

**[Ref: LIC-CO/IT-BPR/NW/RFP/2022-23/02 Dated: 02/03/2023]**

S.No	RFP Document Reference(s) (PageNumber)	RFP Document Reference(s) (Section)	Clause (in brief) of RFP requiring clarification(s)	Brief details/ Query in reference to the clause	Response
1	Page 14 Poinr 4	Section-B: ELIGIBILITY CRITERIA	The OEM should be a Class-I Local Supplier as defined in the Order No. P- 45021/2/2017-PP(BE-II) dated 16.09.2020 by DPIT(PPD)/MoC/GOI AND The OEM needs to comply with the Minimum Local Content Percentage (%) as defined in Table-A (Page 5 of 12) Order No. 18-10/2017-IP dated 29.08.2018 by DOT/MOC/	As per best of our knowledge & undstanding there no make in India OEM who has datacenter switches available in their product category. Please give us clarity on this.	Please be guided by the RFP
2	Page 15 Poinr 5	Section-B: ELIGIBILITY CRITERIA Experience	The Bidder should have executed two orders of Rs. Ten crores each for any OEM in the Gartner"s leader quadrant (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of Rs. Ten crores each"), in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India.	The Bidder should have executed two orders of <b>Rs. Four crores</b> each for any OEM in the Gartner"s leader quadrant (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of <b>Rs. Four crores each</b> "), in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India.	Please refer to the revised "Minimum Eligibility Criteria"
3	Page 35	3. Delivery & Installation schedule and Penalty	a) Delivery, installation and integration (with the current setup) of the ordered equipment"s should be completed within 84 days from the date of issue of Purchase order.	Kindly amend this clause as, Delivery timeline increase to 20 weeks & Installation of 8 weeks.	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
4	Page 35	3. Delivery & Installation schedule and Penalty	d) Delay in delivery, installation and integration beyond 84 days will attract a penalty 0.2 % of the cost of all the items ordered for that location, per day from the 85th day till the date of installation/integration subject to a maximum of 10% of the total cost of items for that location under the PO.	Kindly amend this clause as, d) Delay in delivery, installation and integration beyond 28 weeks will attract a penalty 0.05 % of the cost of all the undelivered items ordered for that location, per day from the 28 weeks till the date of installation/integration subject to a maximum of 5% of the total cost of items for that location under the PO.	Please refer to the revised SLAs

5	Page 36	5. Installation of the equipments	<p>5.Installation of the equipments: It is advised that, the vendor should carry out the pre-installation survey of all sites and satisfy themselves that the sites are meeting all requirements i.e. adequate Space, UPS/Power, Earthing, Air Conditioning etc. No additional charges will be payable by LIC for such survey. If this survey is not done, LIC will not be responsible for any related issues that may arise at the time of installation.</p> <p>The vendor shall do the actual plugging-in, configuration and testing of all equipments / components during installation. The equipment/component should be tested for physical and software configuration as per Life Insurance Corporation of India's requirement, error resolutions (if any), testing of redundancy (wherever provided) configuration as well as the end- to-end connectivity on Life Insurance Corporation of India's network. The equipment has to be installed in racks wherever provided.</p>	<p>We request Site survey to be allowed for all 5 locations &amp; we also request single point of contact from LIC for all locations provided to share &amp; guide on complete requirement of setting up datacenter network. And post site survey if require SI should be allowed to modify the Technical specs &amp; BOM.</p>	<p>The survey has to be carried out by the succesful bidder .</p>
6			upgradation of licenses, and software	internet connectivity is required or LIC to provide secure environment to activate and for regular update	The same shall be provided
7	Page 57	Section E para 1	SOW is open & lot of assuptions are there	Customer should allow site servey before the Bid by few Vendor to arrived at detailed SOW & then that should be incorportaed in to the ammendment.	Please be guided by the RFP and clarification issued in this document
8	Page 58	13 to 16	<p>The vendor has to do end to end cabling work and also provide the necessary patch cords/OFC patch cords with appropriate connectors (if required) for termination of standard make. In case of any down time or disturbance in service penalty as per SLA will be charged.</p> <p>14)Termination of LAN cables/OFC patch cords on Router and end to end testing</p> <p>15)Looping of cables from Router to patch panels (if required)</p> <p>16)Looping of cables from Router to switch.</p>	<p>The Passive Cabling, Patch cord qty etc should be mentioned in the BOQ. This will ensure no gaps in BOM</p>	<p>Point No. 13, 15, 16 deleted. Please refer to the revised "Scope of Work" and Revised "Annexure IX" .</p>

9	Page 58	23	23)If required by LIC, vendor shall arrange to shift the equipment and install and commission the same at the shifted location depending upon the need and at no extra cost to LIC (only transportation cost, taxes, Octroi, insurance as per actual will be borne by LIC).	LIC to mentioned nos of such shift during the contract period. or they should take price for one shifting seperately & that should be in TCO. based on no of shift pay Vendor accordingly.	The total number of shifting (decommissioning and recommissioning) of all/some items , at no extra cost , for each location shall not exceed one .
10	Page 58	24	Vendor should maintain adequate functional spares at each of their servicecenters so as to meet uptime commitment for each office of LIC. Vendor shall submit location-wise list of such spares to LIC (CO and Zones) at beginning of every Quarter	We request LIC to put some dedicated spares in BOQ in each locations as hot spares. This will ensure better uptime.	Please be guided by the RFP
11	Page 59	27- 29	<p>The vendor has to act as a technical-advisor for evaluation of new technologies, improvement in the existing network setup , routing-protocols/migration, in LIC, suggest best, cost-effective and feasible mode of connectivity etc. if required by LIC. Necessary resources (including Level-3 support) have to be deployed by the vendor for technical assistance along with the detailed documentation. No additional cost will be payable by LIC.</p> <p>29)The vendor has to conduct an onsite detailed design workshop to gather data and initiate the network detailed design development process (for the equipment/solution/component/devices under the scope of this RFP) , which may include, review and evaluation of the existing LIC network setup and existing LIC network designs, verification of the existing platforms, features, equipment , gathering of information on the application, setup and network design etc. that may be required for implementation</p>	Most of it is a pre RFP work & you might have already done this before releasing the RFP.However, anything which we cab get into/value add can be done within the boundary of the RFP. Request LIC to Specify anything to be considered during for the implementation, so that the efforts can be estimated & cost can be factored.	Please be guided by the RFP
12	Page 59	34	The vendor may have to conduct a POC, at LICs request, in Mumbai for all models of equipment supplied, before the supply of the Network equipments.	These are very higher end switches usually not available for POC , however we request our Technology partner for Same.	Please be guided by the RFP

13	Page 59	36	The vendor has to provide onsite support at Central Office and 4 Co-located Data centers, for monitoring of the network infrastructure (for the equipment/devices/component/solution provided under this RFP). The onsite support will be responsible for the day-to-day maintenance, configuration changes, trouble shooting, and follow up/coordinating with the various stake holders for early resolution of the problems	Need to study and factor cost appropriately	Please be guided by the RFP
14	Page 60-61	43	Project management and on site support	In RFP mentioned 1 Sdma and five L1 engineers mentioned. In the commercial sheet you have ask for 5 : L1 Enginner, SDM is not mentioned. Plz include that in commercial sheet.	Please be guided by the RFP .
15	Page 34	1	Buy Back	there is lifing of Buy Back item mentioned in the paymnet Terms. Is their any buy back item? kindly share the inventory.	Please refer to revised payment terms
16		commercial bid	SDN Console Hardware /virtual space	Hardware/Virtual space for SDN will be provided by LIC or SI has to factor for the same? Please give clarity on HA also , Need to create HA on same Location or multi Location HA.	The bidder has to factor required hardware or softwaere for the entire solution . Each site should have its own High Availaibility at controller and spine level .
17	Page 43	Technical Compliance Moduler Spine sl 2.3.1 to 2.3.5	Populated with 40/100 G MM	Need aclearity whether we have to populate 40G or 100G. Plz clarify.	The same SFP should be able to support 40G as well as 100G
18	Page 57	Section E- Scope of work	The selected vendor will have to post a full time onsite Service-Delivery Manager (SDM) immediatly after the signing of the Contract. The detail of SDM should be conveyed in writing to LIC within 2 weeks of receipt of purchase order.	SDM should be positioned during delivery of the equipments.	Please be guided by the RFP

