

RFP for Supply, Installation and Maintenance of SAN Switches at Bank of Baroda sponsored RRB Data Centers RFP/Bid Reference: GEM/2023/B/3259485 Dated 13th March, 2023 Addendum dated 5th April 2023

Clause in RFP:

Sr. No	Clause in RFP	Clarifications/ Changes made
1	Annexure 2 – Evaluation Terms	Annexure 2 – Evaluation Terms
	A Eligibility Bid Evaluation	A Eligibility Bid Evaluation
	C. Others	C. Others
	1. The bidder should be the Original Equipment Manufacturer (OEM) or their highest or equivalent partner for supply, installation & support under the proposed product category in India for past three years (from RFP date).	1. The bidder should be the Original Equipment Manufacturer (OEM) or their partner for supply, installation & support under the proposed product category in India for past three years (from RFP date).
2	Annexure 2 – Evaluation Terms	Annexure 2 – Evaluation Terms
	A Eligibility Bid Evaluation	A Eligibility Bid Evaluation
	C. Others	C. Others
	3 Both OEM and Bidder must have ISO 9001:2008 certification. OEM should also have ISO 14001:2004 certification for manufacturing facility from where the equipment will originate	3 Both OEM and Bidder must have ISO 9001:2008/2015 certification. OEM should also have ISO 14001:2004 certification for manufacturing facility from where the equipment will originate
3	3 Annexure 2 – Evaluation Terms Annexure 2 – Evaluation T	
	A Eligibility Bid Evaluation	A Eligibility Bid Evaluation
	D. Experience & Support Infrastructure	D. Experience & Support Infrastructure
	1. Bidder should have Supplied, Installed and Supported & successfully completed the implementation for at least -4- no's of proposed OEM SAN Switches in past 3 Years to Commercial Banks / Financial Institutions / Government / PSU Organizations in India.	1. Bidder should have supplied, installed, supported & successfully completed the implementation for at least -2- no's of SAN Switches in past 3 Years to Commercial Banks / Financial Institutions / Government / PSU Organizations in India.
4	Annexure 2 – Evaluation Terms	Annexure 2 – Evaluation Terms
	B. Commercial Bid Evaluation	B. Commercial Bid Evaluation
	The commercial bids of only those bidders who qualify in eligibility evaluation will be opened. The date for opening of the commercial bid would be communicated separately to the eligible Bidders. The commercial bids submitted by Bidders will be avaluated beaud on discounted total east of	The commercial bids of only those bidders who qualify in eligibility evaluation will be opened. The date for opening of the commercial bid would be communicated separately to the eligible Bidders.
	evaluated based on discounted total cost of ownership.	The decision of the Bank shall be final and binding on all the bidders to this document. The
	The discount rate will be used @ 10%. The key considerations of the TCO would be the total payouts for entire project through the contract period, discounted at 10% to arrive at the present value of the future cash outflows. Accordingly, the L1 (Lowest Bidder) would be arrived at. The	Bank reserves the right to accept or reject an offer without assigning any reason whatsoever. The bidder is expected not to add any conditions / deviations in the commercial bid. Any such conditions / deviations may make the bid liable for disqualification.

