

Pre-bid Queries

Request for proposal (RFP) for Selection of Agency for Supply, Installation, Commissioning and Operations & Management of Wi-Fi Network at Villages, across Gujarat

(Tender No. GIL/DST/Village-WiFi/2016 dated: 29/12/2016)

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
1	Page No. 39/Clause No. 6.31	<p>1 For Schedule-I of Price Bid Successful Delivery and Inspection (as per the delivery schedule) 50% of the sum total of schedule I of Price bid Successful Installation of equipment 20% of the sum total of schedule I of Price bid Successful Commissioning and FAT 20% of the sum total of schedule I of Price bid Balance 10% Payments 10% to be divided and paid as 20 equated quarterly installments along with O&M Payment</p> <p>2 For Schedule-II of Price Bid Operational & Maintenance support during the contract period of 5 years 20 equal Quarterly Installments after the end of each quarter</p>	<p>Recommended Payment Terms as under</p> <p>1 For Schedule-I of Price Bid Successful Delivery and Inspection (as per the delivery schedule) 60% of the sum total of schedule I of Price bid Successful Installation of equipment 30% of the sum total of schedule I of Price bid Successful Commissioning and FAT 10% of the sum total of schedule I of Price bid</p> <p>2 For Schedule-II of Price Bid Operational & Maintenance support during the contract period of 5 years 60 equal monthly Installments after the end of each month</p>	Please see revised RFP
2	Page No. 40/Clause No.6.31.1.1	The selected agency's request(s) for payment shall be made to GISL/GIL along with the 2 original copies of invoices and necessary documents. The invoice should be in English.	please clarify on necessary documents in details.	As Per RFP Document
3	Page No.40/Clause No. 6.31.1.2	The invoice would be processed for release of payment within 45 days after due verification of the invoice and other supporting documents by GISL/GIL or its designated agency.	The invoice would be processed for release of payment within three week after due verification of the invoice and other supporting documents by GISL/GIL or its designated agency.	No Change
4	Page No. 40/Clause No. 6.31.1.2	In case the processing of the invoice gets delayed beyond 45 days from the date of acceptance of invoice, the O & M agency would be paid an adhoc amount of 50% of invoice value and the remaining amount would be released after getting clarifications, due verification and imposition of penalty, if any.	In case the processing of the invoice gets delayed beyond three week from the date of acceptance of invoice, the O & M agency would be paid an adhoc amount of 80% of invoice value and the remaining amount would be released after getting clarifications, due verification and imposition of penalty, if any.	Please see revised RFP
5	Page No. 41/Clause No. 6.34.1	Successful Bidder shall be paid Quarterly Payment (QP) as per the services provided to GISL/GIL. The overall penalty would be generally capped at 20% of QP amount and will be recovered against the quarterly payment invoice submitted by the selected agency. If the cap of overall penalty is reached in two consecutive quarters, the penalty cap for the third quarter onwards, for each quarter will increase by 5% over the penalty cap for the preceding quarter till it reaches 35% of the QP. In addition to the applicable penalty and the provisions pertaining to closure/termination of contract, the GISL/GIL shall be within its rights to undertake termination of contract if or anytime the penalty increases by 15 % of	Recommended to consider cap of maximum penalty 5% pf quarterly payment	As Per RFP Document
6	Page No. 42/Clause No. 6.34.2	Delay in Delivery/Supply of Hardware, Delay in Installation/ Implementation Note: Maximum Penalty cap of 20% of contract value (as per Schedule-I of the price bid) for Penalty for Delay.	Recommended to consider cap of maximum penalty 5% of value of delayed part of work	As Per RFP Document

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7	Page No. 42/Clause No. 6.34.4	PENALTIES FOR NOT KEEPING MAN-POWER: If selected bidder does not deploy the required specified quantity & quality manpower as defined in the RFP document or a person deployed is not reporting to the duty at the Data Centre, there would be a penalty of Rs. 1,000/- per person per day and will be deducted from the quarterly payment subject to a cap of 20% of the quarterly payment.	Recommended to consider overall cap of maximum penalty 5% of value of delayed part of work	No Change
8	Page No. 49/Clause No. Price bid -Note	Actual Order quantities may vary depending upon the actual requirements.	Recommended to keep cap of maximum variation of quantity up to +/- 5% of tender quantity	No Change
9	Page No. 49/Clause No. Price bid -Note	The rates quoted would be valid for a period of 1 year from the date of issuance of Lol.	The rates quoted would be valid for a period of 4 month from the date of issuance of Lol.	No Change
10	Page No. 42/Clause No. Service Level	Availability of Access Points	Request you to consider downtime for Access Point due to hardware failure only not related to Link Failure or any other issue related to link	As discussed & clarified during the Pre- Bid meeting that the bidder will not be responsible for non availability due to link failure
11	Page No. 22/Clause No. 4.6	Installation and Commissioning of hardware/software at Site Within the 30 days from the date of delivery (phase wise as mentioned above)	Recommended to consider: Within the 60 days from the date of delivery (phase wise as mentioned above)	No Change
12	Page No. 28/Clause No. 5.11	To be defined by the Bidders: If bidder deems fit that he required any other hardware or software to successfully run and manage the proposed solution. He is free to bring the same however GISL shall not be bound to pay any extra cost for the same.	<p>below is our two observations from the passive networking angle that may give challenges to the connectivity in the live field. This may also increase the operational cost of the project in the long run.</p> <ul style="list-style-type: none"> In cases where the distance between ADSL Modem and Wi-Fi Access Point exceeds 25 Mtrs, there are no standard factory crimped patch cords are available to establish the connectivity. In such cases manual RJ45 connector would be used which is not a reliable solution in unmonitored and tough conditions. Since the installations of Access Points are in the outdoor, the passive connections to these access points are exposed to all kind of weathers, dust , wind etc. This may hamper the network connectivity which would result in longer downtime. <p>These are the practical challenges that may arise in the field and it would not be cost effective as well from the maintenance point of view.</p> <p>Proposed special connectors which would give protection and stable connections which is required for the success of this project. Below are the advantages of these connectors</p> <ul style="list-style-type: none"> IP 20 Rated Housing which would protect the connections from wind, dust and other kind of ingress. Multiple time reusable product that can be terminated without using any external tool. Cable gland would hold the cable tightly to avoid any kind of loose connections even in the long run. 	No Change
13	Page No. 24/Clause No. 2	Each AP should support minimum data rates of 150 Mbps	Changes required: Each AP should support minimum data rates of 1100 Mbps. Reason for changes: Request you to please change the spec as mentioned as AC series AP is working minimum at 1100 Mbps bandwidth.	No Change

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	Page No./Section No./ Clause No.	Tender Description		
14	Page No. 24/Clause No. 13	The Access point shall be IP67 rated for dust and water Ingress protection.	Changes required: The Access point shall be IP66 rated. Reason for changes: Request to please change this to min IP66 rated as IP66 is more than sufficient to protect the device in Indian condition.	Please see revised RFP
15	Page No. 17/Clause No. 4.4- a) Proof of Concept (PoC):	Successful bidder has to successfully demonstrate the proposed solution within the 30 days from the date of LoI (letter of Intent). GISL/GIL is not liable to pay/reimburse any type of cost incurred by the successful bidder pertaining to the PoC.	Request for Modification: Request for an extension of PoC time line to 60 days instead of 30 days. Remarks: As a software product we need to integrate five different products to our software controller. So requesting to extend timeline to 60 days.	Please see revised RFP
16	Page No. 17/Clause No. 4.6 Implementation Timelines	Delivery of Site Infrastructure like Access Points, Switches etc. at central location in Gandhinagar 1st Lot: 3000 Nos. – within 90 days** 2nd Lot: 3000 Nos within 120 days** 3rd Lot: Next 3000 Nos.- within 150 days** Final Lot: Last 3000 Nos.- within 180 days** **from the date of signing of contract agreement	Request for Modification: Request for an extension of overall implementation timeline from 180 days to 270 days. Remarks: As a software product we need design, customise and implement, so requesting to extend the timeline to 270 days.	No Change
17	Page No: 8/ Clause No.2.1 Introduction,	Supply, Installation, Commissioning and Operations & Management of Wi-Fi Network connecting 6000 villages across the state of Gujarat. Once fully deployed, the Project will serve more than 10 lakh concurrent users.	Please clarify, what exact scalability criteria is because we need to plan Server (RAM, Processor and HDD) and other components for day one of the project.	As per RFP
18	Page No: 8/ Clause No 2.2 Project Description	The project requires, setting up of Wi-Fi infrastructure at each Gram Panchayat through Access Point for providing internet at each village, these access point shall be connected to a central software based controller which will manage the traffic, authentication of the users and other centralized management capabilities.	Please clarify, what type of traffic (Authentication traffic or data traffic or both traffic) GIL wants to manage from software based controller and what is expectation of other centralized management capabilities.	Both the traffic; Please see revised RFP
19	Page No: 8/ Clause No 2.2 Project Description	The Gujarat ISP services limited is partnering with BSNL to create Gujarat State Village Area Network (GSVAN) infrastructure which terminate at village panchayat office for these 6000 villages. The current bandwidth provision is for 2 Mbps connectivity at village panchayat, linking from the State Data Centre. The network infrastructure and the engagement with BSNL will initially provide Bandwidth of 2Mbps per village which will be scaled to 5-10Mbps as per requirement.	Please clarify, Who will manage BSNL connectivity? How bidder will get ensured that they will get ISP connectivity UP at the time of deployment and there will NO DELAY of project because of ISP connectivity availability and who will bear cost in case of any delay because of ISP.	Please Refer Point No. 10 of this Document
20	Page No: 13/ Clause No 4.1. Scope of Work	The NOC shall comprise of various Network components like Core Switch, Router, Server, firewall, Controller (open source software based), etc. capable to command and control the Wi-Fi Sites and its user management.	Please clarify, Bidder has to consider UPS Power requirements, Earthling, Air Conditioner, Interior, other civil work, Generator, AC Power, etc. or GIL will provide something.	As Per RFP Document
21	Page No: 13/ Clause No 4.1. Scope of Work	The NOC shall comprise of various Network components like Core Switch, Router, Server, firewall, Controller (open source software based), etc. capable to command and control the Wi-Fi Sites and its user management.	Please clarify, Bidder get indoor environment for networking components, UPS, etc. at village level ?	As Per RFP Document
22	Page No: 13/ Clause No 4.1. Scope of Work	The proposed solution should be able to initially manage 20,000 access points and 10 lac concurrent users, with the subsequent expansion plan and coverage of the Wi-Fi Hotspot, the system should be able to cater to the increased no. of users.	GIL has also plan for expansion during O&M phase, so it is need to be clarify that required devices, installation charges and its maintenance would be separate from existing RFP or so?. If successful bidder need to take care of it in this RFP, then what will be method to carry it.	Please see revised RFP

