

Response to Pre-bid Queries

Request for proposal (RFP) for Selection of Service Provider for establishment of Wi-Fi Infrastructure using Bharatnet network of GFGNL at urban locations across the State of Gujarat.

RFP NO.: GISL\DST\Urban Wi-Fi\2025-26 dated 04.03.2025

Sr. No.	Tender Reference Page No./ Section No./ Clause No.	Tender Description	Query / Clarification / Suggestions from the Venders	Responses to Vendors
1	11/SECTION-III: ELIGIBILITY CRITERIA/Sales Turnover & Experience of the Bidder & OEM	<p>2. Turn Over and Experience Criteria of Bidder & OEM:</p> <p>Bidder criteria:</p> <p>a)Bidder must have Average Annual Sales of at least Rs. 4.5 Crore during the last three financial years as on 31st March 2024.</p> <p>b)Bidder Should have demonstrable experience & expertise in setting-up and O&M of Wi-Fi Hotspot in having at least 2800 Access points in one order or 1750 Access Points in two each order or 1400 Access points in three each order during the last three years in any central / state Government / PSU/ Listed Company as on the bid submission date.</p>	<p>Points of clarification/Change request: Turn Over and Experience Criteria of Bidder & OEM:</p> <p>Bidder criteria:</p> <p>a)Bidder must have Average Annual Sales of at least Rs. 4.5 Crore during the last three financial years as on 31st March 2024.</p> <p>b)Bidder Should have demonstrable experience & expertise in setting-up and O&M of Wi-Fi Hotspot in having at least 2800 Access points in one order or 1750 Access Points in two each order or 1400 Access points in three each order during the last ten years (10 Years) in any central / state Government / PSU/ Listed Company as on the bid submission date</p> <p>Justification: In BSNL SNOC Tender eligibility given as below: The bidder should have experience in successful execution of similar projects for central government or any state government or PSUs or telecom or BFSI or public listed company in India during past 10 years from the date of bid submission of value specified .</p> <p>This is considered essential to enable bidders with minimum yet promising experience and expertise to bid for the tender. Else, this clause is restrictive and will limit the number of bids.</p>	<p>Turn Over and Experience Criteria of Bidder & OEM:</p> <p>Bidder criteria:</p> <p>a)Bidder must have Average Annual Sales of at least Rs. 4.5 Crore during the last three financial years as on 31st March 2024.</p> <p>b)Bidder must have experience of Successfully implemented project for, Supply, installation & Commissioning and Operations & Maintenance of at least single project of Rs. 7 Crore or 2 Project of Rs. 4 crore each and above for Wi-Fi Solution using Controller/Cloud based controller within the last three years as on the bid submission date.</p> <p>OEM criteria:</p> <p>a)Access point OEM's average Annual Sales turnover must be at least Rs. 45 Crore during the last three financial years as on 31st March 2024.</p> <p>b)Access point OEM must have demonstrable experience & expertise in supply of having at least 5000 same or similar Access points quoted in this RFP during the last three years as on the bid submission date.</p>

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2	11/SECTION-III: ELIGIBILITY CRITERIA experience of bidder	Bidder Should have demonstrable experience & expertise in setting-up and O&M of Wi-Fi Hotspot in having at least 2800 Access points in one order or 1750 Access Points in two each order or 1400 Access points in three each order during the last three years in any central / state Government / PSU/ Listed Company as on the bid submission date.	Requesting to consider the experience of network equipments/E node B installation	<p>Turn Over and Experience Criteria of Bidder & OEM:</p> <p>Bidder criteria:</p> <p>a)Bidder must have Average Annual Sales of at least Rs. 4.5 Crore during the last three financial years as on 31st March 2024.</p> <p>b)Bidder must have experience of Successfully implemented project for, Supply, installation & Commissioning and Operations & Maintenance of at least single project of Rs. 7 Crore or 2 Project of Rs. 4 crore each and above for Wi-Fi Solution using Controller/Cloud based controller within the last three years as on the bid submission date.</p> <p>OEM criteria:</p> <p>a)Access point OEM's average Annual Sales turnover must be at least Rs. 45 Crore during the last three financial years as on 31st March 2024.</p> <p>b)Access point OEM must have demonstrable experience & expertise in supply of having at least 5000 same or similar Access points quoted in this RFP during the last three years as on the bid submission date.</p>
3	8/SECTION-II: INTRODUCTION & PROJECT DESCRIPTION Brief Scope of work of this RFP/Project:	Buyback of existing edge infrastructure.	List of existing devices required for buyback.	Bidder may refer Annexure C: List of existing Urban Wi-Fi locations & inventory details for buyback. The bidder is free to visit the locations to assess the scope.
4	9/SECTION-II: INTRODUCTION & PROJECT DESCRIPTION Brief Scope of work of this RFP/Project: Table:- Point No. 20	Converter/POE Injector	we understand that's input power will be provided for the POE switch/ converter/ POE injector.	<p>Only uplink port will be provided by GFGNL at edge hotspot location.</p> <p>Bidder will required to use near by RAW power with prior permission of location incharge to create complete setup as per the RFP requirement which includes the Hotspot Infrastructure with last mile equipment like Rack, switch/router, data+ power cabling, UPS, Access Points, Signage, man-power, cables (including casing and capping), POE+/Converter active, passive works...etc.</p> <p>The bidder is responsible for coordinating with various stakeholders for project execution.Bidder is free to visit the location and ascertainment the scope</p>

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5	10/SECTION-II: INTRODUCTION & PROJECT DESCRIPTION Brief Scope of work of this RFP/Project: Point No. 1	AP on-board and NMS Discovery	Understand that existing NMS will have licenses for integrating the new devices supplied as per the RFP and bidder need not factor any licenses as part of Bid.	<p>Yes. Existing NMS have licenses for integrating the new devices supplied as per the RFP and bidder need not factor any licenses for NMS as part of Bid. The Bidder is responsible for onboarding, discovering the supplied components in the NMS and WLC during the contract period. The Bidder is responsible for managing and resolving complaints raised in accordance with the SLA and throughout the contract period of supplied components.</p> <p>Bidder may refer Clause 7.</p> <p>Compatibility requirements on Page 25-26 of SECTION-IV: SCOPE OF WORK</p> <p>The bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706</p>
	13/SECTION-IV: SCOPE OF WORK The scope of work will include the following Point :- A	Supply, installation, and commissioning of Hotspots including Access Points & other edge infrastructure	understand that other edge infrastructure refers to the AP's to be supplied kindly confirm any other edge infrastructure need to be considered.	<p>Bidder is responsible for setting-up of required Hardware like Access Point/Rack/PoE/Switch/UPS/Router/Signage/Accessories etc. at edge locations and O&M of Wi-Fi hotspots at multiple cities across the state using GISL's Central Infrastructure (WLC, Captive Portal, NMS, AAA, SMS and Payment Gateway Etc.) & Establishment of Wi-Fi-based internet use using Bharatnet network of GFGNL. Bidder will have to install all new hardware at the edge location like Access Point/Rack/PoE/Switch/UPS/Router/Signage/Accessories etc. including the electrification & cabling and not allowed to reuse the existing project infrastructure since this infrastructure is 7 years old and Dismantle the old devices as outlined in the scope of RFP.</p>

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7	19/SECTION-IV: SCOPE OF WORK Points:- ..	Bidder is responsible to integrate with third party integration during the contract period if required only:- 1)SMS Gateway 2)Payment Gateway - Min. 5 RBI Approved Payment Gateway/Aggregator.	We understand that the thirdparty integration is limited to supplied hardware and software only. Understed that all APIs required for integration will be responsablity of purched, kindly confirm. And the existing netwrok configuration will be out of scope of bidder	Bidder is responsible to integrate with third party integration during the contract period if required only 1) SMS Gateway 2) Payment Gateway - Min. 5 RBI Approved Payment Gateway/Aggregator. 3) Email Gateway 4) KYC Gateway/Integration 5) Social Media Integration (Facebook, Gmail, Standard Social Media Integration without security breach) 6) Integration with Government of Gujarat Portals and Government of India Portal (Aadhar, Pan Card, Authentication) if required only 7) EMail Gateway 8) SMS Gateway, GISL domain registration if required 9) Social media (Facebook, Gmail, Whatsup, latest standard social media) 10) PM-WANI Portal 11) GOI, DOT, TRAI, GOG Portals 12) Any third-party integration which are required for overall solution on supplied components and during the contract period

