced Security (IPS, ATP, SSL Inspection)	15
6		Meets Minimum NGFW Throughput	5

	High Availability & Failover Readiness	Exceeds Throughput Requirement	7
		Exceeds NGFW & Threat Protection Throughput with SSL Inspection	10
7	High Availability & Failover Readiness	HA Supported	6
		HA Configured with Failover Testing	10
		Stateful HA with Documented Failover & Recovery Testing	15
8	Firewall Security Features & Threat Protection	Basic NGFW Features	4
		NGFW with IPS, App Control & Web Security	7
		NGFW with Zero-Day Protection, ATP & Sandboxing	10
	TOTAL		100

*The maximum score would be 100, and bidders' minimum scoring of 50 marks will be selected for the next stage of stage.*

## **Stage B**

A commercial bid proposal should give all the relevant price information. No information should be left blank. The offer should be in strict conformity with the format and conditions as given above.

The commercial proposals of the shortlisted bidders shall then be opened and evaluated for completeness. If the commercial quote is incomplete, i.e., either for not providing the quote or for all the required services, it shall be presumed that the services shall be provided without any additional cost to IFIN. IFIN may, however, in its absolute discretion, disqualify the bidder whose commercial quote is found to be incomplete. All related applications and deployment costs that are a part of the bidder's proposed solution architecture will be under the ownership of the bidder, and the cost of the same should be factored into the commercial bid.

## **12. Terms & Conditions:**

1. The Bidder shall ensure uninterrupted services, support, and compliance with all terms and conditions during the entire 1-year or above warranty (Hardware & License) period.

2. The tenders should be submitted in the prescribed manner as mentioned in Para 7 above regarding Procedure for Submission.
3. Tenders with incomplete tenders/tenders without a signature on each page are liable to be rejected.
4. For any clarification regarding technical details of the Firewall, you may visit our office during working days only between 10 a.m. to 5 p.m. before the last date of tender submission.
5. During this validity period, the Bidder shall not withdraw, alter, or modify the bid in any manner.
6. IFIN's Corporate Office reserves the right to accept/reject any quotation without assigning any reason.
7. The Bidder shall quote every item as mentioned in the tender documents. The total bid price shall be inclusive of all applicable taxes, levies, and duties. The amount of taxes, levies, duties, or any other charges included in the price should be indicated clearly.
8. In case of any default by the bidder in any of the terms & conditions, IFIN has the right to terminate the contract by giving 7 days' notice in writing to the bidder.
9. The Courts in Chennai alone shall have exclusive jurisdiction over any matter/dispute relating to or arising out of this contract.
10. The Selected Bidder must supply, deliver, and install the Firewall within ten (10) working days from the date of issuance of the Purchase Order/Letter of Intent.
11. The final acceptance of the tender would be entirely vested with the IFIN office, which reserves the right to accept or reject any tender at any stage of the tender. The decision of the IFIN, in this regard, will be final, and no disputes in this regard will be entertained.
12. IFIN shall not be responsible for death, injury, or accident to the Bidder's employee; the Bidder should also provide all the safety equipment for their employees. Which may arise out of and in the course of their duties at IFIN's premises.

### **13. Payment of bills:**

The payment for Firewall procurement (Device, OEM License, and Implementation) shall be made in two stages, as detailed below:

- 50% of the total contract value shall be released after issuance of the Purchase Order and submission of a valid invoice by the bidder.
- Remaining 50% of the contract value shall be released upon successful completion of installation, configuration, commissioning, and submission of the completion

report.  
Applicable **TDS/GST shall be deducted or added** as per prevailing government norms at the time of payment.

#### **14. Period of OEM license:**

The OEM license will be awarded to IFIN for three years, which may be extendable further, on the basis of satisfactory performance of the firm. The license agreement will be terminated at any time during the pendency of the contract if the service is found unsatisfactory.

#### **15. Force Majeure:**

Neither party shall be liable for non-performance of any obligation under this contract if it is unable to perform that obligation in whole or in part by reason of Force Majeure. If either party seeks to rely on this clause, it shall immediately give notice to the other with full particulars of the matter claimed as a Force Majeure event, along with a written explanation. The parties so affected shall take all reasonable steps to remedy the failure to perform and to keep the other party informed of the steps being taken to mitigate the effects of Force Majeure. In the event of Force Majeure lasting for more than three months, either party may, following consultation with the other, terminate this contract by giving fifteen days prior written notice.

