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BIG CHALLENGES...  
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Request for Proposal (RFP)

**Data Classification and Discovery Tool**



# Data Classification and Discovery Tool

Request for Proposal (RFP) is invited from bidders for

## - **Supply, Implementation and Maintenance of Data Classification and Discovery Tool of LIC of India**

The Scope of work to be carried out in accordance with the specifications in a detailed Request for Proposal (RFP) document



# Overview

- This RFP is for Supply, Implementation, and Maintenance of Hardware, Software of Data Classification Tool for 30000 Windows desktops users, 65000 RHEL desktop users and Data Discovery Tool for 1000 Databases for 5 years
- The bidder is free to bring in expertise from the respective OEM or service partners. For all purposes LIC will deal with only the bidder irrespective of the partners to the bid. The bidder should, in the bid submission, clearly declare the partners to the bid.
- LIC reserves its right to increase or decrease the quantity or add to or delete from the requirement (maximum 10%) any item on account of increase in number of users, number of offices or any change in solution implementation architecture. Such change if any will be intimated to all the bidders.



# Activity Schedule

1.	RFP Reference and Date of release of RFP	LIC/CO/IT-BPR/DCT/2023-24 dated 24.05.2023 RFP for Supply, Implementation, and Maintenance of Data Classification and Discovery Tool
2.	Bid Processing Fee	Non Refundable fee of Rs.10,000/- + GST (Currently 18% GST) . Total 11,800/- (Rupees Eleven Thousand Eight Hundred Only) to be paid to Life Insurance Corporation of India using NEFT
3.	Last date for sending pre-bid queries (through email ) before pre-bid Meeting	31st May 2023 (Wednesday)
4.	Pre-bid meeting date, time and venue	01 June 2023 (Thursday)11:30 am LIC of India, Central Office, IT Department, Jeevan Seva Annexe 3rd.Floor Meeting Room, S.V.Road, Santacruz (West), Mumbai – 400054.
5.	Last date for receiving further queries on bid	02 June 2023 (Friday)
6.	Mode of submission Address for communication	Online (www.tenderwizard.com/LIC) The Executive Director (IT/BPR), LIC of India, Central Office, IT/BPR -CAV Department, Jeevan Seva Annexe 3rd Floor, S.V.Road, Santacruz (West), Mumbai 400054.
7.	Last date and time for submission of bids	27 June 2023 (Tuesday) 3:00 pm
8.	Eligibility and Technical bid opening date, time and venue	27 June 2023 (Tuesday) 3:30 pm; Venue: LIC of India, Central Office, IT Department, Jeevan Seva Annexe 2 Santacruz (West), Mumbai – 400054





# Activity Schedule

9.	Earnest Money Deposit (EMD)	By way of Bank Guarantee : Rs.4,00,000 (Rupees Four Lakhs) EMD exemption will be given for Micro and Small Enterprises as defined in MSE Procurement Policy (MSEs) order 2012 issued by the Department of MSME or are registered with the Central Purchase Organization or the concerned Ministry or Department. Bidders should submit relevant MSME/NSIC certificate valid as on the date of last date of bid submission mentioned in this RFP document.
10.	Indicative Commercial bid opening date, time and venue	Will be intimated to the bidders eligibility and technical criteria.
11.	Online Reverse Auction	Will be intimated to the bidders eligibility and technical criteria.
12.	Contact details /email Id	dct.bid@licindia.com Deputy Secretary (IT/BPR), Phone :022-67090377/467/402
13.	Official website (URL)	<a href="https://www.licindia.in">https://www.licindia.in</a>



# General Instructions

- **Pre-Contract Integrity Pact**  
This RFP is issued on the condition that only those bidders who submit a signed Pre-Contract Integrity Pact with LIC, on a stamp paper of Rs. 500, would be eligible to participate in the bidding.
- **Issue of Corrigendum**  
The corrigendum (if any) and clarifications to the queries from all Bidders will be posted on websites mentioned in RFP LIC's website <https://www.licindia.in/Bottom-Links/Tenders.aspx>
- **Bid Processing Fee**  
Bid Price (non-refundable) of Rs.10,000/- + GST (Currently 18% GST). Total 11,800/- (Rupees Eleven Thousand Eight Hundred Only) to Life Insurance Corporation of India using NEFT ("Bid Processing fee"). The detail of bank account:  
Name of Bank: Union Bank of India  
Address : Unit 4C,Mittal Court  
Name of Beneficiary: Life Insurance Corporation of India ,Central Office  
Bank Account Number: 510101006085031  
IFSC Code: UBIN0902217
- **Earnest Money Deposit**  
EMD of Rs. 4,00,000/- (Rs. Four Lakhs Only) in the form of unconditional and irrevocable Bank Guarantee, payable at Mumbai, which should be executed by a Nationalized/ Scheduled bank.
- **Non-Disclosure Agreement**  
A duly notarized Non-Disclosure agreement on a stamp paper of Rs.500 (Rupees five hundred only) or of an appropriate value applicable in the relevant state/ Union Territory.



