

# MACRA

**Procurement Number: MACRA/IPDC/ICT-ANTVIRUS/2025/1/4**



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**17<sup>th</sup> January 2025**

The Procuring Entity named above invites you to submit your quotation for the goods described herein. Partial Quotations may be rejected, and the Purchaser reserves the right to award a contract for selected items only. Any resulting order shall be subject to the Government of Malawi General Conditions of Contract for Local Purchase Orders (available on request) except where modified by this Request for Quotations.

## **SECTION A: QUOTATION REQUIREMENTS:**

**Supply, delivery, and installation of SOPHOS Antivirus for servers and client computers (renewal)**

<b>s/n</b>	<b>Item Description</b>	<b>Quantity</b>	<b>Duration</b>
1	Sophos Central Managed	250	12 months
2	Sophos Central Managed Detection and Response Complete Server	20	12 months
	Sophos XGS 2100 Security Appliance + "Xstream + Email + Web Server Protection Bundle" – [Base Network Firewall, VPN, Wireless, Network Protection, Web Protection, Email Protection, Web Server Protection, Dynamic Sandbox Analysis, SD - WAN Orchestration]	4	N/A

**To be delivered at MACRA House, Salmin Amour Road, Ginnery Corner**

Quotation prices should be based on:

# MACRA

**Procurement Number: MACRA/IPDC/ICT-ANTVIRUS/2025/1/4**

Goods supplied from within Malawi; EXW – insured and delivered to [*place of delivery*] or for goods supplied from outside of Malawi; CIP to [*point of delivery*].

- 1) The delivery period is **14 days** from date of order
- 2) Quotations must be valid for **30 days** from the date for receipt given below.
- 3) The warranty/guarantee offered shall be: ...**NA** months.
- 4) **Quotations and supporting documents as specified in Section B must be marked with the Procurement Number given above and indicate your acceptance of the terms and conditions.**
- 5) Quotations must be received, in sealed envelopes, no later than: **Friday, 24<sup>th</sup> January 2025 at 10:00 hours**
- 6) Opening shall commence at MACRA Offices at the same time, bidders and or their representatives are welcome to attend
- 7) Quotations must deposited in a tender box placed at the reception of MACRA offices and should be addressed to:

**The Chairman – Internal Procurement and Disposal Committee (IPDC)  
Malawi Communications Regulatory Authority (MACRA)**

**Area 13  
Green Heritage House  
P.O. Box 30214,  
Capital City,  
Lilongwe 3,  
MALAWI**

- 8) The attached Schedule of Requirements at Section C, details the items to be purchased. You are requested to quote your delivered price for these items by completing and returning Sections B and C.
- 9). Quotations that are responsive, qualified and technically compliant will be ranked according to price. Award of contract will be made to the lowest priced quotation by item through the issue of a Local Purchase Order.

**Signed:**



**Name: Herbert Mkhomawanthu**

**Title/Position: Procurement & Supply Chain Manager**

**FOR: DIRECTOR GENERAL**

For and on behalf of the Purchaser

# MACRA

**Procurement Number: MACRA/IPDC/ICT-ANTVIRUS/2025/1/4**

*Your quotation is to be returned on this Form by completing and returning Sections B and C including any other information/certification required within this RFQ.*

## **SECTION B: QUOTATION SUBMISSION SHEET**

- 1) Currency of Quotation: Malawi Kwacha
- 2) Delivery period offered: ..... days/weeks/months from date of Purchase Order.
- 3) The validity period of this Quotation is: ..... days from the date for receipt of Quotations.
- 4) Warranty period (where applicable):..... Months.
- 5) We attach the following documents:
  - i. Section C of the Request for Quotations completed and signed;
  - ii. A copy of Company Trading Licence,
  - iii. Copy valid PPDA Certificate
  - iv. Valid Tax Clearance Certificate
  - v. Signed Beneficiary Form
- 6) We confirm that our quotation is based on the terms and conditions stated in your Request for Quotations referenced above, and that any resulting contract will be subject to the Government of Malawi General Conditions of Contract for Local Purchase Orders.
- 7) We confirm that the prices quoted are fixed and firm for the duration of the validity period and will not be subject to revision or variation.