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is : • ye wh	alculation performed by the Bank in this regard as follows: The discounted rate will be calculated on early basis based on the formula A/(1+i/100)^n here A= Total Value in each Year; i=10% and n Year.	The proposal of L1 (Lowest Vendor) shall be recommended for award of contract.
wh	early basis based on the formula A/(1+i/100)^n here A= Total Value in each Year; i=10% and n	
= 1		
ye co tha sh Fu of se	The Present Value will be calculated for Il components where the payment is recurring ear on year. The Present Value for the omponent will start from the year of purchase of nat component / start of the services (AMC) and hall be calculated till the end year of the contract. urther n - number of period will be '0' in the year f purchase of that component / start of the ervices and subsequently increased by 1 for ubsequent years.	
is eq co be tha co he se	ny component / service for which the payment a One Time Cost the NPV cost of the quipment / service for that year will be onsidered and the relevant year's NPV cost will e added as part of Present Value calculation for hat year. Further the payment of the OTC omponent / services is not recurring in nature ence the present value for that component / ervices will be considered in the year of urchase only and not in subsequent years.	
bir Ba wit bic de co dis Th	he decision of the Bank shall be final and inding on all the bidders to this document. The ank reserves the right to accept or reject an offer ithout assigning any reason whatsoever. The idder is expected not to add any conditions / eviations in the commercial bid. Any such onditions / deviations may make the bid liable for isqualification. he proposal of L1 (Lowest Vendor) shall be	
	ecommended for award of contract	
e. the ex ad	nnexure 13 Masked Commercial Bid There shall be no escalation for prices during the currency of 5 years contract period and any stension thereof. Bid submitted with an djustable price quotation will be treated as non- esponsive and will be rejected.	Annexure 13 Masked Commercial Bid e. There shall be no escalation for prices during the currency of 5 years contract period. Bid submitted with an adjustable price quotation will be treated as non-responsive and will be rejected.
6 Ar	nnexure 14 Commercial Bid	Annexure 14 Commercial Bid
the ex ad	There shall be no escalation for prices during the currency of 5 years contract period and any extension thereof. Bid submitted with an djustable price quotation will be treated as non- esponsive and will be rejected.	e. There shall be no escalation for prices during the currency of 5 years contract period. Bid submitted with an adjustable price quotation will be treated as non-responsive and will be rejected.

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	Annexure 11 – Project Details and Scope of	Annexure 11 – Project Details and Scope of
	Work 1. Delivery	Work 2. Delivery
	The SAN Switches must be delivered and installed as per project scope within a period of 8 weeks in totality from the date of placing of purchase order by the Bank. The delivery and installation of hardware as per the required scope needs to be completed as per the timelines mentioned above.	The SAN Switches must be delivered and installed as per project scope within a period of 10 weeks in totality from the date of placing of purchase order by the Bank. The delivery and installation of hardware as per the required scope needs to be completed as per the timelines mentioned above.
7	Annexure 11	Annexure 11
	Minimum Technical Specifications for SAN Switches – 96 Port	Minimum Technical Specifications for SAN Switches – 96 Port
	Switch should support multiprotocol architecture such as FC, FICON, FCR and FCIP or equivalent architectures.	Switch should support multiprotocol architecture such as FC and FCR or equivalent architectures.
8	Annexure 11	Annexure 11
	Minimum Technical Specifications for SAN Switches – 48 Port	Minimum Technical Specifications for SAN Switches – 48 Port
	Switch should support multiprotocol architecture such as FC, FICON, FCR and FCIP or equivalent architectures.	Switch should support multiprotocol architecture such as FC and FCR or equivalent architectures.
9	Annexure 11	Clause deleted
	Minimum Technical Specifications for SAN Switches – 96 Port	
	14. The SAN Switch should be capable of supporting HW Compression for FC-IP functionality and IPsec encryption without any additional Licenses	
10	Annexure 11	Clause deleted
	Minimum Technical Specifications for SAN Switches – 48 Port	
	14. The SAN Switch should be capable of supporting HW Compression for FC-IP functionality and IPsec encryption without any additional Licenses	
11	Annexure 11	Annexure 11
	Minimum Technical Specifications for SAN Switches – 96 Port	Minimum Technical Specifications for SAN Switches – 96 Port
	18. It should be possible to isolate the high bandwidth data flow traffic to specific ISLs (or equivalent) by using simple zoning.	18. It should be possible to isolate the high bandwidth data flow traffic to specific ISLs (or equivalent) by using simple zoning or device