# Eligibility Criteria Evaluation

- Stage 1 - Eligibility Criteria and Technical Bid Evaluation and score minimum 70 percent marks in each in both Functional and Technical requirements and Technical capability criteria.  
Implementation capabilities.  
Support capabilities.  
Technical Presentation and Proof of Concept.  
Technical Negotiations - Will include a discussion of the Technical Proposal, the proposed technical approach and methodology, work plan, organization and staffing, and any suggestions made by the Bidder.
- Stage 2 – Indicative Commercial Evaluation.  
The indicative commercial Bid details will need to be provided for all requirements of LIC to arrive at TCO (Total Cost of ownership) of the solution.  
The Commercial bids (indicative price) of technically short listed bidders will be opened by the TOC in the presence of bidders/ their Authorized representatives who choose to attend.  
NPV Rule :While evaluating the tenders covering a longer period (i.e. more than one year), the quoted prices pertaining to maintenance in future years are to be discounted to the net present value (NPV) as appropriate for comparing the tenders on equitable basis.



# Minimum Eligibility Criteria

S. No.	Bidder's details	Support Document Required
1.	Name of the company	Copy of Certificate of Incorporation issued by Registrar of Companies, with full address of the Registered Office of the Entity
2.	Type of the Company [ Govt/PSU/Pub.Ltd/Pvt ltd/JV etc.]	
3.	Address of Registered Office	
4.	Year of Incorporation	
5.	PAN No. of the Company	Copy of PAN Card
6.	Address for Communication	
7.	GSTIN registration number and Date of registration	Copy of GSTIN Certificate
8.	Whether the bidder has a dedicated security practice in operation for over 5 years	Self-declaration / Undertaking by the bidder on their letter head
9.	Whether the bidder has registered an annual revenue of at least Rs 100 crores in each of the three accounting years preceding the date of release of this RFP	Certificate in original from the Company CFO/ CS/ CA showing Annual turnover and Profit before tax for last three financial years along with copies of Audited Financial reports/statements
10.	Whether the bidder has made profit before tax in the last 3 financial years	





# Minimum Eligibility Criteria

11.	The bidder should have supplied, installed and implemented minimum of 1000 Data Classification and 100 Data Discovery Tool successfully running in any BFSI organization in India, in the last three financial years	Documentary Proof to be submitted as per Annexure VI A. Date of contract/ PO/ date of Go-Live should be within last three financial years
12.	Whether the bidder has at least 3 resources certified for security certifications such as CISA / CISM / CISSP / CEH	Certificate from bidder
13.	Whether the bidder has either of the following valid certificates:ISO 27001/ ISO 9001/ CMMi Level 3 (or higher)	Latest valid certificates
14.	Whether the bidder have been black listed by Government of India / Banks / PSU / BFSI / Govt. Organizations in India during last three years.	Self-declaration / Undertaking is to be provided by the bidder on their letter head
15.	Whether the bidder has been barred from participating in bids by LIC for breach of ethical conduct or fraudulent practices as on the date of release of this RFP.	Self-declaration / Undertaking by the bidder on their letter head
16.	Whether the bidder is from a country which shares a land border with India.	Declaration as per Annexure XII to be submitted.
17.	Whether the proposed OEM product is successfully implemented in minimum three organizations for minimum 3000 users in each organization in the last 5 financial years	Documentary Proof as per Annexure VI A signed by OEM and countersigned by the bidder to be submitted. Date of contract/ PO/ date of Go-Live should be within last 5 financial years



# Minimum Eligibility Criteria

18.	The bidder (including its OEM, if any) should be Class-I local supplier as defined in Public Procurement (Preference to Make in India) Revised Order (English) dated 16/09/2020. This condition is for bidders/OEM who are bidding under Public Procurement (Preference) to Make in India	Certificate of local content to be submitted as per Annexure-XVII and Annexure-XVIII
19.	Details of bid processing fee	
	Amount	
	UTR No. And date:	
	Name and address of the issuing Bank:	
20.	Authorized signatory details	Copy of the Board resolution authorizing the person as a signatory on company's behalf
	Name	
	Address for communication	
	Phone No. (Office)	
	Fax No. (Office)	
	Mobile No.	



