

EOI: GIL/EOI/SDWAN/2025-26 Bid Description: Expression of Interest (EOI) For the Implementation of SD-WAN in GSWAN Network Gujarat Informatics Limited Department of Science and Technology Government of Gujarat.				
Sr. No	Bidding Document Reference (Clause, page no)	Content of RFP requiring Clarification	Points of Clarification Required	Tenderer Response
1	Page no. 4, Eligibility Criteria	The bidder should have implemented at least two SDWAN projects in networks of size of 2000+ office connectivity / SWAN network	Our organization has successfully implemented large-scale LAN/WAN/OFC projects, including one project covering connectivity for 2,000+ offices. In light of this, we request that the clause may kindly be revised as follows to better reflect bidders with proven experience in handling large-scale networks: Proposed Revision: "The bidder should have successfully implemented at least one LAN/WAN/OFC/SD-WAN projects in networks of size of 2000+ office connectivity / SWAN network.	This is just EOI, we will try to incorporate similar items like router as experience.
2			Please share location wise bandwidth	Pls. refer corrigendum
3			Architecture of existing infrastructure	Refer Page-3 Point No-4
4			New Requirement of bandwidth if any in Taluka or Districts	No
5			Centralized SD-WAN Orchestrator & Controller over Cloud or On-Premises	On Premises
6			Name of existing ILL/MPLS Service provider & contract term period	Non relevant to EOI
7		Additional Query	EOI doesn't have the detailed solution architecture of existing GSWAN. Request you to kindly share the existing architecture with link details (MPLS/ILL/BB/P2P). This will help understand the existing architecture and design the new SDWAN solution.	Refer Page-3 Point No-4
8		Additional Query	Kindly share the approximate concurrent user count and bandwidth details with type of link (MPLS/ILL/BB/P2P) deployed at each site. This will help us size the appropriate SDWAN appliance for each of the branch.	The locations are having 10 Mbps, 20 Mbps, 50 Mbps, 100 Mbps, 200 Mbps, 500 Mbps and 1 Gbps connectivity where 70% of the locations fall between 10 - 200 Mbps. The Current links are working in P2P mode
9		Additional Query	Please help to share the following details in order to design the solution: 1) Basic intended traffic flow in the SDWAN network. 2) Do you need a local breakout at each site? 3) How would you going to manage the security of the SDWAN fabric? Do you want SDWAN solution to take care of security with inherent IPS/IDS functionality within the SDWAN appliance?	No Local Breakout ; Bidder may share solution and pricing with security features. As the breakout is not local, encrypted tunnel has to be build with central location.
10		6. Bill of Quantities for budgeting (Indicative)	Indicative bill of quantities doesn't include the SDWAN appliance count for SHQ. Kindly help to share the same.	Pls. refer corrigendum
11		4. Existing GSWAN Network – Topology Overview	As we could understand that GSWAN has already been deployed with routers at each site. We would like to know if you intend to replace existing routers with SDWAN appliance or both existing routers and SDWAN appliance would co-exists in the network.	Existing Router will be replaced with SDWAN Box

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12		Additional Query	Kindly help to share the technical specifications of all the SDWAN appliances required in the EOI pertaining to feature sets required, port type and port count required etc.	The EOI is for the purpose to identify your solution based on which we will finalize specification and other concerns raised in the RFP.
13		Suggestion to add	Procurement through Local Suppliers (Make in India) As per DOT & DPIIT guidelines procurement bid should be reserved for purchase from Class 1 local suppliers as defined in public procurement (Preference to Make in India), Order 2017 as amended from time to time and its subsequent Orders/Notifications issued by concerned Nodal Ministry for specific Goods/Products. As per new DoT and DPIIT guidelines the Local content for SDWAN router is increased to 60% and the buyers has to procure only from Class-1 Suppliers only. Related notifications are attached for your kind reference. We request you to kindly add the clause as "Bid reserved for Make in India products from Class-1 Local Suppliers: Procurement under this bid is reserved for purchase from Class 1 local suppliers as defined in public procurement (Preference to Make in India), July 2024 and DoT notification Oct 2024 as amended from time to time and its subsequent Orders/Notifications issued by concerned Nodal Ministry for specific Goods/Products. The minimum local content to qualify as a class 1 local supplier is 60%."	Non relevant to EOI
14		6. Bill of Quantities for budgeting (Indicative)	Does all the components of SDWAN solution has to be on premise OR some of the components can be offered on cloud/VM? Please confirm if Controller & SHQ appliance can be provided on VM?	On Premises and hardware based.
15		Additional Query	EOI doesn't have the detailed solution architecture of existing GSWAN. Request you to kindly share the existing architecture with link details (MPLS/ILL/BB/P2P). This will help understand the existing architecture and design the new SDWAN solution.	Refer Page-3 Point No-4
16		Additional Query	Kindly share the approximate concurrent user count and bandwidth details with type of link (MPLS/ILL/BB/P2P) deployed at each site. This will help us size the appropriate SDWAN appliance for each of the branch.	Pls. refer clarification for BW details
17		Additional Query	Please help to share the following details in order to design the solution: 1) Basic intended traffic flow in the SDWAN network. 2) Do you need a local breakout at each site? 3) How would you going to manage the security of the SDWAN fabric? Do you want SDWAN solution to take care of security with inherent IPS/IDS functionality within the SDWAN appliance?	Please refer the above details
18		6. Bill of Quantities for budgeting (Indicative)	Indicative bill of quantities doesn't include the SDWAN appliance count for SHQ. Kindly help to share the same.	Pls. refer corrigendum
19		4. Existing GSWAN Network – Topology Overview	As we could understand that GSWAN has already been deployed with routers at each site. We would like to know if you intend to replace existing routers with SDWAN appliance or both existing routers and SDWAN appliance would co-exists in the network.	Existing Router will be replaced with SDWAN Box