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		must support congestion management mechanisms for devices in the fabric.	
12	Annexure 11	Annexure 11	
	Minimum Technical Specifications for SAN Switches – 48 Port	Minimum Technical Specifications for SAN Switches – 48 Port	
	18. It should be possible to isolate the high bandwidth data flow traffic to specific ISLs (or equivalent) by using simple zoning.	18. It should be possible to isolate the high bandwidth data flow traffic to specific ISLs (or equivalent) by using simple zoning or device must support congestion management mechanisms for devices in the fabric.	
13	Annexure 11	Annexure 11	
	Minimum Technical Specifications for SAN Switches – 96 Port	Minimum Technical Specifications for SAN Switches – 96 Port	
	26. There should not be single point of failure for the switch. The SAN switch should provide Enterprise- class availability features such as Dual redundant control processors, WWN cards, redundant hot swappable power and cooling subsystems. Power supply and fan assembly should have different FRU.	26. There should not be single point of failure for the switch. The SAN switch should provide features such as redundant hot swappable power and cooling subsystems. Power supply and fan assembly should have different FRU.	
14	Annexure 11	Annexure 11	
	Minimum Technical Specifications for SAN Switches – 48 Port	Minimum Technical Specifications for SAN Switches – 48 Port	
	26. There should not be single point of failure for the switch. The SAN switch should provide Enterprise- class availability features such as Dual redundant control processors, WWN cards, redundant hot swappable power and cooling subsystems. Power supply and fan assembly should have different FRU.	26. There should not be single point of failure for the switch. The SAN switch should provide features such as redundant hot swappable power and cooling subsystems. Power supply and fan assembly should have different FRU.	

Clarification of Pre-bid queries is enclosed as part this Addendum as per 'Annexure A'

All other Terms & Conditions are same as per our RFP/Bid No. GEM/2023/B/3259485 Dated 13th March, 2023 for Supply, Installation and Maintenance of SAN Switches at Bank of Baroda sponsored RRB Data Centers.

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Pre-bid queries response as part of Addendum 1

Bank's clarification on Pre-bid Queries from Prospective Bidders for RFP- Supply, Installation and Maintenance of SAN Switches at Bank of Baroda sponsored RRB Data Centers (Bid no. GEM/2023/B/3259485 dated 13th March 2023)

Sr No	Point / Section #	Clarification point as stated in the tender document / Existing Clause/	Comment/ Suggestion/ Deviation	Reply to the bidder query
1	Eligibility Point 1 Section D	Bidder should have Supplied, Installed and Supported & successfully completed the implementation for at least -4- no's of proposed OEM SAN Switches in past 3 Years to Commercial Banks / Financial Institutions / Government / PSU Organizations in India	Bidder should have Supplied, Installed and Supported & successfully completed the implementation for at least -4- no's of proposed OEM SAN Switches in past 5 Years to Commercial Banks / Financial Institutions / Government / PSU Organizations in India IT & ITES / Manufacturing / Large Corporates in India. Or Bidder/ OEM should have Supplied, Installed and Supported & successfully completed the implementation for at least -4- no's of proposed OEM SAN Switches in past 3 Years to Commercial Banks / Financial Institutions / Government / PSU Organizations in India	Published as part of Addendum 1
2	Eligibility Page 29 , Section B	The discount rate will be used @ 10%. The key considerations of the TCO would be the total payouts for entire project through the contract period, discounted at 10% to arrive at the present value of the future cash outflows. Accordingly, the L1 (Lowest Bidder) would be arrived at. The calculation	The Bank has clearly mentions AMC for 4th and 5th year as 12 % of the TCO amount . In view of this point will the NPV will be calculated ?	Published as part of Addendum 1

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Pre-bid queries response as part of Addendum 1

		performed by the Bank in this regard is as follows:		
3	Eligibility Bid Evaluation	The bidder should be either a Government Organization / PSU / PSE / Partnership firm / LLP or a limited company in India at least for the last 5 years (As on RFP date).	We are Private Ltd. firm. Are we eligible to participate for this tender.	Yes
4	Eligibility Bid Evaluation (C - Others) point no 3	Both OEM and Bidder must have ISO 9001:2008 certification. OEM should also have ISO 14001:2004 certification for manufacturing facility from where the equipment will originate	 We have 9001:2015 certificate. Is it valid?? Is it mandatory to have 14001:2004 certificate for OEM. 	Published as part of Addendum 1