# Minimum Eligibility Criteria

21.	Bidder's contact persons details	
	Name	
	Designation	
	Address for communication	
	Phone No. (Office)	
	Fax No. (Office)	
	Mobile No.	
	Email ID	
22.	Whether the bidder has submitted Annexure V (on bidder's letterhead)?	
23.	The bidder should have back to back support and be authorized Gold/Silver/High level partner with OEM for minimum 1 year OEM should have a support centre in India and should provide full support(back to back support) in implementation of the project and during the project period The bidder should have mechanism of providing support to deployed hardware through own resources or through appointed service partners	A letter of authorization (MAF) to this effect from OEM(s) to be submitted in Annexure –VIII
24.	Any other relevant information bidder would like to submit, which is not covered in the above points: (Furnish details)	



# Functional and Technical Requirements

## Proof of Concept (POC)

As part of Technical Evaluation process, POC of the Solutions, proposed by the participating bidders, will be conducted onsite at LIC premises on hardware provided by LIC. The Bidder will have to set up the system, conduct the POC and submit the results. If a solution fails to meet the technical qualification criteria in the POC, the respective Bidders will be considered as disqualified under technical evaluation.

S. No.	Functional and Technical Requirements	Mandatory(M)/ Non Mandatory(N)
1.	Hardware components proposed in the Solution should preferably be enterprise class (Servers, Load Balancers, Switches, Storage etc.). Relevant Documentation to be submitted.	M
2.	The bidder should bring in the required Hardware ,load balancer, rack network equipment etc for the solution .Sizing should take into consideration successful running of the solution for period of 5 years . Item wise Bill of material of hardware and software components to be provided by bidder	M
3.	The hardware component of solution should be under warranty for 3 years and AMC for 2 years with back to back support from OEM .The selected bidder shall guarantee a Monthly uptime of minimum 99.90% for the Backend Infrastructure (hardware/software from the date of commencement of the proposed solution.	M



# Functional and Technical Requirements

4.	Bidder to provide details of implementation team along with appropriate experience in implementation of similar solutions	M
5.	Bidder has to provide detail of OEM Support -Premium/High/Gold Level support for the solution and MAF/back to back support for all components	M
6.	The Data Classification and Data Discovery software licenses should be <b>perpetual</b> and in warranty during first year and covered under Annual technical support of OEM for next 4 years	M
	<b><i>Data Classification and Data discovery Tool solution -</i></b>	
7.	Proposed Solution should be an on premises Data Classification Tool and Data Discovery solution. Specify the name of the solution and OEM of the solution	M

**As per Annexure VII A - Total 146 marks ,minimum required marks is 70% of 146 =102 and all mandatory points should be complied .Compliance should be demonstrated in presentation/demo/POC**

## Detailed Technical Specifications of the Solutions required

The proposed products/ solutions should comply with the minimum technical specifications and score 70% marks as given in Annexure VII A- Functional and Technical Requirements and obtain a minimum score of 70% marks in Technical Capability Criteria as given in Annexure VII B.





# Technical Capability Criteria

S. No.	Criterion	Points	
		Item	Value
1.	Average annual revenue for the last 3 Financial Years(Eligibility Criteria(EC) Rs 100 Cr	revenue(>500 Cr)	15
		revenue(151-500 Cr)	10
		revenue(100-150 Cr)	5
2.	Partnership of bidder with proposed Data Classification and Data Discovery Tool Solution OEM(Gold/High /Silver ) minimum 1year	Gold/High and > 5yr	15
		Gold/High and > 1 to 4.9 yrs	10
		Silver and 1 year	5
3.	Total implementation (1000 users from minimum 1 implementations in India	> 5000 to 10000 users and 4 and above implementations	15
		> 1000 to 5000 users and 2 to 3 implementations	10
		1000 users and 1 implementation	5



# Technical Capability Criteria

4.	Installed Data Classification and Data Discovery tool Count(in a Single Installation)	>25000 to 50000	15
		>10000 to 25000	10
		10000	5
5.	Availability of employees certified by OEM/having security related certification and experienced in implementing the proposed solution (list with names /qualifications to be provided)	> 25	15
		>15 to 25	10
		5 to 15	5
6.	Experience in Security Practice especially in Data Flow mapping	4 and above implementations	15
		2 to 3 implementations	10
		1 implementation	5
7.	The bidder having experience in implementation and maintenance the proposed Data Classification Tool	> 7yr	10
		> 3 to 6.9 yrs	5
		1 to 3 yr	2.5

