

Sr. No.	RFP Pg No.	RFP Clause No.	Description in RFP	Clarification Sought	Additional Remark	MPCB Remarks	Status
1	5	7.1	There are various applications hosted on the servers which are accessed by the MPCB users in their various Regional and Sub-Regional offices (RO and SRO) and Laboratories across Maharashtra. These various offices are connected through MPLS VPN and are protected through a Firewall	Its been mentioned that the SRO and RO are connected using MPLS links, then what is the use case of firewall in all these RO and SRO locations. Are you providing direct internet access for generic internet or SaaS applications.		MPLS will be removed and switched to Data Cards and Broadband internet connections. Yes Direct internet connection will be provided to each Office.	Replied
2	16	16.5.3	if the technical marks of only one bidder are more than or equal to 80	It is also mentioned in the para above that if the technical marks are lower than 75, then the bidder is deemed to be non-responsive and wouldn't be considered further. Hence would like to know the minimum technical qualification marks is 75 or 80.		This point will be removed.	Replied
3	28	29.1.9	The solution must have connect on Demand option in case SRO needs to connect directly to a RO for any kind of Data Transfer or Voice connectivity	Do you want the tunnel to be established between an RO and its own SRO only on demand or can it be across any RO and any SRO		Only on Demand Between related RO and SRO.	Replied
4	39	30.1.2.12	The proposed solution should allow to configure Ten (10) virtual firewalls.	All the RO and SRO will have SD-WAN with NGFW features in it. What is the use case for having 10 Virtual firewall in the SD-WAN appliance at the HO.		This requirement is sized considering future expansion and current requirements. MPCB has requirement related to different services provided internally and externally through different service Providers in near future. Every Service, Subnet or Application can have a virtual Firewall and dedicated policies.	Replied
5	37	30.1.2	The proposed solution must support IPS throughput minimum one (1) Gbps.	For a SRO office where the average users is around 50 and the current MPLS bandwidth is 2Mbps, 1 Gbps throughput seems to be far stretched beyond the actual requirement	The same is with the devices at the RO too.	Currently the bandwidth allocated to all RO's and SRO's is due to Cost of MPLS. MPCB has already considered providing Higher bandwidth to all its offices. Apart from this there are other projects in pipeline which will require higher bandwidth and data transfer in near future.	Replied
6	39	31	SD-WAN Appliance with Eighteen (18) Ethernet gigabit ports (Consisting of 1 MGMT port, 1 HA port, 16 switch ports), Sixteen (16) Gigabit Fibre SFP slots.	The port requirement is beyond the standards of a Gateway device. Is it possible to introduce and intermediary switch to match the port requirement	Can this architecture be used in RO also where the port count cannot be met using a single appliance	All the ports needs to be on a single SD-WAN Appliance.	Rejected
7	34	2	Proposed vendor must be placed in Leader/Challenger 2 Quadrant in Gartner SD-WAN and must be a NSS Labs recommended OEM	Pure SD-WAN players may not be able to be in NSS Labs recommendation. Hence will we be able to comply with NSS labs recommended firewall that is a part of the overall solution offering, but the SD-WAN component of the solution is not in Gartner MQ. Can we get a relaxation on the Gartner rating on terms of Aatmanirbhar Bharat initiative as our solution is wholly made in India.		Gartner clause can be removed but LAB certification for the solution is required since this needs to be a proven and certified secured solution. Any Authorised / Qualified Lab certification must not be just for SDWAN Application but in combination of Hardware too. This means the certification will be applicable on whole Solution which includes Hardware and Software both.	Partially Accepted

