

### Responses to Pre-bid Queries

#### Bid for Supply, Installation, Commissioning & Maintenance of Firewall Appliances on behalf of Directorate of Technical Education, Gandhinagar (Tender No. HWT080819577)

S/N	Page No. / Section No. / Clause No.	Tender Description	Query / Clarification / Suggestions from the Vendors	Responses to the Queries
1	SECTION IV,14 (Firewall Type A)	Firewall should support NAT, PAT, Nat66 (IPv6-to-IPv6), Nat46 (IPv4-to-IPv6) and Nat64 (IPv6-to-IPv4) or equivalent functionality from day1	NAT 46 and Nat 64 is not a functionality Firewall , ideally it should be done on Load Balancers, hence request you to remove Nat 46 and Nat 64	See the Corrigendum
2	SECTION IV,14 (Firewall Type A)	Firewall should provide application inspection for DNS, FTP, HTTP, SMTP, ESMTP, RTSP, SIP, SCCP, SQLNET, TFTP, H.323, ICMP.	ESMTP is the extended SMTP, only the email gateways understand ESMTP, Firewall will just allow that traffic. Firewalls doesnt understand ESMTP like ( helo command, starttls command present in ESMTP), hence request you to please remove this from the clause	No Change, As per RFP
3	SECTION IV,14 (Firewall Type A)	The device should provide detailed Event analysis for Firewall, IPS, Application Control, Data Filtering with reporting of all the components.	Need clarity on the term Data Filtering, if it refers to File Filtering on the Firewall, then request you to please mention the term File filtering	As per RFP
4	SECTION IV,14 (Firewall Type A)	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid perpetual for life and 24*7 support valid for 7 Years.	Features like URL, content and web filtering are always subscription based request to remove them from the perpetual clause	No Change, As per RFP
5	SECTION IV,15 (Firewall Type B)	Firewall should support NAT, PAT, Nat66 (IPv6-to-IPv6), Nat46 (IPv4-to-IPv6) and Nat64 (IPv6-to-IPv4) or equivalent functionality from day1**..	NAT 46 and Nat 64 is not a functionality Firewall , ideally it should be done on Load Balancers, hence request you to remove Nat 46 and Nat 64	See the Corrigendum
6	SECTION IV,15 (Firewall Type B)	Firewall should provide application inspection for DNS, FTP, HTTP, SMTP, ESMTP, RTSP, SIP, SCCP, SQLNET, TFTP, H.323, ICMP.	ESMTP is the extended SMTP, only the email gateways understand ESMTP, Firewall will just allow that traffic. Firewalls doesnt understand ESMTP like ( helo command, starttls command present in ESMTP), hence request you to please remove this from the clause	No Change, As per RFP
7	SECTION IV,15 (Firewall Type B)	The device should provide detailed Event analysis for Firewall, IPS, Application Control, Data Filtering with reporting of all the components.	Need clarity on the term Data Filtering, if it refers to File Filtering on the Firewall, then request you to please mention the term File filtering	As per RFP
8	SECTION IV,15 (Firewall Type B)	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid perpetual for life and 24*7 support valid for 7 Years.	Features like URL, content and web filtering are always subscription based request to remove them from the perpetual clause	No Change, As per RFP
9	SECTION IV,15 (Firewall Type B)	Ports: Firewall appliance should have at least 4x10/100/1000 G interfaces along with 8x1G SFP, 4x10 G SFP slots	Request you to please change the ports requirement, since the throughput is not that high : Firewall appliance should have at least 8x10/100/1000 G interfaces along with 4x1G SFP, 2x10 G SFP slots	See the Corrigendum
10	SECTION IV,15 (Firewall Type B)	OEM Presence: The OEM for Firewall Appliances to quote in this bid should have presence in India since last 5 years. Documents Required: Documentary proof to be submitted for the same.	OEM Forcepoint is new name incorporated on5th March, 2016, while the company Websense was acquired by them which have more 15 year of presene in India(Incorporation letter can be shared while bidding). Firewall Product(Stonesoft) was also acquired by Forcepoint which had the presence in India for over 8-10 years	No Change, As per RFP
11	SECTION I,5	The bidder should be an established IT/ITeS System integrator and should have experience and executed at least 2 projects of Network Integration/System Integration/Data Center (Setting up or O&M) anytime in India during last five years as on bid issuance date having minimum value of Rs. 3.5 Crores each OR single project having min. value of Rs 7 Crores.	We need clarification on this Clause. Kindly clarify in brief by term -Network Integration / System Integration. Also, can the reference in WAF & Logger would be considered under this term.	As per RFP
12	Point No 3, Bidder's Experience,10	Within 60 working days from the date of confirmed purchase order.	We request to please change it to 90 working days	No Change, As per RFP

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13	Point No 33, Delivery & Installation,12	Successful delivery and inspection of Hardware at all locations.- 70 % of total contract value, Successful installation, commissioning, FAT & training.- 20 % of total contract value, Warranty and Support- 10 % of total contract value charges shall be paid after 6 months of the date of successful completion of FAT.	We request you to keep this as payment of 10% will be made against bank guarantee, instead 10 % of total contract value charges shall be paid after 6 months of the date of successful completion of FAT.	No Change, As per RFP
14		The Solution shall support full stack, multilayer normalization, and stream-based data inspection and detection processes to detect advanced evasion techniques	Being an edge device, it will be prone to attack using various evasion tactics, hence solution should well aware about these types of attack	No Change, As per RFP
15		The Solution shall have over 7K application signatures for policy	More the application understanding by the device better will be the ability to control the traffic	No Change, As per RFP
16		The Solution must support Full QoS or DSCP/ToS Throttling with granular QoS configuration per interface and by individual rule basis	The will help to create more granular polices and providing the best possible Quality of the traffic by effectively utilising the bandwidth	No Change, As per RFP
17		The QoS must support matching incoming packet DSCP/ToS value to a QoS rule and marking outgoing packet with new DSCP value by per rule	The will help to create more granular polices and providing the best possible Quality of the traffic by effectively utilising the bandwidth	No Change, As per RFP
18		Solution must be capable of prioritization the applications traffic (like Skype,O365 or more)among all the ISPs. E.g. It should have the capability to prioritize O365 through a dedicated link and fallback should happen if that link is unavailable.	Mission critical traffic can be prioritized among all the available ISP and also help to fallback in case of the primary link goes down	No Change, As per RFP
19		Solution must support application routing wherein O365 should be routed towards internet and rest of traffic can be routed through MPLS for Datacenter/Corporate office	Mission critical traffic can be prioritized among all the available ISP and also help to fallback in case of the primary link goes down	No Change, As per RFP
20		The Solution must support high availability clustering operating with mixture of firewall software versions within the same HA cluster.	This feature help to reduce the ugrade overhead on the admin teams, and also mix mode of appliances helps to scale the requirement by just adding smaller boxes to meet the requirement thus giving better ROI	No Change, As per RFP
21		Proposed solution should be able to create the access rules based on the endpoints machine attributes like Application, user and platforms. Solution should have this using an endpoint agent	This will help to reduce the risk to the organisation and control the users connecting via machine which not in sync with corporate security polices and posture requirement	No Change, As per RFP
22		For Types A Firewall : New Connections Per Second: At least 100,000 and Concurrent Sessions: Should support at least 5,000,000	Considering the firewall throughput requirement 20K new connection and Concurrent connection 500000 are very less and may lead to performance issues in near futures, hence request you to please increase new connections to 100000 along with 5000000 concurrent connections	No Change, As per RFP
23		For Types B Firewall : New Connections Per Second: 50000 and Concurrent Connection : 2500000	Considering the firewall throughput requirement 50K new connection and Concurrent connection 2500000 are very less and may lead to performance issues in near futures, hence request you to please increase new connections to 100000 along with 7500000 concurrent connections	No Change, As per RFP
24		Bid for Supply, Installation, Commissioning & Maintenance of Firewall Appliances	Since you are looking for firewall, router, loadbalancer, IPS, Webproxy. We would like to suggest you to keep SDWAN as a requirement instead of Firwall. Bid for Supply, Installation, Commissioning & Maintenance of SDWAN Appliances.	No Change, As per RFP
25			We request you to please add this clause in the RFP that in case of site is not ready customer will make payment against SNR-Site Not Ready. Also, In case of implementation/installation is delayed due to Customer/SNR issues bidder should not be penalized.	<b>Delay Solely attributable to the Bidder will be counted while calculation of penalty, if any.</b>

