



# **BIRGER.**

**REVISED FINANCIAL PROPOSAL**

**FOR**

**ACQUISITION OF CLOUD-BASED  
BACKUP AND DISASTER RECOVERY  
SOLUTION**

**FOR TRINITY METALS LTD**

**Our Ref:** ESS/2025/2409  
**Date:** 24<sup>th</sup> September 2025

# BIRGER.

Date: 24<sup>th</sup> September 2025

Our ref: ESS/2025/2409

Procurement Department  
Trinity Metals Limited  
Masoro, Rulindo  
P.O Box: 6132 Kigali-Rwanda

Dear Sir/Madam,

**RE: Revised Financial Proposal for the provision of a cloud-based backup and disaster recovery solution**

Following your request for a discounted financial proposal, we are pleased to submit our proposal for the provision of a cloud based backup and disaster recovery solution, bearing reference ESS/2025/2409.

We trust our proposal meets your requirements. Should you require any clarification or additional information, please do not hesitate to contact us.

We look forward to a positive response from you.

Yours faithfully,



Name: Parwez Bhugalee  
Title: Executive – Business Development



Name: Derrick Munyaneza  
Title: Technology Sales Officer

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## **1. EXECUTIVE SUMMARY**

Following the request for proposal issued by Trinity Metals for the acquisition of cloud based backup and disaster recovery solution. BIRGER. having the high level skills technical and procedural aspects for this type of project shall implement a robust, flexible, scalable, and versatile solution based on Exagrid Disk Backup Solution & Veeam Solution.

This document comprises of our revised financial proposal for Trinity Metals.

## **2. BIRGER. OVERVIEW**

BIRGER. Covers 9 territories in the Indian Ocean Islands (IOI) and East Africa. Our 3 core services: Technology – Security – Resiliency leverage on our cumulated know-how and experience gained over the past decades since 1953.

At BIRGER., we deliver optimal Support Services with the collaboration of our local certified employees. We ensure that customers transform the Data at the heart of their business to gain a competitive advantage. We train our People continuously during their career to gain technical, managerial and leadership skills. BIRGER. Respects its promise and shows dedication consistently when delivering its 3 core services in all 9 territories.

Over the years, BIRGER. Has been the catalyst for the introduction of innovative solutions and the dissemination of new technologies for various economic sectors. Leveraging on our experience in technology and security, we offer business continuity services.

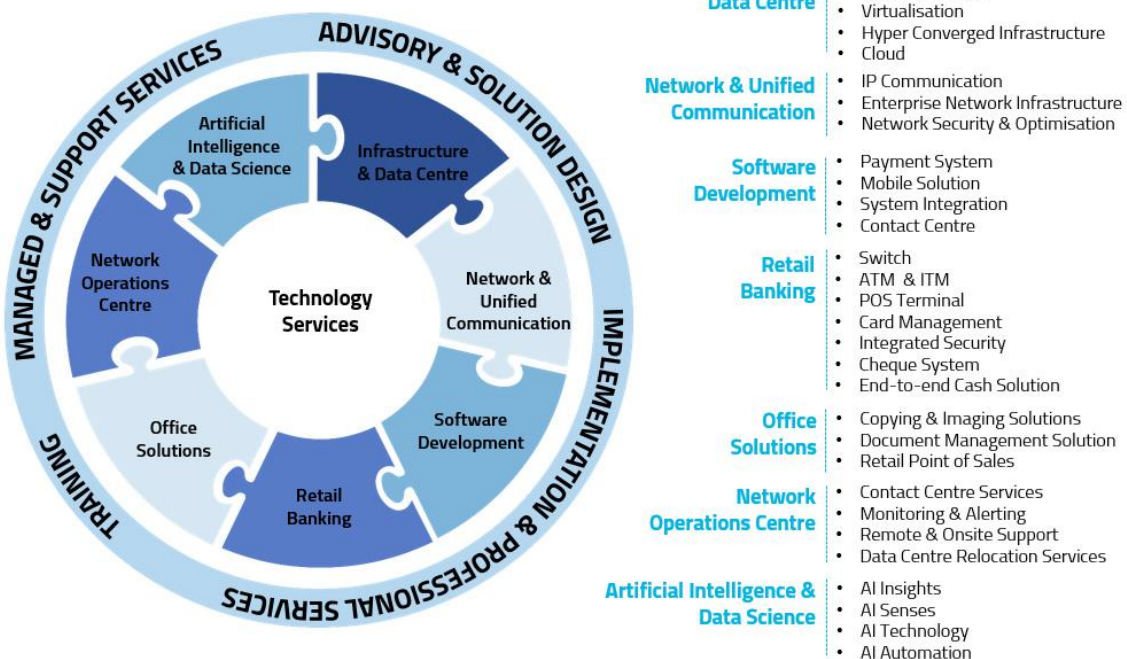
## 3. COMPANY PROFILE

### 3.1. BIRGER. SERVICES

At BIRGER. we have developed a unique end-to-end business model to assist our customers to plan forward, carry out their daily operations, protect their key assets, manage risks and ensure continuity in their activities. Our unique end-to-end business model hinges on Technology, Security and Resiliency.

#### 3.1.1 TECHNOLOGY

BIRGER. has delivered technology services and solutions to the Banking, Insurance, Retail and Telecommunication industries as well as to Governments for decades. We have developed specific expertise in self-service terminals, payment solutions, enterprise systems, network and communications, trusted identities and secured transactions, as depicted below.