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8	34	2	Proposed vendor must be placed in Leader/Challenger 2 Quadrant in Gartner SD-WAN and must be a NSS Labs recommended OEM.	<p>The old 2019 Gartner report on Page No. 22 of Magic Quadrant for WAN Edge Infrastructure, (Published: 26 November 2019, ID: G00376745) has criteria for global customer base and base of customers especially in North America location to be in the Global MQ and is based upon global parameters and did not consider India as focussed Market. Hence request to consider latest Gartner Asia/Pacific MQ report for right information purpose only for Indian based Customer reference point of view. Also Request you to remove this Gartner MQ clause as the Government of India has issued memorandum to ensure that tenders don't include conditions that make it difficult for local suppliers in public procurement processes. The order covers removal of discriminatory conditions such as the mandatory presence in Gartner Magic Quadrant for IT and telecom products. Reference : https://assets-bg.gem.gov.in/resources/pdf/Make-in-India.pdf . Link to the latest Asia/Pacific Context : 'Magic Quadrant for WAN Edge Infrastructure' report released in April 2020 for information purpose only is as below : https://www.gartner.com/en/documents/3982955/asia-pacific-context-magic-quadrant-for-wan-edge-infrast</p>	<p>Request you to remove this as the Government of India has instructed various agencies and departments to ensure that tenders don't include conditions that make it difficult for local suppliers in public procurement processes. The order covers conditions such as the mandatory presence in Gartner Magic Quadrant for IT and telecom products.</p>	<p>Only Gartner Clause can be removed.</p>	<p>Partially Accepted</p>
9	34	20	SDWAN must support FEC (Forward Error correction) and DSCP (Differentiated Services Code Point) matching.	<p>Request you to modify the clause as " the solution should guarantee the delivery for Voice and Video application with better user experience by using either standard algorithms like Forward error correction, packet duplication or vendor specific algorithms for real time applications like Voice and Video application experience optimization."</p>	<p>All SD-WAN solutions cater voice & video application traffic as per their design algorithms. For FEC we have specific algorithms to ensure better CoE for Voice and Video applications by using link quality/Capacity per tunnel, throughput metrics, packet by packet load balancing, flow spraying, duplication etc.</p>	<p>Can only specify Standards. The Specifications are Generic and ensure realtime application seamless Delivery cannot change. Since this ensures application experience even if the link has errors.</p>	<p>Rejected</p>
10	36	28 (a)	Centralised Management Solution must be able to deploy on VM or physical server & must provide a secure web-based interface for the command and control of SD-WAN Devices.	<p>In pure SDN architecture no data communication happens. Its purely encrypted Control Plane communication. Request you to rephrase the clause as SDWAN Centralised Management Solution must be able to deploy on VM or physical server & must provide a secure web-based interface for the command and control of SD-WAN Devices with clear separation in control plane and data plane.</p>	<p>SDWAN solution must have separate Control plane and Data plane. This is the recommended solution and adheres to true SDN architecture. In a true software defined network platform, there is a clear separation not just in the control plane and data plane elements but there is a clear separation of the software and associated hardware systems as well which can provide the flexibility to the enterprises in terms of choosing the hardware and Software based on the requirements be it Network usage or Capacity .This ensures business continuity even if controller goes down.</p>	<p>Cannot be so much specific. Almost all SD-WAN solutions support Business Continuity even if controller goes down. Cannot rephrase the statement. Onpremise Centralized management is mandatory and the solution must be scalable.</p>	<p>Rejected</p>

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11	36	28(i)	Management solution must be able to prove compliance and track any deviations from the configured security policy.	Request you to remove this clause as compliance check is the features of Infosec and Audit tool and SDWAN controller are the orchestrator designed to configure SDWAN edges centrally.		This is part of the Security Audit requirements and has to be part of the solution.	Rejected
12	37	29(K)	The centralized management solution must support API to enables administrators to automate common tasks such as provisioning SD-WAN	Need clarification for this point, is it about ZTP or some other use case please clarify.		MPCB has road map and has already converted most of its infra to Software Defined. We are in a process to Connect all the Software driven technology to a single console / Orchestration using API's offered by OEM's. Yes ZTP too is part of it.	Replied
13	37	K	Must be able to process Ten (10) Gb logs per day.	As per experience we don't think 10Gb of logs will be created per day. We would also like to know what is the current amount of logs created with existing infrastructure to propose the right solution.		Please consider what has been suggested. The Logs include Security, Traffic and Logging. This solution is proposed to work for next 5 to 7 years without a Hardware upgrade.	Replied
14	37	L	Must not have restriction on storage. Storage should be flexible.	Request you to mention some upper cap up to what limit the storage is required to factor that storage in solution.		No Upper cap. You can mention if you have any limitation in your solution. Log Storage will be provided by MPCB. The Log Retention is for 180 days.	Replied
15	37	30.1.2	The SD-WAN vendor must propose the solution on basis of at least five (5) Gbps of SD-Wan throughput.	As these are SRO we would like to know what is the total aggregated bandwidth link on each location, this would avoid oversizing the box and lead to higher costs even though bandwidth required is actually lower.		Please consider what has been suggested. This solution is proposed to work for next 5 to 7 years without a Hardware upgrade.	Replied
16	37	6	Proposed Solution must have security features such as IPS, Advance Threat Protection, Web Filtering, Antispam & cloud based sandboxing services.	Would like to understand the use cases of these features. As we do support most of them still would like to get some clarity on this to factor right license.		Since every location will have internet connectivity (MPLS will be removed). Every site needs a full blown firewall with all features. The solution will have Site, user and application based policies on all these location firewalls. We have a future road map for User Identity Management and SSO too.	Replied
17	37	7	The proposed solution must support UTM (IPS + Anti-Virus + FW + App control) throughput minimum Five-hundred-fifty (550) Mbps.	Would like to understand the use cases of these features. As we do support most of them still would like to get some clarity on this to factor right license.		Since every location will have internet connectivity (MPLS will be removed). Every site needs a full blown firewall with all features. The solution will have Site, user and application based policies on all these location firewalls. We have a future road map for User Identity Management and SSO too. Apart from that we have plans for COS for many applications serviced for internal teams where these application will have a dedicated bandwidth.	Replied