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26	Section IV, Minimum Technical Specification, Pg. No: 14 Type-A	Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period with atleast 2TB of storage), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports. Justification Firewall ask with 10G connectivity & seems quite sizable in nature. Also considering student env. there will be huge log flow from the Firewall. Considering even 5GB of Logs per day you should atleast ask for 2TB storage from day 1. Though you already asked to stored it for 1 Year. But there are many types of logs like FW, Security, audit, attacks, etc. If there is undersized storage & logs selected are limited in nature, it won't help the purpose. 2TB is the minimum	No Change, As per RFP
27	Section IV, Minimum Technical Specification, Pg. No: 15 Type-B	Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period with atleast 4TB of storage), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports. Justification Firewall ask with 10G connectivity & seems quite sizable in nature. Also considering student env. there will be huge log flow from the Firewall. Considering even 10GB of Logs per day you should atleast ask for 4TB storage from day 1. Though you already asked to stored it for 1 Year. But there are many types of logs like FW, Security, audit, attacks, etc. If there is undersized storage & logs selected are limited in nature, it won't help the purpose. 4TB is the minimum	No Change, As per RFP
28	Section IV, Minimum Technical Specification, Pg. No: 14 & 15 Type-A & B	Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Justification You ask about Software & Licenses must be Perpatual in nature. Perpatual here means you need Software & Licenses for 5 Years (as asked in the Firewall) from day 1. Once that is expired it should not stop logging, only support from respective OEM is not provided. Kindly clarify. What about Hardware? Should we considered hardware under 5 years warranty as per warranty terms ?	No Change, As per RFP
29	Section IV, Minimum Technical Specification, Pg. No: 14 & 15 Type-A & B	Note: ** If same functionality is not available in firewall solution then OEM/Bidder can achieve the same through providing additional hardware like Router (from Day 1 itself) of capacity equivalent to the firewall thus without compromising on any of the parameter like throughput, Ports etc. of the solution, as asked in the bid.	Justification Firewall ask here is it must be listed in Gartner Magic quadrant or IDC top 10. As the equivalent router is asked, do Gartner & IDC clauses applies to Router also? Kindly clarify.	Please refer Sr. no.1 above
30	Section IV, Minimum Technical Specification, Pg. No: 14 & 15 Type-A & B	Note: ** If same functionality is not available in firewall solution then OEM/Bidder can achieve the same through providing additional hardware like Router (from Day 1 itself) of capacity equivalent to the firewall thus without compromising on any of the parameter like throughput, Ports etc. of the solution, as asked in the bid.	Clarification Justification Router asked here is with equivalent capacity, do that Mean Router proposed for Type A must have 2x10G Interfaces & Type B with 4x10G interfaces & few 1G interfaces from day 1? Proposed device must not be bottleneck with this understadning all bidders to bid with minimum specifications on Router. Kindly clarify.	Please refer Sr. no.1 above

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31	Section IV, Minimum Technical Specification, Pg. No: 14 & 15 Type-A & B	Note: ** If same functionality is not available in firewall solution then OEM/Bidder can achieve the same through providing additional hardware like Router (from Day 1 itself) of capacity equivalent to the firewall thus without compromising on any of the parameter like throughput, Ports etc. of the solution, as asked in the bid.	Justification Router asked here is with equivalent capacity, do that Mean Router proposed for Type A must have 10Gbps of routing throughput & Type B with 20Gbps of Routing throughput & few 1G interfaces from day 1? Proposed device must not be bottleneck with this understanding all bidders to bid with minimum specifications on Router. Kindly clarify.	Please refer Sr. no.1 above
32	-	Request for Additional Point	Proposed Firewall for both Type A & Type B must be with Redundant Internal Power supply from day 1 Justification Firewall asked are in standalone mode. Power is the key reason hardware failover. Request you to ask RPS from the day 1 for power redundancy to reduce failure rates due to power issues.	No Change, As per RFP
33	33.Delivery & Installation: Pg No:10	Within 60 working days from the date of confirmed purchase order.	Kindly amend for 75 working days Justification Product delivery would take 30 to 45 working days in general, therefore requesting for 75 working to complete the delivery & installation.	No Change, As per RFP
34	39. Penalty Clause, 39.1. Penalties for delay in delivery and installation: Pg No: 11, Point No. 1	a) If the bidder fails to deliver and install the requisite hardware and software within 60 working days from the issue of the confirmed purchase order, then a sum equivalent to 0.5% of the total contract value per week or part thereof shall be deducted from the bills/payment under consideration.	Kindly amend the clause of penalty for undelivered/uninstalled material locations value Justification Only pending location delivery / installation gets penalised rather than entire project	No Change, As per RFP
35	41. Payment: Pg No: 12, Point No.3	10 % of total contract value charges shall be paid after 6 months of the date of successful completion of FAT.	Balance final 10% also to be paid along with Successful installation, commissioning, FAT Justification Once project is completed in all respect and balance 10% to be paid after 06 months would be very very high time. It has to be given after completion of project along with point no.2. PBG of 10% is already to be given.	No Change, As per RFP
36	Sec. IV-Item1: Firewall Appliance (Type-A),14	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid perpetual for life and 24*7 support valid for 7 Years.	Features like URL, content and web filtering are always subscription based request to remove them from the perpetual clause	No Change, As per RFP
37	SECTION IV,14	The device should provide detailed Event analysis for Firewall, IPS, Application Control, Data Filtering with reporting of all the components.	Need clarity on the term Data Filtering, if it refers to File Filtering on the Firewall, then request you to please mention the term File filtering	No Change, As per RFP
38	Sec. IV Item2: Firewall Appliance (Type-B),15	Concurrent Sessions: Should support At least 25,00,000 New Connections Per Second: At least 50,000	please explain concurrent session and new connection per second is not in proportion to each other.	No Change, As per RFP
39	Firewall (Type A)	The device should support at least one management interfaces to manage the firewall & one USB Port. (Data ports should not be used for management purpose.)	Any port can be configured as management port and this port should be used for management only and no traffic should flow through this port without compromising in number of interfaces asked in RFP. Remarks We have all ports configurable like LAN/DMZ or any customized zone. We can configure separate customized zone that can be used for management. Dedicated port will be used only for management and not for traffic flow. This will not compromise the number of interfaces asked in the RFP	<b>Bidder may provide the dedicated management port or any Data port can be configured as Management port restricting traffic flow from the same. However, Total no's of Data ports asked in the RFP should not be used for management purpose.</b>

