

EXPRESSION OF INTEREST (EOI)

Title of Consulting Service: 02/SLAB/NTA/2021

Method of Consulting Service: International

**Project Name : To establish Cyber Security Simulation Lab/CERT for Telecom
Industry**

EOI : 02/SLAB/NTA/2021

Office Name: Nepal Telecommunications Authority

Office Address: Kathmandu Kathmandu

Funding agency : Internal Resources

Abbreviations

DS.....	Data Sheet
RFP	Request For Proposal
DCS.....	Delivery and Completion Schedule
DoIT.....	Department of Information Technology
DP	Development Partner
EQC	Evaluation and Qualification Criteria
GCC	General Conditions of Contract
GoN	Government of Nepal
IFP	Invitation for Proposals
ITC	Instructions to Consultants
LGRS	List of Goods and Related Services
NCB	National Competitive Bidding
NTA	Nepal Telecommunications Authority
PAN	Permanent Account Number
PPMO	Public Procurement Monitoring Office
SBQ.....	Schedule of Bidder Qualifications
SCC.....	Special Conditions of Contract
SR	Schedule of Requirements
TOR.....	Terms of Reference
VAT	Value Added Tax

Table of Contents

Section I.	A. Request for Expression of Interest	4
Section II.	B. Instructions for submission of Expression of Interest	6
Section III.	C. Objective of Consultancy Services or Brief TOR	8
Section IV.	D. Evaluation of Consultant's EOI Application	13
Section V.	E. EOI Forms and Formats	16

A. Request for Expression of Interest

Request for Expression of Interest

Government of Nepal (GoN)

Name of Employer: Nepal Telecommunications Authority

Date: 10-10-2021 18:00

Name of Project: To establish Cyber Security Simulation Lab/CERT for Telecom Industry

1. Government of Nepal (GoN) has allocated fund toward the cost of To establish Cyber Security Simulation Lab/CERT for Telecom Industry and intend to apply portion of this fund to eligible payments under the Contract for which this Expression of Interest is invited for International consulting service
2. The Nepal Telecommunications Authority now invites Expression of Interest (EOI) from eligible consulting firms (“consultant”) to provide the following consulting services: To establish Cyber Security Simulation Lab/CERT for Telecom Industry
3. Interested eligible consultants may obtain further information and EOI document free of cost at the address Nepal Telecommunications Authority,EGP during office hours on or before 26-10-2021 12:00 or visit e-GP system www.bolpatra.gov.np/egp or visit the client’s website [Client Website]
4. Consultants may associate with other consultants to enhance their qualifications.
5. Expressions of interest shall be delivered online through e-GP system www.bolpatra.gov.np/egp only on or before 26-10-2021 12:00
6. In case the last date of obtaining and submission of the EOI documents happens to be a holiday, the next working day will be deemed as the due date but the time will be the same as stipulated.
7. EOI will be assessed based on Qualification 40.0 %, Experience 50.0 %, and Capacity 10.0 % of consulting firm and key personnel. Based on evaluation of EOI, only shortlisted firms will be invited to submit technical and financial proposal through a request for proposal.
8. Minimum score to pass the EOI is 60

B. Instructions for Submission of Expression of

Instructions for Submission of Expression of Interest

1. Expression of Interest may be submitted by a sole firm or a joint venture of consulting firms.
2. Interested consultants must provide information indicating that they are qualified to perform the services (descriptions, organization and employee and of the firm or company, description of assignments of similar nature completed in the last 7 years and their location, experience in similar conditions, general qualifications and the key personnel to be involved in the proposed assignment).
3. This expression of interest is open to all eligible consulting firm/person/ company/ organization.
4. In case, the applicant is individual consultant, details of similar assignment experience, their location in the previous 4 years and audited balance sheet and bio data shall be considered for evaluation.
5. The assignment has been scheduled for a period of [Insert time, period in years and/or months]. Expected date of commencement of the assignment is 01-02-2022.
6. A Consultant will be selected in accordance with the QCBS method.
7. Expression of Interest should contain following information:
 - (i) A covering letter addressed to the representative of the client on the official letter head of company duly signed by authorized signatory.
 - (ii) Applicants shall provide the following information in the respective formats given in the EOI document:
 - EOI Form: Letter of Application (Form 1)
 - EOI Form: Applicant's Information (Form 2)
 - EOI Form: Work Experience Details (Form 3(A), 3(B) & 3(C))
 - EOI Form: Capacity Details (Form 4)
 - EOI Form: Key Experts List (form 5).
8. Applicants may submit additional information with their application but shortlisting will be based on the evaluation of information requested and included in the formats provided in the EOI document.
9. The Expression of Interest (EOI) document must be duly completed and submitted in sealed envelope and should be clearly marked as "EOI Application for Short-listing for the To establish Cyber Security Simulation Lab/CERT for Telecom Industry. The Envelope should also clearly indicate the name and address of the Applicant. Alternatively, applicants can submit their EOI application through e-GP system by using the forms and instructions provided by the system.
10. The completed EOI document must be submitted on or before the date and address mentioned in the "Request for Expression of Interest". In case the submission falls on public holiday the submission can be made on the next working day. Any EOI Document received after the closing time for submission of proposals shall not be considered for evaluation.