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18	37	9	The proposed solution must support NGFW (Next Generation Firewall) throughput minimum of Seven-Hundred-Fifty (750) Mbps.	If we are sizing the box at 5 Gbps why to limit the NGFW feature as 750 Mbps ? Need some clarification on this point as why a 5 Gbps device is required and only 750 Mbps throughput is asked.		We have mentioned minimum not maximum. Please consider the current sizing mentioned.	Replied
19	38	30.1.1	The SD-WAN vendor must propose the solution for Ten (10) RO, and One (1) Central Lab locations on basis of following hardware parameters (Qty 11)	As these are RO we would like to know what is the total aggregated bandwidth link on each location, this would avoid oversizing the box and lead to higher costs even though bandwidth required is actually lower.		Please consider what has been suggested. This solution is proposed to work for next 5 to 7 years without a Hardware upgrade.	Replied
20	38	5	The platform must have minimum of ten (10) Ethernet interfaces with auto sensing 10/100/1000 capability.	Would like to understand what are types of connectivity and number of links to be terminated on the device directly.		Please consider what has been suggested. This solution is proposed to work for next 5 to 7 years without a Hardware upgrade.	Replied
21	38	7	Proposed Solution must have security features such as IPS, Advance Threat Protection, Web Filtering, Antispam & cloud based sandboxing services.	Would like to understand the use cases of these features. As we do support most of them still would like to get some clarity on this to factor right license.		Since every location will have internet connectivity (MPLS will be removed). Every site needs a full blown firewall with all features. The solution will have Site, user and application based policies on all these location firewalls. We have a future road map for User Identity Management and SSO too. Apart from that we have plans for QOS for many applications serviced for internal teams where these application will have a dedicated bandwidth.	Replied
22	38	8	The proposed solution must support UTM (IPS + Anti-Virus + FW + App control) throughput of minimum Six-Hundred-Fifty (650) Mbps.	If we are sizing the box at 6 Gbps why to limit the NGFW feature as 650 Mbps ? Need some clarification on this point as why a 6 Gbps device is required and only 650 Mbps throughput is asked.		We have mentioned minimum not maximum. Please consider the current sizing mentioned.	Replied
23	38	30.1.2	The SD-WAN vendor must propose the solution for HO in HA on basis of following hardware parameters (Qty 2)	We would like to understand the total aggregated bandwidth today and also future expansion. The sizing mentioned might be an overkill.		Please consider what has been suggested. This solution is proposed to work for next 5 to 7 years without a Hardware upgrade.	Replied
24	38	5	The platform must have minimum of Eighteen (18) Nos Autosensing Ethernet ports and Sixteen (16) Nos Fibre SFP Slots.	Would like to understand what are types of connectivity and number of links to be terminated on the device directly.		HO will have multiple ISP's and Connectivity Apart from that. HO's Termination from MPCB's DR Site. We have more services proposed in near future which requires extra ports on the appliance. Multiple internal Servers in different subnets providing AD, Application and File service may be terminated on the appliance.	Replied
25	38	6	The solution must have minimum one (1) USB port and support commonly used 3G/4G dongles	Will HO locations will be using Dongles as mode of connectivity please clarify.		Might be. There can be possibility or requirement of hour.	Replied
26	38	9	The proposed solution must support UTM (IPS + Anti-Virus + FW + App control) throughput minimum (4-5) Gbps.	If we are sizing the box at 24 Gbps why to limit the NGFW feature as 4.5 Gbps ? Need some clarification on this point as why a 24 Gbps device is required and only 4.5 Gbps throughput is asked.		We have mentioned minimum not maximum. Please consider the current requirement	Replied
Additional Clause/Clarification/ Suggestions							