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40	Firewall (Type A)	Firewall should support NAT, PAT, Nat66 (IPv6-to-IPv6), Nat46 (IPv4-to-IPv6) and Nat64 (IPv6-to-IPv4) or equivalent functionality from day1**	"Firewall should support 6 in4, 6 to4, 4 in6 and 6rd IP tunneling to promote interoperability between IPv4 and IPv6 networks along with NAT & PAT functionality" And/Or "The moment Nat64 and NAT 46 is available, OEM should provide without any additional charges/Cost" Remarks Currently we do not support NAT46 and NAT64, as currently there are no valid use cases for the same .Although it is in our future road map.	Please refer Sr. no.1 above
41	Firewall (Type A)	Firewall Throughput: Minimum 10 Gbps	Firewall Throughput: Minimum 25 Gbps Remarks As discussed in prebid meeting Considering the no of ports requested in Firewall Type A, the firewall throughput is too low.	No Change, As per RFP
42	Firewall (Type A)	IPsec VPN throughput: Minimum 2 Gbps	IPsec VPN throughput: Minimum 2 Gbps/ No of tunnels required 1000. Remarks The VPN throughput mentioned is eventually meant for number of tunnels required, Different OEM have different mechanism to cater to number of tunnels required based of VPN throughput.	No Change, As per RFP
43	Firewall (Type A)	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses	The proposed throughput of AV/ NGFW( Threat Protection) as 3 Gbps / 4 Gbps Remarks Since you have asked for security features like IPS, Web & Content Filtering and Antivirus but then you have not mentioned throughout required when we enable these features.	No Change, As per RFP
44	Firewall (Type B)	The device should support at least one management interfaces to manage the firewall & one USB Port. (Data ports should not be used for management purpose.)	Any port can be configured as management port and this port should be used for management only and no traffic should flow through this port without compromising in number of interfaces asked in RFP. Remarks We have all ports configurable like LAN/DMZ or any customized zone. We can configure separate customized zone that can be used for management. Dedicated port will be used only for management and not for traffic flow. This will not compromise the number of interfaces asked in the RFP	<b>Bidder may provide the dedicated management port or any Data port can be configured as Management port restricting traffic flow from the same. However, Total no's of Data ports asked in the RFP should not be used for management purpose.</b>
45	Firewall (Type B)	Firewall should support NAT, PAT, Nat66 (IPv6-to-IPv6), Nat46 (IPv4-to-IPv6) and Nat64 (IPv6-to-IPv4) or equivalent functionality from day1**	"Firewall should support 6 in4, 6 to4, 4 in6 and 6rd IP tunneling to promote interoperability between IPv4 and IPv6 networks along with NAT & PAT functionality" And/Or "The moment Nat64 and NAT 46 is available, OEM should provide without any additional charges/Cost" Remarks Currently we do not support NAT46 and NAT64, as currently there are no valid use cases for the same .Although it is in our future road map.	Please refer Sr. no.5 above
46	Firewall (Type B)	Firewall Throughput: Minimum 20 Gbps	Firewall Throughput: Minimum 35 Gbps Remarks As discussed in prebid meeting Considering the no of ports requested in Firewall Type A, the firewall throughput is too low.	No Change, As per RFP
47	Firewall (Type B)	IPsec VPN throughput: Minimum 4 Gbps	IPsec VPN throughput: Minimum 4 Gbps/ No of tunnels required 2000. Remarks The VPN throughput mentioned is eventually meant for number of tunnels required, Different OEM have different mechanism to cater to number of tunnels required based of VPN throughput.	No Change, As per RFP

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48	Firewall (Type B)	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses	The proposed throughput of AV/ NGFW(Threat protection) as 5 Gbps / 6 Gbps Remarks Since you have asked for security features like IPS, Web & Content Filtering and Anivirus but then you have not mentioned throughout required when we enable these features.	No Change, As per RFP
49	Sec. IV Item1: Firewall Appliance (Type-A), 14	Ports: Firewall appliance should have at least 2x10/100/1000 G interfaces along with 4xG SFP and 2x10 G SFP slots Firewall Throughput: Minimum 10 Gbps	For Type A Firewall component, The total firewall throughput asked is 10 Gbps where as the number of interface combination asked is much higher and does not match the overall throughput which is lower. For eg, the total no of interface requested are 2 x 1GE, 4 x 1G SFP, 2 x 10G SFP ports. Considering the scenario where all the interfaces are connected and passing traffic at line rate, the firewall will run out of the resources to sustain the load and won't be able to scale further which might result in packet loss, overshooting of CPU or some instability. Suggestion: Ports : 5x10/100/1000 GE and 4x10 G SFP	See the Corrigendum
50	Sec. IV Item1: Firewall Appliance (Type-A), 14	Firewall should support NAT, PAT, Nat66 (IPv6-to-IPv6), Nat46 (IPv4-to-IPv6) and Nat64 (IPv6-to-IPv4) or equivalent functionality from day1**	Remove NAT46 and NAT64 it's not supported by most of the OEM so they need to propose additional device which is directly impact on commercial. Technically, NAT 46 and NAT 64 is not useful for education domain.	Please refer Sr. no.1 above
51	Sec. IV Item1: Firewall Appliance (Type-A), 14	Proposed firewall should be supplied with required on premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Needs to define the external storage size or size of logs / day.	No Change, As per RFP
52	Sec. IV Item1: Firewall Appliance (Type-A), 14	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid perpetual for life and 24*7 support valid for 7 Years.	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid Subscription base and 24*7 support valid for 7 Years.	No Change, As per RFP
53	Sec. IV Item2: Firewall Appliance (Type-B), 15	Ports: Firewall appliance should have at least 4x10/100/1000 G interfaces along with 8x1G SFP, 4x10 G SFP slots Firewall Throughput: Minimum of 20 Gbps	For Type B Firewall component, The total firewall throughput asked is 20Gbps where as the number of interface combination asked is much higher and does not match the overall throughput which is lower. For eg, the total no of interface requested are 4 x 1GE, 8 x 1GE SFP, 4 x 10G SFP ports. Considering the scenario where all the interfaces are connected and passing traffic at line rate, the firewall will run out of the resources to sustain the load and won't be able to scale further which might result in packet loss, overshooting of CPU or some instability. Suggestion: Ports : 8x10/100/1000 GE; 4x1G SFP; 4x10 G SFP	Please refer Sr. no.9 above
54	Sec. IV Item2: Firewall Appliance (Type-B), 15	Concurrent Sessions: Should support At least 25,00,000 New Connections Per Second: At least 50,000	concurrent session and new connection per second is not in proportion to each other.	No Change, As per RFP
55	Sec. IV Item2: Firewall Appliance (Type-B), 15	Firewall should support NAT, PAT, Nat66 (IPv6-to-IPv6), Nat46 (IPv4-to-IPv6) and Nat64 (IPv6-to-IPv4) or equivalent functionality from day1**	Remove NAT46 and NAT64 it's not supported by most of the OEM so they need to propose additional device which is directly impact on commercial. Technically, NAT 46 and NAT 64 is not useful for education domain.	Please refer Sr. no. 5 above