Total Marks 100, Minimum marks required is 70% of 100 =70 marks



# Documents Required for Bid Submission

S. No.	Documents
1.	Annexure I - Covering Letter Format
2.	Annexure II - Minimum Eligibility Criteria and Bidder's Details
3.	Annexure III - Pre-Contract Integrity Pact
4.	Annexure IV - Bank Guarantee Format
5.	Annexure V - Self Declaration Format
6.	Annexure VI A - Project Citation Details
7.	Annexure VI B - Project Experience Details
8.	Annexure VII A - Technical Specifications Format
9.	Annexure VII B - Technical Scoring Criteria
10.	Annexure VIII - Format for OEM Undertaking
11.	Annexure IX - Bill of Quantity Format
12.	Annexure X - Project Plan Format
13.	Annexure XI - Indicative Commercial Bid Format
14.	Annexure XII - Land Border Declaration Format
15.	Annexure XIII - Pre bid Queries Template



# Documents Required for Bid Submission

S. No.	Documents
16.	Annexure XIV - Online Tendering Guidelines
17.	Annexure XV - Non-Disclosure Agreement Format
18.	Annexure XVI - Bid Securing Declaration
19.	Annexure XVII - Make in India Certificate
20.	Annexure XVIII -Format for Self-Declaration regarding 'local supplier' for Cyber Security Products



# Other Conditions

- During evaluation of bids, if any deviation is observed, LIC may call for clarifications on its bid from bidders.
- LIC may decide to accept any deviation at its discretion.
- If any compliance or clarification sought by LIC is not submitted within business days of being called for, the bids are liable to be rejected.
- No bid can be modified or withdrawn by a bidder, after the submission of the bid.
- Bids shall remain valid for one year from the last date of bid submission as prescribed by LIC.





# Background

Life Insurance Corporation of India (LIC) is a major public sector enterprise and the largest insurer in India and is engaged in the business of life insurance. Currently, LIC has the following structure:

- Central Office at Mumbai
- Eight Zonal offices at Bhopal, Chennai, Delhi, Hyderabad, Kanpur, Kolkata, Mumbai, Patna
- 113 Divisional offices under the eight Zonal Offices.
- 2048 Branch Offices + more than 1400 satellite offices - spread across the length and breadth of India
- 72 Pension & Group Schemes Units

## IT Scenario in LIC

- LIC has a fully computerized and networked environment connecting all our offices across the country
- Desktops are implemented for end users with OS Windows (30%) and RHEL (70%)
- Servers used by various applications are installed with Operating systems Windows Server , RHEL, Oracle enterprise linux , and DB is MySQL, Oracle, Oracle engineered system-EXADATA ,PostgreSQL.
- All offices of LIC are networked using leased lines, MPLS, VPNoBB, VSAT, WiMax, etc. with appropriate bandwidth



# Scope of Work

- Hardware
  - Suitable Infrastructure i.e. hardware required for implementing the solution, and maintenance of hardware for 5 years shall be provided by the bidder.
  - The hardware components including ,servers ,storage, load-balancers if required , and rack network switches, network cables shall be provided by the bidder .the sizing of hardware should take into account successful running for 5 years .
- Data Classification tool
  - Number of licenses -
  - 30000 for Windows desktop OS including email on Outlook/owa
  - 65000 RHEL OS including email on thunderbird/owa
  - OS the data Classification tool should support: Windows desktop/server OS, Red Hat Enterprise Linux, SUSE Linux, IBM Linux ,mobile/laptop devices using Android, iOS, macOS, ChromeOS Operating Systems.etc as given in Technical Requirement Annexure VI A



# Scope of Work

- Data Discovery tool
  - Number of licenses -1000
  - DB Databases the Data Discovery tool should support: MySQL, Oracle, Oracle-EXADATA, SAP-HANA, MS SQL server as given in Technical Requirement Annexure VI A
  - Operating system and database licenses, required for the solution, other than the following should be supplied by the vendor and cost should be included in the commercials.
    - Licenses available with LIC
      - RHEL Enterprise wide Unlimited Licenses
      - MYSQL Enterprise wide Unlimited Licenses
  - Bidder shall provide the license on Perpetual License basis.
  - All the devices, hardware, software, database, storage, licenses, solutions and services required at LIC's premises for deployment and operation of these solutions shall be delivered by bidder as part of this RFP.



# Thank You