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27	NA	NA	SDWAN solution must have separate Control plane and Data plane. The control traffic and data traffic must have different operating Port and should form on Separate Hardware.	SDWAN solution must have separate Control plane and Data plane. The control traffic and data traffic must have different operating Port and should form on Separate Hardware. The proposed solution should not only have clear separation not just in the control plane and data plane element but there should be clear separation of the software and associated hardware systems. All data plane should be supported as COTS based Appliance.	SDWAN solution must have separate Control plane and Data plane. This is the recommended solution and adheres to true SDN architecture. In a true software defined network platform, there is a clear separation not just in the control plane and data plane elements but there is a clear separation of the software and associated hardware systems as well which can provide the flexibility to the enterprises in terms of choosing the hardware and Software based on the requirements be it Network usage or Capacity. This ensures business continuity even if controller goes down.	No Changes can be made	Replied
28	NA	NA	Make in India Clause: Department of Industrial Policy and Promotion under Ministry of Commerce and Industry vide letter no. P-45021/2/2017-PP dated 28/05/2018 has notified revised guidelines to be followed to promote manufacturing and production of goods and services in India under "Make in India" initiative.	Request to include Make in India Clause	All the Public sector/ Govt tenders of SD-WAN or any other technology are coming with Make in India clause as per mandatory directive of Gov. PFA the orders issued by Government of India.	Cannot Add Make in India Clause	Replied
29	NA	NA	Gartner Report : For Information Purpose Only The 2020 Gartner Report link is shared for reference. As per Asia Pacific WAN conditions Gartner has released the latest report in April 2020 as per WAN conditions/challenges of the Geography and use cases on this part of the region of the world.	Link to the latest Asia/Pacific Context : 'Magic Quadrant for WAN Edge Infrastructure' report released in April 2020 for information purpose :	https://www.gartner.com/en/documents/3982955/asia-pacific-context-magic-quadrant-for-wan-edge-infrastr		Rejected
30	18	16.8	For any delay in installation and commissioning beyond SIXTEEN (16) weeks from the date LoA / Purchase Order, the Board reserves the right to charge an LD (Liquidated Damages) at the rate of 1% of the total contract value for the delay of every week or part thereof, subject to a maximum of 10% of the total contract value	Bidder request MPCB to amend this clause and reduce the LD rate from 1% to 0.5% on delay or undelivered part of contract to maximum to 10% on delayed or undelivered part		This change cannot be made.	Rejected
31	30	29.2.1.4	The SI needs to do a survey with MPCB designated Staff (joint Survey between MPCB and SI) of all the equipment present in all MPCB Locations and provide us a report on upgrade and implementation. The SI should ensure the new infrastructure must be in an optimal working state at all Locations	All kind of permission/access at site from feasibility check to link delivery will be arranged by customer. Inbuilding internal cable routing in false ceiling and under POP wall will be in customer scope of work	MPCB will provide necessary permissions related to the project to the bidder. The bidder will have to send their requests in advance with dates, time, hours and names of the people involved.		Replied

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32	31	29.2.2.1.2	Submit the implementation plan to MPCB for review and finalization of the same with inputs from the MPCB infrastructure team appointed by MPCB. The plan needs to highlight delivery, installation, roll-back plan, downtime requirements, resource deployments, dependencies, etc. on a time scale. Please note that since this is an upgradation of a LIVE Network, the transition to the new setup must be seamless and with minimal downtime, especially during the working hours of the Board.	Bidder request MPCB to share the working hours, further bidder request MPCB to confirm on the availability of Local contact and other resources in non-houring for completing the working at the site		MPCB will provide contact details and availability schedule of the person on request.	Replied
33	31	29.2.2.1.4	Training MPCB network / Enterprise team for Provisioning SD-WAN Infrastructure for MPCB's locations as per future requirement, Monitoring and provide 1st level of support for any issues	bidder request to confirm the training hours, number of people who would be trained, further request MPCB to conduct training at one centralized location and has to made all the arrangement for the trainees at his location.		MPCB will provide name and locations of the support staff eligible for training. Bidder has to provide a proper training calendar with dates, time and hours with agenda.	Replied
34	32	29.2.2.5.1.1	For Hardware: The support should be comprehensive (all parts included) and on-site. In case of any faulty components, the same should be replaced as per RMA policy from the time of incident being reported.	Bidder request MPCB to confirm on detail of all existing hardware with AMC details		All AMC's are in Place.	Replied
35	32	29.2.2.5.1.2	For Networking Support: The L1, L2 and L3 support should be made available. Support should be provided by the System Integrator. However, System Integrator should have back to back support from the OEM directly without any third party involved.	To be confirmed from OEM		Confirmation must be part of bid document.	Replied
36	32	29.2.2.5.1.4	The SI has to offer Onsite/Remote support for Three (3) years Eight (8) hours x Six (6) working days for all the sites. Depending on the criticality of issue the SI needs to take a call whether a remote or a physical presence is necessary.	To be confirmed from OEM		Confirmation must be part of bid document.	Replied
37	33	29.2.2.5.3.1	Tier One (1) Cities Four (4) hours response and Eight (8) Hours resolution guarantee.	To be confirmed from OEM		Confirmation must be part of bid document.	Replied
38	33	29.2.2.5.3.2	Tier Two (2) Cities NBD (Next Business Day) response and resolution in Twelve (12) hours.	To be confirmed from OEM		Confirmation must be part of bid document.	Replied
39	33	29.2.2.5.3.3	Tier Three (3) Cities Response and resolution within Two (2) working days	To be confirmed from OEM		Confirmation must be part of bid document.	Replied
40	33	29.2.2.5.3.1	Tier One (1) Cities Four (4) hours response and Eight (8) Hours resolution guarantee.	Bidder request MPCB to change the resolution time from 8 hours to 12 hours		Not Accepted	Rejected
41	33	29.2.2.5.3.2	Tier Two (2) Cities NBD (Next Business Day) response and resolution in Twelve (12) hours.	Bidder request MPCB to change the resolution time from 12 hours to 2 Business days		Not Accepted	Rejected
42	33	29.2.2.5.3.3	Tier Three (3) Cities Response and resolution within Two (2) working days	Bidder request MPCB to change the resolution time from 2 working days to 6 Business days		Not Accepted	Rejected
43		General	Site access and permission	All kind of permission/access at site from feasibility check to link delivery will be arranged by customer. Inbuilding internal cable routing in false ceiling and under POP wall will be in customer scope of work		Site and Access Permission will be provided by MPCB with pre intimation from the SI. SI must provide in advance Time, Date and Name of the resources who will be involved in the activity.	Replied
44		General	Power and earthing	RACK Space, Proper power supply and earthing arrangement for the bidder network devices will be arranged and maintained by customer.		MPCB will provide Rack Space, Power Supply and earthing.	Replied