#### Infrastructure & Data Centre

Through its three Business Units: Business Systems & Solutions, Enterprise Systems & Solutions and Networks & Unified Communications (NUC), BIRGER. brings operational comfort to organisations via its comprehensive enterprise systems offerings.

We provide High-End Virtualisation for corporate IT infrastructures, High-Availability and Data Replication solutions for Recovery in case of system failure, Smart Data Back-up/Storage Solutions to optimise archiving, tailor-made Software

Development, Data integration, Business Intelligence, Data Warehousing, Performance Management Solutions and Infrastructure as a Service (IAAS). Customer service remains BIRGER.'s priority and all requests are centralised to our Network Operations Centre, which allocates these to our teams of certified engineers and technicians located in our 9 regional offices.

## **Networks & Unified Communications**

BIRGER. offers enterprise wide end-to-end telecommunications solutions encompassing Borderless Network, Network Management, Ethernet Access, Voice Recording, Voice Compression and Call Accounting systems.

Our teams of certified network and telecommunications engineers commit to provide the best available network infrastructures in order to maximise organisational security and communication in real time. BIRGER. implements telephony and unified communication systems via IP-based communication infrastructures.

BIRGER. also proposes Data, Voice & Video Network and mobile telephony solutions, thus optimising Call & Support Centre BPO software and systems, as well as Interactive Voice Response and Timed Response Monitoring.

## **Software Development**

We have cumulated experience in various technologies over the past decades specialising in the financial sector and Contact Centre solutions. Our team comprising of dynamic, certified and experienced engineers, business analysts and skilled software developers collaborate to design, develop, implement and maintain tailor-made end-to-end solutions based on specific clients' needs.

Our team is fluent with desktop, mobile and web applications. We have developed solutions for critical environments and assisted Banks with an Omnichannel Cheque Truncation Solution. We have also implemented the Centralised Direct Debit Solution as per the Central Bank of Mauritius requirements for numerous Banks.

BIRGER. has developed Mobile Applications in business sectors like route accounting, CRM, order taking and sales invoicing.

BIRGER. also proposes Restaurant and Retail Solutions, Learning Management Solutions, Leave Management Solutions with integration with payroll system, Barcode & RFID Asset Tracking, Visitor Management Solutions and Event Management Solutions.

## **Retail Banking**

BIRGER. innovated in the retail banking sector by introducing the first standalone ATM in Mauritius in 1987 and in Madagascar in 1998. With the introduction of on-line communication a couple of years later, international payment exchange, including POS and EFT, could be made through Visa/Mastercard network.

BIRGER. is now supplying the latest generation of multi-function Intelligent ATM's with envelope free deposits for cash and cheque functionalities. BIRGER. has a very long partnership since 1953 with NCR for Selfservice, Payment and Retail POS solutions. We work very closely with most of the Regional banks in the Indian Ocean Islands in providing an end-to-end solution including Card Management and Security Solutions.

BIRGER. also proposes complete Cheque Processing Solutions as per the Central Banks requirements and regulation and full EFT solutions.

## **End-to-end Cash Solutions**

BIRGER. offers multi-channel solutions which include fully-fledged ATM systems, end-to-end cheque imaging solutions and branch automation systems. Integrated infrastructure systems span from servers, virtualisation, storage, real time back-up systems to business continuity and disaster recovery solutions. Back-office solutions cover cash management including notes and coin counting machines, sorting and wrapping machines.

BIRGER. also equips banks with the necessary network infrastructures to optimise the operational security of their various payment systems.

BIRGER. provides Customised Card Solutions to the Retail Sector including the design, personalised printing, incorporating various crucial levels of security on standard Plastic Cards, Magnetic Stripe Cards and Smart Chip Cards. BIRGER. offers its solutions in a Centralised or Decentralised mode for On-site Branch Solutions to the Financial and Retail Sectors.

## **Office Solutions**

BIRGER. offers two key office solutions: Multifunctional Copying & Imaging solutions and Document Management Solutions, providing highest quality.

BIRGER. Office Solutions target best-quality office machines and equipment to fit the specific needs of each business. Our scope extends to banks, governments, schools and tertiary institutions and a wide range of professional organisations.

BIRGER. products include All-In-One machines, Duplicators, Photocopiers and Scanners.

Our Office Automation equipment service facilitates daily office transactions via Envelope Printing Machines, Mailing Systems, Folding and Insertion Machines.

## Network Operations Centre

Our Network Operations Centre monitors the after-sales service of BIRGER. for all its customers within the Indian Ocean Islands. Our Network Operations Centre responds to our customer calls, allocates incidents to our field engineers, ensures that all incidents are addressed promptly and reports back to our customers. Our qualified and experienced engineers provide 1<sup>st</sup> and 2<sup>nd</sup> Line Hardware Maintenance Services, Software Maintenance, Diagnostics and Problem Resolution Services, and Networks Monitoring. We strive to make our service delivery the reference in our region.

BIRGER. Service & Support Centre provides a 24/7 basis service aligned with its customers' technical requirements. Our specialised workshops comprise of full-fledged teams of experienced, qualified and certified engineers and technicians to provide maintenance and repair services for all our equipment.

BIRGER. proposes Full Service Level Agreement consisting of Maintenance with labour and parts.