19	Page No: 15 Section-B: ELIGIBILITY CRITERIA	Experience	The Bidder should have executed two orders of Rs. Ten crores each for any OEM in the Gartner's leader quadrant (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of Rs. Ten crores each"), in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India. Purchase Orders for supply, installation and maintenance of Network equipments, as stated at point no 2, in the last five financial years immediately preceding the date of this RFP should be submitted along with the Bid. Additionally, at least one purchase order of the two mentioned above should necessarily have SDN/Leaf and spine architecture as one of the components of the various networking equipments.	Request you to please provide relaxation by mentioning Bidder/OEM	Please be guided by the RFP and clarification issued in this document
20	Page No: 16 Section-B: ELIGIBILITY CRITERIA	Other Documents Requirements	The proposed OEM switches should have been installed in atleast five Data Centers involving spine and leaf architecture with atleast One Hundred Fifty leaf switches in one PSU/Bank/ enterprise private customers in India in the last three years preceding the date of this RFP.	Request you to please provide relaxation by mentioning Bidder/OEM	Please be guided by the RFP
21	SDN Fabric	4.1	Fabric must provide RBAC policies and support AAA using Local User authentication, External RADIUS, External TACACS+, External LDAP, External AD	Please modify this clause to  "Fabric must provide RBAC policies and support AAA"	Please be guided by the RFP
22	SDN Fabric	4.2	Fabric /SDN controller should provide micro-segmentation rules and policies for workloads connected to DC fabric for east-west traffic . It must support segmentation of VM based attributes like hostname, OS, VM Tags, FQDN, Microsoft AD based classification (by integrating with MS AD controller, MS AD Domain and Groups)	Please remove this clause.  Fabric /SDN controller should provide micro-segmentation rules and policies for workloads connected to DC fabric for east-west traffic . It must support segmentation of VM based attributes like hostname, VM Tags/VM Names or MAC address.  End point group is based on VM Names, Host names, MAC to do the micro segmentation on virtual environment.	Please refer to the revised technical specifications

23	SDN Fabric	4.6	Multi DC fabric solution should provide encryption between sites using 256-bits AES	Please modify this clause to  "Multi DC fabric solution should provide encryption/encapsulation between tow site between sites using 256-bits AES or VxLAN based encapsulation"  AES based encryption is there in firewall switch will support VxLAN based encapsulation.	Please be guided by the RFP
24	SDN Fabric	5.10	Solution should provide instant visibility into any applicable bugs, security advisories and field notices for running hardware and configuration	Please remove this clause. This is OEM specific.  Bug in any software will be detected by third part tool or OEMs own tool. So if any bug in code is there OEM will recommend the bug fix or updated firmware.	Please be guided by the RFP
25	SDN Fabric	5.11	Solution should include software recommendation & best practices based on platforms and running configuration in network	Please remove this clause. This is OEM specific.  OEMs will recommend the stable version for the fabric solution.	Please be guided by the RFP
26	Moduler-Spine	1.7	The proposed switches should be part of Gartner Leader Quadrant for DC Networking for last 2 years. This clause is not applicable for Indian OEM's, having their origin and parent company in India who qualify for the product category and other parameter as per public procurement(preference to Make in India, order dated 15.06.2017 and subsequent modification.	Please modify this clause to "The proposed switches should be part of Gartner Leader Quadrant for DC Networking for last 2 years/Wired and Wireless LAN access for last 2 years or IDC Worldwide Top 5 companies as per their revenue market share Report in switch. This clause is not applicable for Indian OEM's, having their origin and parent company in India who qualify for the product category and other parameter as per public procurement(preference to Make in India, order dated 15.06.2017 and subsequent modification.	Please be guided by the RFP
27	Moduler-Spine	2.3.1	Bhubaneshwar- Min of 24 non-blocking interfaces populated with BiDi multimode 40/100G Tranceivers and should be scalable to 48 40/100G Interfaces with addition of module/line cards.	Request you to change thw clause to  non-blocking interfaces populated with BiDi/ QSFP28 SR4 multimode 100G Trancievers and should be scalable to 48 100G Interfaces with addition of module/line cards."	Please be guided by the RFP
28	Moduler-Spine	2.3.2	Rabale- Min of 48 non-blocking interfaces populated with BiDi multimode 40/100G Tranceivers and should be scalable to 96 40/100G Interfaces with addition of module/line cards.	in the Leaf switch as well as in Fabric specification, 100G uplink has been asked. Multi-rate transeivers is not having standard so requiest is to chang this cluse to 100G BiDi or QSFP28 SR4 multimode transeiver.	Please be guided by the RFP

29	Moduler-Spine	2.3.3	Noida- Min of 48 non-blocking interfaces populated with BiDi multimode 40/100G Tranceivers and should be scalable to 96 40/100G Interfaces with addition of module/line cards.		Please be guided by the RFP
30	Moduler-Spine	2.3.4	Hyderabad- Min of 48 non-blocking interfaces populated with BiDi multimode 40/100G Tranceivers and should be scalable to 96 40/100G Interfaces with addition of module/line cards.		Please be guided by the RFP
31	Moduler-Spine	2.3.5	Bangalore- Min of 120 non-blocking interfaces populated with BiDi multimode 40/100G Tranceivers and should be scalable to 144 40/100G Interfaces with addition of module/line cards.		Please be guided by the RFP
32	Moduler-Spine	3.4	The line card proposed should have minimum 128MB Packet Buffer per LC	<p>Please modify this Clause to</p> <p>"The line card proposed should have minimum 32MB Packet Buffer per LC/per ASIC"</p> <p>For Network buffering, there's no right answer to how much of it we need. Huge buffers mean that the network never drops any traffic, but also mean increased latency. Buffer will store the traffic before it's forwarded. Some Organization prefer to have smaller buffers and let the application or protocol deal with some dropped traffic. The right way is to understand the application traffic patterns and pick a switch that fits those needs.</p>	Please refer to the revised technical specification
33	Moduler-Spine	3.5	The switch should support 100K multicast routes	<p>Please modify this Clause to</p> <p>" The switch should support 8K multicast routes"</p> <p>8000 multicast source will not be there in LIC network setup.</p> <p>A multicast routing protocol is a mechanism for constructing a loop-free shortest path from a source host that sends data to the multiple destinations that receives the data. IPV4 uses Class D address (224.0.0.0 to 239.255.255.255) and allowing a host to send a single data stream to a subset of all hosts (group transmission) concurrently. So number of Multicast route is depend on number of multicast source in the network.</p>	Please be guided by the RFP

34	Moduler-Spine	3.7	The Switch should have a minimum of 24 GB DRAM and 64 GB FLASH/SSD	<p>Please modify this Clause to</p> <p>" The Switch should have a minimum of 16GB DRAM and 8GB FLASH/SSD"</p> <p>Since switches are ASIC based, RAM and Flash and non-consequential for performance. Gbps performance is more relevant than System Memory.</p> <p>Our switch network operating system don't have layered software designed ,so we have made a light kernel with all features built in it.</p> <p>The other OEMs have created layered software and to run the added features, they required higher RAM and Flash to deliver the required performance.</p> <p>The Spine switch is having distributed forwarding architecture, so both Management module and line card is having RAM and Flash and processing capability.</p>	Please refer to the revised technical specification
35	Moduler-Spine	6.4	Switch should support Multicast routing RFC 6513, 6514	<p>Please modify this cluse to "Switch should support Multicast routing RFC 6513, 6514 or multicast VPN"</p> <p>RFC 6513 and 6514 defined for Multicast in MPLS/BGP IP VPNs. This will be required in service provider network not in enterprise DC network.</p> <p>In order for IP multicast traffic within a BGP/MPLS IP VPN (Virtual Private Network) to travel from one VPN site to another, special protocols and procedures must be implemented by the VPN Service Provider.</p>	Clause Deleted . Please refer to the revised technical specifications .