### **Authorised By:**

Signature \_\_\_\_\_ Name: \_\_\_\_\_  
Position: \_\_\_\_\_ Date: \_\_\_\_\_  
(DD/MM/YY)

Authorised for and on behalf of:

Company: \_\_\_\_\_

**Address:.....**

*If any additional documentation is attached to your quotation, a signature and authorisation at Section B and Section C is still required as confirmation that the terms and conditions of this RFQ prevail over any attachments. If the Quotation is not authorised in Section B and Section C, the quotation may be rejected.*

# MACRA

**Procurement Number: MACRA/IPDC/ICT-ANTVIRUS/2025/1/4**

## **SECTION C: SCHEDULE OF REQUIREMENTS (TO BE PRICED BY BIDDER)**

<b>Item No</b>	<b>Description of Goods</b> (Attach detailed specification if necessary)	<b>Unit of Measure</b>	<b>Quantity</b>	<b>Delivered Unit Price</b> <i>Kwacha</i>	<b>Delivered Total Price</b> <i>Kwacha</i>
1	Sophos Central Managed	Each	250		
2	Sophos Central Managed Detection and Response Complete Server	Each	20		
3	Sophos XGS 2100 Security Appliance + "Xstream + Email + Web Server Protection Bundle" – [Base Network Firewall, VPN, Wireless, Network Protection, Web Protection, Email Protection, Web Server Protection, Dynamic Sandbox Analysis, SD - WAN Orchestration]	Each	4		
	<b>Note: Detailed specifications are attached</b>				
				<b>Subtotal</b>	
				<b>VAT (Inclusive) 16.5%</b>	
				<b>Total</b>	

The following attachments are appended to clarify the Description of Goods:

*[List any attachments providing additional specification of the goods required]*

**Authorised By:**

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Date: \_\_\_\_\_

*(DD/MM/YY)*

Authorised for and on behalf of:

Company: \_\_\_\_\_

# MACRA

**Procurement Number: MACRA/IPDC/ICT-ANTVIRUS/2025/1/4**

**TECHNICAL SPECIFICATIONS: Sophos Antivirus - Intercept X Advanced for Server with MTR Advanced**

# MACRA

**Procurement Number:       MACRA/IPDC/ICT-ANTVIRUS/2025/1/4**

<b>SOPHOS ANTIVIRUS</b>			
<b>Description</b>	<b>Detailed Specification</b>	<b>Mandatory / Non – Mandatory</b>	<b>Supplier Compliance Sheet</b>
GLC-T : 40 Units			
1000BASE-T SFP	<b>Device Type: SFP (mini-GBIC) transceiver module</b>	Mandatory	
	<b>Form Factor: Plug-in module</b>	Mandatory	
Networking	Connectivity Technology: Wired		
	Cabling Type: 1000Base-T		
	Data Link Protocol: GigE		
	Data Transfer Rate: 1 Gbps		
	Max Transfer Distance: 328 ft		
	Features: Full duplex capability, auto-negotiation, auto-uplink (auto MDI/MDI-X)		
	Compliant Standards: IEEE 802.3		
Expansion / Connectivity	Interfaces: 1 x Ethernet 1000Base-T - RJ-45		
	<b>Compatible Slots 1 x SFP (mini-GBIC)</b>	Mandatory	
Miscellaneous	<b>MTBF: 1,000,000 hours</b>		
	<b>Compliant Standards: CISPR 22 Class A, EN55024, EN55022 Class A, FCC Part 15 A, VCCI Class A</b>	Mandatory	
Dimensions & Weight	Width: 0.5 in		
	Depth: 2.8 in	Mandatory	
	Height: 0.6 in		
Environmental Parameters	Min Operating Temperature: 32 °F	Mandatory	
	Max Operating Temperature: 158 °F		
Warranty	12 months	Mandatory	
<b>12U Wall Box Swing frame – 2 Units</b>			
12U Wall Box Swing frame (400mmx200mm Collar) incl 2 Fans & Power	570(W) x 600(D) x 534mm(H)		
	200mm Swingframe collar.		
	Glass front door.		
	Cable entry top and bottom.		
	2 Fans and Plastic 5 way power ( 3pin)	Mandatory	
C9300L-24P-4G-E			
C9300L-24P-4G-E	<ul style="list-style-type: none"> <li>• Prevents unauthorized applications and processes from running.</li> </ul>	Mandatory	

