

Minutes of Pre-Bid Meeting dated 07/06/2019 at 03.00pm
Ref: Networking e-Tender No. 958

SR NO	Vendor	RFP PAGE NO	RFP CLAUSE NO	DESCRIPTION IN RFP	Vendor CLARIFICATION SOUGHT	Vendor ADDITIONAL REMARKS(If ANY)	Accepted / Rejected	MPCB Comments
1	GALAXY OFFICE AUTOMATION PVT.LTD	31	1.1		Request to modify the clause as "All active components such as switches should be from the same OEM and the proposed OeM should be Leaders in Gartner Magic Quadrant for wired and wireless LAN and WAN infrastructure for last 2 years"	For Best in breed solutions and fair competition between OEM's it is requested to change the clause to have vendors from leaders quadrant of Gartner's magic quadrant for wired and wireless infrastructure for last two years.	Rejected	New Description: All active components such as switches should be from the same OEM and the proposed OeM should be in Gartner Magic Quadrant for wired and wireless LAN and WAN infrastructure for last 2 years, as per RFP.
2	GALAXY OFFICE AUTOMATION PVT.LTD	37	23. Annexure - 3, Core Switch	Minimum 48 Ports SFP+ to be supported with minimum 4 x QSFP 40G slots with internal redundant hotswap AC PSU, front to rear airflow	Request to modify the clause as "Minimum 48 Ports SFP+ to be supported with minimum 6 x QSFP 40G slots with internal redundant hotswap AC PSU, front to rear airflow"	For more scalability, availability of more uplink ports guarantees investment protection. There is no additional cost in future of adding interface cards to increase port density	Rejected	No Change
3	GALAXY OFFICE AUTOMATION PVT.LTD	38	23. Annexure - 3, Distribution Switch	Minimum 12 Ports SFP+ to be supported with minimum 4 x QSFP 40G slots with internal redundant hotswap AC PSU, front to rear airflow	Request to modify the clause as "Minimum 24 Ports SFP+ to be supported with minimum 4 x QSFP 40G slots with internal redundant hotswap AC PSU, front to rear airflow"	Additional ports to be kept available for future use is recommended. This is useful in your scenario as you would be connecting all access switches to this switch. With every switch having 2x10g uplinks, you would need 20 ports hence request to increase the number of ports from 12 to 24	Accepted	New Description: Minimum 24 Ports SFP+ to be supported with minimum 4 x QSFP 40G slots with internal redundant hotswap AC PSU, front to rear airflow
4	SM Networks & Solutions	15	7.1 sub clause 2	The Bidder should have a minimum average turn over for last three years is Rs 15,00,00,000/- (Rupees Fifteen Crores) as on 31 st March 2019	We request to amend the clause as " The Bidder should have a minimum average turn over for last three years is Rs 13,00,00,000/- (Rupees Thirteen Crores) as on 31 st March 2019 "	By amending the clause , the department can expect additional bidders.	Accepted	New Description: The Bidder should have a minimum average turn over for last three years is Rs 13,00,00,000/- (Rupees Thirteen Crores) as on 31 st March 2019 "
5	SM Networks & Solutions	17	7.3.1 sub clause 1	Average Turnover (AT) of the organization for the past 3 financial years ending 31 st March 2019 : AT> INR 15.00 Crores but<= INR 20.00 Crores	We request to amend the clause as " Average Turnover (AT) of the organization for the past 3 financial years ending 31 st March 2019 : AT> INR 13.00 Crores but<= INR 20.00 Crores	By amending the clause , the department can expect additional bidders.	Accepted	New Description: Average Turnover (AT) of the organization for the past 3 financial years ending 31 st March 2019 : AT> INR 13.00 Crores but<= INR 20.00 Crores
6	SM Networks & Solutions	17	7.3.1 sub clause 2a	Orders execute and completed for supply and commissioning of PSU/ Government organization with Similar Infrastructure supply i.e Servers , SAN Storage and Network Switches.	We request to amend the clause as " Orders execute and completed for supply and commissioning of PSU/ Government / Corporate organization with Similar Infrastructure supply i.e Servers , SAN Storage and Network Switches"	The department , vide clause 7.1 sub clause 7 on page no 15 have asked for experience in Government Sectors. As per clause 7.3.1. sub clause no 2 , it would be difficult for bidders to have single orders from Government or PSU . Hence the request for amendment.	Accepted	New Description: Orders executed and completed for supply and commissioning of PSU/ Government / Corporate organization with Similar Infrastructure supply i.e Servers , SAN Storage and Network Switches

R.B. Datta



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7	SM Networks & Solutions	17	7.3.1 sub clause 2c	Single Passive Installation orders executed in the past three financial years ending 31 st March 2018 for Government / Semi Government Organization	We request to amend the clause as " Single Passive Installation orders executed in the past three financial years ending 31 st March 2019 for Government / Semi Government / PSU/Corporate Organization "	Implementation of Passive components in State Government Department is generally done by PWD or the Rate Contract Vendor. Hence the request for amendment.	Accepted	New Description: Single Passive Installation orders executed in the past three financial years ending 31st March 2019 for Government / Semi Government / PSU/Corporate Organization. Similar work done in Private Segment. The Volume must be similar or bigger.
8	SM Networks & Solutions	17	7.3.1 sub clause 2d	Complete Installation of Multiple Geographic Locations in the past three financial years ending 31 st March 2018 for Government / Semi Government Organization	We request to amend the clause as " Complete Installation of Multiple Geographic Locations in the past three financial years ending 31st March 2019 for Government / Semi Government / PSU/ Corporate Organization "	By amending the clause , the department can expect additional bidders.	Accepted	New Description: Complete Installation of Multiple Geographic Locations in the past three financial years ending 31st March 2019 for Government / Semi Government / PSU/ Corporate Organization
9	SM Networks & Solutions	31		All Active Components such as switches should be from same OEM and the proposed OEM should be in the Gartner Magic Quadrant for Wired and Wireless LAN and WAN Infrastructure	We request to amend the clause as " All Active Components such as switches should be from same OEM and the proposed OEM should be in the Gartner Magic Leaders Quadrant for Wired and Wireless LAN and WAN Infrastructure "	Suggested Clause	Rejected	New Description: All active components such as switches should be from the same OEM and the proposed OeM should be in Gartner Magic Quadrant for wired and wireless LAN and WAN infrastructure for last 2 years, as per RFP.
10	SM Networks & Solutions	38	Clause No 23 Annexure 3- Distribution Switch : Sr No 1	Minimum 12 Ports SFP+ to be supported with 4 X QSFP 40G slots with redundant AC PSU, front to rear flow	We request to amend the clause as " Minimum 48 Ports SFP+ to be supported with 4 X QSFP 40G slots with redundant AC PSU, front to rear flow"	Vide Page No 28 on Network Infrastructure and Ports requirement per site, minimum ports mentioned is 15 ..Hence the amendment suggested with future expansion.	Rejected	No Change
11	SM Networks & Solutions	43	Campus Passive Supply and Networking Installation. Sr No 6	Network Cable STP Cat5e / Cat6 or latest	Please specify whether STP Cat 5e or Cat 6 is required for Campus.	By specifying the technology , all the bidders would quote uniformly	Accepted	A New Format will be shared with Minutes which will have input information for all Passive Components
12	SM Networks & Solutions	41	Campus Passive Supply and Networking Installation. Sr No 7	Network Cable STP Cat5e / Cat6A or latest for Server DC Connectivity.	We request to amend the clause as " Network UTP Cat 6 A for server DC Connectivity"	By specifying the technology , all the bidders would quote uniformly.	Accepted	A New Format will be shared with Minutes which will have input information for all Passive Components
13	SM Networks & Solutions	41	Location Wise Port Requirement (Managed Switches)	Location Wise Port Requirement (Managed Switches)	Contradicts with the port requirement suggested in Page No 28. Please suggest whether we need to take in the ports mentioned in Page No 41 & 42 or we need to take into the consideration the port mentioned in Page No 28.	Clarifications.	Accepted	A New Format will be shared with Minutes which will have input information for all Passive Components. Refer to Page # 42 for actual port requirement
14	SM Networks & Solutions	15	Clause 7.1 sub clause 1	The bidder should be a corporate entity, public or private limited company registered / incorporated under The companies act , 1956, and in the business of IT system Integration and maintenance services for minimum five years. No Consortiums allowed.	We request to amend the clause as " The bidder should be a corporate entity , public or private limited company registered / incorporated under The companies act , 1956, and in the business of IT system Integration and maintenance services for minimum five years. Consortiums allowed"	As the project needs to be completed within 15 weeks from the date of LOA and taking into consideration the delivery time lines of the switches , we request the said clause.	Rejected	No Change
15	SM Networks & Solutions	46		Last date for submission of Bid.	We request to extend the submission date by atleast one Week.	Post issue of Corrigendum, the bid preparation time is atleast 10-12 days so as to submit a responsive bid.	Accepted	3 working days accepted as requested by all present Bidders.