36	Moduler-Spine	8.4	Switch platform should support MAC Sec (802.1AE) in hardware	<p>Please remove MAC Sec (802.1AE) in hardware</p> <p>MACsec encryption is required when two sites are connected on service provider P2P link. This is not required in secure campus network.</p> <p>IEEE 802.1AE MACsec encryption is required when two sites are connected on service provider P2P link. This is not required in DC network.</p> <p>MACsec only operates on layer 2, so it can only protect a single LAN, and offers no protection when traffic is routed. This single LAN can be a physical LAN, or a virtual LAN, such as those provided by overlay network technologies like VXLAN, GENEVE, etc.</p> <p>MACsec also cannot protect against malicious layer 3 traffic coming from a different network interface, on a machine connected to multiple LANs. For example, attacks that rely on forcing traffic to leave from other interfaces, using ARP spoofing or IP redirects, cannot be prevented using MACsec alone. As always with security-related matters, careful configuration is necessary to eliminate flaws that lead to a weakening of the entire setup.</p>	Please be guided by the RFP
37	48 port Leaf-10&25G Fiber	1.3	<p>The proposed switches should be part of Gartner Leader Quadrant for DC Networking for last 2 years.</p> <p>This clause is not applicable for Indian OEM's, having their origin and parent company in India who qualify for the product category and other parameter as per public procurement(preference to Make in India, order dated 15.06.2017 and subsequent modification.</p>	<p>Please modify this clause to</p> <p>"The proposed switches should be part of Gartner Leader Quadrant for DC Networking for last 2 years/Wired and Wireless LAN access for last 2 years or IDC Worldwide Top 5 companies as per their revenue market share Report in switch.</p> <p>This clause is not applicable for Indian OEM's, having their origin and parent company in India who qualify for the product category and other parameter as per public procurement(preference to Make in India, order dated 15.06.2017 and subsequent modification.</p>	Please be guided by the RFP

38	48 port Leaf-10&25G Fiber	3.5	The Switch should support intelligent buffer management with a minimum buffer of 64MB.	<p>Please modify this Clause to</p> <p>"The Switch should support intelligent buffer management with a minimum buffer of 32MB."</p> <p>For Network buffering, there's no right answer to how much of it we need. Huge buffers mean that the network never drops any traffic, but also mean increased latency. Buffer will store the traffic before it's forwarded. Some Organization prefer to have smaller buffers and let the application or protocol deal with some dropped traffic. The right way is to understand the application traffic patterns and pick a switch that fits those needs.</p>	Please refer to the revised technical specification
39	48 port Leaf-10&25G Fiber	3.7	The switch should support 8K multicast routes	<p>Please modify this Clause to</p> <p>"T The switch should support 4K multicast routes"</p> <p>4000 multicast source will not be there in LIC network setup.</p> <p>A multicast routing protocol is a mechanism for constructing a loop-free shortest path from a source host that sends data to the multiple destinations that receives the data. IPV4 uses Class D address (224.0.0.0 to 239.255.255.255) and allowing a host to send a single data stream to a subset of all hosts (group transmission) concurrently. So number of Multicast route is depend on number of multicast source in the network.</p>	Please be guided by the RFP

40	48 port Leaf-10&25G Fiber	3.10	Switch should support minimum 6 Tbps of switching capacity (or as per specifications of the switch if quantity of switches are more, but should be non blocking capacity)	<p>Request is to change this clause to</p> <p>"Switch should support minimum 3.6 Tbps of switching capacity (or as per specifications of the switch if quantity of switches are more, but should be non-blocking capacity)"</p> <p>For 48 port 1/10/25G and 6 port 40/100G Switch the total throughput calculation will be 3.6Tbps only for non-blocking architecture</p> <p>48 port 25G =48*25 = 1200Gbps 6 port 100G= 6*100 = 600Gbps</p> <p>Total Throughput required for non-blocking= 2x (1200+600)Gbps= 3.6Tbps</p>	Please refer to the revised technical specifications
41	48 port Leaf-10&25G Fiber	3.11	The Switch should have a minimum of 24 GB DRAM and 64 GB FLASH/SSD	<p>Please modify this Clause to</p> <p>" The Switch should have a minimum of 8 GB DRAM and 1 GB FLASH/SSD"</p> <p>Since switches are ASIC based, RAM and Flash and non-consequential for performance. Gbps performance is more relevant than System Memory.</p> <p>Our switch network operating system don't have layered software designed ,so we have made a light kernel with all features built in it.</p> <p>The other OEMs have created layered software and to run the added features, they required higher RAM and Flash to deliver the required performance.</p>	Please refer to the revised technical specifications

42	48 port Leaf-10&25G Fiber	8.4	Switch platform should support MAC Sec (802.1AE) encryption in hardware	<p>Please remove MAC Sec (802.1AE) in hardware</p> <p>MACsec encryption is required when two sites are connected on service provider P2P link. This is not required in secure campus network.</p> <p>IEEE 802.1AE MACsec encryption is required when two sites are connected on service provider P2P link. This is not required in DC network.</p> <p>MACsec only operates on layer 2, so it can only protect a single LAN, and offers no protection when traffic is routed. This single LAN can be a physical LAN, or a virtual LAN, such as those provided by overlay network technologies like VXLAN, GENEVE, etc.</p> <p>MACsec also cannot protect against malicious layer 3 traffic coming from a different network interface, on a machine connected to multiple LANs. For example, attacks that rely on forcing traffic to leave from other interfaces, using ARP spoofing or IP redirects, cannot be prevented using MACsec alone. As always with security-related matters, careful configuration is necessary to eliminate flaws that lead to a weakening of the entire setup.</p>	Clause deleted. Please refer to the Revised technical Specifications
43	48 port Leaf-10&25G Fiber	9.10	Should have Open APIs to manage the switch through remote-procedure calls (JavaScript Object Notation [JSON] or XML) over HTTPS after secure authentication for management and automation purpose.	<p>Request is to change this clause to</p> <p>"Should have Open APIs to manage the switch through remote-procedure calls (JavaScript Object Notation [JSON] or XML or netconf) over HTTPS or secure tunnel after secure authentication for management and automation purpose.</p>	Please be guided by the RFP
44	48 port Leaf-10&25G Fiber	9.11	The Switch Should support monitor events and take corrective action like a script when the monitored events occurs.	<p>Please remove this point. This is OEM specific feature.</p> <p>Running script on switch based on the event is OEM specific feature and is not available with all OEMs</p>	Please be guided by the RFP