C. Objective of Consultancy Services or Brief TOR

Terms of Reference For Establishment of Cyber Security Simulation and Research Lab

Introduction of Project:

Cyber Security or information technology Security is a field within information technology involving the protection of computer systems and the prevention of unauthorized use or changes or access of electronic data. It deals with the protection of software, hardware, networks and its information.

The technical facilities in the Cyber Security Research center are made available to promising cyber security innovation projects. Nepal Telecommunications Authority (NTA) intends to establish the Cyber Security Research center which takes up current challenges in cyber security using a combined approach that encompasses people, processes, organization and control.

Cyber Security Research center requires:

- i. Work environment for projects
- ii. Demonstration and meeting point
- iii. Basic cyber facilities for projects

This is where everything comes together: existing and new technologies, behavioral change, big data, processes and procedures, human competences, technology, software, and hardware. Only with an integrated, multidisciplinary approach one can really improve cyber security. Due to the heavy reliance on computers in the modern industry that store and transmit an abundance of confidential information about people, cyber security is a critical function and needed insurance of many businesses. It also protects computer systems and information from theft or damage.

Vulnerabilities in Cyber security system can come from many different factors. Most of these centers around any inherent faults within the system itself, how easy it would be for a cyber-attacker to break through any securities the system may have set up, and/or how easy it is for the cyber attacker to use the fault in the system to their advantage. One of the most common faults found in systems that can be abused by attackers is when a system is too complex. The more detailed a system becomes, the harder it is for cyber security to cover all the flaws. Thus, creates more opportunities for attacks to make their mark. Also, whenever user input is a variable, there can be ways into a system. This is because it is difficult for a programmer to predict and account for all possible inputs from a user. Attackers could affect the system depending on their inputs which would allow them to exploit the system further.

Computer simulations are of great importance in the field of cyber-security. Simulations are

useful as components of network security software and in training exercises for security professionals, as well as software aids designed for network users. Moreover, much of the basic research in cyber-related human actors and cyber epidemiology benefits from simulation software. The dynamics of cyber-security are fundamentally human and adversarial, encompassing a range of attacker, defender, and user interactions. Simulations of human cognition and behavior are of importance for addressing these domain characteristics.

Network simulations that include high-fidelity models of users, attackers, and/or defenders may be employed for running war-game training scenarios with realistic traffic and user-generated vulnerabilities. Data collection and analysis from running these simulations provides the means to study how various changes in tools, security restrictions, and training can affect overall network security. Models of users' and defenders' cognition may be employed for real-time estimation of their cognitive states, to address human system integration challenges and identify tasks that would benefit from automation. Models of attackers' cognition may be employed in complement with behavioral game theory to predict subjective action utilities and optimal defensive action paths. Just as simulations in healthcare predict how an epidemic can spread and the ways in which it can be contained, such simulations may be used in the field of cyber security as a means of progress in the study of cyber-epidemiology.

Objective of Work:

The objective of the project from a cyber-security perspective should offer Simulation and Training services engineered for real life use cases or scenarios and identify any gaps in incident responses, procedures and security controls including skill gaps and prescribe learning paths through modules within the platform.

Purpose and Scope of Work:

The main purpose of project is to establish the Cyber Security Simulation and Research Lab in Nepal for Telecom sector in terms of different aspects including human resource, infrastructure, and administration. Considering cyber-security perspective, the platform should offer simulation and training services should strive for a safer, stronger internet for education and research community in Nepal. Cyber Security Simulation and Research Lab will be providing Cyber Research, Simulation and Training Platform.

The Cyber Research, Simulation and Training Platform must serve the following purposes:

- Should recognize patterns for security threats and compromise.
- Should recognize threats faster and practice responding to them properly.
- Should be able to simulate critical infrastructure components, including computer servers, telecom business applications (like OSS, BSS, VoIP, Software Call Manager, SIP Gateway) and clients.
- Should be able to simulate and conduct offensive operations to identify the weaknesses beyond the typical VAPT.