# MACRA

**Procurement Number: MACRA/IPDC/ICT-ANTVIRUS/2025/1/4**

File Integrity Monitoring (FIM)	<ul style="list-style-type: none"> <li>Tracks changes to critical system files and configurations.</li> </ul>	Mandatory	
Container and Virtual Environment Protection	<ul style="list-style-type: none"> <li>Full compatibility with virtualized servers and containerized applications.</li> </ul>	Mandatory	
Live Threat Response	<ul style="list-style-type: none"> <li>Isolate servers or endpoints during an active threat for mitigation.</li> </ul>	Mandatory	
Advanced Security for Linux Environments	<ul style="list-style-type: none"> <li>Support for multiple Linux distributions, with realtime malware de</li> </ul>	Mandatory	
<b>System Requirements:</b> Endpoint Protection (Laptops) Supported Operating Systems	<ul style="list-style-type: none"> <li>Windows 8.1, 10, and 11 (32-bit and 64-bit).</li> </ul>	Mandatory	
	<ul style="list-style-type: none"> <li>macOS 10.15 (Catalina) or later.</li> </ul>	Mandatory	
Hardware Requirements:	<ul style="list-style-type: none"> <li>CPU: Dual-core processor or higher.</li> </ul>	Mandatory	
	<ul style="list-style-type: none"> <li>RAM: Minimum 2 GB.</li> </ul>	Mandatory	
	<ul style="list-style-type: none"> <li>Storage: Minimum 5 GB of free disk space.</li> </ul>	Mandatory	
	<ul style="list-style-type: none"> <li>Internet: Persistent connection for updates and management</li> </ul>	Mandatory	
Server Protection: Supported Operating Systems:	<ul style="list-style-type: none"> <li>Windows Server 2012, 2016, 2019, and 2022.</li> </ul>	Mandatory	
	<ul style="list-style-type: none"> <li>Linux: Ubuntu, CentOS, Debian, RHEL (latest versions supported).</li> </ul>	Mandatory	
Hardware Requirements:	<ul style="list-style-type: none"> <li>CPU: Multi-core processor (2 GHz or higher).</li> </ul>	Mandatory	
	<ul style="list-style-type: none"> <li>RAM: Minimum 4 GB.</li> </ul>	Mandatory	
	<ul style="list-style-type: none"> <li>Storage: Minimum 10 GB free disk space.</li> </ul>	Mandatory	
	<ul style="list-style-type: none"> <li>Network: Persistent internet connection for updates.</li> </ul>	Mandatory	

## MACRA

**Procurement Number: MACRA/IPDC/ICT-ANTVIRUS/2025/1/4**

Integration Requirements: Sophos Central Dashboard	<ul style="list-style-type: none"> <li>• Cloud-based management platform for unified control and reporting.</li> </ul>	Mandatory	
	<ul style="list-style-type: none"> <li>• Support for multi-site deployment and device grouping.</li> </ul>	Mandatory	
API Access:	<ul style="list-style-type: none"> <li>• Integration with existing SIEM and monitoring tools via Sophos APIs.</li> </ul>	Mandatory	
Compatibility with Existing Infrastructure	<ul style="list-style-type: none"> <li>• Seamless deployment without disrupting current systems.</li> </ul>	Mandatory	
Compliance and Certifications	<ul style="list-style-type: none"> <li>• GDPR-compliant data protection policies.</li> </ul>	Mandatory	
	<ul style="list-style-type: none"> <li>• Support for ISO 27001 and other applicable security frameworks.</li> </ul>	Mandatory	
Licensing and Support Licensing Model:	<ul style="list-style-type: none"> <li>• 250 devices (annual subscription).</li> </ul>	Mandatory	
	<ul style="list-style-type: none"> <li>• Separate licensing for endpoints and servers.</li> </ul>	Mandatory	
Support Services:	<ul style="list-style-type: none"> <li>• 24/7 technical support</li> </ul>	Mandatory	
	<ul style="list-style-type: none"> <li>• Access to updates and upgrades during the subscription period.</li> </ul>	Mandatory	
Sophos XGS 2100 Security Appliance +	<ul style="list-style-type: none"> <li>• Sophos XGS 2100 Security Appliance + "Xstream + Email + Web Server Protection Bundle" – [Base Network Firewall, VPN, Wireless, Network Protection, Web Protection, Email Protection, Web Server Protection, Dynamic Sandbox Analysis, SD - WAN Orchestration</li> </ul>	Mandatory	



# MACRA

Procurement Number: MACRA/IPDC/ICT-ANTVIRUS/2025/1/4



## ***INSTRUCTIONS TO BIDDERS: DELETE THIS BOX ONCE YOU HAVE COMPLETED THE FORM***

*This Beneficial Ownership Disclosure Form ("Form") is to be completed by the Bidder. In case of a joint venture, the Bidder must submit a separate Form for each member of the Joint Venture. The beneficial ownership information to be submitted in this Form shall be current as at the date of its submission.*