45	Page No -12, 5) Activity Schedule	EMD	By way of BG : Rs.62,00,000/- (Rupees Sixty Two Lakhs only) Total EMD: Rs.62,00,000/- (Rupees Sixty Two Lakhs only) (EMD exemption will be given for Micro and Small Enterprises as defined in MSE Procurement Policy issued by the Department of MSME or are registered with the Central Purchase Organization or the concerned Ministry or Department.	Pls confirm if MSME bidders have exemption for EMD.	Please be guided by the RFP
46		Experience - page 15	The Bidder should have executed two orders of Rs. Ten crores each for any OEM in the Gartner's leader quadrant (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of Rs. Ten crores each"), in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India. Purchase Orders for supply, installation and maintenance of Network equipments, as stated at point no 2, in the last five financial years immediately preceding the date of this RFP should be submitted along with the Bid. Additionally, at least one purchase order of the two mentioned above should necessarily have SDN/Leaf and spine architecture as one of the components of the various networking equipments.	We request LIC to kindly amend the clause as :- The Bidder should have executed two orders of <b>Rs. 1.5 crore</b> each for any OEM in the Gartner's leader quadrant (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of <b>Rs. 1.5 crore</b> crores each"), in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India. Purchase Orders for supply, installation and maintenance of Network equipments, as stated at point no 2, in the last five financial years immediately preceding the date of this RFP should be submitted along with the Bid. Additionally, at least one purchase order of the two mentioned above should necessarily have SDN/Leaf and spine architecture as one of the components of the various networking equipments.	Please refer to the revised "Minimum Eligibility Criteria"
47	22	13) Instructions for Bid Submission	p) The bid may be rejected if: i. Bid is not signed by the duly Authorized signatory or ii. Bid submitted is unsigned or partially unsigned or iii. An image of signature found pasted on pages instead of wet signature or iv. Scanned bid is submitted. v. Pre-contract Integrity Pact (duly filled and signed), EMD and Bid processing fee not enclosed. vi. Bids are not submitted in respective envelopes as stipulated above.	Most of the OEMs provide scanned signature or pasted signatures which Bidder cannot warranty. Bidder shall be responsible for the documents which bidder would be creating. Kindly confirm.	Please be guided by the RFP

48	73	C. Other information/Compliance :-	The bidder shall be a system integrator (SI) for Networking software and equipment such as SDN, Data Centre switches; operating since last five financial years. Such System integrators should have back-to-back support with the respective OEM and should not be a mere reseller.	We have undergone restructuring of our company business resulting in formation of subsidiary company to focus on specific line of business of the RFP. Hence the subsidiary bidding company will have to rely on its parent company to comply with the Experience & financial Eligibility clauses of the RFP. Request you to modify the clause as: <b>The Bidder or Bidder's Parent company (incase bidder is 100% owned subsidiary of its Parent company)</b> shall be a system integrator (SI) for Networking software and equipment such as SDN, Data Centre switches; operating since last five financial years. Such System integrators should have back-to-back support with the respective OEM and should not be a mere reseller.	Please refer to the revised "Minimum Eligibility Criteria"
49	73	C. Other information/Compliance :-	The OEM should be a Class-I Local Supplier as defined in the Order No. P- 45021/2/2017-PP(BE-II) dated 16.09.2020 by DPIT(PPD)/MoC/GOI AND The OEM needs to comply with the Minimum Local Content Percentage (%) as defined in Table-A (Page 5 of 12) Order No. 18-10/2017-IP dated 29.08.2018 by DOT/MOC/	We understand that there will be no OEM who will qualify as Class -I Local supplier with minimum local content as 50%. Hence request to dilute the clause by removing it from Eligibility criteria.	Please refer to the revised "Minimum Eligibility Criteria"

50	74	C. Other information/Compliance :-	<p>Experience:</p> <p>5. The Bidder should have executed two orders of Rs. Ten crores each for any OEM in the Gartner's leader quadrant (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of Rs. Ten crores each"), in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India. Purchase Orders for supply, installation and maintenance of Network equipments, as stated at point no 2, in the last five financial years immediately preceding the date of this RFP should be submitted along with the Bid. Additionally, at least one purchase order of the two mentioned above should necessarily have SDN/Leaf and spine architecture as one of the components of the various networking equipments.</p>	<p>We have undergone restructuring of our company business resulting in formation of subsidiary company to focus on specific line of business of the RFP. Hence the subsidiary bidding company will have to relay on its parent company to comply with the Experience &amp; financial Eligibility clauses of the RFP.</p> <p>Request you to modify the clause as:</p> <p><b>5. The Bidder or Bidder's Parent company (incase bidder is 100% owned subsidiary of its Parent company)</b> should have executed two orders of Rs. Ten crores each for any OEM in the Gartner's leader quadrant (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of Rs. Ten crores each"), in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India. Purchase Orders for supply, installation and maintenance of Network equipments, as stated at point no 2, in the last <b>Seven</b> financial years immediately preceding the date of this RFP should be submitted along with the Bid. Additionally, at least one purchase order of the two mentioned above should necessarily have SDN/Leaf and spine architecture as one of the components of the various networking equipments.</p>	Please refer to the revised "Minimum Eligibility Criteria"
51	74	C. Other information/Compliance :-	<p>6. Bidder should have minimum annual turnover of Rs. One Hundred crores in each of the last three financial years immediately preceding the date of this RFP.</p>	<p>We have undergone restructuring of our company business resulting in formation of subsidiary company to focus on specific line of business of the RFP. Hence the subsidiary bidding company will have to relay on its parent company to comply with the Experience &amp; financial Eligibility clauses of the RFP.</p> <p>Request you to modify the clause as:</p> <p><b>6. The Bidder or Bidder's Parent company (incase bidder is 100% owned subsidiary of its Parent company)</b> should have minimum annual turnover of Rs. One Hundred crores in each of the last three financial years immediately preceding the date of this RFP.</p>	Please refer to the revised "Minimum Eligibility Criteria"

52	74	C. Other information/Compliance :-	7. Bidder should have been making profit after taxes in each of the last three Financial years immediately preceding the date of this RFP.	We have undergone restructuring of our company business resulting in formation of subsidiary company to focus on specific line of business of the RFP. Hence the subsidiary bidding company will have to rely on its parent company to comply with the Experience & financial Eligibility clauses of the RFP. Request you to modify the clause as: <b>6.The Bidder or Bidder's Parent company (incase bidder is 100% owned subsidiary of its Parent company)</b> should have been making profit after taxes in each of the last three Financial years immediately preceding the date of this RFP.	Please refer to the revised "Minimum Eligibility Criteria"
53	78	5) Annexure-V: Vendor Experience on projects	Information of the implementation of the proposed OEM-SDN and Data Centre Switches in India during past three financial years immediately preceding the date of this RFP):	Since clause 2 & 5 of the Eligibility Criteria doesn't require bidder to showcase proposed OEM experiences except for clause 8 of the Eligibility Criteria "Annexure –II: Company profile and other information" - "C. Other information/Compliance :-". Hence this table is in compliance with clause 8 of the eligibility criteria on page 75 of RFP. Please confirm.	Please be guided by the RFP
54	66	TIME SCHEDULE FOR DELIVERY AND INSTALLATION	Delivery and Installation of equipments and licenses (if any) as per the technical specification and scope of work mentioned in this RFP.----- 12 weeks	Request to consider realistic project timelines we request you to modify the clause as: Delivery and Installation of equipments and licenses (if any) as per the technical specification and scope of work mentioned in this RFP.----- 36 weeks	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
55	57	Section-E: SCOPE OF WORK -Point Number 3	To de-commission the existing network devices in the setup and commission the new network devices in the setup in such a manner, that there is no downtime involved for the installation of data center switches.	Installation of New switches will not require any downtime. However, for migration from existing network to new network devices will require some downtime, which can be decided based on mutual discussion with LIC, during implementation.	Please refer to the revised scope of work .