## Artificial Intelligence & Data Science (AI&DS)

BIRGER. accompanies its clients to understand their needs and propose solutions aligned with their digital transformation journeys. Our AI&DS offerings covers:

**AI Insights:** BIRGER. assists its clients to derive insights from their data by developing algorithms that allow them to create value and to transform their business through Online Analytics, Enterprise Data Analytics and Sentiment Analysis.

**AI Senses:** BIRGER. collects, processes and analyses data to digitalise our physical world through Computer Vision and chatbot development. The outcome of these offerings ensures contactless interactions.

**AI Technology:** BIRGER. is able to advise its clients on the acquisition of the right infrastructure capable of running AI workload to optimise the use of AI applications and software. BIRGER. proposes AI Ready Server and Intelligent Camera.

**AI Automation:** BIRGER. automation solutions allow its clients to save time and effort, ensuring compliance and enhance employees and customer experience. BIRGER. accompanies its clients to undergo digital transformation and provides them with Robotic Process Automation (RPA).

## 3.1.2 SECURITY

BIRGER. has been designing and deploying security solutions in the Indian Ocean Islands over the past decades in partnership with international security technology providers. Today, BIRGER. has strong internal security capabilities. With the creation of BIRGER.'s Network Operations Centre (NOC) in 2010, we have gained experience in providing 24/7 support to the Indian Ocean Islands.

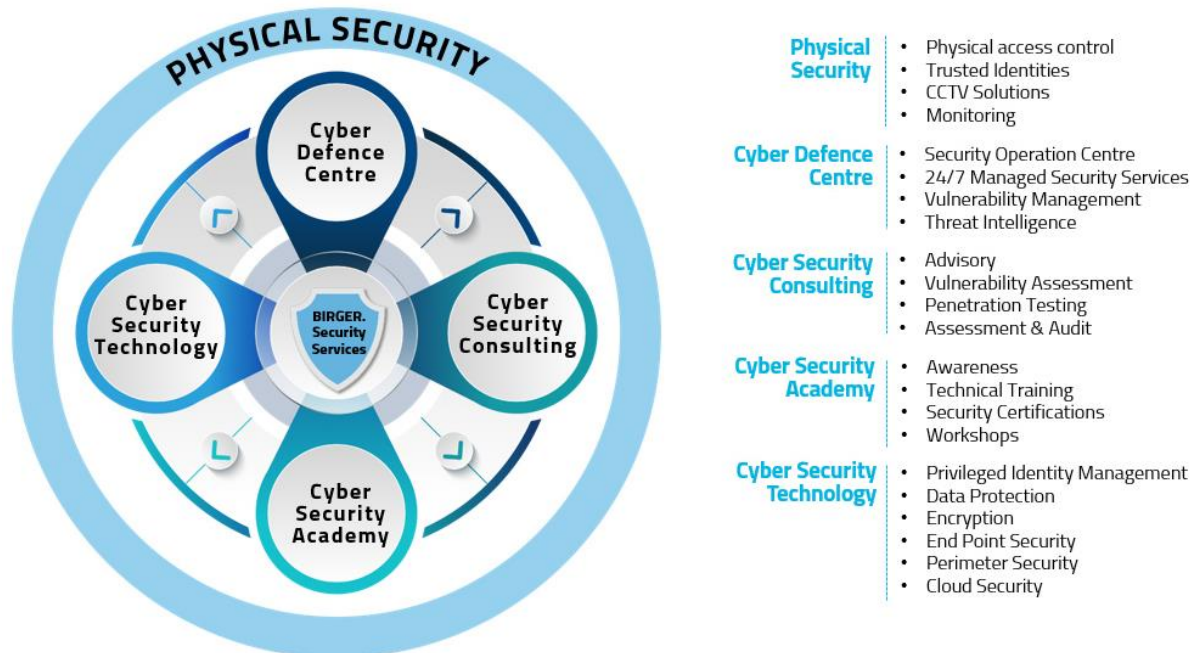
BIRGER.'s investment and focus on Cyber Security since 2015 is a natural evolution bringing together partnerships, competencies and experiences to become a Pan African Cyber Security service provider.

### Integrated Physical Security

At BIRGER. we have been deploying both physical security and logical security solutions covering premises, IT infrastructures, communication networks and self-service terminal for decades.

### Cyber Security Services

Coupled with Integrated Physical Security and Resiliency services, BIRGER. offers a comprehensive set of Cyber Security Services and solutions delivered through key partnerships and local presence across the Indian Ocean Islands and East Africa.



## Cyber Defence Center

BIRGER.'s Cyber Defence Centre (CDC) offers various services aimed at detecting, preventing and responding to cyber security attacks and incidents, such as:

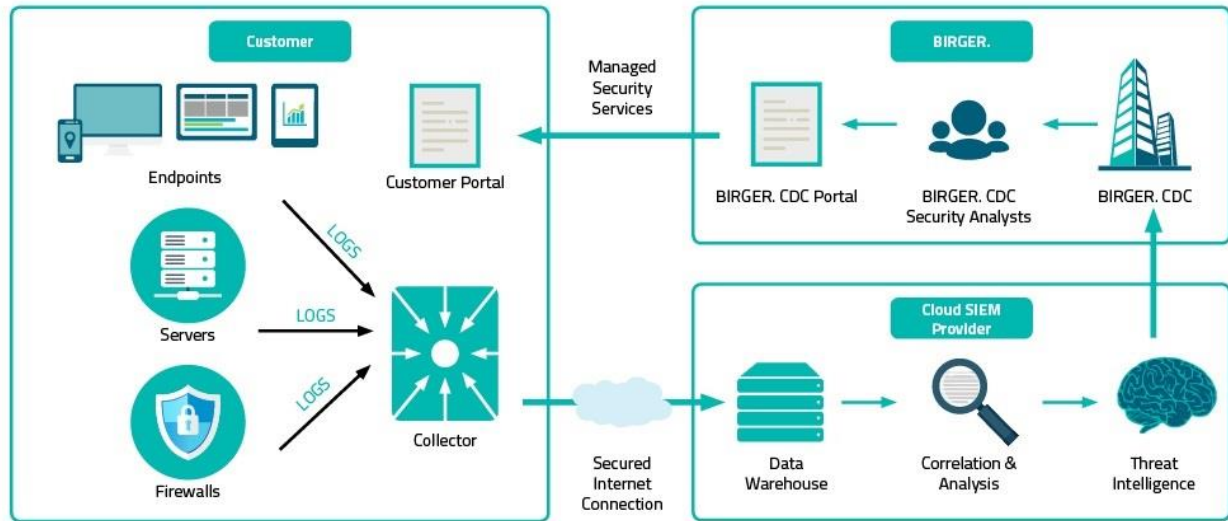
- Vulnerability Assessments to get an overview of a company's security posture;
- Penetration Testing exercises to get a more in-depth security view of a company's key assets;
- Incident Response to help our customers to understand and recover from attacks;
- Security Operation Centre (SOC) and Managed Security Services (MSS) provide visibility as well as an incident response framework against cyber threats.

BIRGER. has a Cyber Defence Centre (CDC) dedicated to the African region as part of its strategy to offer a complete set of services including proximity services and just-in-time support. Our CDC started operation in 2016 and is powered by advanced SOC and MSS Technologies, which leverages on Global Intelligence Network.

A team of certified security engineers are dedicated to our SOC, supported by international security experts to ensure world class security services. We also provide MSS solutions from other vendors such as IBM, Symantec and CISCO.

The main advantages of BIRGER.'s MSS offering are:

- Improved visibility into emerging threats
- Industry leader technology
- Cost savings
- Access to security experts
- 24x7 surveillance
- Facilities and redundancy
- Faster response to and resolution of security incidents
- Security awareness
- Objective security analysis
- Compliance and reporting



## Cyber Security Consulting

BIRGER. has been continuously investing in its people to ensure they are trained and certified to recognised industry standards as well as attracting talents who are subject matter experts.

This provides BIRGER. with a strong team of security professionals able to deliver cyber security consultancy and better advise companies on their cyber security risks posture on a wide range of areas following proven methodologies.

With real world and years of experience, BIRGER. can help reviewing companies' security infrastructure through Architecture review and Security audit exercises.

## Cyber Security Academy

With the opening of BIRGER.'s Cyber Defence Centre, a training facility was equipped and BIRGER.'s Cyber Security Academy (CSA) aims to provide industry leading training courses and awareness campaigns by our qualified cyber security staff and key partners with leading, regional and international education organisations.

BIRGER.'s CSA focuses on research and knowledge sharing activities around cyber security to grow its internal Cyber Security Intelligence as well as contributing to the wider regional cyber security community.

## Cyber Security Technologies

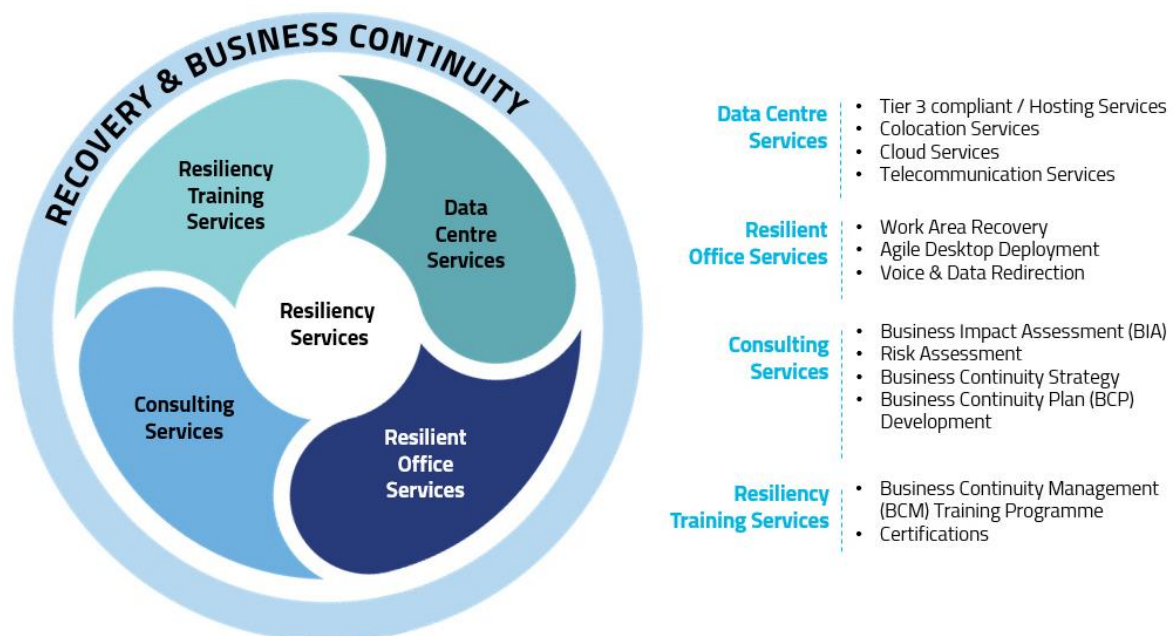
Through all our Business Units, we can leverage our development upon system and network experience and offer various security technology solutions that are best adapted to our customer' needs.

