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PROCEEDINGS OF THE PRE-BID MEETING

Selection of System Integrator for Data Centre Core Switch and Networking Active and Passive Components

Date: 19th March 2019

Participants: **MPCB:** Tender Committee: AST, CAO, SO, EE, IT Manager
Vendors: 1. M/s. Insight Business Machines
2. M/s. Galaxy Office Automation Pvt. Ltd.
3. M/s. Dynacons Systems and Solutions
Ref: e-Tender no. 957
Agenda: Answers to queries of the above vendors for the above e-Tender Selection of System Integrator for Data Centre Core Switch and Networking Active and Passive Components

Record of Discussion:

As per the scheduled date in RFP for the above agenda. Pre-Bid meeting was held at 3.00 PM at MPCB Office 3rd floor Conference Room.
The above prospective three vendors (who had purchased the Tender document and participated.

Answers to the queries raised in the Pre-Bid meeting are recorded as below.red.

Sr. No.	Vendor	RFP Page No.	RFP Clause No	Description in RFP	Clarification Sought by Vendor	Additional Remarks by Vendor if any	MPCB Response
1	Insight	14	6.5.2	No Exemption to this clause will be allowed	We register under Single Point Registration Scheme of NSIC are Eligible to get the benefits under "Public Procurement Policy for Micro & Small Enterprise (MSEs) Order 2012 as notified by the Government of India, Ministry of Micro Small & Medium Enterprises, New Delhi vide Gazette Notification dated 23.03.2012 as per above clause we are exempted from EMD. So request to you kindly allow MSME, NSIC Certificate		Not accepted

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Sr. No.	Vendor	RFP Page No.	RFP Clause No	Description in RFP	Clarification Sought by Vendor	Additional Remarks by Vendor if any	MPCB Response
2	Insight	38	23	Core / Server Farm Switch Point 4, Fabric Latency	Maximum 900 ns with no contention, cut through switch with minimum 640 Gbps Full Duplex line rate operation.	The fabric latency 900 ns is product specific, may request to revise it minimum 0.53 micro sec, make it standard and allow maximum participants in the bid	Fabric latency required to cater to future workloads, applications, HCI kind of deployments. Please offer a model that satisfies this requirement.
3	Insight	38	23	Core / Server Farm Switch Point 9, SAN Features	Should support Jumbo Frame, FCOE, ISCSI, DCB, feature.	FCOE is not widely accepted standard and its OEM specific so requesting you to remove FCoE and use either dedicated SAN Switch or iSCSCI which all OEM support	FCOE is required in current infrastructure. Hence, clause not changed
4	Insight	38	23	Core / Server Farm Switch Point 7, Management	SNMP v1/v3, API, Perl, Python support	Perl may not be supported by all manufacturers so limiting the competitors so may we request to dilute this protocol	Quote an equivalent feature to support standards approved scripting equivalent
5	Insight	39	23	Campus NETWORK SWITCHES, Point 2, Redundancy	The switch should support MLAG, Port Channel, Stacking, PVST/RSTP/MSTP functionality from Day one.	MLAG is required in Multi Chassis in data center environment, at campus level it is not necessary so request to remove from the Campus Switch specification. And MLAG is vendor specific terminology. Similar functionality can be achieved: The switch should support MLAG or Equivalent	Please offer equivalent function or better.
6	Insight	39	23	Campus NETWORK SWITCHES, Point 4, Architecture	Should support USB Flash Drive, Internal Flash memory of 512 MB, DRAM of 1GB.	The given DRAM and Flash are some product specific and limiting to participate other vendors in the bid, to make it standard	Please offer equivalent function or better.