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23	Page No: 15/ Clause No 4.1. Scope of Work	18) The Raw electricity shall be provided by the GISL at all the prescribed Site/locations. It will be the agency's responsibility to extend the electrical power at each Site/locations as per the actual requirement.	It means that bidder has to provide UPS and they will get raw power 24x7x365 days. Bidder will not be responsible in case WIFI setup will get down because of RAW POWER. Please confirm.	Please see revised RFP
24	Page No: 15/ Clause No 4.1. Scope of Work	18) The Raw electricity shall be provided by the GISL at all the prescribed Site/locations. It will be the agency's responsibility to extend the electrical power at each Site/locations as per the actual requirement.	We assumed that the electricity charge will be born by GISL. Pls confirm.	Yes
25	Page No: 15/ Clause No 4.1. Scope of Work	20) The number of Site/locations mentioned in this RFP may increase during the duration of the project, therefore the bidder is suggested to keep in reference the scalability of the proposed system.	Please elaborate, What is the expectation of expansion, bidder has to consider.	As Per RFP Document
26	Page No: 17/ Clause No 4.4.Deliverables	During PoC successful bidder is required to deploy at least 100 AP's of five (5) different OEM Make at the villages of Gandhinagar and Mehsana districts. Detailed list of villages will be shared with the successful bidder along with the Lol.	What is expected number of villages, Bidder has to install Aps and what are parameters/features GIL wants to see during POC.	Please see revised RFP
27	Page No: 17/ Clause No 4.4.Deliverables	During PoC successful bidder is required to deploy at least 100 AP's of five (5) different OEM Make at the villages of Gandhinagar and Mehsana districts. Detailed list of villages will be shared with the successful bidder along with the Lol.	We are here request to ask to do POC of the quoted solution instead of different brand as all prospective bidder has mostly checked the solution at their end will Quote.	The PoC is to demonstrate the capability of the solution to work with different make/ Model of the Access points from differenet OEM's as required under the scope of Work
28	Page No: 17/ Clause No 4.4.Deliverables	During PoC successful bidder is required to deploy at least 100 AP's of five (5) different OEM Make at the villages of Gandhinagar and Mehsana districts. Detailed list of villages will be shared with the successful bidder along with the Lol.	If the bidder need to do POC of the different 5 make of the product, request to share the make of the AP for which successful bidder need to POC, as the software based controller need to have customization and that lead to time as well. So to avoid delay in the POC, we request to provide tentative list of the AP for which POC to be done.	The bidder is free to take on any make as deemed fit for the PoC
29	Page No: 17/ Clause No 4.4.Deliverables	Upon successful demonstration of proposed solution, a final work order will be issued and deliveries of entire solution including central infrastructure can be initiated. However, if successful bidder is not able to successfully demonstrate the proposed solution EMD of Rs. 25,00,000/- submitted along with the bid will be forfeited.	it has been ask that if successful bidder is not able to successfully demonstrate the proposed solution EMD of Rs. 25,00,000/- submitted along with the bid will be forfeited. Where we request to amend the clause and allow more time for modification in the central software based controller which will also allow more bidder participations.	As Per RFP Document
30	Page No: 21/ Clause No. 4.6. Implementation Timelines	Delivery of Central Infrastructures and other line items except Access Points at Gandhinagar, Gujarat (NoC) : - > Within 90 days from the date of signing of Contract Agreement	All major OEM takes min 6-8 weeks for Delivery of the equipments and also considering the scope of work involved in the project, we request to amend and allow delivery of Central Infrastructure from 90 to 120 days.	No Change
31	Page No: 21/ Clause No. 4.6. Implementation Timelines	Delivery of Site Infrastructure like Access Points, Switches etc. at central location in Gandhinagar	All major OEM takes min 6-8 weeks for Delivery of the equipments and also considering the scope of work involved in the project, we request to amend and allow delivery of Site Infrastructure from 90 to 120 days from first lot and revise the same for next lots.	No Change
32	Page no: 24/ Technical Specification:	Technical Specification:	There is not mentioned Passive cabling components in product specification section. Need to be mention those ones to get competitive bidders across the bidders.	No Change

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33	Page No: 15/ Clause No. 4.1. Scope of Work	5) Ideally AP's should be mounted and installed at the Minimum height of 10ft above the ground level. However, in case of feasibility problem AP's should be mounted on a pole of having outer height of Min 5ft over the roof or wall as per site requirement. Further, bidder is responsible for supply, installation, commissioning and maintenance of mounting structure for AP's like Pole along with required clamp, cable (Active & Passive) and accessories at each site/location.	Please clarify, the exact no of qty of 10ft and 5ft pole to considered for the commercial prospective.	Please see revised RFP
34	Page No: 15/ Clause No. 4.1. Scope of Work	1) Bidder is responsible for setting-up and O&M of Wi-Fi facility at village level across the state. Bidder is required to set up two wireless outdoor access point at each village. 1st Access point/master AP will be connected using CAT-6 cable with a router / switch in the village panchayat building.	Please clarify, who will Responsible for identify the location for installation of AP at Site level.	As Per RFP Document
35	Page No: 21/ Clause No. 4.6. Implementation Timelines	Delivery of Site Infrastructure like Access Points, Switches etc. at central location in Gandhinagar	Please clarify, whether successful bidder need to do delivery at single location or at single district level at each locations. If not at single location, request to share the list of locations.	As Per RFP Document
36	Page No: 14/ Clause No. 4.1. Scope of Work	15) The Web & Mobile App based user access Portal (Captive Portal) Solution should have the following functionality:	Please clarify, bidder need to develop mobile application as well or not.	Yes, Bidder is required to develop a Mobile App
37	Page No: 11/ Clause No. 3.1. Eligibility Criteria: Sr.3	Either of the Bidder/Lead Bidder or Consortium Partner (In case of Consortium) must have experience of successfully implemented /implementing project for, Supply, Commissioning and Operations & Maintenance of at least 1 Project of Wi-Fi Solution with Minimum 50 Access Point Per Project using either Cloud based controller or Controller based on Open Source Platform within the last three years as on 31st March 2016	The Condition may be allowed to be met by any of the consortium partner for the project executed in last 7 years.	Please see revised RFP
38	Page No: 11/ Clause No. 3.1. Eligibility Criteria: Sr.6	The bidder/Lead bidder should have technical manpower on its rolls as on 31st July, 2016. (Minimum 25 certified Network Engineers).	This criteria may be allowed to be met as consortium	Please see revised RFP
39	Page No: 20/ Clause No. 4.5. Operations and Maintenance: (D) Manpower	The minimum requirement of manpower, their qualification	We understand that the manpower requirement can be met as a consortium. Pl. Confirm.	As Per RFP Document
40	Page no. 8/Clause No. 2.2 Project Description	VPN over Broadband (VPNxBB),	As VPNxBB will be provided by BSNL , our understanding about solution is that BSNL will also provide routers at centralized control room to terminate all VPN connections. Please specify.	As Per RFP Document
41	Page no. 9 /Clause No. 2.3 Proposed Architecture	Figure-1	Our understanding is that Ingress routers are stated as WAN routers in price bid. However the NKN / Egress routers are not in the scope of bidder. Please clarify	Yes
42	Page No 13/Clause No 4.1. Scope of Work	3) The NOC shall comprise of various Network components like Core Switch, Router, Server, firewall, Controller (open source software based), etc.	In "Technical specifications" and "Price bid" core switch is not mentioned , Do we need to supply core switch or not used ? Please specify .	As Per RFP Document
43	Page No 16/Clause No. 4.2. Stakeholders & Activities: 1. Successful Bidder/Selected agency	At SITE Locations: Supply, Installation & Commissioning of Outdoor Access Points, 6U Network Rack, ADSL Routers, Last Mile LAN, Clamp, Pole, Power Connectivity, etc.	This clause states that ADSL router will be in scope of bidder however , in Diagram "Figure-1 " page no . 9 shown ADSL router by BSNL. Please Clarify.	Provisioning of ADSL Router will not be under the Scope of the bidder
44	Page No 17/Clause No. 4.4.Deliverables:	However, O&M of Firewall and WAN Router is not in the scope of this RFP.	Our understanding about this clause is that bidder has to supply install and commission the Firewall and WAN Routers and handed over to DCO and further SLA will be applicable to DCO . Please clarify.	Please see revised RFP

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45	Page No 24/Clause No. 5.1 Outdoor Access Point	It should be compatible and be able to integrate with the Open Source WLAN Controller (software Based)	Since base is open source but access point will require customised firmware to achieve the full functionality of the access point and also to add the security . Please allow to use customised firmware.	No Change
46	Page No 24/Clause No. 5.1 Outdoor Access Point	Should be IPV6 ready	Please specify the IPV6 feature required day 1 or access point should support IPV6.	As Per RFP Document
47	Page No 25/Clause No. 5.2 "Open Source" Software based Wireless Controller	profiling of devices based on protocols like HTTP, DHCP and more to identify the end devices on the network	Please name the protocols required in addition to HTTP and DHC, as "more" seems open statement.	As Per RFP Document
48	Page No 25/Clause No. 5.2 "Open Source" Software based Wireless Controller:	Should support Open Source Monitoring platforms	Open Source monitoring platforms also required customization and sometime it is limited to some extend . Hence request you to specify if any specific platform support/integration is required.	As Per RFP Document
49	Page No 41/Clause No. 6.34.1 Service Level & Penalty Clause	In addition to the applicable penalty and the provisions pertaining to closure/termination of contract, the GISL/GIL shall be within its rights to undertake termination of contract if or anytime the penalty increases by 15 % of QP	Pls clarify whether this mention of 15% of QP is over & above the overall penalty cap of 20% of QP?	Please see revised RFP
50	Page No 42/Clause No.6.34.4 Penalty for not keeping manpower	Note: <ul style="list-style-type: none"> Selected agency has to provide attendance Report of all manpower deployed every month, penalty of INR 5,000/- per month shall be levied for delay in submission of attendance report. If the above incidence occurs two times in one year, GISL reserve the right to terminate the contract and no payment would be done for the services rendered in that particular quarter. 	There is a penalty on dealyed submission of attendance report which will lead to non-payment of total quarterly paments on account of 2 such incidences in a year. This is too harsh for just not submitting a attendance report on time, we request you for removal of such harsher penalty and suggest to increase the penalty amount to double in case such incidents happen twice a year. Also time period in which the report has to be submitted should be mentione din number of days	Please see revised RFP
51	Page No 42/Clause No. 6.34.2 Penalty for Delay	Note: Maximum Penalty cap of 20% of contract value (as per Schedule-I of the price bid) for Penalty for Delay.	Pls clarify the maximum penaty cap for late delivery as current chart of the said clause limit the penalty to 12% and note mentioned in the footer of this chart says 20%. Industry practice is to accept LD cap of 10% of contract value.	Please see revised RFP
52	Page No. 34/56 /Clause No. Performance bank guarantee activation points		We suggest to add the following in PBG format: PBG can be encashed by GIL/GISL only if there is any material breach not rectified in reasonable period (cure period) of time as per terms of the agreement	No Change
53	Page No. 34/56 /Clause No. Performance bank guarantee activation points		We suggest to ask for 2 BGs instead of 1 BG of 10% of TCV: 1. 1st BG of 5% of CAPEX (Schedule I) for 1 year 2. 2nd BG of 10% of OPEX (Schedule II) for 5 years	No Change
54	Page No. 26/Clause No. 5.4 Wan Router at SDC	Router should support Redundant Power Supply and should also support On line insertion and removal of the same from day one.	Router should support Redundant Power Supply and should also support On line insertion and removal of the same from day one. Router should have support for redundant control plane & data plane. These WAN routers would be used to connect the aggregated bandwidth coming out of all these 20,000 AP's (& many more in future). Having redundant control plane & data plane is highly recommended for these routers to provide maximum amount of in-chassis redundancy.	No Change

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55	Page No. 26/Clause No. 5.4 Wan Router at SDC	The Router should be supplied with Indian Standard 15A power cables.	The Router should be supplied with Indian Standard power cables. We request you to kindly allow Indian Standard power cable without mentioning 15A standard as different OEM may need more then 15A or less 15A rating for the WAN routers.	Please see revised RFP
56	Page No. 27/Clause No. 5.7 L2 Switch: 8 Port	Addition Requested	Switch should have support for Ipv6 RA Guard, DHCPv6 guard, neighbor binding functionality. IPv6 First Hop Security extends the advanced threat protection to IPv6. This comprehensive security suite includes ND inspection, RA guard, DHCPv6 guard, and neighbor binding integrity check, providing unparalleled protection against a vast range of address spoofing and man-in-the-middle attacks on IPv6 networks.	No Change
57	Page No. 25/Clause No. 5.3 Firewall	Firewall should support at least 1,000,000 new connections per second with application visibility turned on	Please change the clause to "Firewall should support at least 800,000 new connections per second with application visibility turned on". Considering 50 Million concurrent connections and with 800,000 new connections per second I would be 63 seconds (little over than minute) to bring all the connection back which is pretty fast. Hence we are requesting the change	Please see revised RFP
58	Page No.26/Clause No.5.3 Firewall	It must support multiple logical/virtual firewalls on the same hardware platform.	Please remove this clause. Since firewall allow multiple rules which could be configured for different location, hence we request to remove the clause	Please see revised RFP
59	Page No. 26/Clause No. 5.3 Firewall	The device should be manageable using standard protocols like HTTP, SSL, telnet, SSH, SNMP etc.	Please change this clause to "The device should be manageable using standard protocols like HTTP, SSL/telnet, SSH, SNMP etc." Telnet is not the secure way of communicating hence we requesting to remove the telnet	Please see revised RFP
60	Page No. 11/Clause No. 3.1 Eligibility Criteria:	Eligibility Criteria - Point 3 -Either of the Bidder/Lead Bidder or Consortium Partner (In case of Consortium) must have experience of successfully implemented /implementing project for, Supply, Commissioning and Operations & Maintenance of at least 1 Project of Wi-Fi Solution with Minimum 50 Access Point Per Project using either Cloud based controller or Controller based on Open Source Platform within the last three years as on 31st March 2016	Request to modify the clause as Either of the Bidder/Lead Bidder or Consortium Partner (In case of Consortium) must have experience of successfully implemented /implementing project for, Supply, Commissioning and Operations & Maintenance of at least 1 Project of Wi-Fi Solution with Minimum 50 Access Point Per Project using either Cloud based controller or Controller based on Open Source Platform or On Premises Controller based Solution from any Leading OEM within the last three years as on 31st March 2016	Please see revised RFP
61	Page No. 42/Clause No. 6.34.2 PENALTY FOR DELAY:	Penalty for Delay	The maximum penalty imposed on any delay in Delivery / Supply /Implementation is very high. Request to capp the maximum penalty to 10% of Contract value of the delayed item.	No Change
62	Page No. 11/ Clause No.3.1 Eligibility Criteria: Sr.1	The Bidder and in case of a consortium, all the partners should be a company registered in India under companies Act 1956, registered with the Service Tax Authorities and operating for the last Three years in IT/ITeS Services as of 31-Mar-16. The Bidder and in case of consortium, the Lead Bidder should be into the business of WAN, LAN/WLAN System Integration, Software Development and Network Services business for Three years as on 31-Mar-16	Request to add IT/Ites/ICT services as of 31/3/2016 as the projects pertains to IT and telecom infrastructre.	No Change