BIRGER. has extensive experience in deploying network security solutions such as firewall and web filtering appliances through key partnerships.

For many years, BIRGER. has been implementing comprehensive enterprise and infrastructure security technologies related to email security, data and disk encryption, data leakage prevention and endpoint security solutions with advanced anti-virus and persistent threat protection technologies. Combining our technology expertise with cybersecurity, allows us to monitor and protect customer's sensitive data and other digital assets at rest or in motion.

### 3.1.3 RESILIENCY

Since 2008, we provide a complete Business Continuity Management and Resiliency Services, unique in Mauritius. We have pioneered business continuity activities in Mauritius by providing consultancy and training to raise the awareness of our customers to the need of having business continuity plans. We assist our customers to resume their activities timely in case of disruptive events.



BIRGER. provides end-to-end Business Continuity Management (BCM) solutions in compliance with internationally recognised standards, which are designed to enhance business resiliency in an age of escalating disruptive events.

### Why Business Continuity Management?

Businesses, government institutions as well as non-governmental organisations operate in a volatile and uncertain environment, which means that they must be able to manage their risks. This process entails understanding the business impact of these risks and ensuring that reasonable steps are taken to recover from disruptive events. Business continuity planning and regular business continuity testing ensure organisations are more resilient to face unforeseen events.

### Resiliency Services

BIRGER. offers a comprehensive range of business continuity solutions such as Data Centres with Work Area Recovery Facilities, Advisory Services ranging from Business Impact Analysis to Crisis Management Planning and Business Continuity Management Training.

## **Advisory Services**

In an era of fast and perpetual evolution, developing an extensive business continuity strategy and enhancing overall resiliency are essential for the sustainability of an organisation. Our flexible methodology covers both strategic and operational elements of BCM and offers specialised consulting on Enterprise Risk Management.

BIRGER. provides a range of fully managed business resiliency services:

- Risk – Ensuring customers understand the risks (and opportunities) they face
- Resiliency – Strengthening an organisation’s ability to withstand and adapt when faced with disruptive events
- Recovery – Helping customers recover from disruptive incidents

## **Data Centre Services**

BIRGER. provides IT services and solutions that will help organisations mitigate and recover from IT and other disruptive events without, the capital expenditure and management skills required to set up their own IT disaster recovery facilities. We use new technologies such as Cloud Computing as well as abundant, affordable bandwidth to craft tailored solutions to reduce risks, build resiliency and ensure a quick recovery from any disruptive event. All our solutions are carefully developed to ensure that they support the overall Business Continuity Management Plan.

## **Resilient Office Services**

Alternative work areas for staff, IT disaster recovery sites and associated investments both in time and money, not to mention loss of focus on one’s core business, are among the highest fixed overheads for any business. BIRGER. has more than a decade of experience in providing robust infrastructure and network on which clients can rely when disaster strikes.

Our Resilient Office services cover three main areas:

- Work Area Recovery – Alternative Office and Call Centre space when customer’s offices cannot be accessed
- Managed Office Spaces – Primary Office Space tailored to customers’ requirements and offered as a service
- Colocation – Fully managed space in our Data Centres for customers, IT equipment either for disaster recovery or production

## **Training Academy**

BIRGER. provides standardised and customisable training as well as awareness solutions in Business Continuity Management. All our trainings are approved by Mauritian authorities by MQA and HRDC. We also offer the following Business Continuity Certification courses:

- BCI Good Practice Guideline 2018
- ISO 22301 Lead Implementer
- ISO 22301 Lead Auditor
- ISO 22301 Foundation
- Complete Continuity® Practitioner Programme
- Continuity® Practitioner Foundation Programme

## **Our Recovery Centre**

To make sure that we provide valued Business Continuity & Resiliency services to our customers, our Recovery Centre is located within our Technology Operation Centre, at Phoenix.

Our Recovery Centre boasts the following features among others:

- Strategically located in the centre of the island, easily accessible in 30 minutes from any part of the island
- Excellent location along the M1 motorway, next to the Valentina-Bagatelle link flyover
- Easily accessible to public transport, including buses
- Secure environment with 24-hour security
- 2,400 m<sup>2</sup> of Recovery Centre floor space with potential to expand
- Two controlled entrance gates provide access to parking for more than 50 vehicles
- Modern and upmarket features including a cafeteria, shower and dormitory facilities
- Fully equipped amphitheatre with 80 seats capacity, which can accommodate business events and trainings
- Improved and modern Data Centre, with redundant power supply as well as gas fire suppression systems
- Resilient power and water supply systems with diesel generators and water storage tanks on site for portable water in office areas to cater for utility service failures
- The building is energy efficient, making use of intelligent lighting and maximum natural light

## **Why BIRGER. Resiliency Services?**

- Peace of mind
- End-to-end Business Continuity Management Integrator
- Experience
- Technology Agnostic and Vendor Independent
- Flexible, Scalable, Proven Solutions

### 3.1.4 BIRGER.'S DIFFERENTIATING FACTORS

#### A One-Stop Technology Solutions Provider

BIRGER. is organised into 3 Core Services and 10 Business Units. Our experienced, qualified and certified professionals strive to meet customer specific needs as per their increasing technological requirements, in order to address today's global challenges.

