PROJECT IMPLEMENTATION UNIT (PIU)
PUNJAB URBAN LAND SYSTEMS ENHANCEMENT (PULSE)
Punjab Land Records Authority (PLRA)
Government of the Punjab
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Subject: MINUTES OF THE PRE-BID MEETING FOR THE PROCUREMENT OF ENTERPRISE CYBER SECURITY, SECURITY OPERATIONS, AND APPLICATION SECURITY SOLUTION (TWO LOTS)

A pre-bid meeting was held on May 12, 2026, at 11:00 AM under the Chairmanship of GIS Specialist, PIU-PLRA, PULSE in the committee room of PULSE for the subject activity. The meeting started with recitation of Holy Quran. The chair welcomed the participants and requested a round of introduction. Following participants attended the meeting:

i.	Rana M. Sohail Aslam	GIS Specialist, PIU-PLRA, PULSE
ii.	Dr. Atif Manzoor	DC, DM, SMS Specialist, PIU-PLRA, PULSE
iii.	Mr. Ahsan Abdul Wahab	Financial Management Specialist, PIU-PLRA, PULSE
iv.	Mr. M Afzaal Amin Rana	Procurement Specialist, PIU-PLRA, PULSE

The following joined the meeting:

i.	Mr. Saqlain Haider	M/s Ebryx Pvt Ltd
ii.	Mr. Muhammad Najam	M/s Wateen Telecom Ltd
iii.	Mr. Raza	M/s Arwen Tech Pvt Ltd
iv.	Mr. Usman Nasir	M/s Orbin
v.	Mr. Muhammad Murtaza	M/s Trillium Information Security Systems (TISS)

2. Procurement Specialist, PIU-PLRA, PULSE apprised the participants regarding the procurement process of subject activity. Following queries were responded during the meeting:

Sr. #	Query / Question	Response
1.	What is the total number of critical assets to be monitored for SIEM?	All critical ICT assets deployed at the Primary Data Center, DR Site, and connected field locations (ARCs, Sub Registrar offices and Qanoongois), including servers, network devices, security appliances, applications, databases, and endpoint systems, shall be monitored through the SIEM solution. The exact number of assets may be finalized during the assessment and implementation phase.
2.	What is the required log retention period (e.g., 3 months, 1 year, etc.)?	The required log retention period shall be minimum 1 year online retention.

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3.	How many custom applications need to be integrated with the SIEM?	All critical and relevant custom applications approximately (35 to 40).
4.	How many custom use cases / correlation rules are required?	The bidder shall provide and implement all standard OEM recommended use cases along with required custom correlation rules based on the operational and security requirements identified during deployment and tuning phases.
5.	How many security analysts will be using the SOAR platform?	2 users (concurrent)
6.	What is the required data retention period for SOAR?	The required data retention period for the SOAR platform shall be aligned with the SIEM retention policy and organizational security requirements, with minimum retention of 1 year.
7.	Which security controls/tools need to be integrated with SOAR? Firewall, EDR, Email Security, IAM, Threat Intelligence, Ticketing tools, etc.)	The SOAR platform shall support integration with all relevant security controls and operational tools, including but not limited to Firewalls, EDR/XDR, Email Security, IAM/AD, Threat Intelligence Platforms, SIEM, Vulnerability Assessment tools, Ticketing Systems, Sandbox solutions, and other third-party security solutions available in the existing environment.
8.	Is there a requirement for SIEM and SOAR to be from the same vendor/product suite, or are separate solutions acceptable?	SIEM and SOAR solutions may be from the same vendor or different vendors (Both are acceptable).
9.	How many SOC analysts are required for: i. On-premises model ii. Hybrid model	**Hybrid Model:** As per the Bid Document, three (03) resources one SOC Analyst, one SIEM Engineer, and one SOAR Engineer are required to be deployed on-premises from 9:00 AM to 5:00 PM. Additionally, from 5:00 PM to 9:00 AM, three resources shall be available virtually to monitor and manage the complete environment from the vendor's SOC.
10.	What are the expected working shifts/coverage requirements (24/7, business hours, etc.)?	As per the Bid Document, three (03) resources one SOC Analyst, one SIEM Engineer, and one SOAR Engineer are required to be deployed on-premises from 9:00 AM to 5:00 PM. Additionally, from 5:00 PM to 9:00 AM, three resources shall be available virtually to monitor and manage the complete environment from the vendor's SOC.