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8	23/C. General Requirements a.	1.Wireless LAN Controller (WLC): Centralized management of wireless networks.	We assume that the controller will be provide by GISL and bidder scope is only integrate AP with current GISL WLC controller. The existing WLC will integrate with any other make mode access point to be supplied along with RFP.	Bidder is responsible for setting-up of required Hardware like Access Point/Rack/PoE/Switch/UPS/Router/Signage/Accessories etc. at edge locations and O&M of Wi-Fi hotspots at multiple cities across the state using GISL's Central Infrastructure (WLC, Captive Portal, NMS, AAA, SMS and Payment Gateway Etc.) & Establishment of Wi-Fi-based internet use using Bharatnet network of GFGNL. Bidder will have to install all new hardware at the edge location like Access Point/Rack/PoE/Switch/UPS/Router/Signage/Accessories etc. including the electrification & cabling and not allowed to reuse the existing project infrastructure since this infrastructure is 7 years old and Dismantle the old devices as outlined in the scope of RFP. Compatibility requirements on Page 25-26 of SECTION-IV: SCOPE OF WORK The bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706
9	31/3 TIMELINES & PAYMENT TERMS: Successful Delivery, Installation, Commissioning and FAT of Access Points & Hotspot.	Within 90 days from the date of accepting of work order.	Requesting to the installation time line from T1 + 90 days to T1+180 days	As per RFP
10	34/2 Service Levels & Penalty clause Point :- 3	After 8 hours, Rs. 200- per user complaint/per hotspot for every 8 hours of delay or part thereof	Understand that hours menstaions on working hours.	Bidder has to provide 24*7 NOC-technical, helpdesk and field support
11	28/E. Manpower Requirements	The minimum requirement of manpower,	Understand that monitering of the NMS of tool includeing the equipiment of supplied as part of RFP is a responsibility of purchaser.	No, Access to the NMS, WLC, Helpdesk and associated tools will be provided to the selected bidder under this RFP. The selected bidder will be responsible for configuring end-to-end complaint management (NMS + Helpdesk+ WLC +Associated tools), managing SLAs, and providing reports as outlined in the Scope of Work of this RFP.

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12	11/SECTION-III: ELIGIBILITY CRITERIA/Sales Turnover & Experience of the Bidder & OEM	Access point OEM's average Annual Sales turnover must be at least Rs. 45 Crore during the last three financial years as on 31st March 2024	<p>The clause to be Removed.</p> <p>The newly introduced clause requiring the Access Point OEM to have an average annual sales turnover of at least Rs. 45 Crore over the last three financial years is arbitrary and restrictive, deviating from standard tendering norms where turnover criteria apply to the bidder, not the OEM.</p> <p>A) The primary objective of financial eligibility is to ensure the bidder's capability to execute the project, while the OEM's selection should be based on technical compliance and product performance rather than financial size.</p> <p>B) Furthermore, in the first phase of the project, no such requirement was imposed, indicating an inconsistent approach. The sudden introduction of this clause appears to be designed to favor a specific OEM and unfairly restrict competition, limiting the participation of innovative and capable OEMs that meet all technical and operational requirements.</p> <p>Such a restrictive condition undermines fair competition and should be reconsidered to ensure an open and transparent bidding process.</p>	<p>Turn Over and Experience Criteria of Bidder & OEM:</p> <p>Bidder criteria:</p> <p>a) Bidder must have Average Annual Sales of at least Rs. 4.5 Crore during the last three financial years as on 31st March 2024.</p> <p>b) Bidder must have experience of Successfully implemented project for, Supply, installation & Commissioning and Operations & Maintenance of at least single project of Rs. 7 Crore or 2 Project of Rs. 4 crore each and above for Wi-Fi Solution using Controller/Cloud based controller within the last three years as on the bid submission date.</p> <p>OEM criteria:</p> <p>a) Access point OEM's average Annual Sales turnover must be at least Rs. 45 Crore during the last three financial years as on 31st March 2024.</p> <p>b) Access point OEM must have demonstrable experience & expertise in supply of having at least 5000 same or similar Access points quoted in this RFP during the last three years as on the bid submission date.</p>
13	11/SECTION-III: ELIGIBILITY CRITERIA/Sales Turnover & Experience of the Bidder & OEM	Access point OEM must have demonstrable experience & expertise in supply of having at least 8750 same or similar Access points quoted in this RFP during the last three years as on the bid submission date.	<p>Access point OEM must have demonstrable experience & expertise in supply of having at least 5000 same or similar Access points quoted in this RFP during the last three years as on the bid submission date.</p> <p>The newly introduced clause requiring the Access Point OEM to have demonstrable experience in supplying at least 8,750 same or similar Access Points in the last three years is arbitrary and appears to be designed to favor a specific OEM.</p> <p>In Phase 1 of the project, the requirement was 5,000 access points, and eligible OEMs successfully delivered the solution. The sudden increase in the eligibility threshold to precisely match the previous phase's volume raises concerns about restrictive bidding practices intended to exclude the competing OEMs.</p> <p>Experience and expertise should be evaluated based on technical capabilities, successful deployments, and compliance with the RFP specifications rather than an artificially inflated quantity requirement. This clause lacks justification, limits fair competition, and should be reconsidered to maintain a level playing field for all qualified OEMs.</p>	<p>Turn Over and Experience Criteria of Bidder & OEM:</p> <p>Bidder criteria:</p> <p>a) Bidder must have Average Annual Sales of at least Rs. 4.5 Crore during the last three financial years as on 31st March 2024.</p> <p>b) Bidder must have experience of Successfully implemented project for, Supply, installation & Commissioning and Operations & Maintenance of at least single project of Rs. 7 Crore or 2 Project of Rs. 4 crore each and above for Wi-Fi Solution using Controller/Cloud based controller within the last three years as on the bid submission date.</p> <p>OEM criteria:</p> <p>a) Access point OEM's average Annual Sales turnover must be at least Rs. 45 Crore during the last three financial years as on 31st March 2024.</p> <p>b) Access point OEM must have demonstrable experience & expertise in supply of having at least 5000 same or similar Access points quoted in this RFP during the last three years as on the bid submission date.</p>

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14	11/SECTION-III: ELIGIBILITY CRITERIA/Sales Turnover & Experience of the Bidder & OEM	Bidder Should have demonstrable experience & expertise in setting-up and O&M of Wi-Fi Hotspot in having at least 2800 Access points in one order or 1750 Access Points in two each order or 1400 Access points in three each order during the last three years in any central / state Government / PSU/ Listed Company as on the bid submission date.	Bidder Should have demonstrable experience & expertise in setting-up and O&M of Wi-Fi Hotspot in having at least 1000 Access points in one order or 1750 Access Points in two each order or 1400 Access points in three each order during the last three years in any central / state Government / PSU/ Listed Company as on the bid submission date.	<p>Turn Over and Experience Criteria of Bidder & OEM:</p> <p>Bidder criteria:</p> <p>a)Bidder must have Average Annual Sales of at least Rs. 4.5 Crore during the last three financial years as on 31st March 2024.</p> <p>b)Bidder must have experience of Successfully implemented project for, Supply, installation & Commissioning and Operations & Maintenance of at least single project of Rs. 7 Crore or 2 Project of Rs. 4 crore each and above for Wi-Fi Solution using Controller/Cloud based controller within the last three years as on the bid submission date.</p> <p>OEM criteria:</p> <p>a)Access point OEM's average Annual Sales turnover must be at least Rs. 45 Crore during the last three financial years as on 31st March 2024.</p> <p>b)Access point OEM must have demonstrable experience & expertise in supply of having at least 5000 same or similar Access points quoted in this RFP during the last three years as on the bid submission date.</p>
15	12/SECTION-III: ELIGIBILITY CRITERIA/Notes	Data centre/NOC to maintain logs for providing Wi-Fi services must be geographically situated/located in the territory of India.	Logs need to store for how much time period	Bidder shall be responsible for storing logs of solution provided by bidder as per GOI, DOT/TRAI, GOG, DST and GISL Guidelines.
16	13/SECTION-IV: SCOPE OF WORK	Bidder shall be responsible for establishment of Wi-Fi services using Bharatnet network of GFGNL & GISL's Central Infrastructure (WLC, Captive Portal, NMS, AAA, SMS and Payment Gateway Etc..and as per Table-1.) under Urban Wi-Fi Project along with Supply, Installation, commissioning of Access points with required equipment (Router/PoE/Switch/UPS/ Accessories etc.). with 5 years warranty (onsite) support.	what would be the existing central infrastructure	<p>Bidder may refer Clause 7. Compatibility requirements on Page 25-26 of SECTION-IV: SCOPE OF WORK</p> <p>The bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706</p>
17	14/SECTION-IV: SCOPE OF WORK	During the contract period, depending upon usage requirement, the bidder will be asked to add, remove or relocate the access point for all the project locations or newly proposed locations.	what would be the relocation area, does it in same area of different	The relocation area would be in the same premises or other premises or at the all the project locations or newly proposed locations.
18	19/SECTION-IV: SCOPE OF WORK	The bidder is responsible for managing the existing helpdesk complaint flow for users and AP downtime, and ensuring updates are made in the helpdesk system and maintain SLA.	How many exiting hotspots are there	Bidder may refer Annexure C: List of existing Urban Wi-Fi locations & inventory details for buyback