56	57	Section-E: SCOPE OF WORK -Point Number 8	LIC is re-designing its Data Centers architecture and the vendor has to do end to end, designing, configuration of the network devices, implementation and customization of the network as per LIC's requirement. This will include complete study of the existing network, network changes being proposed benchmarking, documentation, testing and actual migration. This may also involve configuration of network switches which are already there in the existing network. LIC will make available to the vendor the configuration management tools present with it.	It is recommended that configuration of existing switches has to be done by the Vendor who is maintaining it by providing AMC services. Bidder can suggest configuration change required .	Please be guided by the RFP
57	58	Section-E: SCOPE OF WORK -Point Number 10	The vendor will be responsible for ensuring end-to-end maintenance of Network/equipments and also undertake all the post failure repair/replacement of all equipments/components supplied & installed by him or previous suppliers.	Bidder can not be responsible for the equipments supplied and installed by "previous suppliers". Hence request to please change the clause as follows: The vendor will be responsible for ensuring end-to-end maintenance of Network/equipments and also undertake all the post failure repair/replacement of all equipments/components supplied & installed by him under this RFP.	Please refer to the revised scope of work .
58	58	Section-E: SCOPE OF WORK -Point Number 13	The vendor has to do end to end cabling work and also provide the necessary patch cords/OFC patch cords with appropriate connectors (if required) for termination of standard make. In case of any down time or disturbance in service penalty as per SLA will be charged.	Detailed passive cabling scope is required for each location to determine cost	Point No. 13, 15, 16 deleted. Please refer to the revised "Scope of Work" and Revised "Annexure IX" .
59	60	Section-E: SCOPE OF WORK -Point Number 42	The Bidder has to formulate the BCP processes in line with the IRDAI guidelines and conduct DR Drill twice a year. The DR drill conducted has to be evaluated by a third party (CERT-In empanelled).	This cause seems not relevant to the RFP, hence request you to delete the clause	Please refer to the revised Scope of Work
60		Section-F: Payment Terms Documents to be produced for release of payment: point Number &	For 80% Payment against delivery: Satisfactory Proof of Commissioning verified by LIC official.	Commissioning activity is part of installation and not of Delivery, hence this clause should be removed.	Please refer to the revised payment terms
61		Annexure-VIII-Technical-Bid-for-Data-center-Switches-for-various-co-located-data-Centers MODULAR SPINE Specification Point Number 2.3.1 to 2.3.5	In spine switches specification it is mentioned that each switch and each location is populated with some certain numbers BiDi Multi Mode 40/100G SFPs for example at Bhubaneshwar 24 numbers of 40/100G SFPs to be populated at day one.	SPINE switches has been asked with 40/100G SFP modules populated. Also it is observed that 1368 number of 40/100G SFP has been asked separately. Please clarify if bidder should include 40/100G SFP modules in each of SPINE switch.	Please refer to the revised commercial bid (indicative format)

62		Annexure-VIII-Technical-Bid-for-Data-center-Switches-for-various-co-located-data-Centers : 48 Port Leaf Switch Specification point Number 3.10	The switch should support minimum 6 Tbps of switching capacity	6 Tbps of switching capacity is very high with respect Leaf switch , so kindly recheck on this parameter	Please refer to the revised technical specifications
63		Annexure-IX-Commercial-Bid-for-Data-center-Switches-for-various-Co-located-data-Centers : Point Number E	SDN ( Software Defined Networking ) licenses for 576 ports	Please clarify on licensing and licensing count	Please refer to the revised commercial bid (indicative format)
64		General		Please provide location wise count of Leaf switches	Please be guided by RFP
65	35	3.Delivery & Installation schedule and Penalty (in case of a delay):	Delivery, installation and integration (with the current setup) of the ordered equipment"s should be completed within 84 days from the date of issue of Purchase order.	Delivery of the ordered equipment"s should be completed within 200 days from the date of issue of the Purchase order.	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
66	76	3) Annexure – III: Manufacturer’s Authorization Form (MAF)	OEM) certify that, the equipments being sold would not be declared End of Sale (EoS) in the next 5 Years and that (OEM) shall supply suitable substitute in case EoS equipments. Also (OEM) certifies that the products being sold would be covered under Warranty / Support and support will be available for next five years from the date of installation at LIC of India.	Would request to please modify the clause and mention End of Support instead of End of Sale.As post sale we would support the product for next 5 years	Please refer to the Revised Annexure-III (MAF)
67		Annexure-VIII-Technical-Bid-for-Data-center-Switches-for-various-co-located-data-Centers (Module Spine)	Switch should support a minimum of 56 Tbps BW	Requesting to change this to 28Tbps based on 144*100G port requirement on Modular Spine.	Please refer to the revised technical specifications
68		Annexure-VIII-Technical-Bid-for-Data-center-Switches-for-various-co-located-data-Centers (Fiber Leaf)	Switch should support minimum 6Tbps of switching capacity (or as per specifications of the switch if quantity of switches are more, but should be non blocking capacity)	Requesting to change this to 3.6Tbps based on 48*25G and 6*100G uplink port requirement on fiber leaf	Please refer to the revised technical specifications
69		Annexure-VIII-Technical-Bid-for-Data-center-Switches-for-various-co-located-data-Centers (Fiber Leaf)	The Switch should support intelligent buffer management with a minimum buffer of 64 MB	Requesting to change to support intelligent buffer management with a minimum buffer of 40 MB	Please refer to the revised technical specifications
70	57	Section E - Point No 7	integrate with existing network setup of LIC without requiring purchase of additional equipments/components/Software etc. and also without requirement of downgrading or upgrading of existing equipments/ components/software used by LIC.	The integration can be limited, as per the compatibility matrix for the OEM specific Tools or Devices. Therefore we would request you to specify integration required to verify with published integration support.  Would request to please modify the clause by removing the "without downgrading or upgrading" as in cases this might required for integration / compatibility.	Please refer to the Revised Scope of Work

71	57 Section-E: SCOPE OF WORK - Point No. 8	LIC is re-designing its Data Centers architecture and the vendor has to do end to end, designing, configuration of the network devices, implementation and customization of the network as per LIC's requirement. This will include complete study of the existing network, network changes being proposed benchmarking, documentation, testing and actual migration. This may also involve configuration of network switches which are already there in the existing network. LIC will make available to the vendor the configuration management tools present with it.	<p>We would request LIC to share more detail on "Actual Migration". As per Financial Services Industry, they will have around 100 – 120 Applications/VLAN which they would move from legacy network to SDN environment. This will require Application, Database &amp; Web specific fort communication detail. Therefore we would request LIC to share us these detail or readiness of this information for "Actual Migration"..</p> <p>We would request LIC to specify number of applications/VLAN required to migrate from traditional network to SDN by OEM Professional Services Team and numbers of applications/VLAN required to migrate from traditional network to SDN by bidders.</p>	Please be guided by the RFP
72	58 Section-E: SCOPE OF WORK - Point No. 25	The details of information required from LIC for the implementation of scope of Work should be sought within three weeks from the date of receipt of purchase order from LIC. The successful bidder may physical verify the sites involved.	<p>Bidder will take 4-5 weeks time to release order on OEM for Professional Services from LIC's PO. Also OEM Professional Services team will take 1 months time to get resources onboard therefore we would request LIC to change the clause as below.</p> <p>"The details of information required from LIC for the implementation of scope of Work should be sought within 3 months from the date of receipt of purchase order from LIC."</p>	Please refer to the Revised Scope of Work
73	59 Section-E: SCOPE OF WORK - Point No. 30	The vendor has to prepare HLD and LLD in consultation with OEM and LIC for rollout. The design should be OEM certified.	<p>We would request LIC to clarify if OEM Professional Services is responsible for Implementation and SDN Migration.</p> <p>We would request LIC to specify number of applications/VLAN required to migrate from traditional network to SDN by OEM Professional Services Team and numbers of applications/VLAN required to migrate from traditional network to SDN by bidders.</p>	Please be guided by the RFP

