



भारतीय लघु उद्योग विकास बैंक
Small Industries Development Bank of India

Tender No. : 500/2020/1552/CBO/ITV dated February 24, 2020
Purpose : Request for Proposal for Procurement of Network switches
Prebid Meeting held on : March 03, 2020;1100 hours

Pre-Bid Clarifications

S.N.	Page No.	Section	RfP Clause	Bidder Query	Banks Response
1	18	5.7.4	Request for exemption from EMD (Security Deposit) will not be entertained. However, bidders processing valid MSE / Udyog Aadhaar Memorandum and Startups are exempted from submission of EMD on submission of proof.	According to the Rule of Department of Electronics & IT (DeitY), NSIC certificate holders are exempted for the payment of EMD and Tender fee. Kindly refer to the following URL for NSIC guidelines: http://www.nsicspronline.com/home.aspx . We have attached a copy of the MSME/ NSIC/Udyog Aadhaar certificates for your ready reference. Kindly confirm that we are eligible to avail this exemption.	Bidders having valid MSE / NSIC/ Udyog Aadhaar Memorandum and Startups are exempted from submission of EMD. Proof of the same needs to be submitted.
2	33	8.2.1.	I. 80% of total cost (excluding AMC amount) - On delivery and verification of items at respective locations/offices and submission of delivery challans duly signed, stamped, dated by the bank officials at the location.	Requesting to amend the Terms of Payment as follows: I. 90% of total cost + 100% of GST cost (excluding AMC amount), On delivery and verification of items at respective locations/ offices and submission of delivery challans duly signed,	No Change. Payment terms and conditions are as per RfP.

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			II. 20% of total cost (excluding AMC amount): a) On completion of Installation, configuration, integration with the bank network. Installation certificate has to be submitted along with system configuration report by the vendor duly signed, stamped and dated by the Bank officials at respective location. b) Acceptance of the hardware by the bank and communicating the acceptance date to the vendor. c) Submission of Back to back warranty certificate from OEM valid for a period of 5 years from date of acceptance, by the vendor. d) Submission of performance Bank Guarantee equivalent to 10% of the contract value.	stamped, dated by the bank officials at the location. II. 10% of total cost (excluding AMC amount): a) On completion of Installation, configuration, integration with the bank network. Installation certificate has to be submitted along with system configuration report by the vendor duly signed, stamped and dated by the Bank officials at respective location. b) Acceptance of the hardware by the bank and communicating the acceptance date to the vendor. c) Submission of Back to back warranty certificate from OEM valid for a period of 5 years from date of acceptance, by the vendor. d) Submission of performance Bank Guarantee equivalent to 10% of the contract value.	
	7	3.2.3	The contract duration would be seven years i.e., five years warranty and two years AMC	Can we change it to 100% Against Delivery? Warranty start date should be from date of delivery acceptance or post installation need to get clarify	Refer section 4.5.2 of RfP.
	43	9.11.1	The bank reserves the right to place order for additional hardware item(s) / modules at same rates and terms & conditions during the period of contract.	Please confirm if additional items can be supplied with Same rates.	The cost quoted by the bidder would serve as rate contract valid throughout the period of contract. The bank can place order for the items at the contracted rate. No additional cost

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			No additional cost whatsoever other than the cost contracted would be paid.		whatsoever would be paid other than the contracted rate. Any change in taxes or introduction of new taxes would be borne by the bank, throughout the period of contract.
3	50	10.1.1(3)	Pre-qualification / Minimum Eligibility Criteria - The bidder should have minimum average annual turnover of INR 10 crore over the last three (3) Financial years,	As per the Govt of India, Dept of MSME notification, in the tenders MSME bidder should be allowed with exemptions from the criteria of minimum turnover limitations. Request you to consider and allow the benefits to MSME so that prospective bidders like us can able to bid.	The revised clause to be read as: "The bidder should have minimum average annual turnover of Rs. 10 crore over the last three (3) Financial years (2016-2017, 2017-2018 and 2018-2019). MSEs are exempted from this clause on submission of valid proof of their entitlement."
4	51	10.1.1(6)	The bidder should have supplied SAME MAKE L3 switches to organization in Government/ Financial Institutions / Scheduled Commercial Banks / Government Departments / Semi-Government Departments / PSUs in India during LAST FIVE YEARS from the date of RfP in at least: a) One organization with order value of atleast Rs.50 lakh OR b) Two organizations with order value of atleast Rs.30 lakh each. OR c) Three organizations with order value of atleast Rs.20 lakh each.	Requesting to amend the experience clause as follows: The bidder should have supplied SAME MAKE L3 switches to organization in Government/Financial Institutions / Scheduled Commercial Banks / Government Departments / Semi-Government Departments / PSUs / Reputed Private Organization / Corporate in India during LAST FIVE YEARS from the date of RfP	The revised clause to be read as: "The bidder should have supplied SAME MAKE L3 switches to organization in Government/ Financial Institutions / Scheduled Commercial Banks / Government Departments / Semi-Government Departments / PSUs/ Corporates in India during LAST FIVE YEARS from the date of RfP in at least: a) One organization with order value of atleast Rs.50 lakh. OR b) Two organizations with order value of atleast Rs.30 lakh each. OR c) Three organizations with order value of atleast Rs.20 lakh each."
5	60	11.3.1 - (Category A) A.12	The switch should be IPv6 Forum Phase 2 Certified. Copy of certificate to be attached.	We request you to change this clause to "The switch should support full IPV6 feature from Day one."	The bidder should submit IPv6 Forum Phase 2 certificate and in case the same is not available should submit:

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					<p>1. Certificate / declaration from OEM (duly signed by authorised personnel) stating that, the product quoted by bidder supports all the IPv6 features from day one.</p> <p>2. Data sheet of the product (publicly available) should clearly indicate the support of IPv6 features.</p>
6	61	11.3.1 - (Category A) B.8	The switch should support 104000 IPv4 multicast routes	We request to change to "The switch should support 4000 IPv4 multicast routes"	The revised clause to be read as: "The switch should support 4000 or above IPv4 multicast routes from day one."
7	61	11.3.1 – (Category A) B.9	The switch should support 52000 IPv6 multicast routes	We request you to change to "The switch should support 2000 IPv6 multicast routes"	The revised clause to be read as: "The switch should support 2000 or above IPv6 multicast routes."
8	61	11.3.1 - (Category A) B.10	The switch should support 64000 IPv6 unicast route prefixes	Please change to " The switch should support 64000 IPv6 routes."	The revised clause to be read as: "The switch should support 64000 IPv6 unicast route / route prefixes".
9	61	11.3.1 - (Category A) B.11	The switch should support at least 48000 ARP entries	Please change to minimum 10000 ARP entries.	The revised clause to be read as: "The switch should support at least 10000 ARP entries".
10	62	11.3.1 - (Category A) D.1	The switch should support Virtual Router Redundancy Protocol (VRRP) and Extended Router Redundancy Protocol (VRRP-E)	VRRP-E is Cisco Proprietary. Hence need to remove from Generic Minimum Specifications. We are okay with VRRP. Kindly remove VRRP-E as it's vendor specific	The revised clause to be read as: "The switch should support Virtual Router Redundancy Protocol (VRRP).
11	62	11.3.1 - (Category A) D.9	The switch should support Multicast Routing PIM Dense and Sparse modes	Sparse mode and Source specific multicast are supported. Kindly remove DENSE Mode as it's vendor specific	The revised clause to be read as: "The switch should support Multicast Routing PIM in Sparse modes. PIM dense mode is optional".

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12	63	11.3.1 - (Category A) F.2	The Switch should support Strict Priority (SP), WRR, WDRR, SDWRR, WRED, LLQ, WFQ etc., queuing mechanisms	Please remove LLQ and SDWRR. Low-latency queuing (LLQ) is a feature developed by Cisco to bring strict priority queuing (PQ) to class-based weighted fair queuing (CBWFQ)	The revised clause to be read as: “The Switch should support Strict Priority (SP), WRR, WDRR, WRED, WFQ etc., queuing mechanisms. LLQ and SDWRR are optional”.
13	63	11.3.1 - (Category A) F.4	The switch should support Packet filtering at L2 (Layer 2) through L4 (Layer 4) - Flow classification based on source MAC address, destination MAC address, source IP (IPv4/IPv6) address, destination IP (IPv4/IPv6) address, port, protocol, and VLAN	Please remove "Flow classification based on source MAC address, destination MAC address, source IP (IPv4/IPv6) address, destination IP (IPv4/IPv6) address, port, protocol, and VLAN." Flow based Classification is supported by specific OEM only	The revised clause to be read as: “The switch should support Packet filtering at L2 (Layer 2) through L4 (Layer 4) - Flow/QoS/Policy based classification based on source MAC address, destination MAC address, source IP (IPv4/IPv6) address, destination IP (IPv4/IPv6) address, port, protocol, and VLAN”.
14	65	11.3.2 (1)	Chennai Office - 24 X 1G copper interfaces and 2X10G stacking ports along with cables.	Please clarify, do we provide 24 port 1G SFP switch with 24x 1G Copper transceiver or we can propose 24 port 1G copper switch with 2x 10G SFP Stacking port	The bidder to provide 24 port 1G SFP switch populated from day one with 24X1G copper SFP transceivers, 2X10G stacking ports with transceivers along with stacking cables of length 10M .
15	65	11.3.2 (1)	Chennai Office - 20X1G copper and 4X1G fiber and 2X10G stacking ports along with cables.	Please clarify, do we provide 20 port 1G SFP switch with 20x 1G Copper transceiver and 4X1G fiber and 2X10G stacking ports along with cables or we can propose 20 port 1G fixed copper switch with and 4X1G fiber and 2X10G stacking ports along with cables.	The bidder to provide 24 port 1G SFP switch, populated from day one with, 20 X 1G SFP copper transceivers, 4X1G fiber transceivers and 2X10G stacking ports with transceivers along with stacking cable of length 10M .
16	66	11.3.2 (3) B.7	The switch should support MAC Address table of 64,000 entries	Please change to "The switch should support MAC Address table of 32,000 entries".	The revised clause to be read as: “The switch should support MAC Address table of 32,000 entries or above”.

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17	67	11.3.2 (3) D.3	The switch should support IPv4 Routing protocols - RIP, RIPv2, OSPF, IS-IS, BGP, BGP4	Please add the switch should support IPv6 Routing protocols - RIPv6, OSPFv3, IS-ISv6, and BGP4+ for IPv6	No Change
18	68	11.3.2 (3) F.2	The Switch should support Strict Priority (SP), WRR, WDRR, SDWRR, WRED, LLQ, WFQ etc. queuing mechanisms	Please remove LLQ and SDWRR. Low-latency queuing (LLQ) is a feature developed by Cisco to bring strict priority queuing (PQ) to class-based weighted fair queuing (CBWFQ)	The revised clause to be read as: "The Switch should support Strict Priority (SP), WRR, WDRR, WRED, WFQ etc., queuing mechanisms. LLQ and SDWRR are optional".
19	68	11.3.2 (3) F.4	The switch should support Packet filtering at L2 (Layer 2) through L4 (Layer 4) - Flow classification based on source MAC address, destination MAC address, source IP (IPv4/IPv6) address, destination IP (IPv4/IPv6) address, port, protocol, and VLAN	Please remove "Flow classification based on source MAC address, destination MAC address, source IP (IPv4/IPv6) address, destination IP (IPv4/IPv6) address, port, protocol, and VLAN." Flow based Classification is supported by specific OEM only	The revised clause to be read as: "The switch should support Packet filtering at L2 (Layer 2) through L4 (Layer 4) - Flow / QoS / policy-based classification based on source MAC address, destination MAC address, source IP (IPv4/IPv6) address, destination IP (IPv4/IPv6) address, port, protocol, and VLAN."
20	71	11.4.1.A(1)	Cost of network switches with five years warranty and support and specifications as per section 11.3.1	Please clarify, how many transceiver 10G (Single mode or Multimode) transceiver required in DR site switch	Refer Page 50, Section no.B.1 and B.2 for the details. The transceivers should all be Multimode.
21	71	11.4.1.B(3)	Cost of 1G fiber interfaces with five years warranty and support.	Please clarify whether 1G Single mode or 1G multimode transceiver is required	The transceivers should be Multimode.
22	71	11.4.1.B(4)	Cost of 10G fiber interfaces with five years warranty and support.	Please clarify whether 10G Single mode or 10G multimode transceiver is required	The transceivers should be Multimode.
23	71	11.4.1.C(3)	Cost of 1G fiber interfaces with five years warranty and support.	Please clarify whether 1G Single mode or 1G multimode transceiver is required	The transceivers should be Multimode.
24	71	11.4.1.C(4)	Cost of 10G fiber interfaces with five years warranty and support.	Please clarify whether 10G Single mode or 10G multimode transceiver is required	The transceivers should be Multimode.
25	35	8.3.1	Delivery - The Bidder should deliver the goods within four weeks from the date of purchase order.	Please change the delivery timeline from four weeks to eight weeks Delivery Period should be 7-8 Weeks	The revised clause to be read as: "The Bidder should deliver the goods within SIX weeks from the date of purchase order".



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26	35	8.3.2	Installation - the Bidder shall install the goods and integrate with existing network within TWO WEEKS from the date of delivery of the equipment at respective location.	Please change the installation timeline from two weeks to four weeks	No Change

Note:

1. All the stacking cables should be of length 10M.
2. All other terms and conditions of RfP remain unchanged.