Sr. #	Query / Question	Response
11.	Can the commercial proposal be submitted in USD, or is local currency mandatory?	Yes, USD allowed.
12.	Is data classification required as part of the DLP deployment?	Yes, the proposed DLP solution shall support data classification capabilities for identifying, categorizing, and protecting sensitive information based on organizational security policies and operational requirements.
13.	Are there existing data classification policies/labels in place?	Currently, no formal data classification policies/labels are implemented; however, the bidder shall assist in defining and implementing the required classification policies and labels in coordination with the department during deployment.
14.	What channels need to be monitored/protected? (Email, Endpoint, Cloud Storage, USB, Web Uploads, etc.)	Solution shall support monitoring and protection across all major communication and data transfer channels, including but not limited to Email, Endpoints, USB/Removable Media, Web Uploads, Storage, File Transfers, Network Shares, and other relevant data exchange channels within the organizational environment.
15.	Kindly confirm the OEMs for NDR, EDR, SAN, NAS, and Cyber Vault, which are required to be integrated with the SOAR solution?	NDR = Fortinet EDR = CrowdStrike and Trend Micro SAN, NAS, Cyber Vault = DELL EMC The proposed SOAR solution must support seamless integration with the above-mentioned OEM solutions through native connectors, APIs, or other supported integration mechanisms.
16.	Kindly confirm the OEM of the Identity Provider (IdP) for which ZTNA integration has been requested?	The existing Identity Provider (IdP) environment primarily includes Microsoft Active Directory. The proposed ZTNA solution must support seamless integration with the existing IdP infrastructure using standard authentication and federation protocols.
17.	As the requirement mentions **112 cores**, kindly clarify the following regarding **AppDynamics** implementation: i. How many applications are planned to be instrumented on the AppDynamics dashboard? ii. Will tier topology mapping be required? iii. Will database monitoring be required?	i. The number of applications to be instrumented on the AppDynamics dashboard shall be finalized during the implementation phase based on critical business and operational requirements.

Sr. #	Query / Question	Response
	iv. Will end-user monitoring (EUM) be required? v. Is there a preference to use **AppDynamics Analytics**, or can **Splunk** be used for analytics and reporting purposes?	ii. Yes, tier topology mapping and application flow visibility shall be required as part of the AppDynamics implementation. iii. Yes, database monitoring shall also be required for relevant and critical databases within the environment. iv. Yes, End-User Monitoring (EUM) shall be required for monitoring application performance and user experience for critical applications. v. AppDynamics Analytics or any equivalent integrated analytics capability may be proposed; however, the solution must support integration with existing SIEM/log analytics platforms, including Splunk, for centralized analytics, reporting, and monitoring purposes.
18.	The criteria requiring the solution to be positioned as a Leader in the Gartner Magic Quadrant for five consecutive years may limit participation. We request flexibility in this requirement, as several highly capable and globally recognized solutions deliver strong performance and innovation without consistently holding a Leader position over multiple years.	The solution to be positioned as a Leader in the Gartner Magic Quadrant for Three to five consecutive years.
19.	We understand that Linux support is included as a requirement. Given the increasing adoption of Linux environments in enterprise infrastructures, we would appreciate consideration for including or allowing flexibility regarding without Linux support for the DLP solution.	It is agreed to provide flexibility. Accordingly, solutions without Linux support for DLP will also be considered acceptable.
20.	Could you please confirm whether the required 500 DLP and 500 ZTNA licenses are intended to be named-user licenses or concurrent-user licenses? Additionally, it would be helpful to understand the current user base and any anticipated growth during the contract period.	The required 500 DLP and 500 ZTNA licenses shall be considered as named-user licenses unless otherwise specified during implementation.
21.	The specifications mention 112 physical cores for Application Performance Monitoring. Could you clarify whether this is a mandatory requirement or a	The requirement of 112 physical cores for Application Performance Monitoring is provided as the minimum baseline

Sr. #	Query / Question	Response
	baseline reference? Also, can this requirement be fulfilled through a virtualized environment using vCPUs?	requirement to support the proposed monitoring workload.
22.	For the Perimeter Firewall, WAF, Load Balancer, and WAN Switch, could you share the expected sizing details, such as throughput requirements, interface count, concurrent sessions, and bandwidth expectations to ensure appropriate hardware selection?	Firewall = Fortinet 2601 WAF = Fortinet 1000F Load Balancer = F5 Big IP 5600 Leaf Switch = Nexus 9300 The hardware is already deployed, and the required sizing details can be easily derived through the respective model specifications and deployment architecture.
23.	Could you please provide additional details regarding the expected scope for the Deception Technology solution, including the number of decoys/endpoints and network coverage requirements?	The Deception Technology solution shall provide coverage for critical network segments, servers, endpoints, and other identified high-value assets within the environment. The exact number of decoys, lures, and protected endpoints shall be finalized during the assessment and implementation phase based on the network architecture and security requirements.
24.	Additionally, for the DR site at Jazz Data Center Islamabad, please confirm whether deployment responsibilities include physical installation or only remote configuration	Physical installation.
25.	Please let us know whether there is any existing ITSM/ticketing platform that requires integration with SIEM/SOAR solutions. Also, will shortlisted bidders be provided access to the current network topology and asset inventory for better solution planning?	Yes, PULSE currently has a customized ticketing platform developed on the LAMP application. The proposed SIEM/SOAR solution must support integration with the existing ticketing platform.
26.	What are the expectations of PULSE team on training? as there are multiple trainings and certifications available against each product mentioned in Lot-1, e.g., SIEM, SOAR, DLP, ZTNA, and Application Performance Monitoring.	Lot-1 Local and Foreign Training and certifications of SIEM, SOAR and App Dynamics only. Whereas DLP and ZTNA have only local training.
27.	Can we submit pricing for all relevant trainings/certifications as optional items, allowing your team to select based on preference? Alternatively, your team may share expectations/ specific training names and certifications required so that we can quote accordingly.	Please note that the trainings and certifications are mandatory requirements and not optional.