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56	Sec. IV Item2: Firewall Appliance (Type-B), 15	Proposed firewall should be supplied with required on premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Needs to define the external storage size or size of logs / day.	No Change, As per RFP
57	Sec. IV Item2: Firewall Appliance (Type-B), 15	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid perpetual for life and 24*7 support valid for 7 Years.	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid Subscription base and 24*7 support valid for 7 Years.	No Change, As per RFP
58	Suggestion (Type and Type B),	Addition: Threat Protection throughput including AV, IPS & App-control enabled in enterprise mix conditions  Firewall throughput - The security appliance was tested in lab conditions with a simple firewall-only security policy with only one allow-all traffic rule. Threat Protection throughput is measured using real world customer traffic blend, with multiple advanced security functions (such as Intrusion Prevention (IPS), Application Control, Antivirus) and a security policy which is typically found at customer deployments.		No Change, As per RFP
59	Type A Pg. 14	Firewall Throughput: Minimum 10 Gbps and Firewall appliance should have at least 2x10/100/1000 G interfaces along with 4xG SFP and 2x10 G SFP slots	Firewall Throughput: Minimum 10 Gbps and Firewall appliance should have at least 2x10/100/1000 G interfaces along with 4xG SFP . Remarks Only 10Gbps FW throughput asked. So 2x10G interfaces are generally required if FW throughput requires for around 20Gbps+. It seems like Type A is asked for institutes with lesser number of Devices and hence 10 Gig Port can be omitted .	No Change, As per RFP
60	Type A Pg. 14	Firewall appliance should have at least 2x10/100/1000 G interfaces along with 4xG SFP and 2x10 G SFP slots	Only 10G slots are required or you need published 10G SFP+ interfaces. Request for clarifications. Remarks Just need more clarity on this point	Please refer Sr. no. 49 above
61	Type B Pg. 15	Firewall Throughput: Minimum of 20 Gbps and Firewall appliance should have at least 4x10/100/1000 G interfaces along with 8x1G SFP, 4x10 G SFP slots	Firewall Throughput: Minimum of 20 Gbps and Firewall appliance should have at least 4x10/100/1000 G interfaces along with 8x1G SFP, 2x10 G SFP slots Remarks Only 20Gbps FW throughput asked. So 4x10G interfaces are generally required if FW throughput requires for around 50Gbps+. It seems like 10G is only required for connectivity at LAN/WAN side so request you ask for only 2x10G interfaces here which will save huge cost for client and will open the bid for other OEM's to participate.	Please refer Sr. no.9 above
62	Type B Pg. 15	Firewall appliance should have at least 4x10/100/1000 G interfaces along with 8x1G SFP, 4x10 G SFP slots	Only 10G slots are required or you need published 10G SFP+ interfaces. Request for clarifications. Remarks Just need more clarity on this point	Please refer Sr. no.9 above
63	Type A, B Pg. 14, 15	Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Request you to clarify on what do you exactly mean on Perpatual license here? Remarks Just need more clarity on this point	As per RFP
64	Type A, B Pg. 14, 15	Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Is logging solution need to provide from Same OEM of Firewall or can be separate OEM? For easy of Integration & better Reporting, we recommend to have same Firewall OEM here. Remarks Just need more clarity on this point	As per RFP

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65	Section IV14, 15 Firewall Type A & B	Ports: Firewall appliance should have at least 2x10/100/1000 G interfaces along with 4xG SFP and 2x10 G SFP slots	Kindly make it General Specification so that other OEM can participate to make it competitive. Proposed Clause :- Ports: Firewall appliance should have at least 8x10/100/1000 G interfaces along with 8xG SFP or 4x10 G SFP slots	No Change, As per RFP
66	Section IV14, 15 Firewall Type A & B	Firewall should support NAT, PAT, Nat66 (IPv6-to-IPv6), Nat46 (IPv4-to-IPv6) and Nat64 (IPv6-to-IPv4) or equivalent functionality from day1**	Clause might be OEM specific, kindly make it General Specification or optional functionality so that other OEM can participate to make it competitive. Proposed Clause: Firewall should be IPv6 ready or equivalent functionality from day1**	Please refer Sr. no. 1& 5 above
67	Section IV14 Firewall Type A	Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Instead of on-premise storage, we propose cloud storage which will suffice your need and also it is cost effective for department. Proposed clause: Proposed firewall should be supplied with required on-premise / cloud storage (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	No Change, As per RFP
68	Section IV14 Firewall Type A	Appliance should support Virtual Firewall feature or should support direct termination of NKN (National Knowledge Network) link at college.	Please provide more details about 'NKN Link' and 'TYPE OF LINK'.	As per RFP
69	Section IV14 Firewall Type A	Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Please clarify whether you need Centralize logging and reporting storage OR per location separate reporting and logging storage at each college.	Dedicated at each college/site
70	Introduction3	The bidder will have to submit Nonrefundable Bid Processing Fees of Rs. 17,700/- & Earnest Money Deposit (E.M.D.) of Rs. 7,00,000/- (Refundable)	As per GoI guideline please exempt EMD against MSME Certificate.	No Change, As per RFP
71	Eligibility Criteria for the bidder5 Bidder's Experience	The bidder should be an established IT/ITeS System integrator and should have experience and executed at least 2 projects of Network Integration/System Integration/Data Center (Setting up or O&M) anytime in India during last five years as on bid issuance date having minimum value of Rs. 3.5 Crores each OR single project having min. value of Rs 7 Crores.	Proposed Clause: The bidder/OEM should be an established IT/ITeS System integrator and should have experience and executed at least 2 projects of Network Integration/System Integration/Data Center (Setting up or O&M) anytime in India during last five years as on bid issuance date having minimum value of Rs. 2 Crores each OR single project having min. value of Rs 7 Crores.	No Change, As per RFP
72	Delivery & Installation10 Delivery & Installation	Within 60 working days from the date of confirmed purchase order	Proposed Clause: Within 70 working days from the date of confirmed purchase order.	No Change, As per RFP
73	Penalty Clause11 Penalties for delay in delivery and installation:	If the bidder fails to deliver and install the requisite hardware and software within 60 working days from the issue of the confirmed purchase order, then a sum equivalent to 0.5% of the total contract value per week or part thereof shall be deducted from the bills/payment under consideration.	Proposed Clause: If the bidder fails to deliver and install the requisite hardware and software within 60 working days from the issue of the confirmed purchase order, then a sum equivalent to 0.1% of the total contract value per week or part thereof shall be deducted from the bills/payment under consideration.	No Change, As per RFP
74	Payment:12	<b>Project Milestone</b> Successful delivery and inspection of Hardware at all locations.,70 % of total contract value	75 % of total contract value	No Change, As per RFP
75	Payment:12	Successful installation, commissioning, FAT & training.,20 % of total contract value	20 % of total contract value	No Change, As per RFP