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23		The bidder should have implemented at least two SDWAN projects in networks of size of 2000+ office connectivity / SWAN network	Similar/related work shall mean & include works of implementing LAN project/ WAN project/Turnkey IT project / and its O & M . The above works if executed for Central Govt. / State Govt. / PSU / Public Sector Banks / Private Scheduled Banks / all licensed Insurance companies / other TSPs	LAN Project experience cannot be considered in RFP.
24		SLA	What is the SLA for solution uptime you are looking forward	To be decided while designing RFP
25		1. IPv6 Readiness:	Do you require IPv6 support end-to-end for SD-WAN?	Yes
26		2. Govt. Compliance:	Should the solution comply with NCIIPC / MeitY guidelines.	Yes
27		3. Encryption Standards:	Any mandate for IPsec/IKEv2/FIPS 140-2 compliant crypto at edges?	It is suggested what is preferred as a part of EOI
29		4. Services	a. Managed Services: Should the bidder provide 24x7 Managed Services / NOC for SD-WAN operations?	To be decided while designing RFP
30		4. Services	b. Training & Handover: Do you require SD-WAN/NGFW training for State IT Dept. staff?	To be decided while designing RFP
31		4. Services	c. Migration: Should existing MPLS WAN run in hybrid mode with SD-WAN during transition?	Bidder may submit best solution approach
32		4. Services	d. Reporting & Dashboards: What type of reports are required (monthly SLA, per-district uptime, app-wise usage)?	Monthly and realtime. Dashboard and reporting will be decided at the time of RFP.
33		Solution	1 box, multiple services. Shall we pitch on-premise security (e.g. IPS/IDS).	Please submit proposal and solution document.
34		SASE	Agree with single vendor SASE but need to bear in mind:	SASE not required.

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35		Cloud	What is your cloud strategy for future	Only On-premise required.
36		Home users	Any scope for home users, or everything is going to remain branch. If we provision this customer be ready with BCP and single vendor SASE will help when they need to roll out to home users.	SASE not required.
37		Traffic	Need to understand today's traffic flow. Do you need segmentation (e.g. 33 different VPNs to separate the each district) it shall help security aspect to stop malware from spreading horizontally	Bidder may submit best solution approach
38	Page no 17;3.2 ELIGIBILITY CONDITION point no 9	9.1 IT Project (design, development, implementation of software application, mobile application, website development, ERP Solution Development and implementation etc / Manpower)	Request to please ask experience of SDWAN	To be decided while designing RFP
39	Page no 14;3.2 ELIGIBILITY CONDITION point no 3	The bidder should have positive net worth in last three Financial Years i.e. 2021-22, 2022-23 and 2023-24.	We propose Operating cost positive and turnover to be accepted in place of Net worth. Will provide the last three year CA certificate with the financial position as extracted from the audited financial statement for your consumption.	To be decided while designing RFP
40	Page no 14;3.2 ELIGIBILITY CONDITION point no 4	The bidder should have made net profit in last three Financial Years i.e. 2021-22, 2022-23 and 2023-24.	We propose Operating cost positive and turnover to be accepted in place of Net worth. Will provide the last three year CA certificate with the financial position as extracted from the audited financial statement for your consumption.	To be decided while designing RFP
41	Page no. 43;5.1 SCOPE OF WORK 5.1.1	Technical resources would be deployed on full time basis at the TENDERER office or any other location as per the TENDERER's requirement. The team will execute Software Development Lifecycle which includes requirement gathering, preparation of SRS and FRS, Database Creation and Management, Application development, Server and System Administration, Support, Operation and Maintenance, Testing, Quality Check, Data Analysis and Documentation for projects of the TENDERER.	Required more clarity on execution of software development lifecycle	Non relevant to EOI
42	Page no. 43;5.1 SCOPE OF WORK 5.1.2	Management and maintenance of portals / any other web-based applications developed by the TENDERER any other state government department.	Required more clarity on Web based application deployment	Non relevant to EOI
43	Page no. 43;5.1 SCOPE OF WORK 5.1.3	To incorporate modifications in the existing applications, facilitating additional modules and features as per the requirement of the TENDERER or any other State government department.	Required more clarity	Non relevant to EOI
44	Page no. 44;5.1 SCOPE OF WORK 5.1.6	Technical Documentation: preparation of high-level design (HLD), Low level design (LLD), Documents, Hardware Configuration documents, Control flow diagrams, Source-code documentation, API documentation etc.	Request to kindly ask for HLD, Solution document along with the presentation only, as this will be managed services. SP/SI will need to manage the complete SDWAN operations	Non relevant to EOI