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19	19/SECTION-IV: SCOPE OF WORK	Bidder is responsible to integrate supplied components integrate with existing GISL Infrastructure (Captive Portal, AAA Server, Log Server, NMS, WLC, any other component for functional requirement, ...etc and as per Table-1).	Need details of existing GISL infra	<p>Bidder may refer Clause 7.</p> <p>Compatibility requirements on Page 25-26 of SECTION-IV: SCOPE OF WORK</p> <p>The bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706</p>
20	20/SECTION-IV: SCOPE OF WORK	Bidder has to provide 24*7 technical and helpdesk support	From GISL Dc or bidder NOC	Bidder has to provide 24*7 technical and helpdesk support from GISL helpdesk. Bidder is responsible to deploy sufficient manapower at field, Technical-NOC and helpdesk to maintain SLA.
21	14/SECTION-IV: SCOPE OF WORK	Antenna: The Wireless Access Point must have minimum 2 *2 MIMO External Antenna. must be Omnidirectional Antenna of 30 dB or more and minimum distance to cover minimum 100 meters.	<p>Ray Product: Ray Lyte Canopus,</p> <p>Revised Clause: The Wireless Access Point must have minimum 2 *2 MIMO Antenna. must be Omnidirectional Antenna with minimum of 6dBi and distance to cover minimum 100 meters.</p> <p>Justification: The 30 dB Antenna specification seems like a Typing error. Please check the same.</p> <p>Clause Type: Hardware</p>	The Bidder should consider up to 30 dB instead of 30 dB or more, with no changes to the remaining part of the sentence. However, the Bidder is responsible for providing coverage as per the RFP, and overall performance of the access point should meet the requirements specified in the RFP.
22	14-16/SECTION-IV: SCOPE OF WORK/Outdoor Access Point	<p>The Wireless Outdoor Access Point must have 802.11 ax Wi-Fi 6 standard, 2x2 MU-MIMO an Outdoor Type and should support latest Open TR069 and Open WRT/ DDWRT/WISP firmware or any other open Firmware and compatible with existing GISL centralized open wireless controller and existing GISL infrastructure.</p> <p>Access Point should have IP67/68- Access point should be rugged, suited for outdoor environment deployment water and dust resistance. Wall, poll, ceiling Mount facility based on site requirement. supplying high-quality devices to ensure excellent service without any decline in performance of users and access points.</p>	we understand that the proposed wireless solution is to be integrated with existing GISL NMS and bidder can provide their own controller without any additional cost to GIL and the proposed controller will integrate with GIL NMS. Proposed solution will not be dependent on existing SI/vendor. this will allow bidders to seamlessly deliver and integrate requirements as per the RFP.	<p>Bidder may refer Clause 7.</p> <p>Compatibility requirements on Page 25-26 of SECTION-IV: SCOPE OF WORK</p> <p>The bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706. Existing SI and OEMs will provide technical integration support for GISL infrastructure during POC, Project Implementation and O&M Phase. If required, Bidder is free to install WLC with associated hardware and software without additional cost to GISL, with smooth ingragration without disturbing existing flow/traffic/architecture</p>
23	14-16/SECTION-IV: SCOPE OF WORK/Outdoor Access Point	The Wireless Access Point must have minimum 2 *2 MIMO External Antenna. must be Omnidirectional Antenna of 30 dB or more and minimum distance to cover minimum 100 meters.	<p>We assume that 30 dB is typo error and asked here is to provide transmit power of up to 30 dBm. As per WPC requirement, having 30 dB antenna will also breach the EIRP guidelines.</p> <p>Hence, request to amend as :</p> <p>The Wireless Access Point must have minimum 2 *2 MIMO External Antenna. must be Omnidirectional Antenna upto 30 dB and minimum distance to cover minimum 100 meters.</p>	The Bidder should consider up to 30 dB instead of 30 dB or more, with no changes to the remaining part of the sentence. However, the Bidder is responsible for providing coverage as per the RFP, and overall performance of the access point should meet the requirements specified in the RFP.

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24	14-16/SECTION-IV: SCOPE OF WORK/Outdoor Access Point	The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL	IPSec is a a higher standard protocol compared to PPTP. We request PPTP should be optional. Request to amend the clause: The Wireless Access Point shall provide VPN support through the following: IPSec/PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL.	Read: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. As: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP (Optional) , L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. However, the bidder is responsible to executing the project to meet the required functionality as per RFP.
25	14-16/SECTION-IV: SCOPE OF WORK/Outdoor Access Point	The Wi-Fi Access Points and the solution should support configuration in Bridge, router and NAT modes. WAN Configurations of PPPoE, DHCP, Static IP,VLAN. Support LAN Configurations of DHCP Server, Dynamic routing. The Wireless Access Point must support SD-WAN natively and should be able to be part of the overlay network.	Asked features are OEM specific, we request to remove this clause for wider participation.	Read: The Wi-Fi Access Points and the solution should support configuration in Bridge, router and NAT modes. WAN Configurations of PPPoE, DHCP, Static IP,VLAN. Support LAN Configurations of DHCP Server, Dynamic routing. The Wireless Access Point must support SD-WAN natively and should be able to be part of the overlay network. As: The Wi-Fi Access Points and the solution should support configuration in Bridge, router and NAT modes. WAN Configurations of PPPoE, DHCP, Static IP,VLAN. Support LAN Configurations of DHCP Server, Dynamic routing.
26	14-16/SECTION-IV: SCOPE OF WORK/Outdoor Access Point	The Wireless Access Point must support the below Tunnels: L2TP,GRE/EoGRE, SSLVPN, L2TP/IPSEC, PPTP, Wiregaurd	IPSec is a a higher standard protocol compared to PPTP. We request PPTP should be optional. Also remove SSLVPN & Wiregaurd as only few OEMs support & there is no requirement of Wireguard in this deployment. Request to amend the clause: The Wireless Access Point must support the below Tunnels: L2TP,GRE/EoGRE, L2TP/IPSEC/PPTP	Read: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. As: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP (Optional) , L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. However, the bidder is responsible to executing the project to meet the required functionality as per RFP.
27	14-16/SECTION-IV: SCOPE OF WORK/Outdoor Access Point	The Wireless Access Point must be configurable in a Gateway & Bridge Mode.	AP does not function as a gateway. AP function primarily in bridge mode, acting as a wireless-to-wired bridge, facilitating communication between wired and wireless devices. Request to amend the clause: The Wireless Access Point must be configurable in a NAT or Bridge Mode.	As per RFP
28	14-16/SECTION-IV: SCOPE OF WORK/Outdoor Access Point	Overvoltage Protection, Power failure alarm should be extended to NOC as a separate alarm.	AP Online/Offline alarms are already been sent to the NOC. We understand that GISL requires Online/Offline alarms on their centralised NMS at NOC.	Yes. GISL requires Online/Offline alarms against Overvoltage Protection, Power failure and AP related alarms on centralised NMS, at NOC.