S/N	Page No. / Section No. / Clause No.	Tender Description	Query / Clarification / Suggestions from the Vendors	Responses to the Queries
76	Payment:12	Warranty and Support,10 % of total contract value charges shall be paid after 6 months of the date of successful completion of FAT.	5% of total contract value charges shall be paid after 6 months of the date of successful completion of FAT.	No Change, As per RFP
77	<b>TYPE-A ,1</b>	<b>Ports:</b> Firewall appliance should have at least 2x10/100/1000 G interfaces along with 4xG SFP and 2x10 G SFP slots	<b>Ports:</b> Firewall appliance should have at least 4 X RJ45 and 4x SFP Justification since this solution is for schools with around 500-1000 student/faculty ,hence 10G interface would be an overkill and increase the overall cost of the solution.	Please refer Sr. no. 49 above
78	<b>TYPE-A ,2</b>	<b>Firewall Throughput:</b> Minimum 10 Gbps	Firewall throughput (FW+AVC+IPS) - 1.5 gbps Justification As per our undersatnding NKN backbone connects different states at 2.5/10G throughput and planning to scale to 40G in future hence the entire current bandwidth of 2.5/10G will be shared across all schools and colleges in each state. Considering the above fact we request to relook the performance and chnage it to 1G with features enabled like firewall, application visibility and next generation IPS.Mentioning just the firewall thoroughput could be exploited and products with 10Gbps of UDP protocol be will positioned which is not a real case, hence requesting the changes	No Change, As per RFP
79	<b>TYPE-A ,3</b>	<b>Concurrent Sessions:</b> Should support at least 5,00,000	Concurrent Sessions: Should support at least 2,00,000 Justification considering an average of 1000 student/faculty per college and 25 session per student concurrent session will be aournd 25000 only .. Hence the ask 500000 concurrent connection is too high and we request to change to 200000 considering growth year on year	No Change, As per RFP
80	<b>TYPE-A ,4</b>	<b>New Connections Per Second:</b> At least 20,000	New Connections Per Second: At least 15,000 Justification considering an average of 1000 student/faculty per college and 25 session per student concurrent session will be aournd 25000 only .. Hence the ask 500000 concurrent connection is too high and we request to change to 200000 considering growth year on year	No Change, As per RFP
81	<b>TYPE-A ,5</b>	<b>IPsec VPN throughput:</b> Minimum 2 Gbps	IPsec VPN throughput: Minimum 1 Gbps Justification as per our understanding VPN will be primarily used for remote troubleshooting, remote access to infra by exec/remote faculty which would consume not more than 200-300 mbps of throughput.. Considering the future scalability request you to consider 1 gbps of thoroughput	No Change, As per RFP
82	<b>TYPE-A ,15</b>	<b>Web Filtering: Keyword, Block Java applets, cookies, ActiveX, Block malware</b>	Web Filtering: Keyword, Block Malware Justification Block Java applets, cookies, ActiveX are no more supported by any browser because of threats associated with it, hence request to remove those points	No Change, As per RFP

S/N	Page No. / Section No. / Clause No.	Tender Description	Query / Clarification / Suggestions from the Vendors	Responses to the Queries
83	TYPE-A ,19	Appliance should have latest ICSA / NSS certification for Firewall.	Appliance should have latest ICSA / NSS/NDPP certification for Firewall. Justification Different OEM follow different Industry certification like ICSA or Common Criteria or NSS. Today all leader/challenger are getting their solution evaluated for Breach Detection/Prevention for security effectiveness and TCO and hence requesting change. CC (Common Criteria) is a global standard to which security products are evaluated. CC product certifications are mutually recognized by 26 nations, thus an evaluation that is conducted in one country is recognized by the other countries. Cisco is one of the global leaders who have conducted Common Criteria evaluations supporting our global customers' needs. While ICSA is an arm of Verizon which does the testing and provide certification for OEM's security solution.	No Change, As per RFP
84	TYPE-A ,21	The device should be hardware based and should be supplied with Indian Standard power cables and required licenses valid perpetual for life.	The device should be hardware based and should be supplied with Indian Standard power cables Justification while basic firewall functionality like Layer 3 /layer 4 firewall, NAT , Site to site VPN are perpetual in nature. However advanced features liker IPS, URL filtering and advance malware protection are subscription based and hence requesting the change	No Change, As per RFP
85	TYPE-A ,16	<b>Intrusion Prevention System (IPS):</b> should be able to mitigate attacks like FTP Attack, HTTP Attack, DNS Attack, ICMP Attack, TCP/IP Attack, DOS and DDOS Attack, TelNet Attack. Signatures, IPS Policies, Automatic real-time updates, Protocol Anomaly Detection	Intrusion Prevention System (IPS): should be able to mitigate attacks like FTP Attack, HTTP Attack, DNS Attack, ICMP Attack, TCP/IP Attack, DOS and DDOS Attack/ <b>Rate based threshold</b> , TelNet Attack. Signatures, IPS Policies, Automatic real-time updates, Protocol Anomaly Detection Justification As per our undersatnding firewall solution will have the internet link coming via NKN. NKN has already deployed dedicated DDoS solution which protect the NKN infrasturcture from any DoS and Ddos attacks. This functionality would impact the performance of the applaince by duplicating the efforts hence we request to either remove it or change as requested	No Change, As per RFP
86	TYPE-A ,24	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid perpetual for life and 24*7 support valid for 7 Years.	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, Anti-BOT control and Antivirus/Antimalware (Zero day protection) from day one with required all Licenses Justification while the firewall already includes functionalities like IPS which help protect college/school from cyber attacks. As per our undersatnding the purpose of Adding anti-virus is to protect school/colleges from zero day/unknown threats. Different OEM use different phrases to articulate this functional requirement hence requesting to change to avoid any ambiguity in the functional requirement.	No Change, As per RFP
87	TYPE-B,1	<b>Ports:</b> Firewall appliance should have at least <b>4x10/100/1000</b> G interfaces along with <b>8x1G SFP, 4x10 G SFP</b> slots	Ports: Firewall appliance should have at least 12 RJ45, 4x10 G SFP along with redundant power supply and fan tray slots Justification	Please refer Sr. no. 9 above

