

INVITATION FOR BIDS (IFB) - TENDER NO. 2026/006

AB Bank Zambia hereby invites reputable and authorized Fortinet dealers/Partners to participate in the “Tender for the supply, delivery, installation and licensing of a FortiNAC Solution” based on the following lots:

Lot 1

Supply of FortiNAC Software Licenses and Support

Component	Qty	Purpose
FortiNAC FNC-CAX-VM	3	Control & Application server, virtual appliance
FortiNAC FC-10-FNVXA-248-02-12	3	FortiNAC Control and Application Extended-VM 1 Yr
FortiNAC LIC-FNAC-PRO-1K	1	FortiNAC Professional licensing for up to 1,000 concurrent endpoint devices, including Automated Threat Response
Forti Care Support	1	Vendor technical support for the FortiNAC solution. Vendor to confirm support coverage for all three FortiNAC appliances and the 1,000-endpoint license entitlement.

Lot 2

Installation, Configuration, and Implementation Services of the FortiNAC Solution

Component	Qty	Purpose
Installation and Configuration	1	Installation, configuration, integration, testing, knowledge transfer, documentation, and formal handover of the FortiNAC solution

FortiNAC Solution Architecture and Technical Requirements

- A centralized FortiNAC solution shall provide Network Access Control (NAC) services across all 15 locations, enabling centralized visibility, policy enforcement, device profiling, authentication, and endpoint access control.
- The Primary Data Centre (PDC) shall host two FortiNAC appliances configured as a High Availability (HA) pair, consisting of a primary and secondary appliance to provide resilience and minimize service interruption.
- The Disaster Recovery (DR) Data Centre shall host one independent FortiNAC appliance to provide NAC services during a disaster recovery scenario and support business continuity.

- The solution should provide network visibility through SNMPv3, including network device discovery, Layer 2 and Layer 3 topology and polling, together with MAC notification traps from supported network switches.
- Network access enforcement shall be provided through RADIUS, supporting IEEE 802.1X and MAC Authentication Bypass (MAB), including RADIUS Change of Authorization (CoA) for dynamic access policy enforcement.
- The solution shall support dedicated Isolation Networks at each location, including Registration, Remediation, and Dead-End networks. FortiNAC shall provide DHCP and DNS services where required to support endpoint registration, remediation, and isolation workflows.
- A FortiNAC Persistent Agent shall be deployed on managed workstations to support endpoint identification, compliance assessment, and enforcement of applicable security policies.
- Devices that do not support 802.1X, including printers, IP phones, cameras, controllers, and other IoT devices, shall be authenticated using MAB and dynamically profiled. Such devices should be assigned appropriate restricted-access roles based on their identity, device type, and security policy.
- Critical VLAN authorization shall be configured on designated access ports to maintain the approved level of network connectivity during NAC infrastructure unavailability, in accordance with the Bank's approved fail-open/fail-safe security policy. The implementation shall ensure that this mechanism does not bypass the Bank's defined security controls.

Vendor Requirements shall apply based on the Lot for which the vendor submits a bid. Vendors bidding for both Lots shall be required to meet all applicable requirements for both Lots.

- Each participating vendor should provide a comprehensive implementation plan, including project methodology, implementation phases, timelines, dependencies, responsibilities, testing and validation, rollback procedures, knowledge transfer, documentation, and formal handover.
- The participating vendor should demonstrate successful implementation of a comparable NAC solution in a financial institution or other established enterprise environment. The vendor shall provide appropriate evidence and references demonstrating relevant experience.
- The participating vendor should provide Fortinet-certified engineers or equivalent with relevant FortiNAC implementation experience to perform the implementation, configuration, integration, testing, troubleshooting, and technical support.
- The participating vendor should be an authorized Fortinet Partner and shall provide evidence of its current Fortinet partner status and authorization to supply, implement, and support the proposed FortiNAC solution.

General Bid Evaluation Criteria

- The bids shall be evaluated based on mandatory legal documentation, including a valid PACRA Certificate of Incorporation, valid ZICTA dealership certificate, company profile, and valid ZRA Tax Clearance Certificate, as well as technical specifications, adherence to commercial terms, and competitive pricing.
- AB Bank Zambia Ltd reserves the absolute right to accept or reject any submitted bid, at its sole discretion, and shall not be obligated to disclose, provide reasons, explanations, or justifications for its decision to accept or reject any bid, nor shall any such decision be subject to challenge, review, or appeal by any bidder or third party. All bidders, by submitting a bid, acknowledge and accept this condition as a binding term of the bidding process.

- AB Bank Zambia Ltd shall not be liable for any costs, losses, or expenses incurred by any bidder in the preparation, submission, or clarification of a bid, whether or not the bidding process is cancelled, altered, or concluded.
- Submission of a bid does not constitute an offer and shall not create any obligation on the part of AB Bank Zambia Ltd to enter into any contract or award any tender. The Bank reserves the right to cancel the tender process entirely or partially, at any stage and for any reason, without incurring any liability.
- Any form of misrepresentation, omission of material facts, or submission of falsified documentation shall result in immediate disqualification, and may lead to legal action at the Bank's discretion.

Lot Specific Evaluation

Sealed bids must clearly indicate which **Lot** a supplier is applying for and should be marked, **TENDER NO. 2026/006 FortiNAC Solution.**

- Bidders may submit bids for Lot 1, Lot 2, or both Lots. Bidders shall clearly indicate in their submission the Lot(s) for which they are bidding.
- Each Lot shall be evaluated independently based on the requirements applicable to that Lot. A bidder submitting a bid for only one Lot shall be evaluated only against the requirements of that Lot.
- A bidder submitting bids for both Lots shall be required to demonstrate compliance with the requirements of both Lot 1 and Lot 2. The Bank reserves the right to award the Lots separately to different bidders or to the same bidder, depending on the outcome of the evaluation.

All submissions should be addressed to the **Head of Administration** and delivered in **hard copy** in a sealed envelope and deposited in the tender box on or before **Tuesday 13th October 2026 by 17hrs** at our Head office, situated on stand No. 227682 Acacia Park, corner of Great East Road and Thabo Mbeki Road, Lusaka.