

Responses to Queries

**Short Notice Bid for Purchase of Routers on behalf of Department of Science & Technology, Govt. of Gujarat, Gandhinagar
(Tender No: HWT060317419)**

S/N	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Queries
	Page No./ Section No./ Clause No.	Tender Description		
1	Page no. 4, Clause No. 13	The Successful bidder has to submit Performance Bank Guarantee @ 10% of total order value within 15 days from the date of issue of Purchase order (for warranty period + extra 3 months) from All Nationalized Bank including the public sector bank or Private Sector Banks or banks (operating in India having branch at Ahmedabad/ Gandhinagar) as per the G.R. no. EMD/10/2015/ 508/DMO dated 27.04.2016 issued by Finance Department or further instruction issued by Finance department time to time. (The draft of Performance Bank Guarantee is attached herewith).	Request you to change the Performance Bank Gurantee @ 5%	No Change, As Per RFP
2	Page No. 5, Clause No. 26	Delivery & Installation: Within 4 weeks from the date of confirmed purchase order.	Within 45 working days from the date of confirmed purchase order	<p>Clause revised as:</p> <p>Inspection and Delivery:</p> <p>a) 1st Lot of 150nos within 4 weeks from the date of confirmed purchase order</p> <p>b) 2nd Lot of remaining 150nos within 6 weeks from the date of confirmed purchase order</p> <p>Note:</p> <p>1) Bidder is required to deliver the ordered goods at the central location i.e. Gandhinagar, Gujarat.</p> <p>2) Installation, commissioning and FAT is not in the scope of this Bid. However, 5 Year OEM warranty & support is in the scope of the bidder.</p> <p>3) If required bidder may be asked to install & configure 4-5 Routers & train the current O&M operator of GSWAN for further installation, commissioning of entire lot.</p>

S/N	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Queries
	Page No./ Section No./ Clause No.	Tender Description		
3	Page No. 6, Clause No. 31	<p>Payment: Payment for Goods and Services shall be made by GIL in Indian Rupees as per the below conditions:</p> <p>31.1 No advance payment will be made.</p> <p>31.2 80% payment after successful delivery of the ordered goods.</p> <p>31.3 20% payment after installation, Commissioning and successful FAT of the supplied goods.</p>	<p>90% payment after successful delivery of the ordered goods & 10% payment after installation, Commissioning and successful FAT of the supplied goods</p>	<p>Clause revised as:</p> <p>31.1 No advance payment will be made</p> <p>31.2 100% payment after Inspection & Delivery of the Ordered Goods</p>
4	Page No. 6, Eligibility Criteria		<p>We suggest you to add below mention OEM eligibility criteria & OEM product certification. Request to Add this clause : "Router OEM should be either "Leader" in Gartner Magic Quadrant OR "Top5" in IDC Worldwide Router market share."</p> <p>IDC Top5 or Gartner Leader ensures Standardization and best technology being proposed</p>	<p>No Change, As Per RFP</p>
5	Page No. 6, Eligibility Criteria		<p>We suggest you to add below mention OEM eligibility criteria & OEM product certification. Request to Add this clause : "Router should be EAL3/NDPP Certified."</p> <p>EAL3/NDPP Certification ensures that the proposed equipment meets the bare minimum security profiles as per industry standards</p>	<p>No Change, As Per RFP</p>

S/N	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Queries
	Page No./ Section No./ Clause No.	Tender Description		
6	Page No. 6, Eligibility Criteria		<p>We suggest you to add below mention OEM eligibility criteria & OEM product certification. Request to Add this clause : "Router OEM should have been existing in India for at least last 10 Years."</p> <p>OEM existence in India for last 10years ensures product and technology well tested and proven in Indian conditions is proposed and that there will be no challenge on spare availability and service assurance from OEM.</p>	No Change, As Per RFP
7	General Query/Suggestion	General Query/Suggestion	Also request you to share the Delivery and Installation locations. These details will help us to calculate commercials and warranty support.	As above
8	Page No. 9, Form no. T-I: Technical Specifications	Router should support capacity of minimum 100 Mbps with at least 1 no of 1G SFP Module and minimum 4 nos. of 10/100/1000 Ethernet ports	Reuesting you Pleaase Clarify Which Kind of SFP Modual Require Single Mode or multi Mode ?	<p>Single Mode fibre directly Delivered router should be able to terminate fibre directly.</p> <p>Note: Device should allow configuration of atleast one LAN port as a WAN port without modification in the Router Hardware"</p>
9	Page No. 9, Form no. T-I: Technical Specifications	All necessary SFP's, interfaces, connectors, patch cords (if any) must be delivered along with the router from day one.	<p>Requesting Please Clarify which kind of patch cord reuired Fibre or Cat 6 and size of Patch Cord cable?</p> <p>Please Clarify How Many Qty Need to Deliver With Router,Here we Are Assuming 4 Qty.</p>	Patch cords are not required
10	General Query/Suggestion		Requesting you Please share Location Details .	As above