***"APPLICATIONS RECEIVED AFTER THE DUE DATE WILL NOT BE ENTERTAINED"***

## **Annexure-1**

### **Profile of vendor organization** (To be submitted on letterhead)

1	Name of Company	
2	Date of Incorporation	
3	Company full address	
4	Contact details: Name, phone, fax, and e-mail	
5	Number of years in business	
6	Authorized Account Representative	
7	Please confirm if you have all regulatory registrations in place to undertake this line of business activity	

**Authorized Signatory**

**Company Seal:**

**Date:**

**ANNEXURE – I** Declaration regarding Bidder Company/OEM/Dealer/Integrator is having a financial turnover of at least Rs. 50 lakhs per annum for each of the last three years.

*(To be given on Company Letter Head)*

To,

**IFCI Financial Services Limited (IFIN),  
NO 12A KAMAK TOWER, 4th floor,  
SOUTH PHASE, NEAR HALLMARK TOWER,  
CHENNAI TAMILNADU - 600032.**

**Sub: Declaration regarding Bidder Company/OEM/Dealer/Integrator is having a financial turnover of at least Rs. 50 lakhs per annum for each of the last three years.**

Dear Sir,

I / We hereby certify that \_\_\_\_\_ (Company Name) is having financial turnover as mentioned below on date of submission of bid.

S.No.	Financial Year	Turnover Rs. In Lakhs
1	2022-2023	
2	2023-2024	
3	2024-2025	

**Signature:**

**Name of the Authorized Person:  
(Authorized for this RFP)**

**Designation:**

**Date:**

**ANNEXURE–II:** Declaration regarding the bidder Company/OEM/Dealer/Integrator shall have been registered with the Income Tax and Service/GST Tax Department.

*(To be given on Company Letter Head)*

To,

**IFCI Financial Services Limited (IFIN),  
NO 12A KAMAK TOWER, 4th floor,  
SOUTH PHASE, NEAR HALLMARK TOWER,  
CHENNAI TAMILNADU - 600032.**

**Sub: Declaration regarding the bidder Company/OEM/Dealer/Integrator shall have been registered with the Income Tax and Service/GST Tax Department.**

Dear Sir,

I / We hereby certify that \_\_\_\_\_ (Company Name) is registered with the Income Tax and Service/GST Tax Department on date of submission of bid.

**Signature:**

**Name of the Authorized Person:  
(Authorized for this RFP)**

**Designation:**

**Date:**



**ANNEXURE–III: Declaration regarding Bidder's not has been blacklisted in any  
Government / Government undertaking / public sector companies.**

***(To be given on Company Letter Head)***

**To,**

**IFCI Financial Services Limited (IFIN),  
NO 12A KAMAK TOWER, 4th floor,  
SOUTH PHASE, NEAR HALLMARK TOWER,  
CHENNAI TAMILNADU - 600032.**

**Sub: Declaration regarding Bidder's not having been blacklisted in any  
Government / Government undertaking / public sector companies.**

**Dear Sir,**

**I / We hereby certify that \_\_\_\_\_ (Company Name) is not have  
been blacklisted in any Government / Government undertaking / Public sector companies  
on date of submission of bid.**

**Signature:**

**Name of the Authorized Person:  
(Authorized for this RFP)**

**Designation:**

**Date:**

**ANNEXURE–IV: Declaration of being in business for more than 3 years of consecutive experience as on 31<sup>st</sup> January 2026.**

***(To be given on Company Letter Head)***

**To,**

**IFCI Financial Services Limited (IFIN),  
NO 12A KAMAK TOWER, 4th floor,  
SOUTH PHASE, NEAR HALLMARK TOWER,  
CHENNAI TAMILNADU - 600032.**

**Sub: Declaration of being in business for more than 3 years with consecutive experience as on 31<sup>st</sup> January 2026.**

Dear Sir,

I/We hereby certify that \_\_\_\_\_ (Company Name) is a reputed and established entity in the business with a \_\_\_\_\_ years of consecutive experience as on 31<sup>st</sup> January 2026.

.

Please find enclosed the following supporting documents for the same:

1. Certificate of Incorporation/Registration
2. License
3. Any other relevant document(s)

**Signature:**

**Name of the Authorized Person:  
(Authorized for this RFP)**

**Designation:**

**Date:**

**ANNEXURE–V: Declaration regarding Bidder having permanent technical support staff posted in Chennai with more than 5 Nos.**

*(To be given on Company Letter Head)*

To,

**IFCI Financial Services Limited (IFIN),  
NO 12A KAMAK TOWER, 4th floor,  
SOUTH PHASE, NEAR HALLMARK TOWER,  
CHENNAI TAMILNADU - 600032.**

**Sub: Declaration regarding bidders having permanent technical support staff posted in Chennai.**

Dear Sir,

I / We hereby certify that \_\_\_\_\_ (Company Name) is having permanent technical support staff posted in Chennai with technical support team size of \_\_\_\_\_ numbers on date of submission of bid.

**Signature:**

**Name of the Authorized Person:  
(Authorized for this RFP)**

**Designation:**

**Date:**