BIRGER. is a service provider of Multiple Technology Solutions for both public and private organisations to operate with total flexibility and security. Green, Responsible, Excellence, Adaptable, Trusted-integrity are our main values towards our employees, customers, partners and community.

#### Footprint

BIRGER. has expanded its operations from Mauritius to the Indian Ocean Islands and Eastern Africa.

We operate hubs to cover specific geographical areas. This operating model enables us to provide timely on-site local support and services to our customers from our local offices.

BIRGER. offers all its services and solutions through its offices in 9 countries: Comoros Islands, Kenya, Madagascar, Mauritius, Rodrigues, Rwanda, Seychelles, Tanzania and Uganda.

**BIRGER.**  
Mauritius & Rodrigues

**BIRGER.**  
Comoros

**BIRGER.**  
Kenya

**BIRGER.**  
Madagascar

**BIRGER.**  
Rwanda

**BIRGER.**  
Seychelles

**BIRGER.**  
Tanzania

**BIRGER.**  
Uganda



- 📍 BIRGER's local offices: 9
- BIRGER's Pan African experience: 14

#### Our Expertise

BIRGER.'s proven experience in industry specific fields of activity and technological competence ensures that we meet our customers' expectations promptly in a professional manner. BIRGER. applies proven methodologies and best practices in its service and solution delivery model.

By choosing BIRGER., customers rely on our teams of specialised resources and complete range of ICT and Technology-Driven Solutions and Services to address their specific challenges and needs. BIRGER. acts as a One-Stop Shop for state-of-the-art ICT Solutions, aligned with industry standards.

BIRGER.'s professional deliveries rely on latest proven technologies ensuring Holistic Secured Systems to be deployed through our Quick Response Time and Personalised Client Management Services.

BIRGER.'s priority is to ensure that our solutions are secured and aligned with customers' expectations. This contributes to the peace of mind of all stakeholders.

## **Training**

We recognise that our future success hinges on local competent professionals. Hence, we collaborate with local universities from Mauritius, Madagascar and Rwanda by endorsing practicum projects as well as by offering internships to both under and post graduate students.

BIRGER. invests continuously in training to keep its teams of Engineers and Technicians up to date with ever-changing technologies. Overseas training is a permanent must for our experts, who regularly attend international seminars and workshops.

## **Professional Services and Support**

BIRGER.'s experienced, qualified and certified Resources assist our customers on a 24h/7 basis with After-Sales Services, IT Support, Remote Monitoring and Remote Support. Our skilled Engineers provide the Design, Installation and Implementation of Solutions. BIRGER. offers Full Service Level Maintenance with labour and parts.





Wednesday 13<sup>th</sup> October 2022

TO WHOM IT MAY CONCERN

This is to certify that Blanche Birger Co Ltd has supplied & supported the following hardware/software and implemented Enterprise Level Solutions for SUPER U Mauritius. The solutions deployed are as follows:

- Veeam Backup & Replication Solutions
- DELLEMC Unity 480 XT Storage
- Disk Based Backup Solution on DELLEMC Servers
- DELLEMC R750 Servers
- DELLEMC Switches
- VMware Solutions
- Microsoft Office 365 for 250 Users
- CrowdStrike Endpoint Solution

These projects have been successfully completed within the agreed time frames. The implementation and support team are very knowledgeable, competent and customer oriented.

Name: Ashwin Chuttur

Signature: 



## BANK ONE

30<sup>th</sup> September 2021

TO WHOM IT MAY CONCERN

This is to certify that Blanche Birger Co Ltd has supplied, installed, configured and supported Bankone numerous projects implementation during the past 13 years. The solutions deployed are as follows:

- IBM Power Server Series (Power 760, Power 822 and Power 922)
- Cisco Servers UCS C220 and UCS C460
- DELLEMC Recoverpoint Appliance
- IBM Tape Library such as TS3100, TS3200 and TS4300
- Veritas Netbackup Software
- Veritas Infoscale Software
- Veeam Backup & Replication Software
- EMC VNX 5200 and VNX5400
- EMC Connectrix SAN Switches
- IBM Websphere Software
- DELLEMC R740, R740XD2, R450, R750 Servers
- DELLEMC Unity 380XT
- Redhat Linux Enterprise OS
- Trend Micro Solution (Smart Protection Complete, Deep Discovery Email Inspector, Deep Discovery Analyzer)
- Vormetric Encryption
- VMware VSphere Enterprise Plus
- VMware VCenter Standard
- EnterpriseDB-Postgres Database
- Microsoft HyperV deployment and associated components

These projects have been successfully completed within the agreed time frames. Their team are very knowledgeable, competent and customer oriented. We highly recommend Blanche Birger Co Ltd as a supplier and systems integrator.

Sincerely,



Praveen Rao Appadoo  
Assistant Manager - Information Technology



06<sup>th</sup> September 2023

TO WHOM IT MAY CONCERN

This is to certify that Blanche Birger Co Ltd has supplied, installed, configured and supported Air Mauritius Ltd numerous projects during the past years. The solutions deployed are as follows:

- IBM Tape Library TS4300
- Veeam Backup & Replication Software
- DELLEMC PowerStore 3200T
- DELLEMC R750 Servers
- DELLEMC Connectrix SAN Switches
- VMware VSphere Enterprise Plus
- VMware VCenter Standard

These projects have been successfully completed within the agreed time frames. Blanche Birger's team is very knowledgeable, competent and customer oriented. We highly recommend Blanche Birger Co Ltd as a supplier and systems integrator.