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45		General	Network equipment safety	All the network equipment delivered by bidder at customer site for the Services should be kept under safe custody by the customer. In case any device found lost or damaged due to customer attribute than customer has to bear the cost for lost/damaged as well as new device.		ok	Replied
46		General	Site readiness	Customer has to ensure the site readiness before bidder depute engineer at site for installation. Delay due to site readiness will not be consider under the delivery time lines and no penalty or LD will be applicable on bidder.		MPCB will ensure site readiness	Replied
47		General	Acceptance criteria	Bidder request MPCB to confirm the acceptance criteria and further request to provided acceptance Site wise and should be released within 24-48 hours of delivery.		This is subject to the criteria. Acceptance can be partial for hardware delivery purpose and once the device is installed and checked for a weeks period. Functional acceptance can be released. Total acceptance is as per COOP terms mentioned in the Tender.	Rejected
48		General	First level troubleshooting	In case of connectivity down, FLT will be done by the customer spoke available at site. No downtime will be attribute to bidder in case the local person is not available at site or site access is not available for the bidder engineer to check after the FLT.		Ok	Replied
49		General	SLA calculation	SLA/downtime calculation will be done basis the trouble ticket raised by the customer with the bidder central helpdesk. Bidder will share the monthly uptime report with the customer where all the SR will be captured along with detailed RFO/RCA.		Ok	Replied
50		General	SLA Exemption	NO SLA penalty will be applicable on bidder in case the location is down due to 1) Power issue at customer end. 2) Improper earthing at site. 3) Equipment damaged due to water seepage or stolen from the location. 4) Access not available at site for the bidder engineer to check the issue. 5) LC not available at site. 6) Any condition which is beyond the control of bidder.		All points accepted except point 6 is not accepted.	Replied
51	18	General	16.8 For any delay in installation and commissioning beyond SIXTEEN (16) weeks from the date LoA / Purchase Order, the Board reserves the right to charge an LD (Liquidated Damages) at the rate of 1% of the total contract value for the delay of every week or part thereof, subject to a maximum of 10% of the total contract value.	For any delay in installation and commissioning beyond SIXTEEN (16) weeks from the date LoA / Purchase Order, the Board reserves the right to charge an LD (Liquidated Damages) at the rate of 1% of the total contract value for the delay of every week or part thereof, subject to a maximum of 5% of the total contract value.		Not Accepted	Replied