- Should be able to simulate and conduct defensive operations to protect critical infrastructure Components.
- Once the Cyber Research, Simulation and Training Platform is established in the premises of Nepal Telecommunications Authority, it should help prepare for red team skills and the blue team skills, while customizing the scenarios curated with the microcosm of telecom setups.

Qualification of Key Experts

The bidding firm must have personnel with the following minimum experience of professional staff:

S.N	Designation	Minimum Requirements	Preferences
1.	Project Manager x1	<ul style="list-style-type: none"> • Masters in IT/ Computer science/ Cyber security. • Experience of at least 10 years in Cyber security related field, IT Infrastructure Services, Network design and Scripting Languages • Having project management experience as a Team Leader 	
2.	Asst. Project Manager x1	<ul style="list-style-type: none"> • Minimum Bachelors in IT / Computer Engineering / Electronics and Communication or equivalent. • Experience of at least 10 years in Cyber security related field/ IT Infrastructure Services/ Network design and Scripting Languages • Having at least one project experience Cyber security or Cyber simulation research and lab project or network/system related project 	
3.	System Design x4	<ul style="list-style-type: none"> • Minimum Bachelors in IT / Computer Engineering / Electronics and Communication or equivalent. • Experience of at least 5 years in Content Development, vulnerability management and penetration testing 	

4.	Network Engineer x4	<ul style="list-style-type: none"> • Minimum Bachelors in IT / Computer Engineering / Electronics and Communication or equivalent. • Experience of at least 5 years in Network and system design • Implementing Network and Security solutions 	
5.	Software Developer x1	<ul style="list-style-type: none"> • Minimum Bachelors in IT / Computer Engineering / Electronics and Communication or equivalent. • Experience of at least 3 years in Software Development. 	
6.	Trainer Expert X1	<ul style="list-style-type: none"> • Minimum Bachelors in IT / Computer Engineering / Electronics and Communication or equivalent. • Experience of at least 3 years in Cyber security related field. • Experience of at least 5 years as instructor in IT related field. 	

D. Evaluation of Consultant's EOI Application

Evaluation of Consultant's EOI Application

Consultant's EOI application which meets the eligibility criteria will be ranked on the basis of the Ranking Criteria.

i) Eligibility & Completeness Test

Sl. No.	Criteria Title	Compliance
1	Corporate Registration	
2	Tax Clearance/Tax Return Submission for FY 2077/78 (Only for Domestic Firm/Organization)	
3	VAT/PAN Registration (Only for Domestic Firm/Organization)	
4	EOI Form 1: Letter of Application	
5	EOI Form 2: Applicants Information Form	
6	EOI Form 3: Experience (3(A) and 3(B))	
7	EOI Form 4: Capacity	
8	EOI Form 5: Qualification of Key Experts as per TOR	
9	In case of a natural person or firm/institution/company which is already declared blacklisted and ineligible by the GoN, any other new or existing firm/institution/company owned partially or fully by such Natural person or Owner or Board of director of blacklisted firm/institution/company; shall not be eligible consultant.	
10	If the corruption case is being filed to Court against the Natural Person or Board of Director of the firm/institution /company or any partner of JV, such Natural Person or Board of Director of the firm/institution /company or any partner of JV shall not be eligible to participate in procurement process till the concerned Court has not issued the decision of clearance against the Corruption Charges.	
11	Firm/institution/company or all partner of JV must be IT company and must be involved in IT/Cybersecurity business.	
12	Consultant or its OEM should be certified to its relevant international norms of ISO 9001:2015 and ISO 27001:2013	
13	A foreign consultant wishing to have or already having local agent shall state the following. a. Name and address of the agent/ Representatives. b. The Agent/representative providing type of services.	
14	Authorization letter from OEM. Assure letter from OEM is required confirming, OEM will support consultant for this project.	

ii) EOI Evaluation Criteria

A. Qualification

Sl. No.	Criteria	Minimum Requirement
1	Qualification of Key Experts	as per TOR
2	Experience of Key Experts	as per TOR

Score: 40.0

B. Experience

Sl. No.	Criteria	Minimum Requirement
1	General Experience of consulting firm	<ul style="list-style-type: none"> The Consultant or its OEM shall have a minimum of last five (5) Years overall experience in the supply of ICT/Cyber Security related Goods and related services. [In case of JV, at least one partner must meet the requirement]