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63	Page No. 11/ Clause No.3.1 Eligibility Criteria: Sr.3	Either of the Bidder/Lead Bidder or Consortium Partner (In case of Consortium) must have experience of successfully implemented /implementing project for, Supply, Commissioning and Operations & Maintenance of at least 1 Project of Wi-Fi Solution with Minimum 50 Access Point Per Project using either Cloud based controller or Controller based on Open Source Platform within the last three years as on 31st March 2016	Request to add in project for supply,commissioning and Opertation & Maintenance of at least 1 project of WI-FI Solution with minimum 50 Access point per project using either cloud base controller or open source cloud based controller or WLAN Controller, this help to make bid more competitive and incrase the pariticipant bidders	Please see revised RFP
64	Page No. 24/Clause No 5.2 "Open Source" Software based Wireless Controller: (No Licence Fee)/Sr. 1	Open Source software based Wireless controller (WLC) should support unlimited number of Access Point/Users without any additional Licensing cost.	(i) Use of OPEN Software based Wireless Controller will limit the participation of number of bidder as there are very few OEMs involved in the manufacturing of Software based Wireless Controller. (ii) To manage a large number of APs (12000 presently likely to scale to 50000 in future) through a sigle controller result be a single point of failure. Hence, we request GIL to allow appliance based controller with scalable licneses to allow more established OEMs.	No Change
65	Page No. 15/ Clause No. 4.1 Scope of Work/Point No. 18	The Raw electricity shall be provided by the GISL at all the prescribed Site/locations. It will be the agency's responsibility to extend the electrical power at each Site/locations as per the actual requirement.	We request GIL to specify power backup (In Hours) requirement to calculate power backup system,please specify the quanity and capacity of the UPS	As Per RFP Document
66	Page No. 16/ Clause No. 4.2 Stakeholders & Activities:/Sr. No.1	At SITE Locations: Supply, Installation & Commissioning of Outdoor Access Points, 6U Network Rack, ADSL Routers, Last Mile LAN, Clamp, Pole, Power Connectivity, etc.	We understand ADSL router will be provided by BSNL as per RFP Page no. 16 point no 2 Clause No. 4.2. Please confirm	PI refer SL No. 43
67	Page No. 17/ Clause No. 4.4 Deliverables:/(a)	During PoC successful bidder is required to deploy at least 100 AP's of five (5) different OEM Make at the villages of Gandhinagar and Mehsana districts. Detailed list of villages will be shared with the successful bidder along with the Lol.	As per RFP, two outdoor Access points will be installed at each GP, so for POC we need to install 100 Access Points in at least 50 GPs which is higher for POC purpose, we request GIL to reduce the qty for POC to 40 AP's of 2 (two) to 3(three) different OEM make.	Please see revised RFP
68	Page No. 11/ Clause No.3.1 Eligibility Criteria: Sr.3	Either of the Bidder/Lead Bidder or Consortium Partner (In case of Consortium) must have experience of successfully implemented /implementing project for, Supply, Commissioning and Operations & Maintenance of at least 1 Project of Wi-Fi Solution with Minimum 50 Access Point Per Project using either Cloud based controller or Controller based on Open Source Platform within the last three years as on 31st March 2016	We request GIL to remove the implementation experience of Cloud based or Controller based wireless controlller as in many large implementations, wireless controller is not required and controlling AP's can simply be acheived using EMS server or direct access to AP thru AP's IP address.	Please see revised RFP
69	Page No. 8/ Clause No.2.2. Project Description	Initially bandwidth will be provided using VPN over Broadband (VPNoBB), which will be eventually migrated to the optical fiber backbone within a period one year for GSVAN.	There is no clarity on the VPN over BB outage affecting SLA. Pls. clarify	Please refer Sr. No. 19 of this document
70	Page No. 8/ Clause No.2.3. Proposed Architecture:	As mentioned above all the 6000 links will be connected to the State Data Center. The centralized NoC (Network Operations Center) shall be located at Gandhinagar, Gujarat for managing and monitoring of the entire Wi-Fi Infrastructure under this project.	It is not feasible to isolate all 6000 connections @ central location on Layer 2 (VLAN limitation of 4096) and there is no clarity on the end to end connectivity of the same, it is required for the overall LAN and WAN design of the project.	As Per RFP Document

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
71	Page No. 11/ Clause No.3.1 Eligibility Criteria: Sr. 2. Sales Turnover of the Bidder	Annual Sales Turnover of the bidder/lead bidder, generated from services related to System Integration and Services of Networking and Data products during each of the last three financial years as on 31-Mar-16 should be at least Rs. 10 crores	Does this mean that the bidders/lead bidders are supposed to show a pure service revenue of INR 10 Cr? Pls. clarify.	Please see revised RFP
72	Page No. 13/ Clause 4.1. Scope of Work/ Point No.4	Proposed solution shall be built on open source environment/software. Such software's should be provided with perpetual license allowing GISL/GIL to use, modify etc. without limitation of number of users / devices / access points connected in the GSVAN network. Further, Proposed solution should be installed/set up on appropriate hardware provided by the bidder as a part of his proposed solution.	Requirement of Opensource controller may raise design and maintenance issue, and it will be very difficult to manage heterogeneous AP through single WLC due to rapid development of opensource firmware but at the same time HW vendor sustainability for that specific firmware.	As Per RFP Document
73	Page No. 13/ Clause 4.1. Scope of Work/ Point No.8	Further, Operation and maintenance of the AP's deployed under the expansion phase will be the responsibility of the bidder under this RFP till the expiry of contract period.	Required clarity on the expansion and its pricing / revenue. Pls clarify.	Please see revised RFP
74	Page No. 14/ Clause 4.1. Scope of Work/ Point No.10	The controller should be capable to connect, recognize, control and manage Access Points of any make and model built on open standard/firmware. The Software based controller will be installed on appropriate hardware to be provided as a part of the central infrastructure. The hardware should be scalable for higher performance.	Same as Point 4.1.4 + Manageability of different version of opensource firmware would be hectic and hence lead to limited choice of AP's which satisfy the actual requirement stated in specs of AP.	No Change
75	Page No. 17/ Clause 4.4. Deliverables:(a) Proof of Concept (PoC)	Successful bidder has to successfully demonstrate the proposed solution with in the 30days from the date of Lol (letter of Intent). GISL/GIL is not liable to pay/reimburse any type of cost incurred by the successful bidder pertaining to the PoC.	Request for an extension of PoC time line to 60 days instead of 30 days. As a software product we need to integrate five different products to our software controller. So requesting to extend timeline to 60 days.	Please see revised RFP
76	Page No. 17/ Clause 4.4. Deliverables:(a) Proof of Concept (PoC)	Upon successful demonstration of proposed solution, a final work order will be issued and deliveries of entire solution including central infrastructure can be initiated. However, if successful bidder is not able to successfully demonstrate the proposed solution EMD of Rs. 25,00,000/- submitted along with the bid will be forfeited	Request to relax this criteria. A causal vendor will not furnish INR 25L worth of EMD.	No Change
77	Page No. 18/ Clause 4.4. Deliverables:(b) Supply of Hardware and Software:	Bidder should ensure that any open WRT/DD WRT/TR-069/WISP compliant access points should be able to operate in "plug in play" mode in to the solution where Central architecture should allow such to happen.	There might be some manual intervention for some opensource AP and it may not allow "plug n play", need clarity on the same if it is allowed and the way for such operation.	No Change
78	Page No. 21/ Clause 4.6. Implementation timelines:/Sr. No. 4	Delivery of Site Infrastructure like Access Points, Switches etc. at central location in Gandhinagar: 1st Lot: 3000 Nos. – within 90 days** 2nd Lot: 3000 Nos within 120 days** 3rd Lot: Next 3000 Nos.- within 150 days** Final Lot: Last 3000 Nos.- within 180 days** **from the date of signing of contract agreement	Request for an extension of overall implementation timeline from 180 days to 270 days. As a software product we need design, customise and implement, so requesting to extend the timeline to 270days.	No Change

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
79	Page No. 25/ Clause 5.3 Firewall:/Sr.2	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, etc. from day one with required Licenses valid for perpetual and 24*7 support for 5 years.	License required is perpetual or for 5 Years 24x7 support. Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, etc. from day one with 24*7 support for 5 years.	Licenses should be Prepetual along with the 24*7 support for 5Years
80	Page No. 25/ Clause 5.3 Firewall:/Sr.5	Should support at least 50 million concurrent sessions with application visibility turned on	Only specific OEM shows Concurrent session number enabling Application visibility . Request you to change this term so other wellknown OEM can comply. Should support at least 50 million concurrent sessions.	Please see revised RFP
81	Page No. 25/ Clause 5.3 Firewall:/Sr.5	Should support at least 50 million concurrent sessions with application visibility turned on	Generally 10% New session per seconds considered concurrence to Concurrent sessions. Request you change value to 100Mil or decrease New session per second to 5,00,000 Should support at least 100 million concurrent sessions	Please see revised RFP
82	Page No. 25/ Clause 5.3 Firewall:/Sr.6	Firewall should support at least 1,000,000 new connections per second with application visibility turned on	Only specific OEM shows new sessions per second number enabling Application Visibility . Request you to change this term so other wellknown OEM can comply. Firewall should support at least 1,000,000 new connections per second	Please see revised RFP
83	Page No. 25/ Clause 5.3 Firewall:/Sr.6	Firewall should support at least 1,000,000 new connections per second with application visibility turned on	Generally 10% New session per seconds considered concurrence to Concurrent sessions. Request you change value to 100Mil or decrease New session per second to 5,00,000 Firewall should support at least 1,000,000 new connections per second	Please see revised RFP
84	Page No. 28/ Note 1	Proposed Firewall can be of any make & Model other than the existing firewall installed at Gujarat State Data Center i.e. Fortinet (to create a two-tier security architecture from two different OEM's) of overall state level Infrastructures and should comply with all the required technical specifications of this RFP.	Asked device is with IPS, URL, App-control etc. in short Layer-7 device. Fortinte installed at SDC in just plain firewall with stateful inspection device at L4. As per industry practice, dual layer is considered for Signature based (IPS, App-control) devices so that any L7 attack enters network, it has 2 different Signature DB to get scan & monitor different 2 layers. For more detail plz. refer attach doc for Dual layer architecture. Even as per Gartner same Make Firewall is suggested https://www.gartner.com/doc/3215918/brand-firewall-best-practice-enterprises . White paper for the same is also attached. Request you to remove this clause as technical asked is UTM/Security signature device & not Firewall at L4 for statefull inspection so that UTM leader product can take part here.	As Per RFP Document
85	Additional Query/Suggestion	Additional Point suggested	It is recommended to add Anti-Virus & Anti-Spam solution for mail flow scanning at Gateway level Proposed solution should support Anti-Virus & Anti-Spaming solution	As Per RFP Document
86	Additional Query/Suggestion	Additional Point suggested	To protect sensitive information, it is recommended to consider gateway level DLP in UTM Proposed solution should support gateway layer DLP	As Per RFP Document
87	Additional Query/Suggestion	Additional Point suggested	Gartner was considered to set a common benchmark for all firewall vendor to comply. Here UTM is asked, request you to consider Gartner Leader/Challenger for UTM here. Proposed Firewall must be in a Leader quadrant of Gartner UTM report for last 3 years	No Change