S/N	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to Queries
	Page No./ Section No./ Clause No.	Tender Description		
11	General Query/Suggestion	General Query/Suggestion	There are no OEM criteria mentioned in the tender. Usually there is always a clause of Gartner Magic Quadrant and IDC top five OEMs in order to bring in top quality products. No OEM criteria may lead to participation from Chinese vendors which may not be able strengthen the network. Moreover none of the top OEMs shall be able to compete against the prices	As above
12	Technical Specifications - Clause 6	All necessary SFP's, interfaces, connectors, patch cords (if any) must be delivered along with the router from day one.	Kindly confirm which type of SFP needs to be supplied. Single mode or Multimode.	As above
13	General Terms and Conditions Point 24 & 30	Bidder is required to produce OEM's confirmation on OEM's Letter head with Sr. nos. of Equipment for back to back warranty support as per tender terms & conditions.	5 year warranty has been asked from the date of FAT. On the other hand warranty certificate from the OEM has been asked during inspection as well. Kindly clarify.	Please refer Sr. no. 2 above; This tender is for supply only, Hence 5 Years Warranty will be from the date of delivery of ordered goods.
14	Scope of Work	Locations of Installation	Request you to share list of locations where these routers needs to be installed.	As above
15	Delivery & Installation; Pg no. 5; Clause no. 26	Within 4 weeks from the date of confirmed purchase order	Practically deliver and installation at 300 locations is not possible within 4 weeks. Looking at the quantity it will be back to back order to OEM and OEM standard delivery time line itself is 4-6 weeks and then deistributing routers at respective locations and installation will required additional time line hence we request to allow delivery and installation within 10-12 weeks.	As above
16	technical specification point 6-	All necessary SFP's, interfaces, connectors, patch cords (if any) must be delivered along with the router from day one	Kindly suggest type & qty of SFP optics and patch cords to be included with the proposed router. By default, routers would be supplied with power cord	As above

S/N	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Queries
	Page No./ Section No./ Clause No.	Tender Description		
17	General Terms and Conditions Point 26	Delivery & Installation: Within 4 weeks from the date of confirmed purchase order.	Since it is a bulk requirement, Kindly ammend delivery terms to 6 weeks or split in lots.	As above
18	MAF	Manufacturer Authorisation Form	There is no mention of MAF requirement in this bid. Kindly Clarify.	Agreed, Bidder is required to submit MAF for the quoted item.
19	RFP Document Page no. 5, Point no. 26	Delivery & Installation: Within 4 weeks from the date of confirmed purchase order	Please add "Delivery & Installation: Within 8 weeks from the date of confirmed purchase order." As reputed OEM/Vendor take minimum 4 to 6 weeks for the delivery of the material and another 4 weeks required for the installation, commissioning and FAT	As above
20	RFP Document Page no. 1,	Last Date of Submission of Bid: 21.03.2017 till 1500 hours	Request to extend the due date of the tender by 10 days	Extended till 27-March-2017
21	Eligibility Criteria	The bidder must have turnover of at least Rs. 10 Crores for each of the last three financial years as on 31st March, 2016.	Plz make it Avg. Annual Turn Over of Last 3 Years should be Rs. 10 Crores OR The Sum of Last 3 Years Turn Over should be Ra. 30 Crores	Agreed, Clause revised as: The bidder must have Average Annual turnover of at least Rs. 10 Crores for last three financial years as on 31st March, 2016.
22		"Device should allow configuration of atleast one LAN port as a WAN port without modification in the Router Hardware"		