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29	14-16/SECTION-IV: SCOPE OF WORK/Outdoor Access Point	Should configurable as a WAN Router and Access Point, as needed at site. Port Forwarding in Router mode.	The requirement is for Access Points as per SoW & other parts of the RFP. Kindly remove this clause	As per RFP
30	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	The Wireless Outdoor Access Point must have 802.11 ax Wi-Fi 6 standard, 2x2 MU-MIMO an Outdoor Type and should support latest Open TR069 and Open WRT/ DDWRT/WISP firmware or any other open Firmware and compatible with existing GISL centralized open wireless controller and existing GISL infrastructure	we understand that the proposed wireless solution is to be integrated with existing GISL NMS and bidder can provide their own controller without any additional cost to GIL and the proposed controller will integrate with GIL NMS. Proposed solution will not be dependent on existing SI/vendor. this will allow bidders to seamlessly deliver and integrate requirements as per the RFP.	Bidder may refer Clause 7. Compatibility requirements on Page 25-26 of SECTION-IV: SCOPE OF WORK The bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=170 6. Existing SI and OEMs will provide technical integration support for GISL infrastructure during POC, Project Implementation and O&M Phase. If required, Bidder is free to install WLC with associated hardware and software without additional cost to GISL
31	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL	IPSec is a higher standard protocol compared to PPTP. We request PPTP should be optional. Request to amend the clause: The Wireless Access Point shall provide VPN support through the following: IPSec/PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL	Read: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. As: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP (Optional) , L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. However, the bidder is responsible to executing the project to meet the required functionality as per RFP.
32	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	The Wireless Access Point must support the below Tunnels: L2TP,GRE/EoGRE, SSLVPN, L2TP/IPSEC, PPTP, Wiregaurd	IPSec is a higher standard protocol compared to PPTP. We request PPTP should be optional. Also remove SSLVPN & Wiregaurd as only few OEMs support & there is no requirement of Wireguard in this deployment. Request to amend the clause: The Wireless Access Point must support the below Tunnels: L2TP,GRE/EoGRE, L2TP/IPSEC/PPTP	Read: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. As: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP (Optional) , L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. However, the bidder is responsible to executing the project to meet the required functionality as per RFP.
33	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	The Wireless Access Point must support SD-WAN natively and should be able to be part of the overlay network.	This is an OEM specific clause. Here there is no SDWAN. Hence, request to remove the clause.	Clause deleted

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34	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	The Wireless Access Point must be configurable in a Gateway & Bridge Mode.	AP does not function as a gateway. AP function primarily in bridge mode, acting as a wireless-to-wired bridge, facilitating communication between wired and wireless devices. Request to amend the clause: The Wireless Access Point must be configurable in a NAT or Bridge Mode.	As per RFP
35	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	Overvoltage Protection, Power failure alarm should be extended to NOC as a separate alarm.	AP Online/Offline alarms are already been sent to the NOC. We understand that GISL requires Online/Offline alarms on their centralised NMS at NOC.	Yes. GISL requires Online/Offline alarms against Overvoltage Protection, Power failure and AP related alarms on centralised NMS, at NOC.
36	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	Should configurable as a WAN Router and Access Point, as needed at site. Port Forwarding in Router mode.	The requirement is for Access Points as per SoW & other parts of the RFP. Kindly remove this clause	As per RFP
37	14-16/SECTION-IV: SCOPE OF WORK/Outdoor Access Point	The Wireless Outdoor Access Point must have 802.11 ax Wi-Fi 6 standard, 2x2 MU-MIMO an Outdoor Type and should support latest Open TR069 and Open WRT/ DDWRT/WISP firmware or any other open Firmware and compatible with existing GISL centralized open wireless controller and existing GISL infrastructure. Access Point should have IP67/68- Access point should be rugged, suited for outdoor environment deployment water and dust resistance. Wall, poll, ceiling Mount facility based on site requirement. supplying high-quality devices to ensure excellent service without any decline in performance of users and access points.	we understand that the proposed wireless solution is to be integrated with existing GISL NMS and bidder can provide their own controller without any additional cost to GIL and the proposed controller will integrate with GIL NMS. Proposed solution will not be dependent on existing SI/vendor. this will allow bidders to seamlessly deliver and integrate requirements as per the RFP.	Bidder may refer Clause 7. Compatibility requirements on Page 25-26 of SECTION-IV: SCOPE OF WORK The bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706 . Existing SI and OEMs will provide technical integration support for GISL infrastructure during POC, Project Implementation and O&M Phase. If required, Bidder is free to install WLC with associated hardware and software without additional cost to GISL
38	14-16/SECTION-IV: SCOPE OF WORK/Outdoor Access Point	The Wireless Access Point must have minimum 2 *2 MIMO External Antenna. must be Omnidirectional Antenna of 30 dB or more and minimum distance to cover minimum 100 meters.	We assume that 30 dB is typo error and asked here is to provide transmit power of up to 30 dBm. As per WPC requirement, having 30 dB antenna will also breach the EIRP guidelines. Hence, request to amend as : The Wireless Access Point must have minimum 2 *2 MIMO External Antenna. must be Omnidirectional Antenna upto 30 dB and minimum distance to cover minimum 100 meters.	The Bidder should consider up to 30 dB instead of 30 dB or more, with no changes to the remaining part of the sentence. However, the Bidder is responsible for providing coverage as per the RFP, and overall performance of the access point should meet the requirements specified in the RFP.
39	14-16/SECTION-IV: SCOPE OF WORK/Outdoor Access Point	The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL	IPSec is a higher standard protocol compared to PPTP. We request PPTP should be optional. Request to amend the clause: The Wireless Access Point shall provide VPN support through the following: IPSec/PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL	Read: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. As: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP (Optional) , L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. However, the bidder is responsible to executing the project to meet the required functionality as per RFP.

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43	14-16/SECTION-IV: SCOPE OF WORK/Outdoor Access Point	Overvoltage Protection, Power failure alarm should be extended to NOC as a separate alarm.	AP Online/Offline alarms are already been sent to the NOC. We understand that GISL requires Online/Offline alarms on their centralised NMS at NOC.	Yes. GISL requires Online/Offline alarms against Overvoltage Protection, Power failure and AP related alarms on centralised NMS, at NOC.
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48	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	The Wireless Access Point must support SD-WAN natively and should be able to be part of the overlay network.	This is an OEM specific clause. Here there is no SDWAN. Hence, request to remove the clause.	Clause deleted

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50	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	Overvoltage Protection, Power failure alarm should be extended to NOC as a separate alarm.	AP Online/Offline alarms are already been sent to the NOC. We understand that GISL requires Online/Offline alarms on their centralised NMS at NOC.	Yes. GISL requires Online/Offline alarms against Overvoltage Protection, Power failure and AP related alarms on centralised NMS, at NOC.
51	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	Should configurable as a WAN Router and Access Point, as needed at site. Port Forwarding in Router mode.	The requirement is for Access Points as per SoW & other parts of the RFP. Kindly remove this clause	As per RFP
52	11/SECTION-III: ELIGIBILITY CRITERIA experience of bidder	Bidder Should have demonstrable experience & expertise in setting-up and O&M of Wi-Fi Hotspot in having at least 2800 Access points in one order or 1750 Access Points in two each order or 1400 Access points in three each order during the last three years in any central / state Government / PSU/ Listed Company as on the bid submission date.	Requesting to consider the experience of network equipments/E node B installation	Turn Over and Experience Criteria of Bidder & OEM: Bidder criteria: a)Bidder must have Average Annual Sales of at least Rs. 4.5 Crore during the last three financial years as on 31st March 2024. b)Bidder must have experience of Successfully implemented project for, Supply, installation & Commissioning and Operations & Maintenance of at least single project of Rs. 7 Crore or 2 Project of Rs. 4 crore each and above for Wi-Fi Solution using Controller/Cloud based controller within the last three years as on the bid submission date. OEM criteria: a)Access point OEM's average Annual Sales turnover must be at least Rs. 45 Crore during the last three financial years as on 31st March 2024. b)Access point OEM must have demonstrable experience & expertise in supply of having at least 5000 same or similar Access points quoted in this RFP during the last three years as on the bid submission date.
53	8/SECTION-II: INTRODUCTION & PROJECT DESCRIPTION Brief Scope of work of this RFP/Project:	Buyback of existing edge infrastructure.	List of existing devices required for buyback.	Bidder may refer Annexure C: List of existing Urban Wi-Fi locations & inventory details for buyback