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
88	Additional Query/Suggestion	Additional Point suggested	Security features like AV, IPS, Anti-Spam must be validate by third party certificate like ICSA or equivalent Security features like AV, IPS, Anti-Spam must be validate by third party certificate like ICSA or equivalent	As Per RFP Document
89	Page No. 17/ Clause 4.4.Deliverables/a) Proof of Concept (PoC):	During PoC successful bidder is required to deploy at least 100 AP's of five (5) different OEM Make at the villages of Gandhinagar and Mehsana districts. Detailed list of villages will be shared with the successful bidder along with the Lol. • Upon successful demonstration of proposed solution, a final work order will be issued and deliveries of entire solution including central infrastructure can be initiated. However, if successful bidder is not able to successfully demonstrate the proposed solution EMD of Rs. 25,00,000/- submitted along with the bid will be forfeited.	1. What is the scope of the POC? Does it mean the end-to-end system (RADIUS/Controller/SMS Gateway/Internet Backhaul Integration) is to be demonstrated? 2. Why 5 Different OEM? Which one will be selected finally? It is preferable to have homogenous network to ensure ease of maintainability. 3. If requirement of 5 OEM is inescapable, why doesn't GIL select 5 bidders and allot 1200 Villages to each 4. Why should the risk of success of 5 different OEM lie with the bidder?	As Per RFP Document
90	Page No. 17/ Clause 4.4.Deliverables/b) Supply of Hardware and Software:	All Open Source software along with the Source Code and derivatives will be the property of GISL with future development and modification rights allowing GISL/GIL to use the same for continuity of the project after completion of contract duration. However, GISL/GIL will not use the source code for commercial purpose.	1. If the Software is under GPL, how can GISL/GIL claim rights on it and how will bidder be able to assign such rights because the GPL does not allow for this. Further any modification done by GISL/GIL must be released back as GPL in the open source domain.	As Per RFP Document
91	Page No. 18/ Clause 4.4.Deliverables/c) Standards and policies	Wireless access points shall be configured with relevant cryptographic keys to ensure that only authorized and authenticated users can use the wireless service.	1. In case of Public Hotspot, AP are in Open/Unencrypted mode. So what is the relevance of cryptographic keys here.	As Per RFP Document
92	Page No. 19/ Clause 4.5. Operations and Maintenance:/b)	b) It shall be the responsibility of the selected agency to ensure that all open source software/firmware etc. should be updated for patches/release etc. periodically, not later than once in a month. Towards the completion of the O & M phase, the infrastructure should be updated with all the versions released in previous 5 years.	1. What if there are no updates every month? Some stable/enterprise releases of OpenSource software are not updated for years.	In case of no updates, this shall not be applicable
93	Additional Query/Suggestion		a) What is the SLA for bandwidth termination by BSNL at each Village? What if bidder has completed installation and bandwidth is not yet available? How long will bidder be required to wait for commissioning and will this count against his delivery SLA? b) Who will coordinate for permission to install equipment at each Village? What is the SLA for this.	Please refer Sr. No. 19 of this document

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
94	Page No: 13/ Clause No 4.1. Scope of Work	3). The NOC shall comprise of various Network components like Core Switch, Router, Server, firewall, Controller (open source software based), etc. capable to command and control the Wi-Fi Sites and its user management.	Clause asked for the Open Source Software as it will be having GNU Licensing and based on the Open Souce Policy. All the development required to be submitted to open souce community so request to have clarity about Open Souce Software for the Supply. We understand it can be download from the Internet and can be used, but commerical usage of the Software required further clarity. Our recommendation instaed of OPen Souce if it can be open standard software with the Wi-Fi Alliance and WBA Alliacne Hotspot 2.0 and Wave 2 Certificated Software.	No change
95	Page No: 13/ Clause No 4.1. Scope of Work	5) Ideally AP's should be mounted and installed at the Minimum height of 10ft above the ground level. However, in case of feasibility problem AP's should be mounted on a pole of having outer height of Min 5ft over the roof or wall as per site requirement. Further, bidder is responsible for supply, installation, commissioning and maintenance of mounting structure for AP's like Pole along with required clamp, cable (Active & Passive) and accessories at each site/location.	We would reocmmend idetally it should be supported up to 5 to 6 Meters for better coverage.	Please see revised RFP
96	Page No: 13/ Clause No 4.1. Scope of Work	6) The proposed solution should be able to initially manage 20,000 access points and 10 lac concurrent users, with the subsequent expansion plan and coverage of the Wi-Fi Hotspot, the system should be able to cater to the increased no. of users.	Here 10 Lacs Concurrent users asked. Please clarify minimum Number of concurrent Users support at Acces points. As per AP Currently 50 Users has been asked. So we would recommend to have 600K Concurrent Users.	As Per RFP Document
97	Page No: 13/ Clause No 4.1. Scope of Work	9) The controller should be Open Source/ Standard compliant. It should be given as a software package, without license/ time limitation of its usage. License here refers to all applicable license like for discovery, monitoring etc. with respect to "no. of Access Points connected or the number of users of the network or both".	We would recommend open standard WBA and Wi-Fi Alliance Hotspot 2.0 and Wave 2 Certification. Also it recommed to Enterprise License for GoG instead of without Licnese word as each software and hardware can scale based on the required sizing.	No Change
98	Page No: 24/ Clause No 5.1 Outdoor Access Point	Outdoor Access Point	It is recommend to have mention 4x4 MIMO with Wave 2 in Opne Standard Hardware and Software Deployment. The Security requirement of AP is missing because this network would be doing Finacial Transcations which is current need of time. So this should be properly mention as a part of specifrication. Seamless Coverange and Roaming point is not covered in th specification for the Acesspoint and Wireless Controller.	No Change
99	Page No: 24/ Clause No 5.2 "Open Source" Software based Wireless Controller: (No Licence Fee)	"Open Source" Software based Wireless Controller: (No Licence Fee)	It is recommended to have Standard Based Enterprise License instead of Open Souce License.	No Change
100	Page No: 25/ Clause No 5.3 Firewall:	Firewall:	IPS Throuput should be mention clearly. WAG and IP Address requirement is not clearly mention. Is CGNAT fucnacionality required should be clearly mention.	As per RFP
101	Page No: 26/ Clause No 5.4 Wan Router at SDC	Wan Router at SDC	WAG and CGNAT Functionality is missing in the Tender. Legal Intercept Requirement is missingin the tender at Router, WAG and CGNAT.	As per RFP

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
102	Page No: 26/ Clause No 5.5 Radius Server: (open source, unlimited licenses)	Radius Server: (open source, unlimited licenses)	It is recommend to have Enterprise License Instead of Opne Source Unlimited Licenses.	No Change
103	Page No: 28/ Clause No 5.11 Any other Equipment	Any other Equipment	UPS is not aksed in the Tender. UPS is required to meet the Penalty Cretiatier or request for the relaxation on that. Does is required Paymnet Gateway Integration. General Clarification about who will have this Enterprise License should be own i.e. GIL or Gujarat ISP required Clarity. This Tender is not mention about the monetization of Network and its services. The Overall tender should enable Gujrat Citizen for not only Internet but future services like IoT and Rurul Digitization. This will support current and future need of rural network and invement can be monetize.	Please see revised RFP
104	Page No: 39/ Clause No 6.31 PAYMENTS TERMS	Payment Terms	For the Supply it would be recommend to have 90% on Supply and 10% as mention in the Tender and it will be awarded to successful PoC Supplier only	Please see revised RFP
105	Page No: 45/ Clause No 6.41 COPYRIGHT AND INTELLECTUAL PROPERTY RIGHTS	Copyright and Intellectual Property Rights	we would recommend to have escrow account for Souce and IPR for Enterprise License. Source code we will not able to submit.	No Change
106	Page No: 24/ Clause No 5.1 Outdoor Access Point	Outdoor Access Point	Each AP should support minimum data rates of 150 Mbps. Clarification Sought: Since the latest technology supports IEEE 802.11ac, the speeds required should be asked accordingly. The RFP also categorically asks for 802.11ac or newer technology, hence the data rates numbers should also be corrected. Hence, we request to modify the clause as: Each AP should support minimum data rates of 600 Mbps @ 2.4 GHz and 1.3 Gbps @ 5 GHz.	No Change
107	Page No: 24/ Clause No 5.1 Outdoor Access Point	Outdoor Access Point	Should support Signal rejection for 3G/LTE/WiMAX in a co-Located environment. Clarification Sought: Enterprise APs work on IEEE 802.11 standard. Whereas, Service provider WiMax/ 3G/LTE work on compltetly different frquencies from 802.11 standards. Therefore detection is not possible. Hence, request you to kindly remove this clause.	As per RFP

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
108	Page No: 24/ Clause No 5.2 "Open Source" Software based Wireless Controller	5.2 "Open Source" Software based Wireless Controller: (No Licence Fee) Minimum Required Specifications	Open Source software based Wireless controller (WLC) should support unlimited number of Access Point/Users without any additional Licensing cost. Clarification Sought: Instead of Open Source Software based WLC; it's more appropriate to ask for Open Standards based WLC to ensure more participation and fulfillment of customer requirement at the same time. Secondly, any Wireless technology today doesn't offer scalability to support unlimited number of access points on same underlying Controller hardware. Scalability can be achieved by making multiple clusters of Controller hardware lying beneath. Hence, request you to amend the clause as: Open Standard based Wireless controller (WLC) should support unlimited number of Access Point/Users (without any additional Licensing cost) by scaling up by adding multiple clusters.	No change
109	Page No: 24/ Clause No 5.2 "Open Source" Software based Wireless Controller	5.2 "Open Source" Software based Wireless Controller: (No Licence Fee) Minimum Required Specifications	Should be based on Open Source platform for Wi-Fi Service Management. Clarification Sought: Should be based on Open Standard Platform for Wi-Fi Service Management.	No change
110	Page No: 24/ Clause No 5.2 "Open Source" Software based Wireless Controller	5.2 "Open Source" Software based Wireless Controller: (No Licence Fee) Minimum Required Specifications	Should support Access Points of any make built on standard i.e. 802.11n/ac or newer. Clarification Sought: Request you to amend as: Should support Access Points built on IEEE Standards i.e. 802.11ac or newer	No change
111	Page No: 26/ Clause No 5.5 Radius Server: (open source, unlimited licenses)	5.5 Radius Server: (open source, unlimited licenses) Minimum Required Specifications	Radius Server: (open source, unlimited licenses). Clarification Sought: Instead of Open Source based Radius Server; it's more appropriate to ask for Open Standards based Radius Server to ensure more participation and fulfillment of customer requirement at the same time. Secondly, any Wireless technology today doesn't offer scalability to support unlimited number of user authentication on same underlying hardware with software layer installed on top of it. Scalability can be achieved by making multiple clusters of hardware plus software layer lying beneath. Hence, request you to amend the clause as: Open Standard based Radius Server	No change
112	Page No: 27/ Clause No 5.9 Network Monitoring and Management Tool S/n Minimum Required	5.9 Network Monitoring and Management Tool Minimum Required Specifications	Should be built on Open Source platform in the form of a Software to be mounted on suitable hardware. Clarification Sought: For enterprise solution, it is more appropriate to look for Open Standard based NMS server which is built upon Open Standard protocols like IP, SNMP, SMTP, etc. rather than Open Source based NMS server. Hence, request you to amend the clause as: Open Standard based NMS server which is built upon Open Standard protocols like IP, SNMP, SMTP, etc.	No change