74	59	Section-E: SCOPE OF WORK - Point No. 33	Present and Discuss Low Level Design (indicative and not exhaustive): <ul style="list-style-type: none"> <li>• Integrate technical requirements and design goals into LIC network infrastructure design with the OEM certified/validated and proven design principles.</li> <li>• Minimizes expensive, time-consuming, and network-intrusive redesign by helping ensure proper design early in the lifecycle of Network.</li> <li>• Proactively improves the performance, resiliency, and availability of LIC network infrastructure &amp; its services</li> <li>• Identifies potential security risks, helping LIC to take appropriate, corrective action to reduce the risk of network /service downtime.</li> </ul>	Since LIC has asked for security risk, we would request LIC to share detail around VAPT process for installation of SDN switches.	Please be guided by the RFP
75	59	Section E - Point No 34	The vendor may have to conduct a POC, at LICs request, in Mumbai for all models of equipment supplied, before the supply of the Network equipments.	We would request LIC to share success criteria and testing use cases for the POC.	Please be guided by the RFP
76	60	Section E - Point No 38	The bidder has to perform an OEM audit immediately after the deployment of the solution. The OEM audit has to provide a detailed report on the implementation, routing/switching patterns, access lists, integration with SIEM, hardening and best practices to be adopted etc. All aspects of technical specifications should be verified for the implementation. IS Audit requirements as per the IRDAI/other regulatory guidelines should be complied with. The audit should also cover compliance with any legal, regulatory or industry requirements.	IS Audit requirements as per the IRDAI is very extensive in nature of which some of it may or may not be applicable to your environment specific to SDN solution. Therefore we would request LIC to share us specific IRDA, Legal, industry and regulatory guidelines for this audit.	Please be guided by the RFP
77	60	Section E - Point No 39	After the first OEM audit, immediately after deployment the bidder has to perform a yearly OEM audit and provide a detailed report on the other aspects. IS Audit requirements as per the IRDAI/other regulatory guidelines should be complied with. The audit should also cover compliance with any legal, regulatory or industry requirements and should provide recommendations on the latest security posture to be adopted in view of the evolving threat landscape.	After the first OEM audit, immediately after deployment the bidder has to perform a yearly OEM audit and provide a detailed report on the other aspects. IS Audit requirements as per the IRDAI/other regulatory guidelines should be complied with. The audit should also cover compliance with any legal, regulatory or industry requirements and should provide recommendations on the latest security posture to be adopted in view of the evolving threat landscape.	Please be guided by the RFP

78		60	Section E - Point No 40	The OEM Audit report should be made available within seven days of conducting the OEM Audit. The System Integrator has to ensure that all the shortcomings pointed out in the OEM Audit report are rectified and all the recommendations are complied with within fifteen working days.	Since IS Audit requirements as per the IRDAI is very extensive in nature of, we would request LIC to provide 45 days from OEM Audit for Report submission.  Rectification will depend on LIC's infra readiness and availability of maintenance window, hence we would request LIC to provide mutually acceptable time period as part of operation.	Please refer to the Revised Scope of Work and Revised SLA
79	Moduler Spine Tab		Annexure-VIII-Technical-Bid-for-Data-center-Switches-for-various-co-located-data-Centers - 2.2	Integration with existing Vile Parel, Mumbai	We would request LIC to share detail on integration requirement with Vile Parle setup. Also provide detail SDN and Non-SDN envirement.	The details will be shared with the successful bidder
80	48 Port Leaf Tab		Annexure-VIII-Technical-Bid-for-Data-center-Switches-for-various-co-located-data-Centers - 9.10	Should have open APIs to manage the switch through remote-procedure calls	Would request to limit the API intigration, with supported or standard API calls as per the OEM/Vendor's reference documentation.	Please be guided by the RFP
81		13	Brief on the Scope of Work	The scope of work for this tender is to design, supply, install, integrate, commission and maintain the Data Centre Switches for LIC of India in the existing LIC's Network for Five Co-located which are Bengaluru FAR-DR, Rabale, Noida, Bhubaneswar and Hyderabad and integrate with the Vile Parle Data center. The appliance and support procured through this RFP will replace the existing Network equipments.	Please share the year wise split and DC wise split (among 5 DC) of the equipment counts	Please be guided by the RFP
82		13	Brief on the Scope of Work	The scope of work for this tender is to design, supply, install, integrate, commission and maintain the Data Centre Switches for LIC of India in the existing LIC's Network for Five Co-located which are Bengaluru FAR-DR, Rabale, Noida, Bhubaneswar and Hyderabad and integrate with the Vile Parle Data center. The appliance and support procured through this RFP will replace the existing Network equipments.	Please specify if there is any existing SDN deployed and node count for any expansion planned on it .	Please be guided by the RFP

83	13	Brief on the Scope of Work	The scope of work for this tender is to design, supply, install, integrate, commission and maintain the Data Centre Switches for LIC of India in the existing LIC's Network for Five Co-located which are Bengaluru FAR-DR, Rabale, Noida, Bhubaneswar and Hyderabad and integrate with the Vile Parle Data center. The appliance and support procured through this RFP will replace the existing Network equipments.	Please share node count which are planned for box by box replacements (i.e. non SDN) and node counts (planned for SDN conversion)	Please be guided by the RFP
84	35	.Delivery & Installation schedule and Penalty (in case of a delay):	Delivery, installation and integration (with the current setup) of the ordered equipment"s should be completed within 84 days from the date of issue of Purchase order.	Based on several past SDN deployments across BFSI customers, we have seen that plan, design, installation, integration takes 4-6 months from hardware delivery and additional 9-12 months for application migration to SDN fabric depending upon customer application landscape. We can provide 9 months support for application migration and subsequently bank/partner can continue for rest of app migration to SDN. hence, it is kindly request to make the clause modification to 14 months from hardware delivery.  Therefore we would request LIC to change the clause as below: "Delivery of the ordered equipments should be completed within 200 days from the date of issue of Purchase order.  Installation and integration (with the current set up) of the ordered equipments should be completed within 14 months from the date of hardware delivery."	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
85	35	.Delivery & Installation schedule and Penalty (in case of a delay):	(e) However, equipments/components not delivered/installed beyond 134 days, from the date of the Purchase order, will be dealt with as follows:-	Based on several past SDN deployments across BFSI customers, we have seen that plan, design, installation, integration takes 4-6 months from hardware delivery and additional 9-12 months for application migration to SDN fabric depending upon customer application landscape. We can provide 9 months support for application migration and subsequently bank/partner can continue for rest of app migration to SDN which will have dependancy on LIC current infra & application setup. Hence LIC to change timeline from 134 days to mutually acceptable time.	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs

86	66	TIME SCHEDULE FOR DELIVERY AND INSTALLATION	Delivery and Installation of equipments and licenses (if any) as per the technical specification and scope of work mentioned in this RFP.= 12 weeks	<p>Based on several past SDN deployments across BFSI customers, we have seen that plan, design, installation, integration takes 4-6 months from hardware delivery and additional 9-12 months for application migration to SDN fabric depending upon customer application landscape. We can provide 9 months support for application migration and subsequently bank/partner can continue for rest of app migration to SDN. hence, it is kindly request to make the clause modification to 14 months from hardware delivery.</p> <p>Therefore we would request LIC to change the clause as below:  "Delivery of the ordered equipments should be completed within 200 days from the date of issue of Purchase order.</p> <p>Installation and integration (with the current set up) of the ordered equipments should be completed within 14 months from the date of hardware delivery."</p>	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
87	65	Section-F: Payment Terms		Since LIC has mentioned Annual (yearly once) OEM Audit as Price item into "Annexure-IX-Commercial-Bid-for-Data-center-Switches-for-various-Co-located-data-Centers", we would request LIC to share payment term for the same.	Please refer to the "Revised Payment Terms"