Pre-bid queries response as part of Addendum 1

5	Preference to make in India initiative	Preference to Make in India) [PPP-MII]	Is Non Local supplier having local content 0 are eligible to participate for this tender	As mentioned in RFP terms: In case of two or more than two bidders complying with Preference to Make in India initiative are found technically eligible as per Technical Specifications mentioned in Annexure-11 of the RFP, then Commercial bids of only these bidders will be opened. In case sufficient bidders complying with Preference to Make in India initiative are not found technically eligible as per Technical Specifications mentioned in Annexure-11 of the RFP, then Commercial bids of all technically eligible bidders will be opened
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Pre-bid queries response as part of Addendum 1

6	Page 50, Section3 Delivery timelines	The SAN Switches must be delivered and installed as per project scope within a period of 8 weeks in totality from the date of placing of purchase order by the Bank. The delivery and installation of hardware as per the required scope needs to be completed as per the timelines mentioned above.	Request timelines to 12 weeks for Delivery of SAN Switches and 4 weeks for Implementation Request to Bank to change as The SAN Switches must be delivered and installed as per project scope within a period of 16 weeks in totality from the date of placing of purchase order by the Bank. The delivery and installation of hardware as per the required scope needs to be completed as per the timelines mentioned above.	Published as part of Addendum 1
7	Page 51, Section4 Installation	Vendor will have to pay late installation charges to the Bank @ 1% of the total Purchase Order Value per day or part thereof subject to maximum of 5% of the total purchase order value, for delay in installation	Request Bank to deduct late installation charges from the Implementation Charges quoted by the bidder rather than the Total Contract value ?	No change
8	Scope of work	Scope of work NTT Query	Existing Model of SAN Switch ? Which Technology Platform BOB RRM is operating ? (Brocade/Cisco)?	Present fabric switches are from Cisco. Complete details will be shared with successful bidder



Pre-bid queries response as part of Addendum 1

٩	Section 11-	Bank reserves the right to terminate this RFP	1. We request that a notice period of	Please refer to ATC document
3	Termination	at any stage without any notice or assigning	atleast 90 days be given to the bidder in	page 83, Annexure 19 Pt.15
	remination		case of termination for convenience.	page 65, Annexule 19 Pt. 15
		any reason.		
		At any time during the course of the RFP	2. We request that a notice period of	
		process or before the award of contract or	atleast 30 days be provided to the bidder	
		after execution of the contract that one or	in case of termination for default, in order	
		more terms and conditions laid down in this	to cure the breach.	
		Request For Proposal has not been met by		
		the bidder or the bidder has made material		
		misrepresentation or has given any		
		materially incorrect or false information.		
		Bank may terminate his contract and may		
		invoke performance bank guarantee or forfeit		
		the security deposit as the case may be.		
		Further bank may impose such restriction/s		
		on the defaulting bidder as it deemed fit.		
		After the award of the contract, if the selected		
		bidder does not perform satisfactorily or		
		delays execution of the contract, the Bank		
		reserves the right to get the balance contract		
		executed by another party of its choice by		
		giving one month notice for the same, In such		
		an event, the bidder is bound to make good		
		•		
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		balance of the contract.		
		the additional expenditure which the Bank may have to incur for the execution of the balance of the contract.		