*For the purposes of this Form, a Beneficial Owner of a Bidder is any natural person who ultimately owns or controls the Bidder by meeting one or more of the following conditions-*

- 1. directly or indirectly holding 5% or more of the shares*
- 2. directly or indirectly holding 5% or more of the voting rights*
- 3. directly or indirectly having the right to appoint a majority of the board of directors or equivalent governing body of the Bidder.*
- 4. directly or indirectly, has a substantial economic interest in or receives substantial economic benefit from, a company, whether acting alone or together with other persons;*
- 5. has a significant stake in a company and on whose behalf activity of a company is conducted; or*
- 6. exercises significant control or influence over a person through a formal or informal agreement. and where such ownership. control or interest is through a*

## **BENEFICIAL OWNERSHIP DISCLOSURE FORM**

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Date: **[insert date]**

Procurement Reference No.: **[insert procurement reference number]**

Page **[insert page number]** of **[insert total number of pages]** pages.

To: **[insert complete name of Procuring and Disposing Entity]**

In response to the invitation for bid dated **[insert date of invitation for bid]** we hereby submit beneficial ownership information: **[select one option as applicable and delete the options that are not applicable]**

## MACRA

Procurement Number: MACRA/IPDC/ICT-ANTVIRUS/2025/1/4

(i) we hereby provide the following beneficial ownership information.

Details of beneficial ownership

<b>Identity of Beneficial Owner</b>	<b>Directly or indirectly holding 5% or more of the shares (Yes / No)</b>	<b>Directly or indirectly holding 5 % or more of the Voting Rights (Yes / No)</b>	<b>Directly or indirectly having the right to appoint a majority of the Board of the Directors or an equivalent governing body of the Bidder (Yes / No)</b>
[include full name (last, middle, first), nationality, country of residence, telephone number(s), email address, postal and physical addresses]			

**OR**

(ii) We declare that there is no Beneficial Owner who has not been disclosed meeting one or more of the following conditions-

1. directly or indirectly holding 5% or more of the shares
2. directly or indirectly holding 5% or more of the voting rights
3. directly or indirectly having the right to appoint a majority of the board of directors or equivalent governing body of the Bidder.

## MACRA

Procurement Number: MACRA/IPDC/ICT-ANTVIRUS/2025/1/4

4. directly or indirectly, has a substantial economic interest in or receives substantial economic benefit from, a company, whether acting alone or together with other persons;
5. has a significant stake in a company and on whose behalf activity of a company is conducted; or
6. exercises significant control or influence over a person through a formal or informal agreement, and where such ownership, control or interest is through a trust, the trustee (s), beneficiaries, or anyone who controls the trust.

### OR

(iii) We declare that we are unable to identify any Beneficial Owner meeting one or more of the following conditions. [If this option is selected, the Bidder shall provide explanation on why it is unable to identify any Beneficial Owner]

7. directly or indirectly holding 5% or more of the shares
8. directly or indirectly holding 5% or more of the voting rights
9. directly or indirectly having the right to appoint a majority of the board of directors or equivalent governing body of the Bidder”
10. directly or indirectly, has a substantial economic interest in or receives substantial economic benefit from, a company, whether acting alone or together with other persons;
11. has a significant stake in a company and on whose behalf activity of a company is conducted; or
12. exercises significant control or influence over a person through a formal or informal agreement, and where such ownership, control or interest is through a trust, the trustee (s), beneficiaries, or anyone who controls the trust.

Name of the Bidder: [insert **complete name of the Bidder**]<sup>1</sup>

Name of the person duly authorized to sign the Bid on behalf of the Bidder: [insert **complete name of person duly authorized to sign the Bid**]<sup>2</sup>

Title of the person signing the Bid: [insert **complete title of the person signing the Bid**]

Signature of the person named above: \_\_\_\_\_

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<sup>1</sup> In the case of the Bid submitted by a Joint Venture specify the name of the Joint Venture as Bidder. In the event that the Bidder is a joint venture, each reference to "Bidder" in the Beneficial Ownership Disclosure Form (including this Introduction thereto) shall be read to refer to the joint venture member.

<sup>2</sup> Person signing the Bid shall have the power of attorney given by the Bidder. The power of attorney shall be attached with the Bid Schedules.