S/N	Page No. / Section No. / Clause No.	Tender Description	Query / Clarification / Suggestions from the Vendors	Responses to the Queries
88	TYPE-B,2	<b>Firewall Throughput:</b> Minimum of 20 Gbps	Next generation firewall throughput (NGFW+AVC+IPS) - 9 GBPS Justification since the firewall specs mentions support for IPS, URL filtering which are next generation firewall features, hence the throughput asked should be for next generation firewall	No Change, As per RFP
89	TYPE-B,3	<b>Concurrent Sessions:</b> Should support At least 25,00,000	Concurrent Sessions: Should support At least 3 million with AVC Justification considering an average of 2000-3000 student/faculty per college and 25 session per student concurrent session will be around 75000 only .. Hence the ask 25M concurrent connection is too high and we request to change to 3Million considering growth year on year	No Change, As per RFP
90	TYPE-B,5	<b>IPsec VPN throughput:</b> Minimum 4 Gbps	IPsec VPN throughput: Minimum 3 Gbps Justification as per our understanding VPN will be primarily used for remote troubleshooting, remote access to infra by exec/remote faculty which would consume not more than 200-300 mbps of throughput.. Considering the future scalability request you to consider 3 gbps of throughput	No Change, As per RFP
91	TYPE-B,15	<b>Web Filtering: Keyword, Block Java applets, cookies, ActiveX, Block malware</b>	Web Filtering: Keyword, Block Malware Justification Block Java applets, cookies, ActiveX are no more supported by any browser because of threats associated with it	No Change, As per RFP
92	TYPE B,16	<b>Intrusion Prevention System (IPS):</b> should be able to mitigate attacks like FTP Attack, HTTP Attack, DNS Attack, ICMP Attack, TCP/IP Attack, DOS and DDOS Attack, TelNet Attack. Signatures, IPS Policies, Automatic real-time updates, Protocol Anomaly Detection	Intrusion Prevention System (IPS): should be able to mitigate attacks like FTP Attack, HTTP Attack, DNS Attack, ICMP Attack, TCP/IP Attack, DOS and DDOS Attack/ Rate based threshold, TelNet Attack. Signatures, IPS Policies, Automatic real-time updates, Protocol Anomaly Detection Justification As per our understanding firewall solution will have the internet link coming via NKN. NKN has already deployed dedicated DDoS solution which protect the NKN infrastructure from any DoS and Ddos attacks. This functionality would impact the performance of the appliance by duplicating the efforts hence we request to either remove it or change as requested	No Change, As per RFP
93	TYPE - B,19	Appliance should have latest ICSA / NSS certification for Firewall.	Appliance should have latest ICSA / NSS/NDPP certification for Firewall. Justification Different OEM follow different Industry certification like ICSA or Common Criteria or NSS. Today all leader/challenger are getting their solution evaluated for Breach Detection/Prevention for security effectiveness and TCO and hence requesting change. CC (Common Criteria) is a global standard to which security products are evaluated. CC product certifications are mutually recognized by 26 nations, thus an evaluation that is conducted in one country is recognized by the other countries. Cisco is one of the global leaders who have conducted Common Criteria evaluations supporting our global customers' needs. While ICSA is an arm of Verizon which does the testing and provide certification for OEM's security solution.	No Change, As per RFP

S/N	Page No. / Section No. / Clause No.	Tender Description	Query / Clarification / Suggestions from the Vendors	Responses to the Queries
94	<b>TYPE-B,21</b>	The device should be hardware based and should be supplied with Indian Standard power cables and required licenses valid perpetual for life.	The device should be hardware based and should be supplied with Indian Standard power cables Justification while basic firewall functionality like Layer 3 /layer 4 firewall, NAT , Site to site VPN are perpetual in nature. However advanced features liker IPS, URL filtering and advance malware protection are subscription based and hence requesting the change	No Change, As per RFP
95	<b>TYPE-B,24</b>	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid perpetual for life and 24*7 support valid for 7 Years.	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, Anti-BOT control and Antivirus/Animalware (Zero day protection) from day one with required all Licenses Justification while the firewall already includes functionalities like IPS which help protect college/school from cyber attacks. As per our undersatnding the purpose of Adding anti-virus is to protect school/colleges from zero day/unknown threats. Different OEM use different phrases to articulate this functional requirement hence requesting to change to avoid any ambiguity in the functional requirement.	No Change, As per RFP
96	Item 1: Firewall Appliance (Type-A), Page: 14	New line item	Request to include - Must have Threat Prevention (Gateway AV, Anti-Spyware, IPS and Application Control enabled) throughput of 5.5 Gbps or above Justification The requirement is for an NGFW and not a vanilla firewall. NGFW throughput requires to be measured on Threat Prevention Throughput (Gateway AV, Anti-Spyware, IPS and Application Control enabled). This would enable all vendors to be at par with each other when services of NGFW are enabled.	No Change, As per RFP
97	Item 1: Firewall Appliance (Type-A), Page: 14	The device should be hardware based and should be supplied with Indian Standard power cables and required licenses valid perpetual for life.	Request to change as "The device should be hardware based and should be supplied with Indian Standard power cables. Justification All vendors require license to be enabled for services other than firewall. Firewall continues with a perpetual license but other services like IPS, AV, App Control, anti-spam, anti-spyware etc requires a license to be enabled. Hence these services do not come with a perpetual license.	No Change, As per RFP
98	Item 1: Firewall Appliance (Type-A), Page: 14	Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Request to change as "Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses for storing and retrieving the logs and MIS reports. Justification Same as above. Services do not come with a perpetual license.	No Change, As per RFP
99	Item 1: Firewall Appliance (Type-A), Page: 14	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid perpetual for life and 24*7 support valid for 7 Years.	Request to change as "Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required Licenses and 24*7 support valid for 7 Years." Justification Same as above. Services do not come with a perpetual license.	No Change, As per RFP

S/N	Page No. / Section No. / Clause No.	Tender Description	Query / Clarification / Suggestions from the Vendors	Responses to the Queries
100	Item2: Firewall Appliance (Type-B), Page:15	New line item	Request to add "Must have Threat Prevention (Gateway AV, Anti-Spyware, IPS and Application Control enabled) throughput of 10.5 Gbps or above" Justification The requirement is for an NGFW and not a vanilla firewall. NGFW throughput requires to be measured on Threat Prevention Throughput (Gateway AV, Anti-Spyware, IPS and Application Control enabled). This would enable all vendors to be at par with each other when services of NGFW are enabled.	No Change, As per RFP
101	Item2: Firewall Appliance (Type-B), Page:15	The device should be hardware based and should be supplied with Indian Standard power cables and required licenses valid perpetual for life.	Request to change as "The device should be hardware based and should be supplied with Indian Standard power cables." Justification All vendors require license to be enabled for services other than firewall. Firewall continues with a perpetual license but other services like IPS, AV, App Control, anti-spam, anti-spyware etc requires a license to be enabled. Hence these services do not come with a perpetual license.	No Change, As per RFP
102	Item2: Firewall Appliance (Type-B), Page:15	Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Request to change as "Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses for storing and retrieving the logs and MIS reports." Justification Same as above. Services do not come with a perpetual license.	No Change, As per RFP
103	Item2: Firewall Appliance (Type-B), Page:15	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid perpetual for life and 24*7 support valid for 7 Years.	Request to change as "Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required Licenses and 24*7 support valid for 7 Years." Justification Same as above. Services do not come with a perpetual license.	No Change, As per RFP
104	Sec. IV Item1: Firewall Appliance (Type-A),14	Ports: Firewall appliance should have at least 2x10/100/1000 G interfaces along with 4xG SFP and 2x10 G SFP slots Firewall Throughput: Minimum 10 Gbps	For Type A Firewall component, The total firewall throughput asked is 10 Gbps where as the number of interface combination asked is much higher and does not match the overall throughput which is lower. For eg, the total no of interface requested are 2 x 1GE, 4 x 1G SFP, 2 x 10G SFP ports. Considering the scenario where all the interfaces are connected and passing traffic at line rate, the firewall will run out of the resources to sustain the load and won't be able to scale further which might result in packet loss, overshooting of CPU or some instability. Suggestion: Ports : 5x10/100/1000 GE and 4x10 G SFP	Please refer Sr. no. 49 above
105	Sec. IV Item1: Firewall Appliance (Type-A),14	Firewall should support NAT, PAT, Nat66 (IPv6-to-IPv6), Nat46 (IPv4-to-IPv6) and Nat64 (IPv6-to-IPv4) or equivalent functionality from day1**	Remove NAT46 and NAT64 it's not supported by most of the OEM so they need to propose additional device which is directly impact on commercial. Technically, NAT 46 and NAT 64 is not useful for education domain.	Please refer Sr. no. 1 above
106	Sec. IV Item1: Firewall Appliance (Type-A),14	Proposed firewall should be supplied with required on premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Needs to define the external storage size or size of logs / day.	No Change, As per RFP

