

**Response to the queries of Spot Quote for Installation, Commissioning and Maintenance of Video Conferencing systems Ref: LIC/CO/IT-BPR/Network/Spot/VC dated 26.03.2024**

Sr.No	Feature	Description	Queries/Change request	Response
1	<b>MAF Format</b>			
	(OEM) certify that, the equipments being sold would not be declared End of Support (EoS) in the next 6 Years and that _____ (OEM) shall supply suitable substitute in case EoS of equipments. Also _____ (OEM) certifies that the products being sold would be covered under Warranty / Support and support will be available for next six years (five years initially and one year if extension is provided) from the date of installation at LIC of India.	Request to kindly modify the clause as per the below- the equipments being sold would not go End of Support (EoS) in the next 6 years and that _____ (OEM) shall supply a suitable substitute in case EoS of equipments.		Please refer to the revised MAF
2	<b>Video Standards &amp; Resolution</b>		It should have video compression of H.264 AVC / H.264 high Profile / H.265	Please refer to the revised "Technical Specifications"
3	<b>Video &amp; Audio Outputs</b>	USB for connecting Touch display	Please elaborate more on features which should be available - eg white boarding, annotation, call control. Etc..	Please refer to the revised "Technical Specifications"
4	<b>Video &amp; Audio Inputs</b>	USB input to connect additional USB based PTZ camera/PC	Please change to USB input to connect additional USB based PTZ camera/PC/whiteboard.	Please refer to the revised "Technical Specifications"
	<b>Other Interface</b>			
5	1 x USB to support system software upgrade	Request to please amend to 1 x USB or similar for management		Please refer to the revised "Technical Specifications"
6	1 x RCA/3.5 RCA Stero Line In	Request to please amend to 1 X RCA/3.5mm/USB audio input	On the audio input we do not have a RCA port but support audio over USB.	Please refer to the revised "Technical Specifications"
	<b>Camera</b>			

7	Tilt +20 to -30	Kindly amend to Tilt +50 to -20		Please refer to the revised "Technical Specifications"
8	Digital Cameras with 5K UHD	Please modify to 4K UHD		Please refer to the revised "Technical Specifications"
	<b>Annexure -I-Scope of works</b>			
9	The installation should seamlessly integrate with the existing VC setup of LIC without incurring any extra cost to LIC.	Need existing VC endpoints details to define the SOW		Please be guided by the Spot quote.
	<b>Payment Terms for delivery and Implementation</b>			
10	For balance amount, 2% Payment at the end of each year:	Need more clarity on this point.		Please be guided by the Spot quote.
11	Display Mount	Necessary Mount - Wall Mount / Floor Stand	Kindly confirm how many Floor Stands required. Wall Mounts are standard accessories from OEM whereas Floor needs to be added at separate cost hence it will be better to have clarity for number of Floor Stands required.	Please provision both floor stand as well as wall mount for all locations

12	USB device mode	<p>The system should be able to use VC systems as an external camera and microphones when connected to a Laptop/PC over a single USB cable to connect any Cloud Based VC platform like Cisco WebEx, Zoom, Microsoft Teams, Google meet, etc. Or Features of USB Device Mode</p> <p>Microsoft Teams, Google Meet, etc. Or Features of USB Device Mode can be provided with 3rd party addon device.</p>	<p>Request to ammend as :</p> <p>" The system should be able to use VC systems as an external camera and microphones when connected to a Laptop/PC over a single USB cable to connect any Cloud Based VC platform like Cisco WebEx, Zoom, Microsoft Teams, Google meet, etc."</p>	Please refer to the revised "Technical Specifications"
13	Video standard & Resolution	It should support have video compression H.264 AVC, H.264 High profile or above	<p>Request to ammend as :</p> <p>" It should support video compression H.264 AVC, H.264 High Profile, H.265 or above"</p> <p><b>Justification</b> : H.265 is latest protocol and available with all the latest codec solutions. This also ensure the total cost of ownership is reduced as you will get better quality at lower bandwidth</p>	Please refer to the revised "Technical Specifications"
14	Video and audio inputs	USB Input to connect additional USB based PTZ camera.	<p>Request to ammend as :</p> <p>"2 x USB Input to connect additional USB based PTZ camera"</p> <p><b>Justification</b> : adding more than 2 camera in future for better visibility of the participants in the conference room from difference angles</p>	Please refer to the revised "Technical Specifications"

15	Video and audio inputs	Microphone inputs with support for minimum 3 omnidirectional mics. The bidder need to quote 3microphones.	Request to ammend as : "Microphone inputs with support for minimum 3 similar type of digital omnidirectional mics. The bidder need to quote 3microphones." <b>Justification : Digital Microphones with provide more clarity on the audio pickup and maintain uniformity in the conference room.</b>	Please refer to the revised "Technical Specifications"
16	Video and audio outputs	USB for connecting to touch display.	Request to ammend as : " USB for connecting the touch display and content annotation" <b>Justification :</b> Content annotation is a must to have feature during a discussion in a live meeting.	Please refer to the revised "Technical Specifications"
17	Camera	The camera should support minimum 2nos of digital Cameras with 5k UHD and 7X resolution and automatic speaker tracking , to zoom onto the person who is currently speaking with minimum 10 camera presets.  An additional PTZ camera with 4K resolution and minimum 10X optical Zoom, PAN +/-100, Tilt +20/-30 degree to zoom onto the chairperson of the meeting.	Request to ammend as : " "The camera should support minimum 2nos of digital cameras with 4K sensors and 7x Digital Zoom and automatic speaker tracking, to zoom onto the person who is currently speaking with minimum 10 camera presets, motorized privacy shutters." <b>Justification :</b> An additional PTZ camera with full HD resolution and minimum 10x optical Zoom, PAN +/-100 degree, Tilt +20 degree/-30 degree to zoom onto the chairperson for the meeting with single cable connectivity"	Please refer to the revised "Technical Specifications"

18	Additional feature		<p>Additional Feature Request :</p> <p>" The proposed VC device should be possible to natively register with :</p> <ul style="list-style-type: none"> <li>- Microsoft Teams Room &amp;</li> <li>- Zoom Room account</li> </ul> <p>for native cloud based video calling features and experience. USB Pass- through mode functionality should also be available when the system is running in Microsoft Teams Room &amp; Zoom Room mode."</p> <p><b>Justification</b> : The above are the latest software application universally with highest acceptability and hence the device being purchased should have these native integration</p>	Please refer to the revised "Technical Specifications"
19	Payment Terms	<p>90 % payment for delivery and implementation shall be released by LIC within 30 days</p> <p>For balance amount, 2% Payment at the end of each year:</p>	<p>Request for amendment :</p> <p>" Kindly allow submission of Performance Bank Guarantee against the retention amount of 10%, Payment to be released against submission of Performance Bank Guarantee of equivalent amount for 5 Years "</p>	Please be guided by the Spot quote.
20	<b>A-1 98" Display with Floor Stand/Wall Mount:</b>		<b>A-1 75" dual Display with Floor Stand:</b>	
21	Contrast Ratio	1200:1 or Higher	6000:1 or Higher	Please refer to the revised technical specifications