Pre-bid queries response as part of Addendum 1

10	Clause 6-Warranty- Annexure 11-Project Details and Scope of Work	The Bidders warrants that the Goods supplied under the Contract are new, unused, of the most recent or current models, and that they incorporate all recent improvements in design and materials unless provided otherwise in the Contract. The Bidder further warrants that all Goods supplied or Works carried out under this Contract shall have no defect, arising from design, materials, or workmanship (except when the design and /or material is required by the Bank's specifications) or from any act or omission of the Bidder, that may develop under normal use of the supplied Goods or Works in the conditions prevailing in the country.	Please confirm your understanding that where NTT is supplying OEM products, all warranties in respect of the feauture of the products, will be pass on to the Bank "as- is", as and to the extent received from the OEMs. Bidder cannot give more warranties than the what the OEM provides. Bidder will only warrant that products supplied will be new and unused.	No change
11	Annexure 13-Masked Commercial Bid	There shall be no escalation for prices during the currency of 5 years contract period and any extension thereof. Bid submitted with an adjustable price quotation will be treated as non-responsive and will be rejected.	We can agree to no price escalation during the contract period. However, in the event of any extension/renewal of the contract, the price/commercial terms will have to be renegotiated as pricing depends upon a lot of external factors. We request revision in the clause to reflect the aforesaid understanding.	Published as part of Addendum 1



Pre-bid queries response as part of Addendum 1

12	Annexure 14- Commercial Bid	There shall be no escalation for prices during the currency of 5 years contract period and any extension thereof. Bid submitted with an adjustable price quotation will be treated as non-responsive and will be rejected.	We can agree to no price escalation during the contract period. However, in the event of any extension/renewal of the contract, the price/commercial terms will have to be renegotiated as pricing depends upon a lot of external factors. We request revision in the clause to reflect the aforesaid understanding.	Published as part of Addendum 1
13	Clause 9-Set Off- Annexure 19-Service Level and Non- disclosure Agreement Format	Without prejudice to other rights and remedies available to Bank, Bank shall be entitled to set-off or adjust any amounts due to Bank under this clause from the Service Provider against payments due and payable by Bank to the Service Provider for the services rendered.	We request revision to reflect that only applicable LD/penalty as per terms of the agreement, can be set off from the amount payable.	No change
14	Scope of work	Scope of Work	Existing Model of SAN Switch ? Which Technology Platform BOB RRM is operating ? (Brocade/Cisco)?	
15	Scope of work	The Vendor must provide all associated Power cables, FC cables, Ethernet patch cords, interfaces, connectors, software's, drivers, labelling etc. to the full capacity of the proposed solution	Request you to share the Length of FC & Ethernet cables? (SAN Devices to SAN Switch and SAN switch mgmt port to network switch connectivitty).	



Pre-bid queries response as part of Addendum 1

16	Scope of work	The bidder shall rack mount, commission, install, test, configure and integrated the Switches, any add on components and resolve issues, if any, with Bank's existing network viz. LAN, WAN, SAN, servers etc.	Bidder need to resolve the LAN, WAN, Servers related issues with existing network & servers?	Bidder to resolve the issues pertaining to SAN switches but may need to co-ordinate with Bank's identified team for resolution of any other issues during the process.
17	Scope of work	Bidder shall carry out integration of devices with existing SAN fabric of the Bank.	Existing SAN fabric is running on which OEM switches?	Present fabric switches are from Cisco. Complete details will be shared with successful bidder
18	Technical Specifications	The SAN Switch should be capable of supporting HW Compression for FC-IP functionality and IPsec encryption without any additional Licenses	This spec is for FCIP switch and the current requirement is for FC switch, so this is invalid. (Request to be modified)	Published as part of Addendum 1
19	Technical Specifications	It should be possible to isolate the high bandwidth data flow traffic to specific ISLs (or equivalent) by using simple zoning.	We do not support moving traffic across ISLs based on zoning or any QoS mechanism. What we support is moving traffic across VLs on same ISLs. Hence, Request this to be modified.	Published as part of Addendum 1
20	Technical Specifications	Offered SAN switches shall support to measure the top bandwidth-consuming traffic in real time for a specific port or a fabric which should detail the physical or virtual device.	We support it using SAN Analytics feature which needs separate license. (Request to be modified)	No change