S/N	Page No. / Section No. / Clause No.	Tender Description	Query / Clarification / Suggestions from the Vendors	Responses to the Queries
107	Sec. IV Item1: Firewall Appliance (Type-A),14	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid perpetual for life and 24*7 support valid for 7 Years.	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid Subscription base and 24*7 support valid for 7 Years.	No Change, As per RFP
108	Sec. IV Item2: Firewall Appliance (Type-B),15	Ports: Firewall appliance should have at least 4x10/100/1000 G interfaces along with 8x1G SFP, 4x10 G SFP slots Firewall Throughput: Minimum of 20 Gbps	For Type B Firewall component, The total firewall throughput asked is 20Gbps where as the number of interface combination asked is much higher and does not match the overall throughput which is lower. For eg, the total no of interface requested are 4 x 1GE, 8 x 1GE SFP, 4 x 10G SFP ports. Considering the scenario where all the interfaces are connected and passing traffic at line rate, the firewall will run out of the resources to sustain the load and won't be able to scale further which might result in packet loss, overshooting of CPU or some instability. Suggestion: Ports : 8x10/100/1000 GE; 4x1G SFP; 4x10 G SFP	Please refer Sr. no.9 above
109	Sec. IV Item2: Firewall Appliance (Type-B),15	Concurrent Sessions: Should support At least 25,00,000 New Connections Per Second: At least 50,000	concurrent session and new connection per second is not in proportion to each other.	No Change, As per RFP
110	Sec. IV Item2: Firewall Appliance (Type-B),15	Firewall should support NAT, PAT, Nat66 (IPv6-to-IPv6), Nat46 (IPv4-to-IPv6) and Nat64 (IPv6-to-IPv4) or equivalent functionality from day1**	Remove NAT46 and NAT64 it's not supported by most of the OEM so they need to propose additional device which is directly impact on commercial. Technically, NAT 46 and NAT 64 is not useful for education domain.	Please refer Sr. no. 5 above
111	Sec. IV Item2: Firewall Appliance (Type-B),15	Proposed firewall should be supplied with required on premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Needs to define the external storage size or size of logs / day.	No Change, As per RFP
112	Sec. IV Item2: Firewall Appliance (Type-B),15	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid perpetual for life and 24*7 support valid for 7 Years.	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid Subscription base and 24*7 support valid for 7 Years.	No Change, As per RFP
113	Suggestion (Type and Type B),	Addition: Threat Protection throughput including AV, IPS & App-control enabled in enterprise mix conditions  Firewall throughput - The security appliance was tested in lab conditions with a simple firewall-only security policy with only one allow-all traffic rule. Threat Protection throughput is measured using real world customer traffic blend, with multiple advanced security functions (such as Intrusion Prevention (IPS), Application Control, Antivirus) and a security policy which is typically found at customer deployments.		No Change, As per RFP
114	Type A	<b>Ports: Firewall appliance should have at least 2x10/100/1000 G interfaces along with 4xG SFP and 2x10 G SFP slots.</b>	change 4xG SFP to 2xG SFP	Please refer Sr. no. 49 above
115	Type A	<b>IPsec VPN throughput: Minimum 2 Gbps</b>	"IPSEC VPN throughput 1.4 Gbps" or "IPSEC VPN throughput 2 Gbps / Concurrent IPSEC VPN tunnels 1200"	No Change, As per RFP
116	Type A	The device should support at least one management interfaces to manage the firewall & one USB Port. (Data ports should not be used for management purpose.)	Any port can be configured as management port and this port should be used for management only and no traffic should flow through this port.	Please refer Sr. no. 39 above
117	Type A	Firewall should support NAT, PAT, Nat66 (IPv6-to-IPv6), Nat46 (IPv4-to-IPv6) and Nat64 (IPv6-to-IPv4) or equivalent functionality from day1**	Remove NAT 46 and NAT 64, NAT 64 will be available in Q2 2020.	Please refer Sr. no. 1 above

S/N	Page No. / Section No. / Clause No.	Tender Description	Query / Clarification / Suggestions from the Vendors	Responses to the Queries
118	Type A	Concurrent Sessions - 5,00,000	Concurrent Sessions - 8,000,000	No Change, As per RFP
119	Type A	New Sessions per second - 20,000	New Sessions per second -130,000	No Change, As per RFP
120	Type B	<u>Ports: Firewall appliance should have at least 4x10/100/1000 G interfaces along with 8x1G SFP, 4x10 G SFP slots</u>	change 4x10G SFP to 2x10G SFP	Please refer Sr. no. 9 above
121	Type B	<u>IPsec VPN throughput: Minimum 4 Gbps</u>	"IPSEC VPN throughput 2.5 Gbps" or "IPSEC VPN throughput 4 Gbps / Concurrent IPSEC VPN tunnels 2000"	No Change, As per RFP
122	Type B	The device should support at least one management interfaces to manage the firewall & one USB Port. (Data ports should not be used for management purpose.)	Any port can be configured as management port and this port should be used for management only and no traffic should flow through this port.	Please refer Sr. no. 44 above
123	Type B	Firewall should support NAT, PAT, Nat66 (IPv6-to-IPv6), Nat46 (IPv4-to-IPv6) and Nat64 (IPv6-to-IPv4) or equivalent functionality from day1**	Remove NAT 46 and NAT 64, NAT 64 will be available in Q2 2020.	Please refer Sr. no. 5 above
124	Type B	Concurrent Sessions - 25,00,000	Concurrent Sessions - 17,000,000	No Change, As per RFP
125	Type B	New Sessions per second - 50,000	New Sessions per second -200,000	No Change, As per RFP
126	Payment	70 % of total contract value will be paid after successful delivery and inspection of Hardware at all locations.	We request you to do the inspection of all the hardware at central location only in ahmedabad. Post that we shall dispatch the HW at respective locations. Also we request the invoicing to be on central agency (DTE / GIL /designated agency)	Bidder can deliver ordered items at its warehouse/central location in Ahmedabad/Gandhinagar for inspection by Purchaser/GIL and further delivery at end site locations.
127	Payment	41.2. Payment will be release to the successful bidder on acceptance of the invoice by the PURCHASER/Institute or its designated agency.		Payment will be released by the Purchaser after successful verification/confirmation of respective mile stone from the colleges/site.
128		Ports: Firewall appliance should have at least 2x10/100/1000 G interfaces along with 4xG SFP and 2x10 G SFP slots	Ports: Firewall appliance should have at least 8x10/100/1000 G interfaces along with 4x10 G SFP+ slots Justification Total requirement is 6 Port of 1G (2port 1G + 4port 1G SFP), instead of we request you to ask 8 Port 1G. Total requirement is 2 Port of 10G SFP, instead of we request you to ask 4 Port of 10G SFP+	Please refer Sr. no. 49 above
129		Proposed firewall should be supplied with required on -premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Proposed firewall should be supplied with required software and license valid perpetual for life for retrieving the logs and MIS reports, required storage / hardware will be provided by customer. Justification You have asked dedicated hardware & software for reporting purpose, which will add unnecessary cost to customer, instead of we suggest you to hardware need to be provided by customer & reporting software comes along with firewall itself, so you can save huge cost.	No Change, As per RFP
130			Page 8 of 22 - Point no. 17 – Can be submit BG for warranty period in 3 +2 years format. We will submit the PBG of 10% of the total order value initially for 3 years and before completion of the 3rd year we will extend the same PBG for another 2 years.	No Change, As per RFP
131			Page 12 of 22 Point no. 41 - Can you please accept the delivery at one central location. This will speed up the inspection process. After inspection we will deliver the units to individual locations.	please refer sr. no. 126 above
132			Page 12 of 22 Point no. 41 - Project Milestone – Warranty and Support – You are already taking PBG of 10%. PI do not hold the balance 10% payment for 6months. PI change the payment terms to 70% against delivery and Inspection balance 30% against Installation, commissioning, SAT and training.	No Change, As per RFP