Sl. No.	Criteria	Minimum Requirement
		<ul style="list-style-type: none"> The minimum supply value of goods and service under a single contract within last five years should be at minimum 1 (one) USD million or equivalent or the minimum supply value of goods and service under two contracts within the last five years should be minimum 1.65 USD million or equivalent. [In case of JV, at least one partner must meet the requirement.
2	Specific experience of consulting firm within last 7 years. In case of person, specific experience of the person within last 4 years.	In the supply, delivery, installation, and commissioning of similar projects in government enterprises or private institutes (including but not limited to detailed designing, implementing, customizing and supplying necessary software and hardware) for cyber security incidents, forensics and analysis should be minimum 2 (two). [In case of JV, at least one partner must meet the requirement]. At least (1) one project must be minimum 1 (one) USD million or equivalent
3	Similar Geographical experience of consulting firm	Global

Score: 50.0

C. Capacity

Sl. No.	Criteria	Minimum Requirement
1	Financial Capacity.[Average turnover required shall not exceed 150% of cost estimate]	3 Million USD

Score: 10.0

Minimum score to pass the EOI is: 60

Note : If the corruption case is being filed to Court against the Natural Person or Board of Director of the firm/institution /company or any partner of JV, such Natural Person or Board of Director of the firm/institution /company or any partner of JV such consultant's proposal shall be excluded during the evaluation.

E. EOI Forms & Formats

E. EOI Forms & Formats

Form 1. Letter of Application

Form 2. Applicant's information

Form 3. Experience (*General, Specific and Geographical*)

Form 4. Capacity

Form 5. Qualification of Key Experts

Standard EOI Document

1. Letter of Application

(Letterhead paper of the Applicant or partner responsible for a joint venture, including full postal address, telephone no., fax and email address)

Date:

To,

Full Name of Client: _____

Full Address of Client: _____

Telephone No.: _____

Fax No.: _____

Email Address: _____

Sir/Madam,

1. Being duly authorized to represent and act on behalf of (hereinafter "the Applicant"), and having reviewed and fully understood all the short-listing information provided, the undersigned hereby apply to be short-listed by **[Insert name of Client]** as Consultant for **[Insert brief description of Work/Services]**.
2. Attached to this letter are photocopies of original documents defining:
 - a) the Applicant's legal status;
 - b) the principal place of business;
3. **[Insert name of Client]** and its authorized representatives are hereby authorized to verify the statements, documents, and information submitted in connection with this application. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by yourselves to verify statements and information provided in this application, or with regard to the resources, experience, and competence of the Applicant.
4. **[Insert name of Client]** and its authorized representatives are authorized to contact any of the signatories to this letter for any further information.¹
5. All further communication concerning this Application should be addressed to the following person,

[Person]

[Company]

[Address]

[Phone, Fax, Email]
6. We declare that, we have no conflict of interest in the proposed procurement proceedings and we have not been punished for an offense relating to the concerned profession or

¹ Applications by joint ventures should provide on a separate sheet, relevant information for each party to the Application.

Standard EOI Document

business and our Company/firm has not been declared ineligible.

7. We further confirm that, if any of our experts is engaged to prepare the TOR for any ensuing assignment resulting from our work product under this assignment, our firm, JV member or sub-consultant, and the expert(s) will be disqualified from short-listing and participation in the assignment.
8. The undersigned declares that the statements made and the information provided in the duly completed application are complete, true and correct in every detail.

Signed :

Name :

For and on behalf of (name of Applicant or partner of a joint venture):

Standard EOI Document

2. Applicant's Information Form

(In case of joint venture of two or more firms to be filled separately for each constituent member)

1. Name of Firm/Company:
2. Type of Constitution (*Partnership/ Pvt. Ltd/Public Ltd/ Public Sector/ NGO*)
3. Date of Registration / Commencement of Business (*Please specify*):
4. Country of Registration:
5. Registered Office/Place of Business:
6. Telephone No; Fax No; E-Mail Address
7. Name of Authorized Contact Person / Designation/ Address/Telephone:
8. Name of Authorized Local Agent /Address/Telephone:
9. Consultant's Organization:
10. Total number of staff:
11. Number of regular professional staff:

(Provide Company Profile with description of the background and organization of the Consultant and, if applicable, for each joint venture partner for this assignment.)

Standard EOI Document

3. Experience

3(A). General Work Experience

(Details of assignments undertaken. Each consultant or member of a JV must fill in this form.)

S. N.	Name of assignment	Location	Value of Contract	Year Completed	Client	Description of work carried out
1.						
2.						
3.						
4.						
5.						
6.						
7.						