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45	2, Scope of Work-1;Proposed SD-WAN Architecture considering existing GSWAN infrastructure.	2, Scope of Work-1;Proposed SD-WAN Architecture considering existing GSWAN infrastructure.	Share BW bifurcation of each location with type of service (point-point, MPLS, Internet, Broadband). Is bidder need to take care of existing GSWAN network infra Please share other existing links detail	Pls. refer corrigendum for BW sizing. Bidder to submit solution based on existing GSWAN Infrastructure
46	2, Scope of Work-5;Centralized monitoring & management solutions.	2, Scope of Work-5;Centralized monitoring & management solutions.	- Who will provide server for NMS ? - Will this set up use for existing installed hardware ? If yes, then who will take up with existing OEM for NMS service ? - If existing OEM won't support bidder for NMS service then how bidder can able to support NMS service of existing installed hardware - Will this require only for SDWAN?	Bidder to provide complete solution including NMS. This NMS / dashboard is for SD-WAN devices only.
47	2, Scope of Work-6;High availability provisions.	2, Scope of Work-6;High availability provisions.	- Is it for existing GSWAN infra or for only SDWAN hardware ? - If only for SDWAN then high availability require at each location including District, Cluster, POP, Taluka office, RU etc	Only SDWAN Hardware with HA only for Central Infra. The setup can be used for any department of Government of Gujarat.
48	2, Scope of Work-7;Scalability & future-readiness	2, Scope of Work-7;Scalability & future-readiness	- Scalability interms of SDWAN or entire existing GSWAN network - What will be BW requirement at each location for scalability - If design hardware on day one won't support future BW requirement then GIL will pay for new hardware	The EOI is for hardware only. Bandwidth is not required. The rates of different hardware will be fixed for future usage.
49	2, Scope of Work-8;Phase wise Migration plan from current network to SD-WAN with minimal disruption.	2, Scope of Work-8;Phase wise Migration plan from current network to SD-WAN with minimal disruption.	- Will GIL take connectivity from other provider or will continue existing connectivity of GSWAN - Who will execute migration - GSWAN/GIL or Bidder	Bidder to execute migration in coordination with existing GSWAN Operation Team. The bandwidth to be provided by Tenderer.
50	2, Scope of Work-4;Security features including encryption, segmentation, and policy-based routing and blocking infected traffic at edge level	2, Scope of Work-4;Security features including encryption, segmentation, and policy-based routing and blocking infected traffic at edge level	- Any other security features will require apart from said one - Will security features require at other locations apart from Edge level	No
51			In future are we looking similar hierarchical structure or flat architecture	Yes, Bidder may submit best solution approach
52			Any applications hosted at DC and taluqa's	No
53			Are there historical or projected bandwidth utilization statistics available for both Taluka and District locations to inform accurate SD-WAN design sizing	Pls. refer corrigendum
54			For the Bill of Quantities: Are device quantities mentioned in EOI are fixed, or we may need to propose alternate sizing/models for capacity. also any plan for redundancy at SDC level?	Central Infrastructure to be consider in HA. Device Quantity is notional
55			Will GIL move to any to any connectivity (MPLS / ILL) in the future as part of this adoption of SDWAN?	Yes