Pre-bid queries response as part of Addendum 1

21	Technical Specifications for SAN Switches – 96 Port Pt. 2	The switches must be supplied with the Enterprise package licenses and management appliance required to monitor/report the performance of the switch. Management appliances should be able to store at least 6 months historical data	Request to change: least 6 1 months historical data	No change
22	Minimum Technical Specifications for SAN Switches – 96 Port Pt. 4	Switch should support multiprotocol architecture such as FC, FICON, FCR and FCIP or equivalent architectures.	RequesttoRemove:FICON and FCIP is a separate SANExtension Switch and hence request toremove the same from this point.	Published as part of Addendum 1
23	Minimum Technical Specifications for SAN Switches – 96 Port Pt. 14	The SAN Switch should be capable of supporting HW Compression for FC-IP functionality and IPsec encryption without any additional Licenses	Request to Remove this point as this is functionality of SAN Extention Switch	Published as part of Addendum 1
24	Minimum Technical Specifications for SAN Switches – 96 Port Pt. 17	It should be possible to configure any port in the switch for Fibre Channel Integrated Routing mode for selective device sharing while maintaining remote fabric isolation for higher levels of scalability and fault isolation.	Clarify as for what Integrated Routing is required. Request to remove this.	No change
25	Minimum Technical Specifications for SAN Switches – 96 Port Pt. 25	Cool air intake should be from front side and hot air release should be from back as per Datacentre standard.	We supoort Port Side Intake	No change



Pre-bid queries response as part of Addendum 1

26	Minimum Technical Specifications for SAN Switches – 96 Port Pt. 26	There should not be single point of failure for the switch. The SAN switch should provide Enterprise- class availability features such as Dual redundant control processors, WWN cards, redundant hot swappable power and cooling subsystems. Power supply and fan assembly should have different FRU.	Change Required: Please remove Dual redundant control processors, WWN cards as this features comes with Director Class product and not with 2U Switch.	Published as part of Addendum 1
27	Minimum Technical Specifications for SAN Switches – 48 Port Pt. 2	The switches must be supplied with the Enterprise package licenses and management appliance required to monitor/report the performance of the switch. Management appliances should be able to store at least 6 months historical data	Request to change: least 6 1 months historical data	No change
28	Minimum Technical Specifications for SAN Switches – 48 Port Pt. 4	Switch should support multiprotocol architecture such as FC, FICON, FCR and FCIP or equivalent architectures.	Request to Remove: FICON and FCIP is a separate SAN Extension Switch and hence request to remove the same from this point.	Published as part of Addendum 1
29	Minimum Technical Specifications for SAN Switches – 48 Port Pt. 14	The SAN Switch should be capable of supporting HW Compression for FC-IP functionality and IPsec encryption without any additional Licenses	Request to Remove this point as this is functionality of SAN Extention Switch	Published as part of Addendum 1



Pre-bid queries response as part of Addendum 1

30	Minimum Technical Specifications for SAN Switches – 48 Port Pt. 17	It should be possible to configure any port in the switch for Fibre Channel Integrated Routing mode for selective device sharing while maintaining remote fabric isolation for higher levels of scalability and fault isolation.	Clarify as for what Integrated Routing is required. Request to remove this.	No change
31	Minimum Technical Specifications for SAN Switches – 48 Port Pt. 26	There should not be single point of failure for the switch. The SAN switch should provide Enterprise- class availability features such as Dual redundant control processors, WWN cards , redundant hot swappable power and cooling subsystems. Power supply and fan assembly should have different FRU.	Change Required: Please remove Dual redundant control processors, WWN cards as this features comes with Director Class product and not with 2U Switch.	Published as part of Addendum 1
32	Scope of Work	Scope of Work	What's the Scope of the Tender - Just Supply of New Switches OR there is any Migration from Existing Switches to New Switches. If YES then please provide the details including Host (Server Type, Server OS, HBA details) and Storage details along with existing Switch details.	Scope to include supply, integrate with and migrate from existing switches in the Environment. Complete Details to be shared with successful bidder.