Sincerely,

Jennifer Chan Lam (Mrs.)  
Manager Information Systems  
Air Mauritius Ltd.

Air Mauritius Centre President John Kennedy Street, Port Louis, Mauritius (Business Registration Number C07001800)  
Email: [contact@airmauritius.com](mailto:contact@airmauritius.com) Website: [www.airmauritius.com](http://www.airmauritius.com) T: +230 207 7070 F: +230 208 8331

# VEEAM



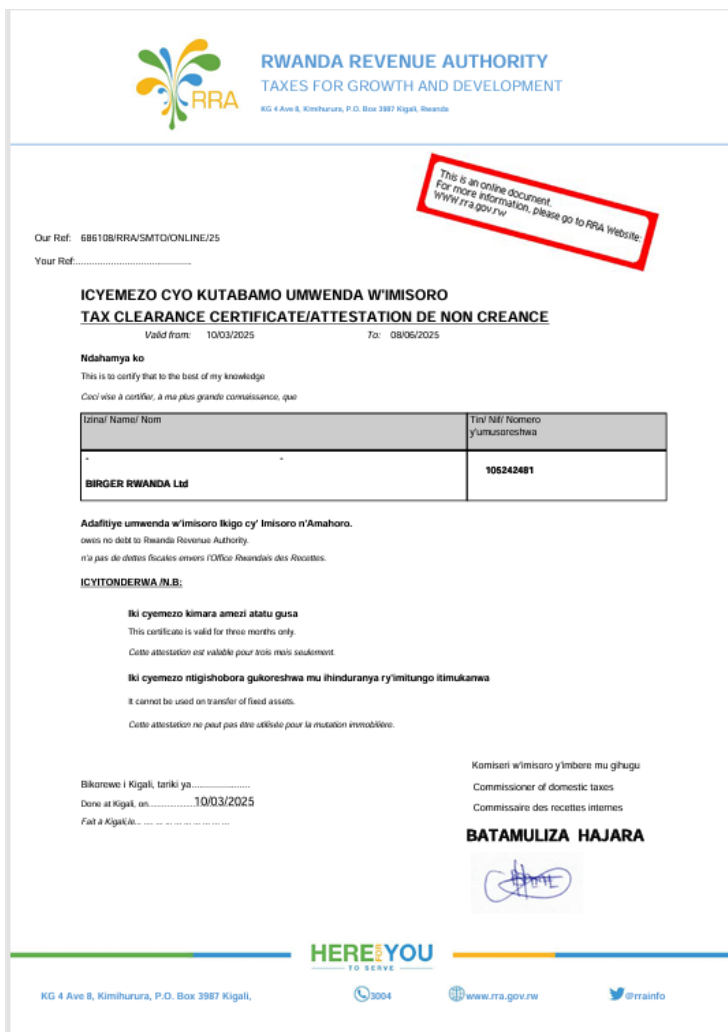
Veeam is proud to award the title of  
**Veeam Certified Engineer 2020 (VMCE 2020)** to

SHAVEEN PURMESSUR

in recognition of successful completion  
of the **VMCE certification**

William H. Largent, Chief Executive Officer and Chairman of the Board

COMPLETION DATE: 2021-07-31



**IRDB** RWANDA DEVELOPMENT BOARD **ORG** Office of the Registrar General

Date of issuance: 14/01/2016  
Company Code: 105242481

**CERTIFICATE OF DOMESTIC COMPANY REGISTRATION**  
(Article 16 of law No 07/2009 of 27/04/2009 relating to companies)

Registration date: 08/01/2016  
Company Name: BIRGER RWANDA Ltd  
Category: Private  
Type: Limited by shares  
Registered Office Address: Muhima, Nyarugenge, Umujyi wa Kigali, RWANDA  
Address: Muhima, Nyarugenge, Umujyi wa Kigali, RWANDA  
Phone number: +250788304070  
Email: jacques.h@birger.technology

Management details:  
Managing Director: JACQUES LOUIS RAOUL HAREL  
Name: JACQUES LOUIS RAOUL HAREL  
ID Document: PASSPORT Card No.: 1357844

Main Business Activity:

No.	Code	Description	Date
1	J6209	Other information technology and computer service activities	12/01/2016

Other Business Activities:

No.	Code	Description	Date
1	J5820	Software publishing	12/01/2016
2	L6810	Real estate activities with own or leased property	12/01/2016
3	N8299	Other business support service activities n.e.c.	12/01/2016

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Registrar General  
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Serial No: 362172

### 3.3. SCOPE AND VALUE OF PREVIOUS PROFESSIONAL SERVICES UNDERTAKEN

No	Customer Name	Contact Person	Project Description	Project Value	Date of Implementation	
					Start Date	End Date
1	Central Electricity Board	Shyam Abacousnac	Installation and Configuration of 2 x DELLEMC Data Domain DD6400 & Implementation of Veeam & Netbackup	MUR 5,000,000	Jul-23	Sept-23 + Ongoing Maintenance
2	Mauritius Revenue Authority	Ashwin Luckoo	Supply Installation and Configuration of Data Domain DD6400 & Netbackup Software	MUR 5,000,000	Apr-23	Jun-23 + Ongoing Maintenance