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54	9/SECTION-II: INTRODUCTION & PROJECT DESCRIPTION Brief Scope of work of this RFP/Project: Table:- Point No. 20	Converter/POE Injector	we understand that's input power will be provided for the POE switch/ converter/ POE injector.	Only uplink port will be provided by GFGNL at edge hotspot location. Bidder will required to use near by RAW power with prior permission of location incharge to create complete setup as per the RFP requirement which includes the Hotspot Infrastructure with last mile equipment like Rack, switch/router, data+ power cabling, UPS, Access Points, Signage, man-power, cables (including casing and capping), POE+/Converter active, passive works...etc,
55	10/SECTION-II: INTRODUCTION & PROJECT DESCRIPTION Brief Scope of work of this RFP/Project: Point No. 1	AP on-board and NMS Discovery	Understand that existing NMS will have licenses for integrating the new devices supplied as per the RFP and bidder need not factor any licenses as part of Bid.	Yes. Existing NMS have licenses for integrating the new devices supplied as per the RFP and bidder need not factor any licenses for NMS as part of Bid. Bidder is responsible to discover supplied componets in NMS and WLC, manage end to end comaplaints, coordinate with various stakholders during the contract period and executing the project as per RFP requirement. Bidder may refer Clause 7. Compatibility requirements on Page 25-26 of SECTION-IV: SCOPE OF WORK The bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706
56	13/SECTION-IV: SCOPE OF WORK The scope of work will include the following Point :- A	Supply, installation, and commissioning of Hotspots including Access Points & other edge infrastructure	understand that other edge infrastraucture refers to the AP's to be supplied kindly confirm any other edge infrastructure need to be consiered.	Bidder is responsible for setting-up of required Hardware like Access Point/Rack/PoE/Switch/UPS/Router/Signage/Accessories etc. at edge locations and O&M of Wi-Fi hotspots at multiple cities across the state using GISL's Central Infrastructure (WLC, Captive Portal, NMS, AAA, SMS and Payment Gateway Etc.) & Establishment of Wi-Fi-based internet use using Bharatnet network of GFGNL including manpower of NOC, Helpdesk and Field. Also The bidder is free to visit the locations to assess the scope. Bidder will have to install all new hardware at the edge location like Access Point/Rack/PoE/Switch/UPS/Router/Signage/Accessories etc. including the electrification & cabling and not allowed to reuse the existing project infrastructure since this infrastructure is 7 years old and Dismantle the old devices as outlined in the scope of RFP.

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57	19/SECTION-IV: SCOPE OF WORK Points:- ..	Bidder is responsible to integrate with third party integration during the contract period if required only:- 1)SMS Gateway 2)Payment Gateway - Min. 5 RBI Approved Payment Gateway/Aggregator.	We understand that the thirdparty integration is limited to supplied hardware and software only. Understed that all APIs required for integration will be responsablity of purched, kindly confirm. And the existing netwrok configuration will be out of scope of bidder	Bidder is responsible to integrate with third party integration during the contract period if required only 1) SMS Gateway 2) Payment Gateway - Min. 5 RBI Approved Payment Gateway/Aggregator. 3) Email Gateway 4) KYC Gateway/Integration 5) Social Media Integration (Facebook, Gmail, Standard Social Media Integration without security breach) 6) Integration with Government of Gujarat Portals and Government of India Portal (Aadhar, Pan Card, Authentication) if required only 7) EMail Gateway 8) SMS Gateway, GISL domain registration if required 9) Social media (Facebook, Gmail, Whatsup, latest standard social media) 10) PM-WANI Portal 11) GOI, DOT, TRAI, GOG Portals 12) Any third-party integration which are required for overall solution on supplied components and during the contract period

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58	23/C. General Requirements a.	1.Wireless LAN Controller (WLC): Centralized management of wireless networks.	We assume that the controller will be provide by GISL and bidder scope is only integrate AP with current GISL WLC controller. The existing WLC will integrate with any other make mode access point to be supplied along with RFP.	Bidder is responsible for setting-up of required Hardware like Access Point/Rack/PoE/Switch/UPS/Router/Signage/Accessories etc. at edge locations and O&M of Wi-Fi hotspots at multiple cities across the state using GISL's Central Infrastructure (WLC, Captive Portal, NMS, AAA, SMS and Payment Gateway Etc.) & Establishment of Wi-Fi-based internet use using Bharatnet network of GFGNL. Bidder will have to install all new hardware at the edge location like Access Point/Rack/PoE/Switch/UPS/Router/Signage/Accessories etc. including the electrification & cabling and not allowed to reuse the existing project infrastructure since this infrastructure is 7 years old and Dismantle the old devices as outlined in the scope of RFP. Compatibility requirements on Page 25-26 of SECTION-IV: SCOPE OF WORK The bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706
59	31/3 TIMELINES & PAYMENT TERMS: Successful Delivery, Installation, Commissioning and FAT of Access Points & Hotspot.	Within 90 days from the date of accepting of work order.	Requesting to the installation time line from T1 + 90 days to T1+180 days	As per RFP
60	34/2 Service Levels & Penalty clause Point :- 3	After 8 hours, Rs. 200- per user complaint/per hotspot for every 8 hours of delay or part thereof	Understand that hours menstaions on working hours.	Bidder has to provide 24*7 technical and helpdesk support from GISL helpdesk. Bidder is responsible to deploy sufficient manapower at field, Technical-NOC and helpdesk to maintain SLA
61	28/E. Manpower Requirements	The minimum requirement of manpower,	Understand that monitering of the NMS of tool includeing the equipment of supplied as part of RFP is a responsibility of purchaser.	No, Access to the NMS, WLC, Helpdesk and associated tools will be provided to the selected bidder under this RFP. The selected bidder will be responsible for configuring end-to-end complaint management (NMS + Helpdesk+ WLC +Associated tools), managing SLAs, and providing reports as outlined in the Scope of Work of this RFP.

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70	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	The Wireless Outdoor Access Point must have 802.11 ax Wi-Fi 6 standard, 2x2 MU-MIMO an Outdoor Type and should support latest Open TR069 and Open WRT/ DDWRT/WISP firmware or any other open Firmware and compatible with existing GISL centralized open wireless controller and existing GISL infrastructure	we understand that the proposed wireless solution is to be integrated with existing GISL NMS and bidder can provide their own controller without any additional cost to GIL and the proposed controller will integrate with GIL NMS. Proposed solution will not be dependent on existing SI/vendor. this will allow bidders to seamlessly deliver and integrate requirements as per the RFP.	Bidder may refer Clause 7. Compatibility requirements on Page 25-26 of SECTION-IV: SCOPE OF WORK The bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=170 6. Existing SI and OEMs will provide technical integration support for GISL infrastructure during POC, Project Implementation and O&M Phase. If required, Bidder is free to install WLC with associated hardware and software without additional cost to GISL, with smooth ingragration without disturbing existing flow/traffic/architecture.
71	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL	IPSec is a higher standard protocol compared to PPTP. We request PPTP should be optional. Request to amend the clause: The Wireless Access Point shall provide VPN support through the following: IPSec/PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL	Read: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. As: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP (Optional) , L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. However, the bidder is responsible to executing the project to meet the required funactionality as per RFP.
72	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	The Wireless Access Point must support the below Tunnels: L2TP,GRE/EoGRE, SSLVPN, L2TP/IPSEC, PPTP, Wiregaurd	IPSec is a higher standard protocol compared to PPTP. We request PPTP should be optional. Also remove SSLVPN & Wiregaurd as only few OEMs support & there is no requirement of Wireguard in this deployment. Request to amend the clause: The Wireless Access Point must support the below Tunnels: L2TP,GRE/EoGRE, L2TP/IPSEC/PPTP	Read: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP, L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. As: The Wireless Access Point shall provide VPN support through the following: IPSec, PPTP (Optional) , L2TP, IP-Filtering, support ARP, DHCP snooping, SSL. However, the bidder is responsible to executing the project to meet the required funactionality as per RFP.
73	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	The Wireless Access Point must support SD-WAN natively and should be able to be part of the overlay network.	This is an OEM specific clause. Here there is no SDWAN. Hence, request to remove the clause.	Clause deleted
74	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	The Wireless Access Point must be configurable in a Gateway & Bridge Mode.	AP does not function as a gateway. AP function primarily in bridge mode, acting as a wireless-to-wired bridge, facilitating communication between wired and wireless devices. Request to amend the clause: The Wireless Access Point must be configurable in a NAT or Bridge Mode.	As per RFP