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52	13	15.1.1.7	The Bidder must have completed at least 3 orders (related to Security, Networking, Storage or Backup) of PSU / Government Organizations in last 3 years from the date of publishing of this tender. Each order of at least ₹25,00,000/- (Rupees Twenty-Five-Lakhs) and above.	The Bidder/OEM must have completed at least 3 orders (related to Security, Networking, Storage or Backup) of Private/PSU / Government Organizations in last 3 years from the date of publishing of this tender. Each order of at least ₹25,00,000/- (Rupees Twenty-Five-Lakhs) and above.	Submission for level playing field	Only Nationalized Banks and Private Banks can be included. Co-operative, Patped's and Smaller banks cannot be included.	Partially Accepted
53			Clause does not exist in the tender.	Please advice if the Bidder/supplier can use the existing inhouse/cloud based centralized infrastructure for manageability and policy management or is the requirement to provide on-premise centralized SD-WAN components.	Clarification	On Premise Centralized Management is mandatory. This has been already mentioned in the Tender.	Replied
54	34		Proposed vendor must be placed in Leader/Challenger 2 Quadrant in Gartner SD-WAN and must be a NSS Labs recommended OEM.	The old 2019 Gartner report on Page No. 22 of Magic Quadrant for WAN Edge Infrastructure, (Published: 26 November 2019, ID: G00376745) has criteria for global customer base and base of customers especially in North America location to be in the Global MQ and is based upon global parameters and did not consider India as focussed Market. Hence request to consider latest Gartner Asia/Pacific MQ report for right information purpose only for Indian based Customer reference point of view. Also Request you to remove this Gartner MQ clause as the Government of India has issued memorandum to ensure that tenders don't include conditions that make it difficult for local suppliers in public procurement processes. The order covers removal of discriminatory conditions such as the mandatory presence in Gartner Magic Quadrant for IT and telecom products. Reference : https://assets-bg.gem.gov.in/resources/pdf/Make-in-India.pdf . Link to the latest Asia/Pacific Context : 'Magic Quadrant for WAN Edge Infrastructure' report released in April 2020 for information purpose only is as below : https://www.gartner.com/en/documents/3982955/asia-pacific-context-magic-quadrant-for-wan-edge-infrastr	Request you to remove this as the Government of India has instructed various agencies and departments to ensure that tenders don't include conditions that make it difficult for local suppliers in public procurement processes. The order covers conditions such as the mandatory presence in Gartner Magic Quadrant for IT and telecom products.	Only Gartner Clause can be removed.	Partially Accepted
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58	37	29(K)	The centralized management solution must support API to enables administrators to automate common tasks such as provisioning SD-WAN	Need clarification for this point, is it about ZTP or some other use case please clarify.		MPCB has road map and has already converted most of its infra to Software Defined. We are in a process to Connect all the Software driven technology to a single console / Orchestration using API's offered by OEM's. Yes ZTP too is part of it.	Replied
59	37	K	Must be able to process Ten (10) Gb logs per day.	As per experience we don't think 10Gb of logs will be created per day. We would also like to know what is the current amount of logs created with existing infrastructure to propose the right solution.		Please consider what has been suggested. This solution is proposed to work for next 5 to 7 years without a Hardware upgrade.	Replied
60	37	L	Must not have restriction on storage. Storage should be flexible.	Request you to mention some upper cap up to what limit the storage is required to factor that storage in solution.		No Upper cap. You can mention if you have any limitation in your solution. Log Storage will be provided by MPCB.	Replied
61		30.1.2	The SD-WAN vendor must propose the solution on basis on following hardware parameters for Sixteen (16) SRO locations. (Qty. 16)				
62	37	1	The solution must support a minimum of at least five (5) Gbps of SD-Wan throughput.	As these are SRO we would like to know what is the total aggregated bandwidth link on each location, this would avoid oversizing the box and lead to higher costs even though bandwidth required is actually lower.		Please consider what has been suggested. This solution is proposed to work for next 5 to 7 years without a Hardware upgrade.	Replied
63	37	6	Proposed Solution must have security features such as IPS, Advance Threat Protection, Web Filtering, Antispam & cloud based sandboxing services.	Would like to understand the use cases of these features. As we do support most of them still would like to get some clarity on this to factor right license.		Since every location will have internet connectivity (MPLS will be removed). Every site needs a full blown firewall with all features. The solution will have Site, user and application based policies on all these location firewalls. We have a future road map for User Identity Management and SSO too.	Replied

(Handwritten signatures and initials)

Maharashtra Pollution Control Board, Govt. of Maharashtra Selection of System Integrator for Implementation of Software Defined WAN SD-WAN for Board's Offices