3	MCS Mutual Aid Association	Kaushik Rambhojun	Supply Installation and Configuration of Data Domain DD3300 & Netbackup Software	MUR 2,200,000	Aug-22	August 2022 + ongoing Maintenance
4	National Computer Board	Varun Beezadhur	Supply, Installation and Configuration of DELLEMC Backup Server and ME5 Storage as backup repository.  Supply Installation & Configuration of Veeam Backup Software	MUR 6,800,000	Mar-22	March 2022 + Ongoing Maintenance
5	Seychelles Civil Aviation Authority	Andy Hoareau	Supply, Installation of Veeam backup Solution with backup repository DELLEMC R740XD2 Server	MUR 3,000,000	Jan 2022 and Ongoing Maintenance	Jan 2022 + Ongoing Maintenance
6	Super U	Ashwin Chuttur	Supply, Installation of Veeam Solution with backup repository DELLEMC R740XD2 Server	MUR 1,200,000	Jul-21	August 2021 + ongoing Maintenance
7	Bankone Ltd	Praveen Appadoo	Supply, Installation of Netbackup Software with backup repository IBM Tape Library TS4300	MUR 4,000,000	Oct-20	October 2020 + ongoing Maintenance
8	Bankone Ltd	Praveen Appadoo	Supply, Installation of Veeam Solution with backup repository DELLEMC R740XD2 Server	MUR 3,200,000	Oct-20	October 2020 + ongoing Maintenance
9	RT Knits	Christine WAN	Supply, Installation of Veeam Solution with backup repository DELLEMC R740XD2 Server	MUR 1,600,000	Aug-20	Aug 2020 + ongoing Maintenance
10	Winners	Antish Ramchurn	Supply, Installation of Veeam backup Solution with backup repository DELLEMC R740XD2 Server	MUR 900,000	Aug-20	August 2020 + Ongoing Maintenance

11	First Capital Bank	David Pascal	Supply, Installation of Networker backup Solution with backup repository DELLEMC Data Domain DD6800	MUR 11,000,000	Jan-20	May 2020 + Ongoing Maintenance
12	Mauritius Telecom	Ashwin Mathoora	Supply, Installation of Veeam backup Solution with backup repository DELLEMC R740XD2 Server	MUR 1,400,000	Nov-19	November 2019 + Ongoing Maintenance
13	ATOL	Yogeeraj Degumbur	Supply, Installation of CommVault backup Solution with backup repository DELLEMC Unity 380XT	MUR 1,800,000	Oct-19	Oct 2019 + Ongoing Maintenance
14	Mauritius Union Group	Rishi Sewnundun	Supply, Installation of Netbackup Solution with backup repository DELLEMC Data Domain 6300	MUR 2,700,000	Dec-18	Dec 2018 + Ongoing Maintenance
15	Mauritius Commercial Bank - Mauritius	Jailand Myandee	Installation of Netbackup Solution with on DELL R740XD2, disk solution as temporary repository	MUR 5,000,000	Feb-18	March 2018 + Ongoing Maintenance
16	MCS Mutual Aid Association	Kaushik Rambhojun	Supply Installation and Configuration of Data Domain DD2200 & Netbackup Software	MUR 2,100,000	Oct-17	August 2022 + ongoing Maintenance
17	Mauritius Ports Authority	Ravishankar Wootum	Supply, Installation of Netbackup Solution with backup repository IBM Tape Library	MUR 750,000	Nov-16	December 2016 + Ongoing Maintenance
18	ICPS	Jangi Devendra Kumar	Supply, Installation of Netbackup Solution with backup repository IBM Tape Library	MUR 1,000,000	Sept-12	Sept 2012 + Ongoing Maintenance
19	Innodis	Hansley Chadee	Supply, Installation of Netbackup Solution with backup repository IBM Tape Library	MUR 550,000	Jun-10	01/07/2010 + Ongoing Maintenance

## 4. PRICE SCHEDULE

Schedule of Rates and Prices	Tenderer's Offered Solution		Once-Off Costs		Monthly Costs	
	(Tenderer's to complete)		Description	RWF Value	Description	RWF Value
1	Cloud Backup & Disaster Recovery Solution					
	Azure VM, BLOB, DR Failover			-		837,230.25
2	Storage Infrastructure (On-Premises & Cloud)					
	Exagrid Backup Appliance with 5 years warranty			113,456,270.35		-
3	Backup & Recovery Software					
	Veeam Backup & Replication for 10 VM's					189,156.00
4	Contractor's Professional Indemity Insurance					
<b>Total Price ( RWF) - exclude VAT and all other charges</b>				113,456,270.35		1,026,386.25
<b>VAT (18%)</b>				20,422,128.66		184,749.53
<b>TOTAL Price</b>				133,878,399.01		1,211,135.78

## 5. TERMS & CONDITIONS

### 5.1. Non-disclosure

The information contained in this document is confidential and is provided by BIRGER. on the principle that the customer will only use in order to evaluate the proposal of BIRGER. The Customer may authorize certain employees, consultants and agents who need to know the contents of the proposal to have access to its contents, but will ensure that such employees, consultants and agents are bound by the obligation of the Customer keep confidential. Accordingly, the information may not be revealed for all or part to a third party without having previously received the written consent of BIRGER.

The use of any information contained in this document implies acceptance by the Customer of these obligations.

### 5.2. Validity

This proposal is valid for 120 days as from the date of submission.

### 5.3. Primary Contacts

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