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
113	Page No: 11/ Clause No. 3.1. Eligibility Criteria: Sr.3	Either of the Bidder/Lead Bidder or Consortium Partner (In case of Consortium) must have experience of successfully implemented /implementing project for, Supply, Commissioning and Operations & Maintenance of at least 1 Project of Wi-Fi Solution with Minimum 50 Access Point Per Project using either Cloud based controller or Controller based on Open Source Platform within the last three years as on 31st March 2016	<p>We observed that Cloud based Controller or Controller based on Open source Platform is a new concept and no such deployment done by most of interested Bidder, so we request you kindly amend this as mentioned below so more bidder can participate with healthy competition and it will be beneficial to GISL/GIL too.</p> <p>" Either of the Bidder/Lead Bidder or Consortium Partner (In case of Consortium) must have experience of successfully implemented /implementing project for, Supply, Commissioning and Operations & Maintenance of at least 1 Project of Wi-Fi Solution with Minimum 50 Access Point Per Project using either Cloud based controller or Controller based or Software based controller within the last three years as on 31st March 2016"</p>	As Per RFP Document
114	Page No. 17/Clause No. 4.4- a) Proof of Concept (PoC):	<p>a) Proof of Concept (PoC):</p> <ul style="list-style-type: none"> • Successful bidder has to successfully demonstrate the proposed solution with in the 30days from the date of Lol (letter of Intent). GISL/GIL is not liable to pay/reimburse any type of cost incurred by the successful bidder pertaining to the PoC. • During PoC successful bidder is required to deploy at least 100 AP's of five (5) different OEM Make at the villages of Gandhinagar and Mehsana districts. Detailed list of villages will be shared with the successful bidder along with the Lol. • Upon successful demonstration of proposed solution, a final work order will be issued and deliveries of entire solution including central infrastructure can be initiated. However, if successful bidder is not able to successfully demonstrate the proposed solution EMD of Rs. 25,00,000/- submitted along with the bid will be forfeited. 	<p>Request you kindly amend POC clause as per below so more bidder can participate with healthy competition.</p> <p>Proof of Concept (PoC):</p> <ul style="list-style-type: none"> • Successful bidder has to successfully demonstrate the proposed solution with in the 45days from the date of Lol (letter of Intent) and subject to site readiness with NOC connectivity and power. GISL/GIL is not liable to pay/reimburse any type of cost incurred by the successful bidder pertaining to the PoC. <p>No OEM will provide demo units more then 2 to 4 AP for demo, so request you kindly amend POC demo AP qty 20nos in total with 5 different make.</p> <ul style="list-style-type: none"> • During PoC successful bidder is required to deploy at least 20 AP's of five (5) different OEM Make at the villages of Gandhinagar and Mehsana districts. Detailed list of villages will be shared with the successful bidder along with the Lol." <p>Request you kindly remove EDM forfeited clause as there is huge investment in POC demo and GISL/GIL is not liable to pay/reimburse any type of cost incurred by the successful bidder pertaining to the PoC.</p> <ul style="list-style-type: none"> • Upon successful demonstration of proposed solution, a final work order will be issued and deliveries of entire solution including central infrastructure can be initiated. However, if successful bidder is not able to successfully demonstrate the proposed solution EMD of Rs. 25,00,000/- submitted along with the bid will be forfeited. 	As Per RFP Document

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
115	Page No. 18/ Clause 4.4. Deliverables:/b) Supply of Hardware and Software:	The Selected Agency shall ensure that all the software licenses delivered should be in the name of GISL/GIL. The selected agency will have to submit a detailed documentation with working note for the Open source software, source code and its derivatives deployed/installed/customized as per the requirement of the project.	OEM Can't share the source code hence bidder also can't provide source code so Request you to amend this specification	No Change
116	Page No. 18/ Clause 4.4. Deliverables:/b) Supply of Hardware and Software:	All Open Source software along with the Source Code and derivatives will be the property of GISL with future development and modification rights allowing GISL/GIL to use the same for continuity of the project after completion of contract duration. However, GISL/GIL will not use the source code for commercial purpose.	Source code is proprietary which cannot be shared by any OEM. Request you to pls amend this specification	No Change
117	Page No 24/Clause No. 5.1 Outdoor Access Point	13. The Access point shall be IP67 rated for dust and water Ingress protection.	Request to please change this to min IP66 rated as IP66 is more than sufficient to protect the device in Indian condition.	Please see revised RFP
118	Page No: 15/ Clause No 4.1. Scope of Work	17) Proposed wireless solution is intended to provide 24x7 wirelessInternet access at all Site(s). 18) The Raw electricity shall be provided by the GISL at all the prescribed Site/locations. It will be the agency's responsibility to extend the electrical power at each Site/locations as per the actual requirement.	UPS is not a part of RFP BOQ so We understand GISL will provide uninterrupted UPS power supply at each AP Location to meet of clause of 4.1. Scope of Work point no. 17 & 18 , GISL/GIL to provide 24X7 Internet bandwidth and connectivity from NOC to Village Location	Please see revised RFP
119	Page No: 13/ Clause No 4.1. Scope of Work	5) Ideally AP's should be mounted and installed at the Minimum height of 10ft above the ground level. However, in case of feasibility problem AP's should be mounted on a pole of having outer height of Min 5ft over the roof or wall as per site requirement. Further, bidder is responsible for supply, installation, commissioning and maintenance of mounting structure for AP's like Pole along with required clamp, cable (Active & Passive) and accessories at each site/location.	1. Ideally outdoor AP's should be installed on at least 5 meter mast from ground level for better coverage. Request you to please amend this by providing pole specification with foundation detail 2. Required all permission to mount pole over roof or wall on required building/structure will be provided by GISL/GIL. 3. There is no Pole specification and required 10ft/5ft / 15ft pole Qty. given in RFP BOQ so kindly specify the same.	Please see revised RFP
120	Page No: 14/ Clause No 4.1. Scope of Work	10) The controller should be capable to connect, recognize, control and manage Access Points of any make and model built on open standard/firmware. The Software based controller will be installed on appropriate hardware to be provided as a part of the central infrastructure. The hardware should be scalable for higher performance.	Every OEM have their own Operating system code which cannot interoperate with other vendor access points. Pls delete this point	No Change
121	Page No 24/Clause No. 5.1 Outdoor Access Point	Should support latest Open WRT/DD WRT/TR- 69/WISP firmware or any other open Firmware. It should be compatible and be able to integrate with the Open Source WLAN Controllor (software Based).	We would request to remove the above statement. It is based on the open source and having dependency on open forum .No dedicated support and would be challenging to upgrade with new features.	No Change
122	Page No: 15/ Clause No 4.1. Scope of Work	g) The solutions should be capable to categorise the users, as and when required by the GISL.	What/ How many type of options should be considered to categories the users. Pls inform the same.	Categorisation can be done based on the usage, user type; location etc.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
123	Page No. 21/ Clause 4.6. Implementation timelines:/Sr. No. 4	Delivery of Site Infrastructure like Access Points, Switches etc. at central location in Gandhinagar: 1st Lot: 3000 Nos. – within 90 days** 2nd Lot: 3000 Nos within 120 days** 3rd Lot: Next 3000 Nos.- within 150 days** Final Lot: Last 3000 Nos.- within 180 days** **from the date of signing of contract agreement	Implementation timelines are not adequate for such a big project. Pls reconsider and make it feasible for all bidder with reasonable time Please also provide the list of Villages for this.	No Change
124	Page No: 17/ Clause No 4.4.Deliverables	During PoC successful bidder is required to deploy at least 100 AP's of five (5) different OEM Make at the villages of Gandhinagar and Mehsana districts. Detailed list of villages will be shared with the successful bidder alone with the Lol	This is not possible for any SI as they will be bidding with a particular vendor.	No Change
125	Page No: 39/ Clause No 6.31 PAYMENTS TERMS	Successful Delivery and Inspection - 50% Successful Installation of equipment - 20% Successful Commissioning and FAT - 20% Balance 10% Payments	We requesting you amend payment terms 80% against supply, 10% against Installation and 10% against FAT.	Please see revised RFP
126	Page No: 16/ Clause No.4.2 Stakeholders & Activities:	Supply, Installation & Commissioning of overall Central Infrastructure including, Software based wireless Controller, Required Servers, NMS, Firewall, Internet Router, Log Servers, Storage etc. • At SITE Locations: Supply, Installation & Commissioning of Outdoor Access Points, 6U Network Rack, ADSL Routers, Last Mile LAN, Clamp, Pole, Power Connectivity, etc. • O&M for 5 years	As per this clause we understand that supply of ADSL Router in scope of bidder but same is not mentioned in RFP BOQ so kindly clarify if it will be provided by BSNL or other agency and not part of this BID. Kindly also clarify on last mile LAN activity scope of work for bidder. Please specify required UTP, OFC cable Qty, Media Converter Qty in RFP BOQ.	ADSL Router is not the part of SoW of the bidder, and As per RFP Document
127	Page No: 48/ Price Bid	Price Bid: Sr.4: Fibre to Ethernet Converter inclusive of all cable, accessories etc. with 3 years Warranty-3000	Request you kindly specify the technical spec& Qty for OFC cable. Also clarify where we are going to use this Media converter and OFC cable as its not shown in given Proposed Network Architecture	Only Converts are required and not the OFC
128	General Query/Suggestion	General Query/Suggestion	Open source controller provides no standard mechanism to discover third party AP. Hence AP management in a large network is a challenge	As per RFP Document
129	General Query/Suggestion	General Query/Suggestion	No ENTERPRISE vendor in the industry supports unlimited users and perpetual AP licenses.	As per RFP Document
130	General Query/Suggestion	General Query/Suggestion	Open source WLAN solutions could lack security which is very important for Hotspot deployment which is vulnerable to DOS attacks, man in middle attacks and phishing.	As per RFP Document
131	General Query/Suggestion	General Query/Suggestion	Also such solutions support substandard authentication mechanism which are obsolete as per IEEE802.11 and can be easily decrypted.	As per RFP Document
132	General Query/Suggestion	General Query/Suggestion	Any open source wlan solution mainly does the job of authentication. Since there are no standard discovery mechanism for the AP it could lead to performance issues.	As per RFP Document
133	General Query/Suggestion	General Query/Suggestion	Open source wlan solution would lack enterprise RF features like RF Management, QOS etc which are key for great user experience.	As per RFP Document
134	General Query/Suggestion	General Query/Suggestion	Performance becomes an issue over a period of time and needs to be looked into by proper data plane handling in the kernel of the OS.	As per RFP Document
135	General Query/Suggestion	General Query/Suggestion	Open source solution do require a software to be installed on the client device depending on the authentication method.	As per RFP Document
136	General Query/Suggestion	General Query/Suggestion	Open source controllers have limitations on identifying the type of device coming on the network	As per RFP Document

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
137	General Query/Suggestion	General Query/Suggestion	There are very few successful deployments working with open source Wlan solutions to support scalability of hundreds and thousands of Access Point	As per RFP Document
138	General Query/Suggestion	General Query/Suggestion	Is the raw power inputs available in all the places where access point is installed? Some villages will be needing multiple APs and we want to know whether GIL will provide raw power for all these places or the Bidder needs to extend the power to other places in the village?	Please refer Point No. 24 of this document
139	General Query/Suggestion	General Query/Suggestion	How will the power failure and stolen equipment in the village be accounted in SLA? Does the bidder need to include UPS backup for its equipment? If yes, please specify the duration for UPS backup.	As per RFP Document
140	General Query/Suggestion	General Query/Suggestion	Who will supply the media convertor and ADSL router?	As per RFP Document
141	General Query/Suggestion	General Query/Suggestion	Who will be responsible for the security of the equipment? What happens when the AP/equipment is stolen/ vandalized?	As clarified during the pre Bid meeting
142	General Query/Suggestion	General Query/Suggestion	One clause mentions about software development and modification of software. This appears to be open scope requirement. Can this be made more specific?	As per RFP Document
143	General Query/Suggestion	General Query/Suggestion	We believe multiple servers will be required in the data center for handling AAA, captive portal, DHCP, data logs. The tender document specifies only one server. How can we include costing for multiple servers during tender submission?	As per RFP Document
144	General Query/Suggestion	General Query/Suggestion	Who will provide the SMS gateway service?	Please see revised RFP
145	General Query/Suggestion	General Query/Suggestion	System must be certified with WIFI Alliance. The Wi-Fi Alliance is international association formed in 1999 to certify interoperability of wireless Local Area Network products based on IEEE. Wi-Fi Alliance drives the adoption and evolution of Wi-Fi globally. It define new Wi-Fi technologies, interoperability certification programs and ensure that all Wi-Fi CERTIFIED™ products provide backward compatibility, the highest level of security, and a quality user experience.	As per RFP Document
146	General Query/Suggestion	General Query/Suggestion	System must support Air Fairness. Slower legacy device, device with low RSSI and hidden node problem monopolizes the airtime and brings down the overall throughput of Access Point and the faster clients. Having this feature, divide the air time equally and prevent bring down the network due to poor client	The bidder is free to propose any additional feature as a part of its proposed solution
147	General Query/Suggestion	General Query/Suggestion	Product should have support for dual firmware, In case of primary fail, secondary should be able to operate.	The bidder is free to propose any additional feature as a part of its proposed solution
148	General Query/Suggestion	General Query/Suggestion	Client isolation: It is to prevent major security threat between users.	As per RFP Document
149	General Query/Suggestion	General Query/Suggestion	Must support Roaming Feature OKC, 802.11r and 802.11w.	The bidder is free to propose any additional feature as a part of its proposed solution