Tender # MPCB/EIC/201201-FTS-0112

Sr. No.	RFP Pg No.	RFP Clause No.	Description in RFP	Clarification Sought	Additional Remark	MPCB Remarks	Status
64	37	7	The proposed solution must support UTM (IPS + Anti-Virus + FW + App control) throughput minimum Five-hundred-fifty (550) Mbps.	Would like to understand the use cases of these features. As we do support most of them still would like to get some clarity on this to factor right license.		Since every location will have internet connectivity (MPLS will be removed). Every site needs a full blown firewall with all features. The solution will have Site, user and application based policies on all these location firewalls. We have a future road map for User Identity Management and SSO too. Apart from that we have plans for QOS for many applications serviced for internal teams where these application will have a dedicated bandwidth.	Replied
65	37	9	The proposed solution must support NGFW (Next Generation Firewall) throughput minimum of Seven-Hundred-Fifty (750) Mbps.	If we are sizing the box at 5 Gbps why to limit the NGFW feature as 750 Mbps ? Need some clarification on this point as why a 5 Gbps device is required and only 750 Mbps throughput is asked.		We have mentioned minimum not maximum.	Replied
66	38	1	The solution must support a minimum of at least Six (6) Gbps of SD-WAN throughput.	As these are RO we would like to know what is the total aggregated bandwidth link on each location, this would avoid oversizing the box and lead to higher costs even though bandwidth required is actually lower.		Please consider what has been suggested. This solution is proposed to work for next 5 to 7 years without a Hardware upgrade.	Replied
67	38	5	The platform must have minimum of ten (10) Ethernet interfaces with auto sensing 10/100/1000 capability.	Would like to understand what are types of connectivity and number of links to be terminated on the device directly.		Please consider what has been suggested. This solution is proposed to work for next 5 to 7 years without a Hardware upgrade.	Replied
68	38	7	Proposed Solution must have security features such as IPS, Advance Threat Protection, Web Filtering, Antispam & cloud based sandboxing services.	Would like to understand the use cases of these features. As we do support most of them still would like to get some clarity on this to factor right license.		Since every location will have internet connectivity (MPLS will be removed). Every site needs a full blown firewall with all features. The solution will have Site, user and application based policies on all these location firewalls. We have a future road map for User Identity Management and SSO too. Apart from that we have plans for QOS for many applications serviced for internal teams where these application will have a dedicated bandwidth.	Replied
69	38	8	The proposed solution must support UTM (IPS + Anti-Virus + FW + App control) throughput of minimum Six-Hundred-Fifty (650) Mbps.	If we are sizing the box at 6 Gbps why to limit the NGFW feature as 650 Mbps ? Need some clarification on this point as why a 6 Gbps device is required and only 650 Mbps throughput is asked.		We have mentioned minimum not maximum.	Replied
70		30.1.2	The SD-WAN vendor must propose the solution for HO in HA on basis of following hardware parameters (Qty 2)				
71	38	1	The solution must support a minimum of at least Twenty-Four (24) Gbps of SD-WAN throughput.	We would like to understand the total aggregated bandwidth today and also future expansion. The sizing mentioned might be an overkill.		Please consider what has been suggested. This solution is proposed to work for next 5 to 7 years without a Hardware upgrade.	Replied

Maharashtra Pollution Control Board, Govt. of Maharashtra Selection of System Integrator for Implementation of Software Defined WAN SD-WAN for Board's Offices

Tender # MPCB/EIC/201201-FTS-0112

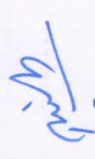
Sr. No.	RFP Pg No.	RFP Clause No.	Description in RFP	Clarification Sought	Additional Remark	MPCB Remarks	Status
72	38		The platform must have minimum of Eighteen (18) Nos Autosensing Ethernet ports and Sixteen (16) Nos Fibre SFP Slots.	Would like to understand what are types of connectivity and number of links to be terminated on the device directly.		HO will have multiple ISP's and Connectivity Apart from that, HO's Termination from MPCB's DR Site. We have more services proposed in near future which requires extra ports on the appliance. Multiple Internal Servers in different subnets providing AD, Application and File service may be terminated on the appliance.	Replied
73	38	6	The solution must have minimum one (1) USB port and support commonly used 3G/4G dongles	Will HO locations will be using Dongles as mode of connectivity please clarify.		Might be. There can be possibility or requirement of hour.	Replied
74	38	9	The proposed solution must support UTM (IPS + Anti-Virus + FW + App control) throughput minimum (4.5) Gbps.	If we are sizing the box at 24 Gbps why to limit the NGFW feature as 4.5 Gbps ? Need some clarification on this point as why a 24 Gbps device is required and only 4.5 Gbps throughput is asked.		We have mentioned minimum not maximum.	Replied
75	NA	NA	Additional Clause/Clarification/ Suggestions SDWAN solution must have separate Control plane and Data plane. The control traffic and data traffic must have different operating Port and should form on Separate Hardware.	SDWAN solution must have separate Control plane and Data plane. The control traffic and data traffic must have different operating Port and should form on Separate Hardware. The proposed solution should not only have clear separation not just in the control plane and data plane element but there should be clear separation of the software and associated hardware systems. All data planes should be supported as COTS based Appliance.	SDWAN solution must have separate Control plane and Data plane. This is the recommended solution and adheres to true SDN architecture. In a true software defined network platform, there is a clear separation not just in the control plane and data plane elements but there is a clear separation of the software and associated hardware systems as well which can provide the flexibility to the enterprises in terms of choosing the hardware and Software based on the requirements be it Network usage or Capacity. This ensures business continuity even if controller goes down.	No Changes can be made	Replied
76	NA		Make in India Clause: Department of Industrial Policy and Promotion under Ministry of Commerce and Industry vide letter no. P-45021/2017-PP dated 28/05/2018 has notified revised guidelines to be followed to promote manufacturing and production of goods and services in India under "Make in India" initiative. Gartner Report : For Information Purpose Only	Request to include Make in India Clause	All the Public sector/ Govt tenders of SD-WAN or any other technology are coming with Make in India clause as per mandatory directive of Gov. PFA the orders issued by Government of India.	Cannot Add Make in India Clause	Replied
77	NA	NA	The 2020 Gartner Report link is shared for reference. As per Asia Pacific WAN conditions Gartner has released the latest report in April 2020 as per WAN conditions/challenges of the Geography and use cases on this part of the region of the world.	Link to the latest Asia/Pacific Context : 'Magic Quadrant for WAN Edge Infrastructure' report released in April 2020 for information purpose :	https://www.gartner.com/en/document/s/3982955/asia-pacific-context-magic-quadrant-for-wan-edge-intrastr		Rejected

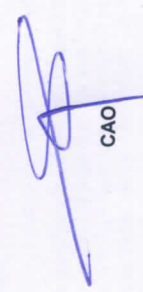
Maharashtra Pollution Control Board, Govt. of Maharashtra Selection of System Integrator for Implementation of Software Defined WAN SD-WAN for Board's Offices

Tender # MPCB/EIC/201201-FTS-011.