Standard EOI Document

3(B). Specific Experience

Details of similar assignments undertaken in the previous seven years

(In case of joint venture of two or more firms to be filled separately for each constituent member)

Assignment name:	Approx. value of the contract (in current NRs; US\$ or Euro) ² :
Country: Location within country:	Duration of assignment (months):
Name of Client:	Total No. of person-months of the assignment:
Address:	Approx. value of the services provided by your firm under the contract (in current NRs; US\$ or Euro):
Start date (month/year): Completion date (month/year):	No. of professional person-months provided by the joint venture partners or the Sub-Consultants:
Name of joint venture partner or sub-Consultants, if any:	Narrative description of Project:
Description of actual services provided in the assignment: Note: Provide highlight on similar services provided by the consultant as required by the EOI assignment.	

Firm's Name: _____

² Consultant should state value in the currency as mentioned in the contract

Standard EOI Document

3(C). Geographic Experience

Experience of working in similar geographic region or country

(In case of joint venture of two or more firms to be filled separately for each constituent member)

No	Name of the Project	Location (Country/ Region)	Execution Year and Duration
1.			
2.			
3.			
4.			
5.			
6.			
7.			

Standard EOI Document

4. Capacity

4(A). Financial Capacity

(In case of joint venture of two or more firms to be filled separately for each constituent member)

Annual Turnover	
Year	Amount Currency

- **Average Annual Turnover**

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(Note: Supporting documents for Average Turnover should be submitted for the above.)

Standard EOI Document

4(B). Infrastructure/equipment related to the proposed assignment³

No	Infrastructure/equipment Required	Requirements Description
1.		
2.		
3.		
4.		
5.		

³ Delete this table if infrastructure/equipment for the proposed assignment is not required.

Standard EOI Document

5. Key Experts *(Include details of Key Experts only)*

(In case of joint venture of two or more firms to be filled separately for each constituent member)

SN	Name	Position	Highest Qualification	Work Experience (in year)	Specific Work Experience (in year)	Nationality
1						
2						
3						
4						
5						

(Please insert more rows as necessary)

CURRICULUM VITAE (CV)

Position Title and No.	{e.g., K-1, TEAM LEADER}
Name of Firm	<i>Insert name of firm proposing the expert</i>
Name of Expert:	{Insert full name}
Date of Birth:	{day/month/year}
Citizenship	

Education: {List college/university or other specialized education, giving names of educational institutions, dates attended, degree(s)/diploma(s) obtained}

Employment record relevant to the assignment: {Starting with present position, list in reverse order. Please provide dates, name of employing organization, titles of positions held, *type of employment (full time, part time, contractual)*, types of activities performed and location of the assignment, and contact information of previous clients and employing organization(s) who can be contacted for references. Past employment that is not relevant to the assignment does not need to be included.}

Period	Employing organization and your title/position. Contact information for references	Country	Summary of activities performed relevant to the Assignment
[e.g., May 2005-present]	[e.g., Ministry of, advisor/consultant to... For references: Tel...../e-mail.....; Mr. Bbbbbb, deputy minister]		

Membership in Professional Associations and Publications:

Language Skills (indicate only languages in which you can work): _____

Adequacy for the Assignment:

Detailed Tasks Assigned on Consultant's Team of Experts:	Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks
{List all deliverables/tasks as in TECH- 5 in which the Expert will be involved}	

Expert's contact information: (e-mail....., phone.....)

Certification:

I, the undersigned, certify to the best of my knowledge and belief that

(i) This CV correctly describes my qualifications and experience

(ii) I am not a current employee of the GoN

(iii) In the absence of medical incapacity, I will undertake this assignment for the duration and in terms of the inputs specified for me in Form TECH 6 provided team mobilization takes place within the validity of this proposal.

(iv) I was not part of the team who wrote the terms of reference for this consulting services assignment

(v) I am not currently debarred by a multilateral development bank (In case of DP funded project]

(vi) I certify that I have been informed by the firm that it is including my CV in the Proposal for the {name of project and contract}. I confirm that I will be available to carry out the assignment for which my CV has been submitted in accordance with the implementation arrangements and schedule set out in the Proposal.

(vii) I declare that Corruption Case is not filed against me.

I understand that any willful misstatement described herein may lead to my disqualification or dismissal, if engaged.

_____ Date: _____
[Signature of expert] Day/Month/Year

_____ Date: _____
[Signature of authorized representative of the firm] Day/Month/Year

Full name of authorized representative:
