



## Pre-Bid Queries and Banks Response

### RFP FOR PROCUREMENT OF VIDEO CONFERENCING EQUIPMENT

Tender No.: 400/2017/1170/BYO/ITV dated May 10, 2016.

Pre-bid Meeting Date and Time: May 13, 2016, 11:30am

S.N	Section	Clause	Page	Tender Clause	Bidders Query	SIDBI Response
1.	Special Terms and Conditions. Price	7.1(4)	27	Bidder will be entirely responsible for all applicable present and future, duties, levies, charges, license fees, VAT etc. in connection with delivery of goods at site including incidental services and commissioning.	Request Bank to change the clause how can vendor be held responsible for the changes which Government of India/State amends	<b>Change</b> <b>The clause to be read as:</b> "While any increase in the rates of applicable taxes or impact of new taxes imposed by Gol, subsequent to the submission of commercial bid shall be borne by SIDBI, any subsequent decrease in the rates of applicable taxes or impact of new taxes shall be passed on to SIDBI in its favour. This will remain applicable throughout the contract period (Warranty/AMC)".
2.	Terms of Payment	7.2(1)	27	50% payment after delivery and verification of items and on submission of duly signed in delivery challans. The vendor has to claim octroi paid, if any along with 50% payment.	Request bank to release the 80% payment on delivery	<b>No Change.</b>
3.	Terms of Payment	7.2(1)	27	40% payment on installation, configuration, integration of the proposed solution with existing core VC infrastructure, training to users, pickup of buyback items from respective locations etc.	Request bank to release the 20% payment on Installation	<b>No Change.</b>

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4.	Terms of Payment	7.2(1)	27	10% payment after satisfactory working for a period of one week and complying with the acceptance criteria and submission of performance Bank Guarantee equivalent to 10% of the contract value and back to back warranty certificate from OEM valid for a period of three years from date of acceptance	No need to retention money as Bank will already be in possession of PBG	<b>No Change.</b> Refer to terms of payment.
5.	Terms of Payment	7.2(3)	27	<b>AMC Payment:</b> The payment terms during AMC would be paid half yearly in arrears. The bidder should submit roof of back to back alignment with OEM for a period of one year at the beginning of the AMC period.	Request bank to change it to yearly in advance	<b>No Change.</b>
6.	Acceptance Date	7.3	28	Vendor shall submit all the duly signed Installation-cum Acceptance Certificates of respective locations at Bank's Mumbai office. Post acceptance, SIDBI shall arrive at a common acceptance date for the entire lot of H/W items. Accordingly, the warranty period of 03 years starting from the date of acceptance, shall be determined and conveyed to the vendor in writing.	Request bank to provide the input on the timeline for common acceptance or it warranty has to be of 4 years. No OEM provides the warranty on half yearly or monthly basis	<b>No Change.</b> <u>Clarification</u> - Acceptance will be carried out when the bidder submits all the installation reports. Based on which using weighted average method common acceptance date would be arrived. The Warranty of all the equipments would start from the date of acceptance. The bidder has to provide back to back OEM certificate from the date of acceptance valid for a period of 3 years.

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7.	Minimum Eligibility	5(3)	22	The bidder should be in the business of supply, installation, configuration, maintenance and support of VC equipment for at-least three [3] years, counted backward from the date of issue of RFP	The bidder should be in the business of supply, installation, configuration, maintenance and support of VC equipment /IT solutions, counted backward from the date of issue of RFP.	<b>Change.</b> <b>The clause to be read as:</b> “The bidder should be in the business of supply, installation, configuration, maintenance and support of VC equipment for at-least three [3] years as on the <b>due date of RfP</b> ”.
8.	Minimum Eligibility	5(9)	23	The Bidder should have installed and integrated proposed solution (endpoints) with Polycom MCUs, DMA, RSS, RPAD and Resource Manager in at-least one organization during last Three years (ending 31.3.2016).	The Bidder should have installed Polycom solution (endpoints) in at-least one organization during last Three years (ending 31.3.2016).	<b>No Change.</b>
					As per Sr. No 9 of criteria, it indicates that, this tender is for specific make of Polycom. We request you to kindly add other make such as Peoplelink, Redvision, VIDYO, Avaya, Panasonic, Life size, Cisco for healthy competition.	<b>No Change.</b> Bank has core infrastructure of Polycom. Hence, vendor’s offerings should be integratable, manageable using the already available core infrastructure with the Bank.
					The Bidder should have installed and integrated proposed solution (endpoints) with Polycom MCUs, DMA, RSS, RPAD and Resource Manager in at-least one organization during last Three years <b>ending till the date of tender due.</b>	<b>Change.</b> <b>The clause to be read as:</b> “The Bidder should have installed and integrated proposed solution (endpoints) with Polycom MCUs, DMA, RSS, RPAD and Resource Manager in at-least one organization during last Three years <b>as on due date of RfP</b> ”.
				Please elobarate on integration of proposed solution with Resource Manager (RM)	<b>Clarification.</b> It if further clarified that integration with RM implies:	

