

**PAKISTAN NATIONAL SHIPPING CORPORATION**

**MINUTES OF PRE-BID MEETING**

Dated: 12 February 2026

- Project/Tender Name: INTERNATIONAL TENDER FOR PROCUREMENT/SUPPLY, INSTALLATION, CONFIGURATION AND IMPLEMENTATION OF HYPER CONVERGED INFRASTRUCTURE (HCI) SOLUTION FOR PNSC
- Date & Time: 12<sup>th</sup> FEBRUARY 2026 AT 1100 HRS PKT
- Venue: PROCUREMENT DEPARTMENT, SIXTEENTH FLOOR, CONFERENCE ROOM, PNSC BUILDING, M.T KHAN ROAD KARACHI
- Participants (Employer & Prospective Bidders)
  - i. MR. ALI IMAM QADRI GENERAL MANAGER (PROCUREMENT)
  - ii. MR. ASADULLAH MUNIR DEPUTY MANAGER (PROCUREMENT)
  - iii. MR. SYED MUHAMMAD TAHA KAZMI DEPUTY MANAGER (MIS)
  - iv. MR. SYED AHMED ALI DEPUTY MANAGER (MIS)
  - v. M/S NDS TECHNOLOGIES Rep Ms. WAJIHA IQBAL
  - vi. M/S TELECOM Rep Mr. ATIF
- Agenda: PRE-BID MEETING
- Queries Raised by Bidders:
  - I. At what stage of bidding will the POC be held?  
POC WILL BE HELD DURING TECHNICAL EVALUATION BIDDER WILL BE ASKED TO DEMONSTRATE AT PNSC PREMISES.
  - II. At which stage the POC will be evaluated?  
ALL TECHNICAL ASPECTS INCLUDING POC WILL BE EVALUATED DURING THE TECHNICAL EVALUATION OF THE BID. FINANCIAL BIDS WILL BE OPENED OF TECHNICALLY QUALIFIED BIDDERS ONLY.
  - III. How many machines will be required to migrate from physical to virtual P2V?  
SEVEN (07) PHYSICAL MACHINES ARE REQUIRED TO BE MIGRATED FROM PHYSICAL TO VIRTUAL DURING THE POC, DETAILS OF SERVER SPECIFIED AT S# 3 ON PAGE 32 OF THE BIDDING DOCUMENT.

IV. PNSC will require migration of at least how many machines from physical to virtual?

PNSC REQUIRES AT LEAST FIFTEEN 15 MACHINES TO BE MIGRATED FROM PHYSICAL TO VIRTUAL.

V. DR sites will be migrated too or replicated?

DR SITE WILL BE REPLICATED, AND WILL NOT BE MIGRATED.

VI. Does PNSC require bid security or only a Bid Securing declaration?

AS STATED IN THE BIDDING DOCUMENT, PNSC REQUIRES A BID SECURING DECLARATION. THE RELEVANT FORM IS PROVIDED ON PAGE# 39 OF THE DOCUMENT AND MUST BE SUBMITTED AT THE TIME OF BID SUBMISSION ON EPADS.

• Closing Remarks

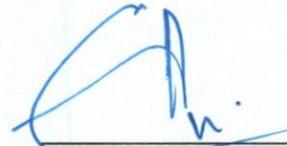
THE PRE BID MEETING WAS CLOSED WITH THE REMARKS OF THANKS TO AND FROM CHAIRMAN TENDER COMMITTEE



DANISH MERAJ  
ACTG. G.M (MIS)  
Member



SYED AHMED ALI  
D.M (MIS)  
Member



ALI IMAM QADRI  
G.M (PROCUREMENT)  
Chairman Committee