88	67	Section-G: Service Level Agreement (SLA). Sr. No. 1	Delivery, installation and integration (with the current set up) of the ordered equipments should be completed within 84 days from the date of issue of Purchase order.	<p>Based on several past SDN deployments across BFSI customers, we have seen that plan, design, installation, integration takes 4-6 months from hardware delivery and additional 9-12 months for application migration to SDN fabric depending upon customer application landscape. We can provide 9 months support for application migration and subsequently bank/partner can continue for rest of app migration to SDN. hence, it is kindly request to make the clause modification to 14 months from hardware delivery.</p> <p>Therefore we would request LIC to change the clause as below:  "Delivery of the ordered equipments should be completed within 200 days from the date of issue of Purchase order.</p> <p>Installation and integration (with the current set up) of the ordered equipments should be completed within 14 months from the date of hardware delivery."</p>	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
89	68	Section-G: Service Level Agreement (SLA). Sr. No. 12	If the first (introductory) meeting is not held within 2 weeks from the date of receipt of the first Purchase Order and/or escalation matrix is not submitted.	<p>Bidder will take 4-5 weeks time to release order on OEM for Professional Services from LIC's PO. Also OEM Professional Services team will take 1 months time to get resources onboard therefore we would request LIC to change the clause as below.</p> <p>"If the first (introductory) meeting is not held within 3 months from the date of receipt of the first Purchase Order and/or escalation matrix is not submitted."</p>	Please refer to the Revised SLAs
90	Annexure VIII:	Annexure VIII: SDN Fabric 4.0	Fabric must have zero trust policy model for directly connected system or host in order to protect against any kind of attack like un authorise access , man in the middle attack, reply attack, denial of services and to protect against data exfiltration.	Arista will Achieve this by Integrating with LIC Firewall	Please be guided by the RFP



91	Annexure VIII:	Annexure VIII: SDN Fabric 4.2	Fabric /SDN controller should provide micro-segmentation rules and policies for workloads connected to DC fabric for east-west traffic . It must support segmentation of VM based attributes like hostname, OS, VM Tags, FQDN, Microsoft AD based classification (by integrating with MS AD controller, MS AD Domain and Groups)	<b>Request to modify this clause as :</b> <b>Fabric /SDN controller should provide micro-segmentation or Macro Segmentation.</b>	Please refer to the revised technical specifications
92	Annexure VIII:	Annexure VIII: SDN Fabric 4.6	Multi DC Fabric Solution should provide encryption between sites using 256-bits AES.	Arista can achieve this with MACSec solution for DCI.	Please be guided by the RFP
93	Annexure VIII:	Annexure VIII: SDN Fabric 5.3	Centralised management appliance or SDN Controller must be able to dynamically insert L4 - L7 Services (physical and virtual appliance) for East-West traffic.	Arista supports insertion of Firewalls and Loadbalancer as per current requirement, this insertion can be automated by Standards based tools Ansible etc.  Native GUI and Integration supported by leading Firewall and Load Balancer OEMs provide full functionality and using a central OEM Proprietary policy engine only provides subset of the functionality which is not ideal from Security Visibility and threat management perspective.  Request to modify this clause as : <b>Capabilities to insert and integrate firewall, Load Balancers and other L4-L7 Services</b>	Please be guided by the RFP
94	Annexure VIII:	Annexure VIII: Modular Spine 1.1	The core/spine layer switches should have hardware level redundancy (1+1) in terms of control plane. Issues with any of the plane should not impact the functioning of the switch. All the switches should be from same OEM	Request to modify this clause. The requirement can be met by Fixed configuration switch. Out of 5 Data Center, Four (Bhubneshwar, Rabale, Noida and Hyderabad) the max scale required is 48 or 96 Ports which can easily be fulfilled by 1 or 2 RU Switches. This will help LIC in Space, Power and Cooling saving. The HA Architecture will provide maximum uptime to ensure highly available Architecture. This Architecture is followed by all major Public and Private sector Enterprise globally. <b>Hence request to modify this clause to allow positioning of relevant FIXED Spine switches</b>	Please refer to the revised technical specifications

95	Annexure VIII:	Annexure VIII: Modular Spine 1.2	The switch should have redundant CPUs working in active-active mode from day 1. Switch dual supervisor configuration must allow nonstop forwarding (NSF) with a stateful switchover (SSO) when a supervisor-level failure occurs.	Request to modify this clause. The requirement can be met by Fixed configuration switch. Out of 5 Data Center, Four (Bhubneshwar, Rabale, Noida and Hyderabad) the max scale required is 48 or 96 Ports which can easily be fulfilled by 1 or 2 RU Switches. This will help LIC in Space, Power and Cooling saving. The HA Architecture will provide maximum uptime to ensure highly available Architecture. This Architecture is followed by all major Public and Private sector Enterprise globally. <b>Hence request to modify this clause to allow positioning of relevant FIXED Spine switches</b>	Please refer to the revised technical specifications
96	Annexure VIII:	Annexure VIII: Modular Spine 1.4	The switch should not have any single point of failure like supervisor, switching fabric, power supplies and fans	Request to modify this clause as : <b>The switch should not have any single point of failure like supervisor, switching fabric, power supplies and fans.</b>  4 of 5 Data Centers don't require modular chassis as per above points, hence request to consider Fixed Spine switches for 4 Data Centers.	Please refer to the revised technical specifications
97	Annexure VIII:	Annexure VIII: Modular Spine 2.3.1	Bhubaneshwar : Minimum of 24 non-blocking interfaces populated with BiDi multimode 40/100G Transceivers and should be scalable to 48 40/100G Interfaces with addition of module/line cards.	As the scale required for the Bhubneshwar site is 48 Ports, hence request to allow <b>Fixed Spine switch</b> for this site. This will save power, space and cooling for LIC, at the same time providing best in class uptime with HA Architecture	Please refer to the revised technical specifications
98	Annexure VIII:	Annexure VIII: Modular Spine 2.3.2	Rabale : Minimum of 48 non-blocking interfaces populated with BiDi multimode 40/100G Transceivers and should be scalable to 96 40/100G Interfaces with addition of module/line cards.	As the scale required for the Rabale site is 96 Ports, hence request to allow <b>Fixed Spine switch</b> for this site. This will save power, space and cooling for LIC, at the same time providing best in class uptime with HA Architecture	Please refer to the revised technical specifications
99	Annexure VIII:	Annexure VIII: Modular Spine 2.3.3	Noida : Minimum of 48 non-blocking interfaces populated with BiDi multimode 40/100G Transceivers and should be scalable to 96 40/100G Interfaces with addition of module/line cards.	As the scale required for the Noida site is 96 Ports, hence request to allow <b>Fixed Spine switch</b> for this site. This will save power, space and cooling for LIC, at the same time providing best in class uptime with HA Architecture	Please refer to the revised technical specifications
100	Annexure VIII:	Annexure VIII: Modular Spine 2.3.4	Hyderabad : Minimum of 48 non-blocking interfaces populated with BiDi multimode 40/100G Transceivers and should be scalable to 96 40/100G Interfaces with addition of module/line cards.	As the scale required for the Hyderabad site is 96 Ports, hence request to allow <b>Fixed Spine switch</b> for this site. This will save power, space and cooling for LIC, at the same time providing best in class uptime with HA Architecture	Please refer to the revised technical specifications