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
150	General Query/Suggestion	General Query/Suggestion	Must support Band steering	The bidder is free to propose any additional feature as a part of its proposed solution
151	General Query/Suggestion	General Query/Suggestion	AP point should have additional 8023.at POE out port to power on Camera or another Access Point.	As per RFP Document
152	General Query/Suggestion	General Query/Suggestion	Support for Wi-Fi Pass point or Hotspot 2.0 protocol.	The bidder is free to propose any additional feature as a part of its proposed solution
153	General Query/Suggestion	General Query/Suggestion	GRE ,L2TPV2 and PPPoE tunnelling support.	The bidder is free to propose any additional feature as a part of its proposed solution
154	General Query/Suggestion	General Query/Suggestion	Eligibility Criteria for OEM: Each OEM can authorize two authorized partners to bid the tender.	As per RFP Document
155	General Query/Suggestion	General Query/Suggestion	Eligibility Criteria for OEM: OEM of Radio should have deployment with 3 or more Campus Connectivity in India for at least 2 years or more. Certification on OEM letter head will be required in this regardwith Customer details.	As per RFP Document
156	General Query/Suggestion	General Query/Suggestion	Eligibility Criteria for OEM: OEM should have installed base of more than 50,00000 radios globally or at least more than40000 radios in India. Certification on OEM letter head will be required in this regard. OEM of the Radio should have its registered office for 3 years or more in India. Certification on OEM letter head with address and Contact number will be required in this regard.	As per RFP Document
157	General Query/Suggestion	General Query/Suggestion	Eligibility Criteria for OEM: Equipment Type Approval Certificate for the product quoted should be in the name of the OEM and should have been issued for more than 1 year prior to the date of RFP notification. Certification in this regard will be required	As per RFP Document
158	General Query/Suggestion	General Query/Suggestion	Eligibility Criteria for OEM: OEM of Radio to have ISO 9000 Certification for manufacturing of wireless communication products and solutions. Certification in this regard will be required.	As per RFP Document
159	General Query/Suggestion	General Query/Suggestion	Eligibility Criteria for OEM: OEM should have Design & Development Center (R&D) and 24x7 TAC Support Facility in India , Toll free number should be provided on OEM letter Head.	As per RFP Document
160	Page No 24/Clause No. 5.1 Outdoor Access Point /Sn. 7	<ul style="list-style-type: none"> Should support latest Open WRT/DD WRT/TR-069/WISP firmware or any other open Firmware. It should be compatible and be able to integrate with the Open Source WLAN Controller (software Based). 	We would request to remove the below statement. As it is based on the open source and having dependency on open forum .No dedicated support available and would be challenging to upgrade with new features. Apart from that, Features of WRT are designed considering the home segment and not suitable for enterprise, carrier, and Public Wi-Fi segment	As per RFP Document

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
161	General Query/Suggestion	General Query/Suggestion	Open source base controller having limitations of supporting standard & known Access Point (AP) manufactured by OEM. Please also note that 6000 villages is kind of a large network may not be managed required protection towards vulnerability, authentication mechanism, RF management, roaming facilities while implementing control plane & data plane for desire Wi-Fi roll out. We do have a solution & mechanism to accommodate various OEM using standard protocol with multi-vendor cloud based solution with our solution which has been deployed @ various Telecom in India & globally. We're strongly recommending to opt for standard & proven multi OEM AP with controller which can perform current & future scalability along with network control for enabling wi-fi access across various villages in Gujarat.	As per RFP Document
162	Page No: 06/ Clause No 1.3 DEFINITIONS	21. "Service Down Time" (SDT) means the time period when specified services/network segments with specified technical and operational requirements as mentioned in this document are not available to GISL. The service shall be operational on all days of a year and 24-hours/ day with in the uptime specified in the Service Level Agreement (SLA). The network is considered as operational when all centers/ Sites at all tiers/ levels are working, providing all/ specified services as mentioned in full capacity at all locations in the network.	Query-How will measure the downtime at site level, which component have become faulty like AP, Switch, BSL Modem etc.	As per RFP
163	Page no. 9 /Clause No. 2.3 Proposed Architecture	Figure-1	RFP-ADSL Modem will be provided by BSNL	As per RFP Document
164	Page No: 13/ Clause No 4.1. Scope of Work	5) Ideally AP's should be mounted and installed at the Minimum height of 10ft above the ground level. However, in case of feasibility problem AP's should be mounted on a pole of having outer height of Min 5ft over the roof or wall as per site requirement. Further, bidder is responsible for supply, installation, commissioning and maintenance of mounting structure for AP's like Pole along with required clamp, cable (Active & Passive) and accessories at each site/location.	in case of feasibility problem AP's should be mounted on a pole of having outer height of Min 5ft over the roof or wall as per site requirement & Do we have to provide 2 cables in case of Active Passive.	As per RFP Document
165	Page No: 14/ Clause No 4.1. Scope of Work	11) User Management Module should be given as a software package and should be without any licensing or time limitation of its usage. It should support features such as user authentication, access etc. through OTP (One Time Password) on mobile no. and email. It should be capable to put a cap on user session and amount of data consumed and regulate the bandwidth usage.	User authentication can be done only via Mobile as email access to the client will breach security	Proposed solution should have the provision of sending OTP over email also; however, GIL/GISL may or may not use the same
166	Page No: 15/ Clause No 4.1. Scope of Work	18) The Raw electricity shall be provided by the GISL at all the prescribed Site/locations. It will be the agency's responsibility to extend the electrical power at each Site/locations as per the actual requirement.	Please provide tentative distance between power supply point & Rack.	10-20 feet

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
167	Page No: 16/ Clause No 4.2. 4.2. Stakeholders & Activities/Sn. 1 Successful bidder/Selected agency	<ul style="list-style-type: none"> At SITE Locations: Supply, Installation & Commissioning of Outdoor Access Points, 6U Network Rack, ADSL Routers, Last Mile LAN, Clamp, Pole, Power Connectivity, etc. 	It is conflicting with Page No 9 Network Diagram and Page 16 Sr No 2. where BSNL will provide ADSL Modem.	Please see revised RFP
168	Page No: 16/ Clause No 4.3. Roles & Responsibilities/a)	<ul style="list-style-type: none"> Supply, installation, commissioning and operations & maintenance for 5 years of the proposed solution (hardware, software, etc.) including Access points installed under the expansion phase during the contract period of 5 years as per the scope of work defined in this RFP document. However, O&M of firewall and WAN router will not be the responsibility of successful bidder. 	O&M of Firewall and Wan router will not be the responsibility of successful bidder during the expansion period???	Please see revised RFP
169	Page No: 16/ Clause No 4.3. Roles & Responsibilities/a)	<ul style="list-style-type: none"> Security testing of the network. 	What are the parameters for the security testing	As per the Industry Best Practices
170	Page No. 26/Clause No. 5.4 Wan Router at SDC/Sr.2	Router should support Redundant Power Supply and should also support On line insertion and removal of the same from day one.	<p>Router should support Redundant Power Supply and should also support On line insertion and removal of the same from day one. Router should have support for redundant control plane & data plane.</p> <p>Suggestion: These WAN routers would be used to connect the aggregated bandwidth coming out of all these 20,000 AP's (& many more in future). Having redundant control plane & data plane is highly recommended for these routers to provide maximum amount of in-chassis redundancy.</p>	As per RFP Document
171	Page No. 26/Clause No. 5.4 Wan Router at SDC/Sr.10	The Router should be supplied with Indian Standard 15A power cables.	The Router should be supplied with Indian Standard power cables. Suggestion: We request you to kindly allow Indian Standard power cable without mentioning 15A standard as different OEM may need more than 15A or less 15A rating for the WAN routers.	Please see revised RFP
172	Page No. 27/Clause No. 5.7 L2 Switch: 8 Port	Addition Requested	<p>Switch should have support for Ipv6 RA Guard, DHCPv6 guard, neighbor binding functionality.</p> <p>Suggestion: IPv6 First Hop Security extends the advanced threat protection to IPv6. This comprehensive security suite includes ND inspection, RA guard, DHCPv6 guard, and neighbor binding integrity check, providing unparalleled protection against a vast range of address spoofing and man-in-the-middle attacks on IPv6 networks.</p>	No Change
173	Page No. 25/Clause No. 5.3 Firewall/Sn.6	Firewall should support at least 1,000,000 new connections per second with application visibility turned on	<p>Please change the clause to "Firewall should support at least 800,000 new connections per second with application visibility turned on".</p> <p>Suggestion: Considering 50 Million concurrent connections and with 800,000 new connections per second I would be 63 seconds (little over than minute) to bring all the connection back which is pretty fast. Hence we are requesting the change</p>	Please see revised RFP

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
174	Page No. 26/Clause No. 5.3 Firewall/Sn.23	It must support multiple logical/virtual firewalls on the same hardware platform.	Please remove this clause. Suggestion: Since firewall allow multiple rules which could be configured for different location, hence we request to remove the clause	Please see revised RFP
175	Page No. 26/Clause No. 5.3 Firewall/Management Sn.1	The device should be manageable using standard protocols like HTTP, SSL, telnet, SSH, SNMP etc.	Please change this clause to "The device should be manageable using standard protocols like HTTP, SSL/telnet, SSH, SNMP etc." Suggestion: Telnet is not the secure way of communicating hence we requesting to remove the telnet	As per RFP Document
176	Page No 24/Clause No. 5.1 Outdoor Access Point/Sn. 1	Access Points proposed must include radios for both 2.4 GHz and 5 GHz with 802.11ac standards or newer. The same Access Point must also include 2 nos. (WAN+LAN) of 10/100/1000 Base-T auto sensing RJ45 based Ethernet ports.	Request to please upgrade the access point from 802.11ac to 802.11ac wave 2. Suggestion: 802.11ac, wave 2 is the latest IEEE protocol for the access point. That help to get the better user experience in terms of interferene handling and bandwidth.	No Change
177	Page No 24/Clause No. 5.1 Outdoor Access Point/Sn. 1	Each AP should support minimum data rates of 150 Mbps	Please Change to 860 Mbps per AP	No Change
178	Page No 24/Clause No. 5.1 Outdoor Access Point		The Access point should have direct fiber port (SFP/SFP+). New Clause added. Since we have a limitation on UTP of 90-100mtrs, it is better to have direct fiber termination at the access point for long distance support.	No Change
179	Page No 24/Clause No. 5.1 Outdoor Access Point/Sn. 7	<ul style="list-style-type: none"> • Should support latest Open WRT/DD WRT/TR-069/WISP firmware or any other open Firmware. It should be compatible and be able to integrate with the Open Source WLAN Controller (software Based). • If the Access Point comes with a proprietary firmware, a firmware compatible to the central infrastructure has to be loaded on to it. • Must support SSH & SNMP protocol • It should be Pre-configured/ Configurable with the necessary open source firmware such that it becomes a Plug and Play device and should be auto discoverable by Software based controller 	Remove the clause of support open souce WLAN Controller. None of the big OEM support open source WLAN controller, hence request to please remove the clause.	No Change
180	Page No 25/Clause No. 5.2 "Open Source" Software based Wireless Controller: (No Licence Fee)/Sn. 9	Should adhere and support to the security standards: <ul style="list-style-type: none"> • Universal Access Method (UAM) • Wireless Protected Access (WPA) 	Remove the clause of support open souce WLAN Controller. None of the big OEM support open source WLAN controller, hence request to please remove the clause.	No Change
181	Page No: 11/ Clause No. 3.1. Eligibility Criteria: Sr.6	The bidder/Lead bidder should have technical manpower on its rolls as on 31st July, 2016. (Minimum 25 certified Network Engineers).	Kindly provide details of network certificate which shall be included in this claus.	No Change
182	Page No: 11/ Clause No. 3.1. Eligibility Criteria: Sr.6	The bidder/Lead bidder should have technical manpower on its rolls as on 31st July, 2016. (Minimum 25 certified Network Engineers).	Request you to modify the clause as below: The bidder/Lead bidder or any consortium partner should have technical manpower on its rolls as on 31st July, 2016. (Minimum 25 certified Network Engineers).	Please see revised RFP