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16	Insight Business Machines PVT Ltd	31	1.1	All active components such as switches should be from the same OEM and the proposed OEM should be in Gartner Magic Quadrant for wired and wireless LAN and WAN infrastructure.	Request to modify the clause as "All active components such as switches should be from the same OEM and the proposed OEM should be Leaders in Gartner Magic Quadrant for wired and wireless LAN and WAN infrastructure for last 2 years"	For Best in breed solutions and fair competition between OEM's it is requested to change the clause to have vendors from leaders quadrant of Gartner's magic quadrant for wired and wireless infrastructure for last two years.	~~Accepted~~ Rejected ✓	New Description: All active components such as switches should be from the same OEM and the proposed OEM should be ~~Leaders~~ in Gartner Magic Quadrant for wired and wireless LAN and WAN infrastructure for last 2 years, as per RFP. <i>P.B. 10/6/19</i>
17	Insight Business Machines PVT Ltd	37	23. Annexure - 3, Core Switch	Minimum 48 Ports SFP+ to be supported with minimum 4 x QSFP 40G slots with internal redundant hotswap AC PSU, front to rear airflow	Request to modify the clause as "Minimum 48 Ports SFP+ to be supported with minimum 6 x QSFP 40G slots with internal redundant hotswap AC PSU, front to rear airflow"	For more scalability, availability of more uplink ports guarantees investment protection. There is no additional cost in future of adding interface cards to increase port density	Rejected	No Change
18	Insight Business Machines PVT Ltd	38	23. Annexure - 3, Distribution Switch	Minimum 12 Ports SFP+ to be supported with minimum 4 x QSFP 40G slots with internal redundant hotswap AC PSU, front to rear airflow	Request to modify the clause as "Minimum 24 Ports SFP+ to be supported with minimum 4 x QSFP 40G slots with internal redundant hotswap AC PSU, front to rear airflow"	Additional ports to be kept available for future use is recommended. This is useful in your scenario as you would be connecting all access switches to this switch. With every switch having 2x10G uplinks, you would need 20 ports hence request to increase the number of ports from 12 to 24	Accepted	New Description: Minimum 24 Ports SFP+ to be supported with minimum 4 x QSFP 40G slots with internal redundant hotswap AC PSU, front to rear airflow
19	Insight Business Machines PVT Ltd	40	Campus NETWORK SWITCHES >Point no 1> Interface	Enterprise class switch should have 24/48 x 10/100/1000 T Ethernet Ports + 4*10G SFP+ Ports with front to rear airflow with minimum operating temperature of 45 Degrees	Please change to front to rear airflow or Front/port-side air vents or side to side Airflow	The access switch mostly support side to side airflow. Front to back of back to front airflow is required in data center core switch	Rejected	No Change
20	Insight Business Machines PVT Ltd	40	Campus NETWORK SWITCHES >Point no 4> Architecture	Cut through architecture, Non-Blocking, Wire speed, stackable switch	Please remove Cut through architecture	At the Access Switch Cut through architecture is not required, all the access switches are having Store and forward technology. Cut through architecture is required at core switch not at access switch	Rejected	No Change
21	Insight Business Machines PVT Ltd	41	Campus NETWORK SWITCHES >Point no 6> Security	Should support Standard, Extended, and Time-based ACL, Port based ACLs, ACL Logging, MACls, SSH v1, v3, Secured Passwords	Please change to SSH V2 or SSH v3	SSH v2 is widely used protocol for Secure management access	Rejected	No Change
22	Insight Business Machines PVT Ltd	41	Campus NETWORK SWITCHES >Point no 7> VLANs	Should support minimum 512VLANs with 4K VLAN IDs, Port-based VLAN, 802.1q tagged VLAN, Private VLAN	Please remove Private VLAN edge	Private VLAN edge is not an IEEE standard protocol	Rejected	No Change

P.B. 10/6/19

2-3/12

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23	Insight Business Machines PVT Ltd		41 Campus NETWORK SWITCHES >Point no 10> Quality of Service	Metering, In-profile and out-of-profile packet remarking, Rate limiting	Please remove Metering, In-profile and out-of-profile packet remarking	This is OEM specific	Accepted	New Description: In-profile and out-of-profile packet remarking, Rate limiting.
24	Insight Business Machines PVT Ltd		41 Campus NETWORK SWITCHES >Point no 14> Clients	CLI, Browser-based client, SSH, or Telnet, cloud-based management support	Please remove change to cloud-based management or on site management tool support	The access switches will be manage by on site management tool not by the cloud.	Accepted	New Description: CLI, Browser-based client, SSH, or Telnet, OnSite-Based management support
25	Insight Business Machines PVT Ltd		41 Campus NETWORK SWITCHES >Point no 16> Warranty	Automatically update the firmware of replaced hardware parts	Please remove this point and change to Manual update	The Firmware will be released by OEM and based on the feature in new firmware, client will choose whether to update the firmware or not. So it should be manually	Rejected	No Change