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						<ul style="list-style-type: none"> <li>Proposed endpoint should be able to receive automatic updates from Polycom Real Presence Resource Manager.</li> <li>Proposed endpoint should be able to publish information such as IP address, serial number, and software version to Polycom Real Presence Resource Manager for Monitoring and management purpose.</li> </ul> <p><b><u>Proof of Concept (POC)</u></b></p> <ol style="list-style-type: none"> <li>The bidder should demonstrate all the above features by carrying out POC during pre-qualification analysis.</li> <li>The POC would be carried out by Bank or its outsourced partner.</li> <li>The date of POC would be intimated during bid opening.</li> </ol>
9.	Information to bidders.	4.7	16	Earnest Money Deposit (EMD)	We have a NSIC certificate & can we be able to exempt from EMD.	<p><b>Clarification.</b></p> <ol style="list-style-type: none"> <li>Refer Section 4.7(4).</li> <li>Yes, MSEs registered with NSIC are exempted from payment of tender fee and EMD.</li> </ol>
10.	Minimum Eligibility	5(7)	22	The bidder should have supplied and maintained at least 05 number of VC end points from same OEM (which is proposed to SIDBI), in single tender (multiple orders allowed) for multiple locations in at least one organizations in BFSI /	We have our installations in schools/colleges. Can we show this credential & quote this project.	<b>No Change.</b>

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				Government Departments / Semi-Government Departments / PSUs in India during last five years (ending 31.03.2016).		
11.	Minimum Eligibility	5(7)	22	The bidder should have supplied and maintained at least 05 number of VC end points from same OEM (which is proposed to SIDBI), in single tender (multiple orders allowed) for multiple locations in at least one organizations in BFSI / Government Departments / Semi-Government Departments / PSUs in India during last five years (ending 31.03.2016).	The bidder should have supplied and maintained at least 05 number of VC end points, in single tender (multiple orders allowed) for multiple locations in at least one organizations in BFSI / Government Departments / Semi-Government Departments / PSUs in India during last five years <b>ending till the date of tender due.</b>	<b>Change.</b> <b>The clause to be read as:</b> “The bidder should have supplied and maintained at least 05 number of VC end points <b>from same OEM (which is proposed to SIDBI)</b> , in single tender (multiple orders allowed) for multiple locations in at least one organizations in BFSI / Government Departments / Semi-Government Departments / PSUs in India during last five years <b>as on due date of RfP</b> ”.
12.	Minimum Eligibility	5(7)	22	The OEM should have supplied and maintained at least 10 number of VC end points, in single tender (multiple orders allowed) for multiple locations in at least two organizations in BFSI / Government Departments / Semi-Government Departments / PSUs in India during last five years (ending 31.3.2016).	The OEM should have supplied and maintained at least 10 number of VC end points, in single tender (multiple orders allowed) for multiple locations in at least two organizations in BFSI / Government Departments / Semi-Government Departments / PSUs in India during last five years <b>ending till the date of tender due.</b>	<b>Change.</b> <b>The clause to be read as:</b> “The OEM should have supplied and maintained at least 10 number of VC end points, in single tender (multiple orders allowed) for multiple locations in at least two organizations in BFSI / Government Departments / Semi-Government Departments / PSUs in India during last five years ending <b>as on due date of RfP</b> ”.

**All other terms and conditions remain unchanged.**

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