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
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75	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	Overvoltage Protection, Power failure alarm should be extended to NOC as a separate alarm.	AP Online/Offline alarms are already been sent to the NOC. We understand that GISL requires Online/Offline alarms on their centralised NMS at NOC.	Yes. GISL requires Online/Offline alarms against Overvoltage Protection, Power failure and AP related alarms on centralised NMS, at NOC.
76	16-18/SECTION-IV: SCOPE OF WORK/Indoor Access Point	Should configurable as a WAN Router and Access Point, as needed at site. Port Forwarding in Router mode.	The requirement is for Access Points as per SoW & other parts of the RFP. Kindly remove this clause	As per RFP
77	Controller		<p>Information/Clarification Required: We have identified that there are no standardized specifications or compliance requirements for the controller. Each Wi-Fi Access Point (AP) solution provider utilizes a proprietary controller and solution. As a result, the existing controller may encounter compatibility and integration challenges.</p> <p>Therefore, we request that OEMs be permitted to deploy their own controllers without incurring additional costs. The only requirement should be the provision of adequate rack space as per the hardware specifications at data center.</p>	<p>Bidder may refer Clause 7. Compatibility requirements on Page 25-26 of SECTION-IV: SCOPE OF WORK</p> <p>The bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706. Existing SI and OEMs will provide technical integration support for GISL infrastructure during POC, Project Implementation and O&M Phase. If required, Bidder is free to install WLC with associated hardware and software without additional cost to GISL, with smooth ingragration without disturbing existing flow/traffic/architecure.</p>
78	AAA Server		Information/Clarification Required: We request that OEMs be allowed to deploy their own AAA solution for seamless integration without any additional costs. The only requirement should be adequate rack space as per the hardware specifications in the data center.	<p>No. Bidder may refer Clause 7. Compatibility requirements on Page 25-26 of SECTION-IV: SCOPE OF WORK</p> <p>The bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706</p>
79	Existing Network Diagram	Information/Clarification Required	Information/Clarification Required: Kindly provide Existing network Diagram.	Bidder is responsible to intragate supplied componets(under this RFP) with existing GISL infrastrucure. Bidder may refer clause no. 6/page no. 35. Also, bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706
80	Existing Traffic Flow / Call Flow	Information/Clarification Required	Information/Clarification Required: Kindly provide Existing network traffic flow / call flow.	Bidder is responsible to intragate supplied componets(under this RFP) with existing GISL infrastrucure. Bidder may refer clause no. 6/page no. 35. Also, bidder to refer the existing infrastructure's RFP including the scope of work and specification at GIL website with URL@ https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
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81	Outdoor Access Point	The Wireless Access Point must have minimum 2 *2 MIMO External Antenna. must be Omnidirectional Antenna of 30 dB or more and minimum distance to cover minimum 100 meters.	The 30 dB Antenna specification seems like a Typing error. Please check the same.	The Bidder should consider up to 30 dB instead of 30 dB or more, with no changes to the remaining part of the sentence. However, the Bidder is responsible for providing coverage as per the RFP, and overall performance of the access point should meet the requirements specified in the RFP.
82	Eligibility Criteria	Access point OEM's average Annual Sales turnover must be at least Rs. 45 Crore during the last three financial years as on 31st March 2024	<p>The newly introduced clause requiring the Access Point OEM to have an average annual sales turnover of at least Rs. 45 Crore over the last three financial years is arbitrary and restrictive, deviating from standard tendering norms where turnover criteria apply to the bidder, not the OEM.</p> <p>A) The primary objective of financial eligibility is to ensure the bidder's capability to execute the project, while the OEM's selection should be based on technical compliance and product performance rather than financial size.</p> <p>B) Furthermore, in the first phase of the project, no such requirement was imposed, indicating an inconsistent approach. The sudden introduction of this clause appears to be designed to favor a specific OEM and unfairly restrict competition, limiting the participation of innovative and capable OEMs that meet all technical and operational requirements.</p> <p>Such a restrictive condition undermines fair competition and should be reconsidered to ensure an open and transparent bidding process.</p>	As per RFP

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
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83	Eligibility Criteria	Access point OEM must have demonstrable experience & expertise in supply of having at least 8750 same or similar Access points quoted in this RFP during the last three years as on the bid submission date.	<p>The newly introduced clause requiring the Access Point OEM to have demonstrable experience in supplying at least 8,750 same or similar Access Points in the last three years is arbitrary and appears to be designed to favor a specific OEM.</p> <p>In Phase 1 of the project, the requirement was 5,000 access points, and eligible OEMs successfully delivered the solution. The sudden increase in the eligibility threshold to precisely match the previous phase's volume raises concerns about restrictive bidding practices intended to exclude the competing OEMs.</p> <p>Experience and expertise should be evaluated based on technical capabilities, successful deployments, and compliance with the RFP specifications rather than an artificially inflated quantity requirement. This clause lacks justification, limits fair competition, and should be reconsidered to maintain a level playing field for all qualified OEMs.</p>	<p>Turn Over and Experience Criteria of Bidder & OEM:</p> <p>Bidder criteria:</p> <p>a) Bidder must have Average Annual Sales of at least Rs. 4.5 Crore during the last three financial years as on 31st March 2024.</p> <p>b) Bidder must have experience of Successfully implemented project for, Supply, installation & Commissioning and Operations & Maintenance of at least single project of Rs. 7 Crore or 2 Project of Rs. 4 crore each and above for Wi-Fi Solution using Controller/Cloud based controller within the last three years as on the bid submission date.</p> <p>OEM criteria:</p> <p>a) Access point OEM's average Annual Sales turnover must be at least Rs. 45 Crore during the last three financial years as on 31st March 2024.</p> <p>b) Access point OEM must have demonstrable experience & expertise in supply of having at least 5000 same or similar Access points quoted in this RFP during the last three years as on the bid submission date.</p>

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
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84	Out Door Access Point (Access Point) (Minimum Technical and functional Requirement / 14	Minimum Two number ports with 1 Gbps Ethernet port for LAN and WAN. 1 port must be POE & POE+ 802.3 at supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports,	Our suggestion of a single LAN port for the access point (AP) in a large public Wi-Fi setup is quite practical. It ensures simplicity and reduces exposure to potential security vulnerabilities. By limiting to one LAN port, you minimize the risk of unauthorized connections, especially in an open environment where security could be a concern. We are reqsting you kindly remove LAN and WAN port or change with LAN/WAN	<p>Read:The Wireless Access Point must be shipped with the mounting accessories, Minimum Two number ports with 1 Gbps Ethernet port for LAN and WAN. 1 port must be POE & POE+ 802.3 at supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports, must support SSH/HTTPS, SNMP and latest protocols. Any Ethernet and Wi-Fi enabled device can connect to Access point and use the internet services.</p> <p>As: The Wireless Access Point must be shipped with the mounting accessories, Minimum One number ports with 1 Gbps Ethernet port for LAN and WAN. 1 port must be POE & POE+ 802.3 at supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports, must support SSH/HTTPS, SNMP and latest protocols. Any Ethernet and Wi-Fi enabled device can connect to Access point and use the internet services.</p>
85	Out Door Access Point (Access Point) (Minimum Technical and functional Requirement / 14	Minimum Two number ports with 1 Gbps Ethernet port for LAN and WAN. 1 port must be POE & POE+ 802.3 at supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports,	The 2.5Gbps port allows faster wired connections compared to the standard 1Gbps ports, making it ideal for high-speed internet plans and reducing bottlenecks in data transfer. kindly add 10/100/1000/2500 Ethernet (PoE) LAN port	<p>Read:The Wireless Access Point must be shipped with the mounting accessories, Minimum Two number ports with 1 Gbps Ethernet port for LAN and WAN. 1 port must be POE & POE+ 802.3 at supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports, must support SSH/HTTPS, SNMP and latest protocols. Any Ethernet and Wi-Fi enabled device can connect to Access point and use the internet services.</p> <p>As: The Wireless Access Point must be shipped with the mounting accessories, Minimum One number port with 1 Gbps Ethernet port for LAN and WAN. 1 port must be POE & POE+ 802.3 at supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports, must support SSH/HTTPS, SNMP and latest protocols. Any Ethernet and Wi-Fi enabled device can connect to Access point and use the internet services.</p>
86	Out Door Access Point (Antenna) (Minimum Technical and functional Requirement / 14	The Wireless Access Point must have minimum 2 *2 MIMO External Antenna. must be Omnidirectional Antenna of 30 dB	External antennas in outdoor deployments are more prone to weather damage, which can impact network reliability.They may require additional mounting hardware, increasing deployment time and costs.Built-in antennas are often optimized for the AP design, ensuring consistent performance, unlike certain external antenna setups. We are requesting you kindly remove External Antenna or add External antenna/Internal Antenna	As per RFP