R.B. 
IT Manager


SO


EE


CAO

Absent
JD - WPL

Absent
AST


Project Manager
(OEM)

New Passive Component Format:

C-314

Passive Components requirement [Refer Annexure - 4 (2B)]

Sr. No.	Description	Rate (Rs.)	Qty	Amount (Rs.)
Campus Per Point Cost which will include below Components				
1	FacePlate			
2	CAT6 Patch Cord (3 Meters)			
3	CAT6 UTP Cable			
4	Ferrules			
5	Patch Panel			
6	Racks			
7	Cable Manager			
8	Conduit			
9	Cable Tray			
A	Total - A			
Campus Fibre Cable Per Point Laying Cost which will include below Components				
1	MM Fibre Cable			
2	Fibre Connectors			
3	Fibre Patch Panel			
4	Conduit			
5	Cable Tray			
B	Total - B			
Datacenter Per Point Cost which will include below Components				
1	CAT6A STP Patch Cord (3 Meters)			
2	CAT6A STP Cable			
3	Ferrules			
4	Patch Panel			
5	Racks			
6	Cable Manager			
7	Conduit			
8	Cable Tray			
C	Total - C			
Z	Total A+B+C = Z			

Note: The Total Amount mentioned in above Z row must match with Annexure 4 (2B) in the Price Bid Format.


S.O.


R.B. D.
IT Manager


E.E.

e-TENDER TIME SCHEDULE (Revised after pre-bid meeting) 7/6/2019

Please Note: All bid related activities (Process) like Tender Document Download, Bid Preparation, and Bid Submission will be governed by the time schedule given under Key Dates below:

Sr. No.	Activity	Performed by	Start		Expiry	
			Date	Time	Date	Time
1	Release of Tender	Department	27-05-2019	11.00	27-05-2019	17.00
2	Tender Download	Bidders	27-05-2019	11.00	14-06-2019	17.00
3	Bid Preparation		27-05-2019	11.00	18-06-2019	17.00
4	Super hash Generation & Bid Lock	Department	19-06-2019	11.01	19-06-2019	13.00
5	Control Transfer of Bid	Bidders	19-06-2019	13.01	20-06-2019	17.00
6	Envelope 1 Opening	Department	25-06-2019	14.00	25-06-2019	17.00
7	Envelope 2 Opening		29-06-2019	11.00	29-06-2019	13.00

** Dates mentioned here, are scheduled dates for Bid Opening Activities. Any changes in dates of opening of technical and commercial bids shall be notified in 'Press Notice / Corrigendum' section on the e-Tendering sub portal of the department before opening of the same. **

Annexure 3A: (Amendment to clause 23. Annexure 3)

Ref: Prebid meeting of 07/06/2019

Campus Passive Supply and Networking Installation-Item Description

Adding Connector information for switches

Core Switch Configuration		
24 Port Core switch	with inbuilt RPS	02 Qty
10G-SR optic		32 Qty
10G/40G-DAC Cable	10G/40G DAC cable to connect Distribution switch in HO using 3 Mtr cable (whichever is applicable)	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		
24 Port Core switch	with inbuilt RPS	04 Qty
10G-SR optic		32 Qty
Interconnect Switch cable	10G/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 cable10G/40G 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

R. B. Desai

Annexure 3
Amendment (Location wise Port Requirement (Managed Switches))

Location wise Port Requirement (Managed Switches)			
Sr. No.	Sub SR. No.	Location	Ports
2	HO - CAMPUS SWITCH		
	3	HO 1st Floor	48 Ports Ethernet 1Gb
	4	HO 2 nd Floor	144 Ports Ethernet 1Gb
10	RO Nashik		
	23	Single Floor	48 Ports Ethernet 1Gb
11	RO Navi Mumbai		
	24	Single Floor	48 Ports Ethernet 1Gb
12	RO Pune		
	25	2nd Floor	48 Ports Ethernet 1Gb
	26	3rd Floor	48 Ports Ethernet 1Gb
13	RO Raigad		
	27	Single Floor	48 Ports Ethernet 1Gb
14	RO Thane		
	28	Single Floor	48 Ports Ethernet 1Gb

Note: Only changes in port requirement have been mentioned in above table, rest port requirement remains same as per Tender document

Amendment (Clause 6.5.2. Earnest Money Deposit (EMD))

As per discussion pre-bid meeting, the EMD can be deposited in the form of Bank Guarantee from a Nationalized Bank.

 