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
183	Page No: 11/ Clause No. 3.1. Eligibility Criteria: Sr.2	Annual Sales Turnover of the bidder/lead bidder, generated from services related to System Integration and Services of Networking and Data products during each of the last three financial years as on 31-Mar-16 should be at least Rs. 10 crores	Can parent companies Turnover to be consider.	No Change
184	General Query/Suggestion	General Query/Suggestion	<p>• The Bid is seeking unique hitherto unproven and non-feasible requirements for 'OPEN Source/OPEN Standard ' WiFi Solution with Inter Operable CAP WAP protocol from reputed WiFi Vendors such as Cisco/Aruba/RuckusCisco/Aruba/Ruckus /Airtight/Proxim/Aerohive /Arris/Ignitenet /Ubiquity/Cambium/Huawei/ZTE) who among themselves have the over 97% market share. The solution also seeks E2E Radio Resource Mgmt , IP Session Mgmt ,Bandwidth enforcement , Lawful Intercept Monitoring data capture , Control parameters and Encryption etc on Telco grade from a Centralised NoC . The features as mentioned above are proprietary solutions provided by Wi-Fi vendors and are not developed to be interoperable.</p> <p>Given our domain credentials in providing Engineering Services for Tier-1 operators such as AT&T in the USA, we would like to humbly submit to you that such an open source solution is not yet available that would also meet the Telco-grade end-end managed Wi-Fi network requirements as well as a scalable and obsolescence proof solution.</p> <p>Such a solution if presented would not have been validated so far in a similar large scale deployment as envisioned by GIL and govt. of Gujarat in this RFP.</p>	As per RFP Document
185	General Query/Suggestion	General Query/Suggestion	<p>• Bid is also seeking WAC (Wireless Access Controller) Software and WAP(Wireless Access Point) SoftWare Source Code to be provided. As raised in the pre-bid meeting as well by multiple parties, the concern is that any vendor may not be ready to share this as desired a based on our interactions since past few weeks.</p>	As per RFP Document
186	Page No 24/Clause No. 5.1 Outdoor Access Point	Should support latest Open WRT/DD WRT/TR- 69/WISP firmware or any other open Firmware. It should be compatible and be able to integrate with the Open Source WLAN Controller (software Based).	We would request to remove the below statement. As it is based on the open source and having dependency on open forum .No dedicated support available and would be challenging to upgrade with new features. Apart from that, Features of WRT are designed considering the home segment and not suitable for enterprise, carrier and public WiFi segment.	As per RFP Document

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
187	General Query/Suggestion	General Query/Suggestion	System must be certified with WIFI Alliance. The Wi-Fi Alliance is international association formed in 1999 to certify interoperability of wireless Local Area Network products based on IEEE. Wi-Fi Alliance drives the adoption and evolution of Wi-Fi globally. It define new Wi-Fi technologies, interoperability certification programs and ensure that all Wi-Fi CERTIFIED™ products provide backward compatibility, the highest level of security, and a quality user experience.	As per RFP Document
188	General Query/Suggestion	General Query/Suggestion	System must support Air Fairness. Slower legacy device, device with low RSSI and hidden node problem monopolizes the airtime and brings down the overall throughput of Access Point and the faster clients. Having this feature, divide the air time equally and prevent bring down the network due to poor client	The bidder is free to propose any additional feature as a part of its proposed solution
189	General Query/Suggestion	General Query/Suggestion	Product should have support for dual firmware, In case of primary fail, secondary should be able to operate.	The bidder is free to propose any additional feature as a part of its proposed solution
190	General Query/Suggestion	General Query/Suggestion	Client isolation: It is to prevent major security threat between users.	The bidder is free to propose any additional feature as a part of its proposed solution
191	General Query/Suggestion	General Query/Suggestion	Must support Roaming Feature OKC, 802.11r and 802.11w.	The bidder is free to propose any additional feature as a part of its proposed solution
192	General Query/Suggestion	General Query/Suggestion	Must support Band steering	The bidder is free to propose any additional feature as a part of its proposed solution
193	General Query/Suggestion	General Query/Suggestion	AP point should have additional 802.3at POE out port to power on Camera or another Access Point.	As per RFP Document
194	General Query/Suggestion	General Query/Suggestion	Support for Wi-Fi Pass point or Hotspot 2.0 protocol.	The bidder is free to propose any additional feature as a part of its proposed solution
195	General Query/Suggestion	General Query/Suggestion	GRE ,L2TPV2 and PPPoE tunnelling support.	The bidder is free to propose any additional feature as a part of its proposed solution
196	General Query/Suggestion	General Query/Suggestion	Eligibility Criteria for OEM: Each OEM can authorize two authorized partners to bid the tender.	As per RFP Document
197	General Query/Suggestion	General Query/Suggestion	Eligibility Criteria for OEM: OEM of Radio should have deployment with 3 or more Campus Connectivity in India for at least 2 years or more. Certification on OEM letter head will be required in this regard with Customer details.	As per RFP Document
198	General Query/Suggestion	General Query/Suggestion	Eligibility Criteria for OEM: OEM should have installed base of more than 50,00000 radios globally or at least more than 40000 radios in India. Certification on OEM letter head will be required in this regard. OEM of the Radio should have its registered office for 3 years or more in India. Certification on OEM letter head with address and Contact number will be required in this regard.	As per RFP Document

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
199	General Query/Suggestion	General Query/Suggestion	Eligibility Criteria for OEM: Equipment Type Approval Certificate for the product quoted should be in the name of the OEM and should have been issued for more than 1 year prior to the date of RFP notification. Certification in this regard will be required	As per RFP Document
200	General Query/Suggestion	General Query/Suggestion	Eligibility Criteria for OEM: OEM of Radio to have ISO 9000 Certification for manufacturing of wireless communication products and solutions. Certification in this regard will be required.	As per RFP Document
201	General Query/Suggestion	General Query/Suggestion	Eligibility Criteria for OEM: OEM should have Design & Development Center (R&D) and 24x7 TAC Support Facility in India , Toll free number should be provided on OEM letter Head.	As per RFP Document
202	Page No. 24- TECHNICAL SPECIFICATION	Technical Specification:	Open standard/Open source mean- Open source or open standard or both.	As per RFP Document
203	General Query/Suggestion	General Query/Suggestion	For Enrolment and provisioning of AP for open standard or for open source or for both. Pleas site standard reference for compliance.	As per RFP Document
204	General Query/Suggestion	General Query/Suggestion	Which standard body have drafted /approved and adopted the standard.	As per RFP Document
205	General Query/Suggestion	General Query/Suggestion	What features do you needed on controller	As per RFP Document
206	General Query/Suggestion	General Query/Suggestion	Testing standard and acceptance should be pre-defined for acceptance like. A. 2 AP of Cisco B. AP of Cambium C. 2 AP of ARUBA D. 2 AP of RUCKUS e.2 AP of XYZ product. And controller should auto connect and/discover and should be managed by the controller	The bidder is free to take on any make as deemed fit for the PoC
207	General Query/Suggestion	General Query/Suggestion	Please explain what is WISP firmware or which version of open WRT/DD WRT/TR-069 to be supported.	As per RFP Document
208	General Query/Suggestion	General Query/Suggestion	What about compliance after 3 years for support to the latest version of open WRT/DD WRT/TR069.	As per RFP Document
209	General Query/Suggestion	General Query/Suggestion	Which version or SNMP needs to be supported	The Latest
210	General Query/Suggestion	General Query/Suggestion	Please clarify key catching fast and securing roaming, open standard protocol to be complied with	As per RFP Document
211	General Query/Suggestion	General Query/Suggestion	How many MIMO chains are need 2x2, 3x3 or more	As per RFP Document
212	General Query/Suggestion	General Query/Suggestion	Log File. Do you need session log or traffic log or both	As per the Guideline of DoT/TRAI

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
213	Page No. 14/ Clause 4.1. Scope of Work/ Point No.10	The controller should be capable to connect, recognize, control and manage Access Points of any make and model built on open standard/firmware. The Software based controller will be installed on appropriate hardware to be provided as a part of the central infrastructure. The hardware should be scalable for higher performance.	Every OEM have their own Operating system code which cannot interoperate with other vendor access points. Pls dilute this point.	As per RFP Document
214	Page No: 14/ Clause No 4.1. Scope of Work/Point No. 15	a) The proposed solution should be open source, wherein the necessary development on the source code shall be done by the bidder as per the requirements of GISL for the entire duration of the project.	Souce code is proprietary which cannot be shared by any OEM. Request you to pls amend this specification	As per RFP Document
215	Page No: 15/ Clause No 4.1. Scope of Work/Point No. 16	b) The source code along with the further development/uses right will belongs to M/s Gujarat ISP Services Limited. However, M/s Gujarat ISP Services Limited will not use this source code for any kind of commercial purpose.	Souce code is proprietary which cannot be shared by any OEM. Request you to pls amend this specification	As per RFP Document
216	Page No: 15/ Clause No. 4.1. Scope of Work	5) Ideally AP's should be mounted and installed at the Minimum height of 10ft above the ground level. However, in case of feasibility problem AP's should be mounted on a pole of having outer height of Min 5ft over the roof or wall as per site requirement. Further, bidder is responsible for supply, installation, commissioning and maintenance of mounting structure for AP's like Pole along with required clamp, cable (Active & Passive) and accessories at each site/location.	Ideally outdoor AP's should be installed on atleast 5 meter mast for better coverage. Request you to please amend this specification.	As per RFP Document
217	Page No: 15/ Clause No 4.1. Scope of Work	g) The solutions should be capable to categorise the users, as and when required by the GISL.	What/How many type of options should be considered to categorise the users. Please inform the same.	As per RFP Document
218	Page No. 17/Clause No. 4.6 Implementation Timelines	Delivery of Site Infrastructure like Access Points, Switches etc. at central location in Gandhinagar 1st Lot: 3000 Nos. – within 90 days** 2nd Lot: 3000 Nos within 120 days** 3rd Lot: Next 3000 Nos.- within 150 days** Final Lot: Last 3000 Nos.- within 180 days** **from the date of signing of contract agreement	Implementation timelines are not adequate for such a big project. Pls reconsider.	As per RFP Document
219	Page No: 17/ Clause No 4.4.Deliverables	During PoC successful bidder is required to deploy at least 100 AP's of five (5) different OEM Make at the villages of Gandhinagar and Mehsana districts. Detailed list of villages will be shared with the successful bidder along with the Lol.	This is not possible for any SI as they will be bidding with a particular vendor.	Please see revised RFP
220	Page No: 13/ Clause No 4.1. Scope of Work/Point No. 02	2) It is envisaged that 2nd Access point will be installed at a distance of around 200mts from the 1st Access point, bidder is required to propose the solution of extending Wi-Fi coverage on repeater mode from 1st Access point with inbuilt functionality or external device. Further if bidder is proposing use of external device for extension of Wi-Fi coverage then the entire scope of supply, installation, commissioning and O&M of Hardware+ accessories will be in the scope of the bidder.	Request to amend the specification to support Mesh/Repeater mode for the same distance as it will serve same purpose.	The bidder is free to propose any additional feature as a part of its proposed solution

