

**Prebid replies of queries for RFP Reference No BCC: CISO: RFP: 114: 20 Date: 24th May 2022
(Request for Proposal for Supply Implementation & Maintenance of Web Application Firewall)**

SN	Point / Section	Clarification point as stated in the tender document	Response
1	2.2.2 General Scope of Work	It should provide centralized management console for DC and DR WAF appliances. Which will cover analytics dashboards, performance statistics and reporting functionalities.	No change as per RFP only for this clause. Additional clarifications as under- 1. High Availability is not required for Management Console. 2. Yes, Management appliance is expected to be deployed at DC and DR site.
2	3.4.8.2 Below are the deliverables for WAF.	(ii) Training The Bidder needs to provide advance certification training to selected Bank officials on WAF. The Bidder should provide additional minimum three sets of training for Bank officials during the period of the contract for WAF.	No change as per RFP only for this clause. Additional clarifications as under- "Bidder should provide onsite training or virtual training with Lab facility to approximate 10 employees in a single batch."
3	General Scope of Work (Reference page -18)	Bidder's expert team will be onsite till complete installation, implementation and project signoff.	No change as per RFP only for this clause. Additional clarifications as under- Currently 33 applications need to be integrated for bidder sign-off. Additional applications, if any need to be integrated in future at no additional cost.
4	Annexure 12 - Technical Requirement – WAF / Point 1.07 (Mandatory Technical Requirement)	Device should have two integrated redundant hot swappable power supply from day one and provision to additional 2 hot swappable power supplies & fans in future. Management and control plane should be redundant & hot swappable for an appliance.	The changed clause is as under - "Device should have two integrated redundant hot swappable power supply from day one. Management and control plane should be redundant & hot swappable for an appliance."

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5	Annexure 12 - Technical Requirement – WAF / Point 1.03 (Mandatory Technical Requirement)	The proposed solution (with each appliance in single box) should be high performance multi- tenant hardware with multicore CPU support with Minimum of 24 physical Cores for traffic processing of dataplane of CPU and atleast 128 GB DDR4 / DDR3 RAM. The solution should support scalability to 48 physical CPU cores in future.	The changed technical requirement are as under - "The proposed solution (with each appliance in single box) should be high performance multi- tenant hardware with multicore CPU support with Minimum of 24 physical Cores for traffic processing of CPU and atleast 128 GB DDR4 / DDR3 RAM."
6	Annexure 12 - Technical Requirement – WAF / Point 1.04 (Mandatory Technical Requirement)	The proposed solution (with each appliance in single box) should have minimum 8 interfaces of 10G SFP+ populated from day one in both active and standby devices at both DC and DR Site.	The clause has been modified as under- "The proposed solution should have minimum 8 interfaces of 10G SFP+ populated from day one in both active and standby devices at both DC and DR Site"
7	Annexure 12 - Technical Requirement – WAF / Point 1.06 (Mandatory Technical Requirement)	The Solution (with each appliance in single box) should support real world ECC: 30 K TPS (ECDSA P-256) / RSA: 45 K TPS (2K keys).	The clause has been modified as under- "The Solution should support real world ECC: 30 K TPS (ECDSA P-256) / RSA: 45 K TPS (2K keys)."
8	Annexure 12 - Technical Requirement – WAF / Point 6.01	The solution must support external authentication including LDAP, TACACS+, RADIUS	The clause has been modified as under - "The solution must support external authentication including LDAP, PIM, RADIUS"

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9	Annexure 12 - Technical Requirement – WAF / Point 1.01 (Mandatory Technical Requirement)	The WAF solution should have been in the Gartner's Leaders or challengers Magic Quadrant for "Web Application Firewall" in latest report. The proposed solution should be a Purpose built hardware to be deployed in Datacenter.	<p>The modified clause is as under –</p> <p><u>The WAF solution should have been in the Gartner's Leaders or challengers Magic Quadrant for "Web Application and API Protection" in latest report or should have been a made in India product as per Govt. of India Ministry of Electronics and Information technology notification No. 1(10)/2017-CLES dated 6th Dec 2019.</u></p> <p>The proposed solution should be a Purpose built. Hardware to be deployed in Datacentres.</p>
10	Annexure 13 - Service Levels	<p>UP Time of WAF or any component there of (hardware, software, appliances, etc. supplied by selected Bidder). Impact on Production, demanding immediate attention. Leading to the complete disruption of the objective performed by the said solution.</p> <p>99.995% and above - NA 99.99% to 97.92% - Penalty 1% 97.91% to 95.83% - Penalty 5% Less than 95.82% - Penalty 10%</p>	<p>No change as per RFP only.</p> <p>Additional clarifications are as under - Penalty would be calculated on quarterly basis.</p>
11	New Addition	New Addition	<p>Clarifications –</p> <p>The complete range of Packet size should be supported. (Minimum 21 bytes, Maximum - 65535 bytes).</p>

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12	New Addition	New Addition	<p>Following clause is added in scope of work and mandatory technical specification requirement -</p> <p>“The solution should either be chassis based or cluster based solution.</p> <p>In case of chassis based solution, each blade should be of same make, model and capacity. In case of cluster based solution, each cluster component should be of same make, model and capacity.</p> <p>Bidder should provide the complete solution including load balancer to make the solution complete with respect to the technical specification requirements.”</p>
13	New Addition	New Addition	<p>Following clause is added in scope of work and mandatory technical specification requirement-</p> <p>The solution should be supplied with all the features available with the product without any capping on performance and resources at no additional cost.</p>
14	Modification in Bid submission date	Modification in Bid submission date	<p>Modified last date for bid submission for opening as under -</p> <p>a) Last Date & Time of Submission of Bids - 3:00 PM on 29-06-2022</p> <p>b) Date & Time of opening of Part-I (Technical & Eligibility Bid) - 04:00 PM on 29-06-2022</p>
15	Annexure 16 – Commercial Bid Format	ATS and AMC (Annual Technical Support and Annual Maintenance)	Please refer the revised commercial bid format.
16	Annexure 16 – Commercial Bid Format	Managed Services Cost (3 L2 resources)	Please refer the revised commercial bid format.