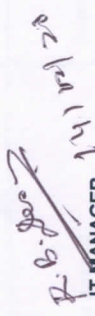
Sr. No.	RFP Pg No.	RFP Clause No.	Description in RFP	Clarification Sought	Additional Remark	MPCB Remarks	Status
78	35	Clause No 30-Annexure 3 & Sub Clause No 30.1.1	Under Technical Specifications and Minimum Requirement	Please incorporate a new clause "The Hardware Component & the Software Component of SD WAN Solution should be from the same OEM"	In any Security project, interoperability/compatibility between the Hardware Component & the Software component (subscription) plays a vital role. In case of mismatch (two different OEM's), if there is any version update on the software there are chances that hardware may not support the same. Diagnosing a fault is always difficult in case of multiple OEM's. Hence we earnestly request the department to incorporate the said clause	No Accepted	Rejected
79	35	Clause No 30-Annexure 3 & Sub Clause No 30.1.1	Under Technical Specifications and Minimum Requirement	Please incorporate a new clause "The Components to be provided in SD WAN Solution should be from the same OEM at HO, RO & SRO".	The clause to be incorporated so as, there could be a better Synchronization / Handshake between the locations. The bidder / partner can avail better support in terms of RMA, Version upgrades etc. Hence we earnestly request the department to incorporate the said clause	Accepted	Accepted
80	13	15.1.1.7	The Bidder must have completed at least 3 orders (related to Security, Networking, Storage or Backup) of PSU / Government Organizations in last 3 years from the date of publishing of this tender. Each order of at least ₹25,00,000/- (Rupees Twenty-Five-Lakhs) and above.	The Bidder must have completed at least 3 orders (related to Security, Networking, Storage or Backup) of PSU / Government Organizations/ Banks & BFSI in last 3 years from the date of publishing of this tender. Each order of at least ₹25,00,000/- (Rupees Twenty-Five-Lakhs) and above	We request the department to consider the experience of Banking sector also.. This would allow more bidders to participate.	Accepted, Only Nationalized and Scheduled Banks excluding Cooperative Banks and Patpedi's	Partially Accepted
81	15	16.5	Average Turnover (AT) of the organization for past 3 financial years ending 31st March 2018	Please incorporate "Average Turnover (AT) of the organization for past 3 financial years ending 31st March 2020"		Accepted	Accepted
82	15	Clause No 16.5, Sub clause 3 under past Performance / SD-WAN in PSU / State or Central Government for Sub clauses A, B & D	Orders executed and completed for supply and commissioning of Firewall	Please incorporate "Orders executed and completed for supply and commissioning of Firewall / SD-WAN in PSU / State or Central Government Organization/ BFSI"	We request the department to consider the experience of Banking sector also.. This would allow more bidders to participate.	Accepted, Only Nationalized and Scheduled Banks excluding Cooperative Banks and Patpedi's	Partially Accepted
83	15	Clause No 16.5, Sub clause 3 under past Performance further sub clause B	Minimum One Orders of value of INR 1,00,00,000/- (Rupees One-Crore)	Please amend the clause to "Minimum One Orders of value of INR 75,00,000/- (Rupees Seventy Five Lacs only)"	For better Point Matrix System.	Rejected	Rejected
84	18	Clause No 16.7.2.2 Payment Terms	70% receivable on supply of Materials	We request the department to amend the clause to 70% on the total invoice (Supply Plus Installation)	As this being a GST invoice, for accounting purpose, we seek the said payment terms.		Rejected

Sr. No.	RFP Pg No.	RFP Clause No.	Description in RFP	Clarification Sought	Additional Remark	MPCB Remarks	Status
85	12	Sub Clause 14.2 . EMD	Bidders are required to submit an Earnest Money deposit (EMD) online for an amount of ₹2,00,000/- (Rupees Two-Lakhs-Only). Please refer Annexure 5 for the payment of the same. Bids of the bidders who have not paid the EMD as stipulated in this RFP, will be rejected by MPCB as non-responsive. No exemptions to this clause will be allowed.	In GEM portal, Bidders who are registered with MSME are exempted from EMD. We request the department to consider the MSME registration or any equivalent for exemption of EMD.		Not Accepted	Rejected


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