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Sr. No.	Vendor	RFP Page No.	RFP Clause No	Description in RFP	Clarification Sought by Vendor	Additional Remarks by Vendor if any	MPCB Response
						requesting to revise it like "minimum flash memory 128mb, DRAM of 512MB without affecting the features and performance of the product"	
7	Insight			Campus NETWORK SWITCHES, Point 11, Availability	LACP, dedicated stacking	The service port stacking is also available with all manufacturer so may we request to revise it like "dedicated/service port stacking which should not affect performance of the product"	Please quote as requested. (no change)
8	Insight			EMD	EMD to be allowed in the form of Bank Guarantee		YES
9	Dynacons	17	7.3.1 Evaluation of Technical Bid	Certified Professionals	Kindly amend to (CCNA & CCNP Certified Professionals)		Not accepted
10	Dynacons	19	8. Payments Terms	Sr. No. 1 Issue of Purchase Order Percentage payable 25%	Sr. No. 1 Issue of Purchase Order Percentage Payable kindly change to 50%		Not accepted
11	Dynacons	NA	NA	NA	Is Network Management Tool Required?		Yes
12	Dynacons	NA	NA	NA	Is IP Surveillance, IP telephony, Wifi required to be connected to these Switches?		As per RFP scope only
13	Dynacons	NA	NA	NA	Is 25G required on the Data Centre Switches		No, but you can provide.
14	Dynacons	NA	NA	NA	What is the virtualization solution here? VMware / Microsoft		VMWare
15	Dynacons	NA	NA	NA	Is SDN required from a future proofing perspective		We already have SDN in place and wish to implement the same with this project.

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Addendum to   23. Annexure 3 & 24. Annexure 4

(*Note:* Annexure 3 of RFP *to be read as* **Annexure 3A and** Annexure 4 of RFP *to be read as* **Annexure 4A**)

Annexure 3B: Campus Passive Supply and Networking Installation-Item Description

Bidders to fill in the Compliance details and include the same in Cover-1 **Technical Bid**

Adding Connector information for switches

Core Switch Configuration		
24 Port Core switch	with inbuilt RPS	02 Qty
10G-SR optic		32 Qty
40G-DAC Cable	40G DAC cable to connect Distribution switch in HO using 3 Mtr cable	2 Qty
1000baseT SFP optic	1000baseT SFP optic	8 Qty
LC - LC MMF Cable	LC - LC MMF Cable 3 Mtrs	32 Qty
Warranty	3 Years NBD 24x7 for both Hardware and Software from OEM Directly	2

Distribution Switch Configuration		
12 Port Core switch	with inbuilt RPS	04 Qty
10G-SR optic		32 Qty
Interconnect Switch cable	40G Interconnect dual cables between the switches	06 Qty
1000baseT SFP optic	1000baseT SFP optic	16 Qty
LC - LC MMF Cable	LC - LC MMF Cable 3 mtrs	24 Qty
Warranty	3 Years NBD 24x7 for both Hardware and Software from OEM Directly	04 Qty

Campus Switching Total Switch Count		
24 Port Switch	OEM Brand SKU	28 Qty
48 Port switches		16 Qty
10G-SR optic		40 Qty
stacking cable	Stacking cable/10G DAC cable 1 Mtr Length	20 Qty
LC - LC Cable	LC - LC MMF cable 3 mtrs	40 Qty
Warranty	3 Years NBD 8x5 for both Hardware and Software from OEM Directly	44 Qty

Section 2.0 Scope of Work Sub-Section **2.1 Stakeholders and their responsibilities – Para Four**

SI's can Quote with Maximum Possible Cost required for Passive material and bill at actual at the time of installation. The Actual Cost must be Equivalent of Lower than the Tender Bid cost.

Annexure – 4B – Price Bid Format

Item wise Bill of Material

Sr. No.	Description (Supplied Product) as per Annexure 3B	Unit Rate Without Taxes (INR)	Taxes (INR)	Total Unit Rate (INR)	Quantity	Amount (INR)
		A	B	C=A+B	Q	D=CXQ
Total	GRAND TOTAL					

IMPORTANT: The Final GRAND TOTAL "D" in Annexure 4B above must match the Final GRAND TOTAL "Z" in Annexure 4A

CAO   AST   EE   S.O.   IT Manager