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
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87	Indoor Access Point (Access Point) (Minimum Technical and functional Requirement / 16	The Wireless Access Point must be shipped with the mounting accessories, Minimum Two number 1 Gbps Ethernet port for LAN and WAN Connection	Our suggestion of a single LAN port for the access point (AP) in a large public Wi-Fi setup is quite practical. It ensures simplicity and reduces exposure to potential security vulnerabilities. By limiting to one LAN port, you minimize the risk of unauthorized connections, especially in an open environment where security could be a concern. We are reqsting you kindly remove LAN and WAN port or change with LAN/WAN	Read: The Wireless Access Point must be shipped with the mounting accessories, Minimum Two One number 1 Gbps Ethernet port for LAN and WAN Connection, POE supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports, must support SSH, HTTPS and/or SNMP. Any Wi-Fi enabled device can connect to Access point and use the internet services. As: The Wireless Access Point must be shipped with the mounting accessories, Minimum One number 1 Gbps Ethernet port for LAN and WAN Connection, POE supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports, must support SSH, HTTPS and/or SNMP. Any Wi-Fi enabled device can connect to Access point and use the internet services.
88	Indoor Access Point (Access Point) (Minimum Technical and functional Requirement / 16	POE supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports,	The 2.5Gbps port allows faster wired connections compared to the standard 1Gbps ports, making it ideal for high-speed internet plans and reducing bottlenecks in data transfer. kindly add 10/100/1000/2500 Ethernet (PoE) LAN port	As per RFP
89	Inoutdoor Access Point (Antenna) (Minimum Technical and functional Requirement / 16	The Wireless Access Point must have minimum 4 Internal/External Antenna. must be Omnidirectional Antenna of 5 dB	5 dB Antenna Suitable for outdoor environments where extending the range in specific directions is a priority. 3 dB Antenna Offers a more balanced and uniform signal distribution, making it ideal for indoor environments or densely packed areas. Kindly add 3dB/5dB	The Bidder should consider up to 30 dB instead of 30 dB or more, with no changes to the remaining part of the sentence. However, the Bidder is responsible for providing coverage as per the RFP, and overall performance of the access point should meet the requirements specified in the RFP.
90	Inoutdoor Access Point (Other) (Minimum Technical and functional Requirement / 18	The Access point shall be rated for operation over an ambient temperature range of 0° to 55°C/Indian Temperature	Access point is intended for indoor use, the operational temperature requirement can be adjusted accordingly. For indoor environments, a range of 0°C to 40°C is generally sufficient	Read: The Access point shall be rated for operation over an ambient temperature range of 0° to 55°C/Indian Temperature As: The Access point shall Support Indian Temperature and humidity.
91	Additional Suggestions		We are requesting to allow your wireless control for PoC/ deployment	Necessary access to Wireless Controller will be provided to selected bidder for PoC under this RFP

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92	2 (B)	Bidder must have experience setting up Wi-Fi hotspots with at least 2800 APs in one order or 1750 APs in two orders OR 1400 Access points in three each order Or Bidder must have experience setting up Wi-Fi hotspots with at least 2800 APs in one order or 1750 APs in two orders OR 1400 Access points in three each order	Clarification Required: Bidder or OEM experience to be consider or Request to consider the experience of installing AP / Network Node pls. Justification: Very few Bidder have this experience of installation of Access points so requesting to add this cluse "Bidder Or OEM" for the competitve bid and more bidder to qualify. Or Access points are only used for device installation, so please permit bidders with network node experience to place bids so that more bidders can qualify and win the competition bid.	Turn Over and Experience Criteria of Bidder & OEM: Bidder criteria: a) Bidder must have Average Annual Sales of at least Rs. 4.5 Crore during the last three financial years as on 31st March 2024. b) Bidder must have experience of Successfully implemented project for, Supply, installation & Commissioning and Operations & Maintenance of at least single project of Rs. 7 Crore or 2 Project of Rs. 4 crore each and above for Wi-Fi Solution using Controller/Cloud based controller within the last three years as on the bid submission date. OEM criteria: a) Access point OEM's average Annual Sales turnover must be at least Rs. 45 Crore during the last three financial years as on 31st March 2024. b) Access point OEM must have demonstrable experience & expertise in supply of having at least 5000 same or similar Access points quoted in this RFP during the last three years as on the bid submission date.
93	12	Access Points should support 16 SSIDs per radio.	Clarification Required: Can the minimum SSID requirement be reduced to 8, considering standard network configurations? Justification: Most deployments require fewer SSIDs, reducing complexity and improving performance.	Read: Access Points should support 16 SSIDs per radio. As: Access Points should support 8 SSIDs per radio.
94	9.1	Integration with GISL's existing infrastructure is required.	Clarification Required: Can GISL provide a detailed integration document with APIs and network topology? Justification: To help bidders plan seamless integration with minimal risk.	GISL has already established the core infrastructure, as detailed in RFP Clause 7, Page 25. The bidder is responsible for the technical integration of their supplied solution with the existing components, as outlined in the same clause. Bidder may also visit https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706 . We have already asked customized solution in the RFP.
95	10.3	GISL requires SLA uptime of 99.5%.	Clarification Required: Will penalties be waived for downtime caused by issues outside the bidder's control, such as fiber cuts or power failures? Justification: To ensure fair accountability and avoid excessive penalties for unavoidable circumstances.	Bidder is responsible for the supplied solution under this RFP only.
96	11.2	Bidder must buy back existing edge infrastructure.	Clarification Required: Will GISL provide an assessment of the condition and valuation of the existing infrastructure? Justification: To ensure fair pricing and transparency in buyback calculations.	Bidder may refer Annexure C: List of existing Urban Wi-Fi locations & inventory details for buyback. Bidder is advise to visit hotposts for an assement if require.

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97	12.4	Bidder must submit MIS reports as per GISL requirements.	Clarification Required: Can GISL share sample formats for MIS reports? Justification: To help bidders prepare accurate reporting mechanisms in advance.	We have already requested a customized solution in the RFP, and the bidder may be required to implement it according to the specified timeline in the RFP
98	14.2	Bidder must integrate with third-party tools (SMS, payment gateway, social media authentication).	Clarification Required: Can GISL confirm which third-party integrations are mandatory and which are optional? Justification: To clarify implementation scope and avoid unnecessary integration costs.	GISL has already established the core infrastructure, as detailed in RFP Clause 7, Page 25. The bidder is responsible for the third party technical integration of their supplied customize solution with the existing components, as outlined in the same clause. Bidder may also visit https://gil.gujarat.gov.in/TenderDetails.aspx?TenID=1706 . We have already asked customized solution in the RFP. bidder may be required to implement third party integration solution according to the specified timeline in the RFP
99	16.5	Bidder must ensure security compliance and prevent unauthorized access.	Clarification Required: Can GISL provide a security compliance framework or certification requirements? Justification: To ensure all bidders meet the same security standards and prevent cyber threats.	Bidder is responsible to implement necessary security compliance on the supplied components, in accordance with GISL, DST, GOG, DOT, and GOI requirements. In the RFP, we have already requested a customized solution
100	17.1	Bidder must replace faulty equipment within defined SLA timelines.	Clarification Required: Can GISL specify timelines for different categories of equipment (critical vs. non-critical)? Justification: To align SLAs with realistic repair and replacement timelines.	Please refer : Part B: Penalty for Operations and Maintenance, page no. 34 & 35
101	18.3	Exit management clause requires full data handover.	Clarification Required: Will GISL provide a data migration plan for a smooth transition? Justification: To prevent service disruptions and data loss during vendor transition.	Please refer clause number 24, page number 45

