

ANNEXURE B

TERM OF REFERENCE

1. Background

The Blouberg Local Municipality requires the supply, installation, configuration and 3-year licensing (with annual renewals) of a next-generation firewall (NGFW) solution to replace the Sophos XG210 which has reached the end-of-life support from March 2025. The device must be a rack-mountable appliance suitable for mid-sized environments and meet the following minimum technical and functional requirements:

2. Core Performance Requirements

| Requirement | Minimum Specification |
|--|----------------------------------|
| Firewall Throughput (Raw) | ≥ 20 Gbps |
| Threat Protection Throughput (with IPS, AV, App Control, SSL Inspection) | ≥ 1 Gbps |
| Concurrent Sessions | ≥ 1,000,000 |
| New Connections Per Second | ≥ 50,000 |
| SSL VPN Throughput | ≥ 800 Mbps |
| Concurrent VPN Users | ≥ 500 users (SSL/IPsec combined) |

3. Interface Requirements

| Requirement | Minimum Specification |
|----------------------|--|
| RJ45 Ports (Gigabit) | ≥ 10 x GE RJ45 (native or via expansion) |
| SFP Ports (1G) | ≥ 2 x GE SFP |

| | |
|----------------------|---|
| Management Interface | Dedicated console or out-of-band interface required |
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4. Security and UTM Features

The solution must provide:

- Intrusion Prevention System (IPS)
- Anti-virus and Anti-malware scanning
- Web Filtering (URL categorization and control)
- Application Control (Layer 7)
- SSL/TLS Inspection (including TLS 1.3)
- DNS Filtering
- Web/Application Traffic Visibility

5. Remote Access & VPN

- Support for both IPsec and SSL VPN
- Ability to create and manage site-to-site and remote user VPNs
- Support for multi-factor authentication (MFA)
- VPN client support for major OS platforms

6. High Availability (HA)

- Support for Active/Passive or Active/Active HA clustering
- Automatic failover and session synchronization

7. Management & Logging

- Web-based GUI
- Command Line Interface (CLI)
- REST API access for automation (preferred)
- External log forwarding via Syslog
- Optional: Centralized management integration (cloud or on-prem)

8. Licensing and Support

| Requirement | Specification |
|---------------------|---|
| 1. License Duration | 3 Years (UTM/Security bundle) |
| 2. Payment Model | Annual renewals only – no monthly billing |
| 3. Inclusions | Firmware updates, security signatures, application & web filters |
| 4. Support | OEM-provided, 24/7 telephone and email support, firmware access and hardware warranty/replacement throughout the term |

9. Deployment Environment

Device must be rack-mountable (1U format preferred)

Internal or modular storage must support basic logging and diagnostics

Appliance must support use in environments with ≥ 140 workstations and ≥ 20 servers

10. Evaluation Criteria for NGFW Procurement on Technical Specification and Functionality

NB: Bidders must score a minimum of 70 points to proceed to the next evaluation criteria

Table 10.1

| Item | Description | Total Score 100% | Bidder Score % |
|------|---|---------------------|-------------------|
| 1 | Bidder must have Firewall delivery, installation, and configuration in the past three (3) years ❖ No work experience letter attached = 0 points | 20 | |

| | | | |
|---|--|----|--|
| | <ul style="list-style-type: none"> ❖ One (1) I work experience letter attached = 5 points ❖ Two (2) work experience letters attached = 10 points ❖ Three (3) work experience letters attached = 15 points ❖ Four (4) or more work experience letters attached = 20 points | | |
| 2 | <p>The Bidder must have three (2) resources certified in Firewall and 1 Project Manager with TOGAF certification. CV with original certified certifications must be attached.</p> <ul style="list-style-type: none"> ❖ NO certified resource = 0 ❖ 1 x certified resource = 5 ❖ 2 x certified resources = 10 ❖ 3 or more certified resources = 20 | 20 | |
| 3 | <p>The Bidder must have the following original certification letter from the vendor (OEM) attached</p> <ul style="list-style-type: none"> ❖ 20 | 20 | |

| | | | |
|-----------------------------|--|----|--|
| 4 | Mandatory Compliance and Regulatory Alignment Certificates attached. ISO/IEC 27001 (Information Security Management), ISO 9001 (Quality Management Systems) and ISO/IEC 2000 – 1 (IT Service Management) =10 ❖ 3 Certificates = 20 ❖ 2 Certificates = 15 ❖ 1 Certificate = 5 | 20 | |
| 5. | OEM Warranty Certificate for the firewall attached 20 | 20 | |
| Total score obtained | | | |

NB: Bidders must score a minimum of 70 points to proceed to the next evaluation criteria

| Category | Criteria | Weight (%) | Scoring Methodology |
|--------------------------------|--|------------|--|
| 1. Technical Compliance | Meets or exceeds core performance requirements (throughput, sessions, VPN, etc.) | 20% | Fully Compliant = 20 Partially = 5 non-compliant = 0 |
| | Meets or exceeds interface requirements (RJ45, SFP, console) | 10% | Fully = 10, Partial = 5, None = 0 |
| | Provides all security & UTM features specified | 15% | All = 15, Partial = 5–7, Fewer than half = 0–4 |
| | Supports VPN, MFA, and major OS platforms | 10% | All = 10, Partial = 5–7, Limited = 0–4 |
| | Supports High Availability (HA) | 5% | Fully = 5, Limited = 2, |

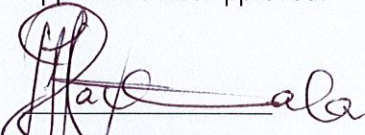
| Category | Criteria | Weight (%) | Scoring Methodology |
|-----------------------------------|--|------------|------------------------------------|
| | with auto-failover | | None = 0 |
| | Includes all management & logging options (GUI, CLI, API, Syslog, centralized) | 10% | All = 10, Most = 6–9, Few = 0–5 |
| 2. Deployment Suitability | Rack-mountable, supports internal logging, environment readiness for 140+ PCs & 20 servers | 10% | Yes = 10, Partial = 5, No = 0 |
| 3. Licensing & Support | Includes 3-year licensing (UTM/Security), firmware, updates, OEM 24/7 support, no monthly payments | 10% | All = 10, Partial = 5, Missing = 0 |
| 4. 3 Years Warranty | On-site warranty | 10% | All = 10, Partial = 5, Missing = 0 |

Only bidders meeting a minimum of 70% in functionality will be considered for further evaluation. "Supporting evidence must be provided in accordance with the evaluation criteria outlined above. Failure to do so will result in no weight or score being allocated."

11. Payment Schedule

| Year | Payment Structure | Due Date |
|--------|--|---|
| Year 1 | Once-off payment (incl. setup and configuration) | Upon deployment completion |
| Year 2 | Once-off payment (licenses) | 12 months after initial payment (start of Year 2) |
| Year 3 | Once-off payment (licenses) | 24 months after initial payment (start of Year 3) |

Approved / Not Approved.


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Date: 05/09/2025