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
221	Page No. 14/ Clause 4.1. Scope of Work/ Point No.10	The controller should be capable to connect, recognize, control and manage Access Points of any make and model built on open standard/firmware. The Software based controller will be installed on appropriate hardware to be provided as a part of the central infrastructure. The hardware should be scalable for higher performance.	Every OEM have their own Operating system code which cannot interoperate with other vendor access points. Pls dilute this point.	As per RFP Document
222	Page No: 14/ Clause No 4.1. Scope of Work/Point No. 15	a) The proposed solution should be open source, wherein the necessary development on the source code shall be done by the bidder as per the requirements of GISL for the entire duration of the project.	Souce code is proprietary which cannot be shared by any OEM. Request you to pls amend this specification	As per RFP Document
223	Page No: 15/ Clause No 4.1. Scope of Work/Point No. 16	b) The source code along with the further development/uses right will belongs to M/s Gujarat ISP Services Limited. However, M/s Gujarat ISP Services Limited will not use this source code for any kind of commercial purpose.	Souce code is proprietary which cannot be shared by any OEM. Request you to pls amend this specification	As per RFP Document
224	Page No: 15/ Clause No. 4.1. Scope of Work	5) Ideally AP's should be mounted and installed at the Minimum height of 10ft above the ground level. However, in case of feasibility problem AP's should be mounted on a pole of having outer height of Min 5ft over the roof or wall as per site requirement. Further, bidder is responsible for supply, installation, commissioning and maintenance of mounting structure for AP's like Pole along with required clamp, cable (Active & Passive) and accessories at each site/location.	Ideally outdoor AP's should be installed on atleast 5 meter mast for better coverage. Request you to please amend this specification.	Please see revised RFP
225	Page No: 15/ Clause No 4.1. Scope of Work	g) The solutions should be capable to categorise the users, as and when required by the GISL.	What/How many type of options should be considered to categorise the users. Please inform the same.	As per RFP Document
226	Page No. 17/Clause No. 4.6 Implementation Timelines	Delivery of Site Infrastructure like Access Points, Switches etc. at central location in Gandhinagar 1st Lot: 3000 Nos. – within 90 days** 2nd Lot: 3000 Nos within 120 days** 3rd Lot: Next 3000 Nos.- within 150 days** Final Lot: Last 3000 Nos.- within 180 days** **from the date of signing of contract agreement	Implementation timelines are not adequate for such a big project. Pls reconsider.	As per RFP Document
227	Page No: 17/ Clause No 4.4.Deliverables	During PoC successful bidder is required to deploy at least 100 AP's of five (5) different OEM Make at the villages of Gandhinagar and Mehsana districts. Detailed list of villages will be shared with the successful bidder along with the Lol.	This is not possible for any SI as they will be bidding with a particular vendor.	As per RFP Document
228	Page No: 13/ Clause No 4.1. Scope of Work/Point No. 02	2) It is envisaged that 2nd Access point will be installed at a distance of around 200mts from the 1st Access point, bidder is required to propose the solution of extending Wi-Fi coverage on repeater mode from 1st Access point with inbuilt functionality or external device. Further if bidder is proposing use of external device for extension of Wi-Fi coverage then the entire scope of supply, installation, commissioning and O&M of Hardware+ accessories will be in the scope of the bidder.	Request to amend the specification to support Mesh/Repeater mode for the same distance as it will serve same purpose.	The bidder is free to propose any additional feature as a part of its proposed solution

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
229	Page No: 11/ Clause No. 3.1. Eligibility Criteria: Sr.3	Either of the Bidder/Lead Bidder or Consortium Partner (In case of Consortium) must have experience of successfully implemented /implementing project for, Supply, Commissioning and Operations & Maintenance of at least 1 Project of Wi-Fi Solution with Minimum 50 Access Point Per Project using either Cloud based controller or Controller based on Open Source Platform within the last three years as on 31st March 2016	Request you to please amend the same as: Controller based on open source Plateform/Controller Hardware based.	Please see revised RFP
230	Page No: 17/ Clause No 4.4.Deliverables	During PoC successful bidder is required to deploy at least 100 AP's of five (5) different OEM Make at the villages of Gandhinagar and Mehsana districts. Detailed list of villages will be shared with the successful bidder along with the Lol	want to discuss in the prebid meeting.	Please see revised RFP
231	Page No: 20/ Clause No. 4.5. Operations and Maintenance/ (C)	The selected agency shall maintain minimum of 5% of total quantity of L2 switch and 10% of total quantity of Access points as spares at respective district centres to meet onsite warranty/support and SLA requirements.	Request you to kindly ask spares separately in the price bid.	As per RFP Document
232	Page No. 39/Clause No. 6.31	Payment Terms	Request you to please ask the 10% Payment on Submission of PBG.	Please see revised RFP
233	Page No: 11/ Clause No. 3.1. Eligibility Criteria: Sr.3	Either of the Bidder/Lead Bidder or Consortium Partner (In case of Consortium) must have experience of successfully implemented /implementing project for, Supply, Commissioning and Operations & Maintenance of at least 1 Project of Wi-Fi Solution with Minimum 50 Access Point Per Project using either Cloud based controller or Controller based on Open Source Platform within the last three years as on 31st March 2016	we are requesting you to change the above criteria like if there is requirement of the experience for all the partner, then there will be no importance of the JV, hence we request you to alter the clause from all partner should have experience to, only lead bidder should have the IT field experience. As of it will help you to have more bidder in your tender and will help you to have more competition. As per tender document tthere is no clause about the foreign bidder in JV, so can a foreign bidder participate in the consortium.	As per RFP Document
234	Page No: 11/ Clause No. 3.1. Eligibility Criteria: Sr.3	Either of the Bidder/Lead Bidder or Consortium Partner (In case of Consortium) must have experience of successfully implemented /implementing project for, Supply, Commissioning and Operations & Maintenance of at least 1 Project of Wi-Fi Solution with Minimum 50 Access Point Per Project using either Cloud based controller or Controller based on Open Source Platform within the last three years as on 31st March 2016	We would like to request to guide us with a doubt regarding consortium clause regarding Foreign bidder as it's not mentioned anywhere in the Tender Documents. We would like to ask if foreign partners are eligible for JV or to work as Lead Member in the JV? The reason behind this request is that if you will change the criteria, you will have few more bidders so it will make good competition and you may have the best suitable bidder for your work.	As per RFP Document
235	Page No: 24/ Clause No 5.1 Outdoor Access Point	Outdoor Access Point	Each AP should support minimum data rates of 150 Mbps. Clarification Sought: Since the latest technology supports IEEE 802.11ac, the speeds required should be asked accordingly. The RFP also categorically asks for 802.11ac or newer technology, hence the data rates numbers should also be corrected. Hence, we request to modify the clause as: Each AP should support minimum data rates of 600 Mbps @ 2.4 GHz and 1.3 Gbps @ 5 GHz.	No change

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
236	Page No: 24/ Clause No 5.1 Outdoor Access Point	Outdoor Access Point	Should support Signal rejection for 3G/LTE/WiMAX in a co-Located environment. Clarification Sought: Enterprise APs work on IEEE 802.11 standard. Whereas, Service provider WiMax/ 3G/LTE work on completely different frequencies from 802.11 standards. Therefore detection is not possible. Hence, request you to kindly remove this clause.	As per RFP
237	Page No: 24/ Clause No 5.2 "Open Source" Software based Wireless Controller	5.2 "Open Source" Software based Wireless Controller: (No Licence Fee) Minimum Required Specifications	Open Source software based Wireless controller (WLC) should support unlimited number of Access Point/Users without any additional Licensing cost. Clarification Sought: Instead of Open Source Software based WLC; it's more appropriate to ask for Open Standards based WLC to ensure more participation and fulfillment of customer requirement at the same time. Secondly, any Wireless technology today doesn't offer scalability to support unlimited number of access points on same underlying Controller hardware. Scalability can be achieved by making multiple clusters of Controller hardware lying beneath. Hence, request you to amend the clause as: Open Standard based Wireless controller (WLC) should support unlimited number of Access Point/Users (without any additional Licensing cost) by scaling up by adding multiple clusters.	No change
238	Page No: 24/ Clause No 5.2 "Open Source" Software based Wireless Controller	5.2 "Open Source" Software based Wireless Controller: (No Licence Fee) Minimum Required Specifications	Should be based on Open Source platform for Wi-Fi Service Management. Clarification Sought: Should be based on Open Standard Platform for Wi-Fi Service Management.	No change
239	Page No: 24/ Clause No 5.2 "Open Source" Software based Wireless Controller	5.2 "Open Source" Software based Wireless Controller: (No Licence Fee) Minimum Required Specifications	Should support Access Points of any make built on standard i.e. 802.11n/ac or newer. Clarification Sought: Request you to amend as: Should support Access Points built on IEEE Standards i.e. 802.11ac or newer	No change
240	Page No: 26/ Clause No 5.5 Radius Server: (open source, unlimited licenses)	5.5 Radius Server: (open source, unlimited licenses) Minimum Required Specifications	Radius Server: (open source, unlimited licenses). Clarification Sought: Instead of Open Source based Radius Server; it's more appropriate to ask for Open Standards based Radius Server to ensure more participation and fulfillment of customer requirement at the same time. Secondly, any Wireless technology today doesn't offer scalability to support unlimited number of user authentication on same underlying hardware with software layer installed on top of it. Scalability can be achieved by making multiple clusters of hardware plus software layer lying beneath. Hence, request you to amend the clause as: Open Standard based Radius Server	No change

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
241	Page No: 27/ Clause No 5.9 Network Monitoring and Management Tool S/n Minimum Required	5.9 Network Monitoring and Management Tool Minimum Required Specifications	Should be built on Open Source platform in the form of a Software to be mounted on suitable hardware. Clarification Sought: For enterprise solution, it is more appropriate to look for Open Standard based NMS server which is built upon Open Standard protocols like IP, SNMP, SMTP, etc. rather than Open Source based NMS server. Hence, request you to amend the clause as: Open Standard based NMS server which is built upon Open Standard protocols like IP, SNMP, SMTP, etc.	No change
242	Page No. 25/ Clause 5.3 Firewall:/Sr.2	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, etc. from day one with required Licenses valid for perpetual and 24*7 support for 5 years.	License required is perpetual or for 5 Years 24x7 support. Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, etc. from day one with 24*7 support for 5 years.	Please see revised RFP
243	Page No. 25/ Clause 5.3 Firewall:/Sr.5	Should support at least 50 million concurrent sessions with application visibility turned on	Only specific OEM shows Concurrent session number enabling Application visibility . Request you to change this term so other wellknown OEM can comply. Should support at least 50 million concurrent sessions.	Please see revised RFP
244	Page No. 25/ Clause 5.3 Firewall:/Sr.5	Should support at least 50 million concurrent sessions with application visibility turned on	Generally 10% New session per seconds considered concurrence to Concurrent sessions. Request you change value to 100Mil or decrease New session per second to 5,00,000 Should support at least 100 million concurrent sessions	Please see revised RFP
245	Page No. 25/ Clause 5.3 Firewall:/Sr.6	Firewall should support at least 1,000,000 new connections per second with application visibility turned on	Only specific OEM shows new sessions per second number enabling Application Visibility . Request you to change this term so other wellknown OEM can comply. Firewall should support at least 1,000,000 new connections per second	Please see revised RFP
246	Page No. 25/ Clause 5.3 Firewall:/Sr.6	Firewall should support at least 1,000,000 new connections per second with application visibility turned on	Generally 10% New session per seconds considered concurrence to Concurrent sessions. Request you change value to 100Mil or decrease New session per second to 5,00,000 Firewall should support at least 1,000,000 new connections per second	Please see revised RFP
247	Page No. 28/ Note 1	Proposed Firewall can be of any make & Model other than the existing firewall installed at Gujarat State Data Center i.e. Fortinet (to create a two-tier security architecture from two different OEM's) of overall state level Infrastructures and should comply with all the required technical specifications of this RFP.	Asked device is with IPS, URL, App-control etc. in short Layer-7 device. Fortinte installed at SDC in just plain firewall with stateful inspection device at L4. As per industry practice, dual layer is considered for Signature based (IPS, App-control) devices so that any L7 attack enters network, it has 2 different Signature DB to get scan & monitor different 2 layers. For more detail plz. refer attach doc for Dual layer architecture. Even as per Gartner same Make Firewall is suggested https://www.gartner.com/doc/3215918/brand-firewall-best-practice-enterprises . White paper for the same is also attached. Request you to remove this clause as technical asked is UTM/Security signature device & not Firewall at L4 for statefull inspection so that UTM leader product can take part here.	Please see revised RFP

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
248	Additional Query/Suggestion	Additional Point suggested	It is recommended to add Anti-Virus & Anti-Spam solution for mail flow scanning at Gateway level Proposed solution should support Anti-Virus & Anti-Spaming solution	As per RFP Document
249	Additional Query/Suggestion	Additional Point suggested	To protect sensitive information, it is recommended to consider gateway level DLP in UTM Proposed solution should support gateway layer DLP	As per RFP Document
250	Additional Query/Suggestion	Additional Point suggested	Gartner was considered to set a common benchmark for all firewall vendor to comply. Here UTM is asked, request you to consider Gartner Leader/Challenger for UTM here. Proposed Firewall must be in a Leader quadrant of Gartner UTM report for last 3 years	No Change
251	Additional Query/Suggestion	Additional Point suggested	Security features like AV, IPS, Anti-Spam must be validate by third party certificate like ICASA or equivalent Security features like AV, IPS, Anti-Spam must be validate by third party certificate like ICASA or equivalent	As per RFP Document