S/N	Page No. / Section No. / Clause No.	Tender Description	Query / Clarification / Suggestions from the Vendors	Responses to the Queries	
133	SECTION I , Eligibility Criteria for the bidder, Point No. 3: Page No. 5	Bidder's Experience: The bidder should be an established IT/ITeS System integrator and should have experience and executed at least 2 projects of Network Integration/System Integration/Data Center (Setting up or O&M) anytime in India during last five years as on bid issuance date having minimum value of Rs. 3.5 Crores each OR single project having min. value of Rs 7 Crores. Documents Required: Copy of Work Orders or Client Certificates or Work completion certificate confirming year and work as per the criteria should be Enclosed. (Form no. E-3).	Bidder's / OEM Experience: The bidder should be an established IT/ITeS System integrator and should have experience and executed at least 2 projects of Network Integration/System Integration/Data Center (Setting up or O&M) / Firewall Appliance, anytime in India during last five years as on bid issuance date having minimum value of Rs. 50 Lakhs	No Change, As per RFP	
134	SECTION IV, Minimum Technical Specification, Item 1: Firewall Appliance (Type-A), Page No. 14	Firewall Throughput: Minimum of 10 Gbps	Firewall Throughput: Minimum of 8 Gbps	No Change, As per RFP	
			Threat Prevention Throughput: Minimum 5.5 Gbps	No Change, As per RFP	
		Concurrent Sessions: Should support at least 5,00,000	Concurrent Sessions: Should support at least 50,00,000	No Change, As per RFP	
		New Connections Per Second: At least 20,000	New Connections Per Second: At least 90,000	No Change, As per RFP	
		IPsec VPN throughput: Minimum 2 Gbps	IPsec VPN throughput: Minimum 5 Gbps	No Change, As per RFP	
		Appliance should support Virtual Firewall feature or should support direct termination of NKN (National Knowledge Network) link at college	Appliance should support direct termination of NKN (National Knowledge Network)** link at college	No Change, As per RFP	
135	SECTION IV, Minimum Technical Specification, Item2: Firewall Appliance (Type-B), Page No. 15	Firewall Throughput: Minimum of 20 Gbps	Firewall Throughput: Minimum of 17 Gbps	No Change, As per RFP	
			Threat Prevention Throughput: Minimum of 9 Gbps	No Change, As per RFP	
		Concurrent Sessions: Should support At least 25,00,000	Concurrent Sessions: Should support At least 1,00,00,000	No Change, As per RFP	
		New Connections Per Second: At least 50,000	New Connections Per Second: At least 1,30,000	No Change, As per RFP	
		IPsec VPN throughput: Minimum 4 Gbps	IPsec VPN throughput: Minimum 10 Gbps	No Change, As per RFP	
		Appliance should support Virtual Firewall feature or should support direct termination of NKN (National Knowledge Network) link at college.	Appliance should support direct termination of NKN (National Knowledge Network)** link at college.	No Change, As per RFP	
136	Item 1: Firewall Appliance (Type-A)	New line item	The device should be hardware based and should be supplied with Indian Standard power cables and required licenses valid perpetual for life.	The device should be hardware based and should be supplied with Indian Standard power cables	No Change, As per RFP
			Request to include - Must have Threat Prevention (Gateway AV, Anti-Spyware, IPS and Application Control enabled) throughput of 5.5 Gbps or above	No Change, As per RFP	
137	Item 1: Firewall Appliance (Type-A)	The device should be hardware based and should be supplied with Indian Standard power cables and required licenses valid perpetual for life.	Request to change as "The device should be hardware based and should be supplied with Indian Standard power cables. Justification All vendors require license to be enabled for services other than firewall. Firewall continues with a perpetual license but other services like IPS, AV, App Control, anti-spam, anti-spyware etc requires a license to be enabled. Hence these services do not come with a perpetual license.	No Change, As per RFP	
138	Item 1: Firewall Appliance (Type-A)	Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Request to change as "Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses for storing and retrieving the logs and MIS reports. Justification Same as above. Services do not come with a perpetual license.	No Change, As per RFP	
139	Item 1: Firewall Appliance (Type-A)	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid perpetual for life and 24*7 support valid for 7 Years.	Request to change as "Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required Licenses and 24*7 support valid for 7 Years." Justification Same as above. Services do not come with a perpetual license.	No Change, As per RFP	



S/N	Page No. / Section No. / Clause No.	Tender Description	Query / Clarification / Suggestions from the Vendors	Responses to the Queries
140	Item2: Firewall Appliance (Type-B)	New line item	Request to add "Must have Threat Prevention (Gateway AV, Anti-Spyware, IPS and Application Control enabled) throughput of 10.5 Gbps or above" Justification The requirement is for an NGFW and not a vanilla firewall. NGFW throughput requires to be measured on Threat Prevention Throughput (Gateway AV, Anti-Spyware, IPS and Application Control enabled). This would enable all vendors to be at par with each other when services of NGFW are enabled.	No Change, As per RFP
141	Item2: Firewall Appliance (Type-B)	The device should be hardware based and should be supplied with Indian Standard power cables and required licenses valid perpetual for life.	Request to change as "The device should be hardware based and should be supplied with Indian Standard power cables." Justification All vendors require license to be enabled for services other than firewall. Firewall continues with a perpetual license but other services like IPS, AV, App Control, anti-spam, anti-spyware etc requires a license to be enabled. Hence these services do not come with a perpetual license.	No Change, As per RFP
142	Item2: Firewall Appliance (Type-B)	Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses valid perpetual for life for storing and retrieving the logs and MIS reports.	Request to change as "Proposed firewall should be supplied with required on-premise external storage hardware (having storage capacity to store the logs of minimum last 1-year period), with all required software and licenses for storing and retrieving the logs and MIS reports." Justification Same as above. Services do not come with a perpetual license.	No Change, As per RFP
143	Item2: Firewall Appliance (Type-B)	Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required all Licenses valid perpetual for life and 24*7 support valid for 7 Years.	Request to change as "Proposed device should also perform activities like Intrusion prevention, IP Reputation, URL filtering, Web filtering, content filtering, Anti-BOT control and Antivirus from day one with required Licenses and 24*7 support valid for 7 Years." Justification Same as above. Services do not come with a perpetual license.	No Change, As per RFP
144			We are a System Integrator and registered with NSIC & MSME. We get exemption of EMD for it wherever applicable. The provision of exemption is also made in this tender and we have already uploaded the NSIC & MSME certificate as a proof of EMD exemption online. However according to tender clause no. 13 , page no. 8, it has to be sent in physical. We are attaching the copy of the same. Please let us know if it will be acceptable or we have to send it physically.	No Change, As per RFP