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17	Annexure 16 – Commercial Bid Format	WAF additional Cost for Scalability. WAF license cost for additional 1 Gbps throughput	Please refer the revised commercial bid format. Additional clarifications are as under -Additional cost should include all these requirements to support additional throughput of 1 Gbps.
18	c) Implementation Cost (OTC) (reference page -40)	70% of the implementation cost after successful integration of all web applications and Policy creation and payable against implementation signoff in the form of Implementation Report signed by both Banks identified Project Manager & vendor representative.	No change as per RFP only for this clause. Additional clarifications as under- Currently 33 applications need to be integrated for bidder sign-off. Additional applications, if any need to be integrated in future at no additional cost.
19	Annexure 19 – Onsite Resource Requirement	Shift: Two L2 level resources are required for performing in three shifts i.e. one resource in each shift for 8 Hours a day, timings will be: • 07:00 AM to 03:00 PM • 03:00 PM to 11:00 PM • 11:00PM to 7:00 AM	Annexure 19 is removed. Please refer the revised commercial bid format for submitting the bids.

Addendum to the following Annexure

Annexure 16 – Commercial Bid (Revised)

All other Terms & Conditions are same as per our RFP Reference No BCC: CISO: RFP: 114: 20 Date: 24th May 2022 (Request for Proposal for Supply Implementation & Maintenance of Web Application Firewall)

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Annexure – 16 Commercial Bid Format (Revised)

Solution /Service	Items	OTC (One Time Cost)	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	TOTAL
			AMT	AMT	AMT	AMT	AMT	AMT
WAF with capacity of 7 Gbps throughput at both DC and DR site (deployable in active-active or active-standby)	Hardware cost	X	NA	NA	NA	NA	NA	
	Software Licenses cost #	X	NA	NA	NA	NA	NA	
	WAF license cost	X	X	X	X	X	X	
	Implementation cost	X	NA	NA	NA	NA	NA	
	Total (A)							
WAF additional Cost for Scalability	Additional solution cost for 1 GBPS throughput beyond 7Gbps (If additional license are purchased by Bank)	X	NA	NA	NA	NA	NA	
	WAF license cost for additional 1 Gbps throughput	NA	X	X	X	X	X	
	Total (B)							
ATS/AMC	ATS and AMC (Annual Technical Support and Annual Maintenance)	NA	X	X	X	X	X	
	Total (C)							
Grand Total (A+B+C) – TCO Value								

NA – Means not applicable.

Order to successful bidder shall be placed on actual number of requirement of the Bank on pro-rata basis, as applicable. This is only an optional component and Bank may exercise this option as per requirement.

Software Licenses shall include WAF solution along with underlying Operating System,



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interfaces, supporting software & Infrastructure which will be provided by the Bidder to the Bank.

Techno-Commercial evaluation shall be carried out based on the **Grand Total (Total A + Total B + Total C)** as mentioned in the commercial bid format.

Note:

1. For each of the above items provided the Bidder is required to provide the cost for every line item where the Bidder has considered the cost in BOM.
2. The Bidder needs to clearly indicate if there are any recurring costs included in the above bid and quantify the same. In absence of this, the Bidder would need to provide same without any charge. Bidder should make no changes to quantity.
3. If the cost for any line item is indicated as zero then it will be assumed by the Bank that the said item is provided to the Bank without any cost.
4. All Deliverables / Services to be provided as per requirements specified in RFP.
5. The cost needs to be include for all deliverables, services & requirements as mentioned in RFP.
6. The Bidder has to make sure all the arithmetical calculations are accurate. Bank will not be held responsible for any incorrect calculations however for the purpose of calculation Bank will take the corrected figures / cost
7. All prices to be in Indian Rupee (INR) only.
8. The prices quoted by the bidder shall be all inclusive, that is, inclusive of all taxes, duties, levies etc. except Goods & Service Tax. The Goods & Services tax would be paid by the Bank at actuals.
9. Details of the Bill of material to be provided for HW, appliance, software and additional component if any proposed for the solution along with commercial bid.
10. Implementation Cost should include Implementation, Installation, configuration of WAF and other activities as defined in the scope of the RFP. The cost should also include training and other needs as detailed in the RFP.
11. Bank can release the future orders on pro-rata basis which is quoted in the commercial sheet.
12. Successful bidder need to provide 24*7 onsite engineer L2 resource with atleast 5 years of experience in WAF implementation and support for supporting during the implementation at no additional cost. Engineer for onsite support needs to be provided till project implementation is successfully completed by the successful bidder.

Authorized Signatory

Name:

Designation:

Bidder's Corporate Name