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102	Out Door Access Point (Access Point) (Minimum Technical and functional Requirement / 14	Minimum Two number ports with 1 Gbps Ethernet port for LAN and WAN. 1 port must be POE & POE+ 802.3 at supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports,	LAN and WAN port bridge security. Kind request to you for change with LAN/WAN	<p>Read:The Wireless Access Point must be shipped with the mounting accessories, Minimum Two number ports with 1 Gbps Ethernet port for LAN and WAN. 1 port must be POE & POE+ 802.3 at supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports, must support SSH/HTTPS, SNMP and latest protocols. Any Ethernet and Wi-Fi enabled device can connect to Access point and use the internet services.</p> <p>As: The Wireless Access Point must be shipped with the mounting accessories, Minimum One number port with 1 Gbps Ethernet port for LAN and WAN. 1 port must be POE & POE+ 802.3 at supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports, must support SSH/HTTPS, SNMP and latest protocols. Any Ethernet and Wi-Fi enabled device can connect to Access point and use the internet services.</p>
103	Out Door Access Point (Access Point) (Minimum Technical and functional Requirement / 14	Minimum Two number ports with 1 Gbps Ethernet port for LAN and WAN. 1 port must be POE & POE+ 802.3 at supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports,	Since, 2.5Gbps port allowing faster wired connections compared to standard 1Gbps ports and making it ideal for high-speed internet plans thus reducing bottlenecks in data transfer. Kindly request to add 10/100/1000/2500 Ethernet (PoE) LAN port	<p>Read:The Wireless Access Point must be shipped with the mounting accessories, Minimum Two number ports with 1 Gbps Ethernet port for LAN and WAN. 1 port must be POE & POE+ 802.3 at supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports, must support SSH/HTTPS, SNMP and latest protocols. Any Ethernet and Wi-Fi enabled device can connect to Access point and use the internet services.</p> <p>As: The Wireless Access Point must be shipped with the mounting accessories, Minimum One number port with 1 Gbps Ethernet port for LAN and WAN. 1 port must be POE & POE+ 802.3 at supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports, must support SSH/HTTPS, SNMP and latest protocols. Any Ethernet and Wi-Fi enabled device can connect to Access point and use the internet services.</p>
104	Out Door Access Point (Antenna) (Minimum Technical and functional Requirement / 14	The Wireless Access Point must have minimum 2 *2 MIMO External Antenna. must be Omnidirectional Antenna of 30 dB	Deploying outdoor antennas often requires additional mounting equipment & careful alignment, that would increase costs & complexity. We are requesting you, kindly remove External Antenna or add External antenna/Internal Antenna.	As per RFP

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
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105	Indoor Access Point (Access Point) (Minimum Technical and functional Requirement / 16	The Wireless Access Point must be shipped with the mounting accessories, Minimum Two number 1 Gbps Ethernet port for LAN and WAN Connection	We suggesting for single LAN port for the access point (AP) in a large public Wi-Fi setup is quite practical. It ensures simplicity and reduces exposure to potential security vulnerabilities. By limiting to one LAN port, you minimize the risk of unauthorized connections, especially in an open environment where security could be a concern. We are reqsting you kindly remove LAN and WAN port or change with LAN/WAN	Read: The Wireless Access Point must be shipped with the mounting accessories, Minimum Two One number 1 Gbps Ethernet port for LAN and WAN Connection, POE supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports, must support SSH, HTTPS and/or SNMP. Any Wi-Fi enabled device can connect to Access point and use the internet services. As: The Wireless Access Point must be shipped with the mounting accessories, Minimum One number 1 Gbps Ethernet port for LAN and WAN Connection, POE supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports, must support SSH, HTTPS and/or SNMP. Any Wi-Fi enabled device can connect to Access point and use the internet services.
106	Indoor Access Point (Access Point) (Minimum Technical and functional Requirement / 16	POE supported port - speed can be set 10, 100, 1000 and auto sensing based Ethernet ports,	Since, 2.5Gbps port allows faster wired connections compared to the standard 1Gbps ports, making it ideal for high-speed internet plans and reducing bottlenecks in data transfer. kindly add 10/100/1000/2500 Ethernet (PoE) LAN port	As per RFP
107	Inoutdoor Access Point (Antenna) (Minimum Technical and functional Requirement / 16	The Wireless Access Point must have minimum 4 Internal/External Antenna. must be Omnidirectional Antenna of 5 dB	For typical deployments, lower-gain antennas (e.g., 3 dB or 5 dB) are much more practical and provide balanced coverage. health concerns related to antennas, particularly those with higher gain (like more than 5 dB), are primarily linked to the electromagnetic radiation (EMR) they emit, specifically radiofrequency (RF) radiation. Kindly add 3dB/5dB	The Bidder should consider up to 30 dB instead of 30 dB or more, with no changes to the remaining part of the sentence. However, the Bidder is responsible for providing coverage as per the RFP, and overall performance of the access point should meet the requirements specified in the RFP.
108	Inoutdoor Access Point (Other) (Minimum Technical and functional Requirement / 18	The Access point shall be rated for operation over an ambient temperature range of 0° to 55°C/Indian Temperature	Access point is intended for indoor use, the operational temperature requirement can be adjusted accordingly. For indoor environments, a range of 0°C to 40°C is generally sufficient	Read: The Access point shall be rated for operation over an ambient temperature range of 0° to 55°C/Indian Temperature As: The Access point shall Support Indian Temperature and humidity.
109	Additional Suggestions		We are requesting to allow your wireless control for PoC/ deployment	Necessary access to Wireless Controller will be provided to selected bidder for PoC under this RFP
110	RFP Document	General	Can we use existing materials such as UPS, switches, RACKs, and cabling.	Bidder may not use any existing old components at the locations.

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111	Section 5 SERVICE LEVEL AGREEMENT (SLAS) AND PENALTY CLAUSE Sub section 2 Service Levels & Penalty clause Part B: Penalty for Operations and Maintenance	Point-No-3, End user complaint - Resolved within 8 hours=NIL	Its should be 24 hrs if any case raised.	As per RFP
112	Section 5 SERVICE LEVEL AGREEMENT (SLAS) AND PENALTY CLAUSE Sub section 2 Service Levels & Penalty clause Part B: Penalty for Operations and Maintenance	Point-No-1, Availability of Wi-Fi Services hotspot wise	Availability must be based on system hardware uptime.	As per RFP
113	RFP Document	ELIGIBILITY CRITERIA Sr. no. 2, Experience of the Bidder	Kindly consider the 100% own company/ Child Company Expriance in similar work experience criteria.	Turn Over and Experience Criteria of Bidder & OEM: Bidder criteria: a)Bidder must have Average Annual Sales of at least Rs. 4.5 Crore during the last three financial years as on 31st March 2024. b)Bidder must have experience of Successfully implemented project for, Supply, installation & Commissioning and Operations & Maintenance of at least single project of Rs. 7 Crore or 2 Project of Rs. 4 crore each and above for Wi-Fi Solution using Controller/Cloud based controller within the last three years as on the bid submission date. OEM criteria: a)Access point OEM's average Annual Sales turnover must be at least Rs. 45 Crore during the last three financial years as on 31st March 2024. b)Access point OEM must have demonstrable experience & expertise in supply of having at least 5000 same or similar Access points quoted in this RFP during the last three years as on the bid submission date.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./Section No./ Clause No.	Tender Description		
114	RFP Document	ELIGIBILITY CRITERIA Sr. no. 2, Experience of the Bidder	We kindly request you to revise the experince criteria in the RFP. Ctiteria require the bidder should have demonstrable experice during the last three years. We request that this be amended to consider the last five financial years instead of three.	Turn Over and Experience Criteria of Bidder & OEM: Bidder criteria: a)Bidder must have Average Annual Sales of at least Rs. 4.5 Crore during the last three financial years as on 31st March 2024. b)Bidder must have experience of Successfully implemented project for, Supply, installation & Commissioning and Operations & Maintenance of at least single project of Rs. 7 Crore or 2 Project of Rs. 4 crore each and above for Wi-Fi Solution using Controller/Cloud based controller within the last three years as on the bid submission date. OEM criteria: a)Access point OEM's average Annual Sales turnover must be at least Rs. 45 Crore during the last three financial years as on 31st March 2024. b)Access point OEM must have demonstrable experience & expertise in supply of having at least 5000 same or similar Access points quoted in this RFP during the last three years as on the bid submission date.
115	RFP Document	General	We as Fortinet will like to know if we can partner in these RFP for MPSL where we can replace traditional routers with SDWAN and also our same device acts like controller for Wifi	As per RFP