101	Annexure VIII:	Annexure VIII: Modular Spine 2.3.5	Bangalore : Minimum of 120 non-blocking interfaces populated with BiDi multimode 40/100G Trancievers and should be scalable to 144 40/100G Interfaces with addition of module/line cards.	Request to modify the clause as : Minimum of 120 non-blocking interfaces populated with BiDi multimode 40/100G Trancievers and should be scalable to <b>128 or 256</b> 40/100G Interfaces with addition of module/line cards.	Please be guided by the RFP
102	Annexure VIII:	Annexure VIII: Modular Spine 3.1	Switch should support Graceful Restart for OSPF, BGP etc. Should support uninterrupted forwarding operation to ensure high-availability during primary controller failure	Request to modify this clause. This will not be relevant for Bhubneshwar, Rabale, Noida and Hyderabad DCs if you allow Fixed spines for them.	Please refer to the revised technical specifications
103	Annexure VIII:	Annexure VIII: Modular Spine 3.4	The line card proposed should have minimum 128 MB Packet Buffer per LC	Request to modify this clause to make as : <b>The line card proposed should have minimum 64 MB Packet Buffer per LC.</b>  64 MB Packet buffer is more than sufficient for DC use cases.	Please refer to the revised technical specifications
104	Annexure VIII:	Annexure VIII: Modular Spine 3.6	Switch should support a minimum of 56 Tbps BW	Request to modify this clause as : <b>Switch should support a minimum of 25.6 Tbps BW</b>  56 Tbps is required only for 288 * 100 G Line card switches, which is much higher then the required no of ports for LIC.	Please refer to the revised technical specifications
105	Annexure VIII:	Annexure VIII: Modular Spine 3.7	The Switch should have a minimum of 24 GB DRAM and 64 GB FLASH/SSD	Request to modify the clause as : <b>The Switch should have a minimum of 8 GB DRAM and 8 GB FLASH/SSD for Fixed switches and 16 GB RAM and 4 GB Flash for modular switches.</b>	Please refer to the revised technical specifications
106	Annexure VIII:	Annexure VIII: Modular Spine 6.4	Switch should support Multicast routing RFC 6513, 6514	Request to modify this clause: <b>The switch should support EVPN Multicast Routing.</b> RFC 6513 and 6514 are for MPLS Multicast which is not required / Relevant for Data Center Architecture	Clause Deleted . Please refer to the revised technical specifications .
107	Annexure VIII:	Annexure VIII: Modular Spine 8.4	Switch platform should support MACsec (802.1AE) encryption in hardware.	Request to remove this clause. MACSec is not required between Leaf and Spine switches	MACSec is required between the sites

108	Annexure VIII:	Annexure VIII: 48 Port Leaf 2.1.1	Minimum 48 ports support 1/10/25 Gbps SFP ports for server connectivity and 6*100G ports for Fabric/Spine connectivity.	Request to modify this clause : 6* 100 G Uplinks are very low for the 48 *10/25 G access ports. The access port bandwidth is 1200 G. 2 Ports will be minimum for VPC/ MLAG configurations, hence leaving on 4 * 40 / 100 G Uplink ports, which are very low and restricts scalability for LIC. <b>Hence request to make it : Minimum 48 ports support 1/10/25 Gbps SFP ports for server connectivity and 8*100G ports for Fabric/Spine connectivity.</b>	Please be guided by the RFP
109	Annexure VIII:	Annexure VIII: 48 Port Leaf 3.5	The Switch should support intelligent buffer management with a minimum buffer of 64 MB.	Request to make it : <b>The Switch should support intelligent buffer management with a minimum buffer of 32 MB.</b> Each OEM Architecture is different. For Arista 32 MB is most most optimum Memory for DC Switches, as it achieves highest performance and latency of 800 ns which is best in the DC segment. Hence request to consider and modify above clause.	Please refer to the revised technical specifications
110	Annexure VIII:	Annexure VIII: 48 Port Leaf 3.10	Switch should support minimum 6 Tbps of switching capacity (or as per specifications of the switch if quantity of switches are more, but should be non blocking capacity)	The switch offered by Arista is non-blocking. 6 Tbps is more than Line rate for 48 Port switch, hence request to modify this clause as : <b>Switch should support minimum 4 Tbps of switching capacity</b>	Please refer to the revised technical specifications
111	Annexure VIII:	Annexure VIII: 48 Port Leaf 3.11	The Switch should have a minimum of 24 GB DRAM and 64 GB FLASH/SSD	Request to modify this clause as : <b>The Switch should have a minimum of 8 GB DRAM and 8 GB FLASH/SSD</b> Each OEM Architecture is different. For Arista 8 GB RAM and 8 GB Flash is most most optimum, as it achieves highest performance and latency of 800 ns which is best in the DC segment. Hence request to consider and modify above clause.	Please refer to the revised technical specifications
112	Annexure VIII:	Annexure VIII: 48 Port Leaf 5.8	The Switch should support DC Bridging i.e. IEEE 802.1Qbb Priority Flow Control (PFC), Data Center Bridging Exchange (DCBX), IEEE 802.1Qaz Enhanced Transmission Selection (ETS), Explicit Congestion Notification (ECN), FCoE.	Request to remove below clauses which are not required for DC Setup of LIC. <b>The Switch should support DC Bridging i.e. IEEE 802.1Qbb Priority Flow Control (PFC), Data Center Bridging Exchange (DCBX), IEEE 802.1Qaz Enhanced Transmission Selection (ETS), Explicit Congestion Notification (ECN), FCoE.</b> ETS and FCoE is not required for LIC DC Setup.	Please refer to the Revised Technical Specifications
113	Annexure VIII:	Annexure VIII: 48 Port Leaf 8.4	Switch platform should support MACsec (802.1AE) encryption in hardware.	Request to remove this clause. MACSec is not required between Leaf and Spine switches	Please refer to the Revised Technical Specifications

114	15	Section-B: ELIGIBILITY CRITERIA- Experience	<p>4. The OEM should be a Class-I Local Supplier as defined in the Order No. P- 45021/2/2017-PP(BE-II) dated 16.09.2020 by DPIT(PPD)/MoC/GOI AND The OEM needs to comply with the Minimum Local Content Percentage (%) as defined in Table-A (Page 5 of 12) Order No. 18-10/2017-IP dated 29.08.2018 by DOT/MOC/ (Evaluation Process: LIC of India will first evaluate the technical bids of the Bidders complying with preference to „Make in India“ initiative of Govt. of India. In case two or more than two bidders complying with preference to „Make in India“ initiative are found technically eligible, as per technical specifications of the RFP, then commercial bids of only these bidders will be opened. In case sufficient bidders complying with preference to „Make in India“ initiative are not found technically eligible as per technical of the RFP, then commercial bids of all technically eligible bidders will be opened.)</p>	No. Would request to please remove this clause.	Please refer to the revised "Minimum Eligibility Criteria"
115	3(a)	Additional query	Delivery, installation and integration (with the current setup) of the ordered equipment's should be completed within 84 days from the date of issue of Purchase order.	Would request to amend this as 240 days for delivery & additional 30 days for Installation	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
116	35	3.Delivery & Installation schedule and Penalty (in case of a delay):	(a) Delivery, installation and integration (with the current setup) of the ordered equipment's should be completed within 84 days from the date of issue of Purchase order.	Request LIC to consider Hardware delivery timelines of 240 days and Installation & Commissioning timelines of 30 days post delivery.	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
117	40	Section-D: TERMS AND CONDITIONS #10 Limitation of Liability	Except in cases of criminal negligence or willful misconduct and in case of infringement of intellectual property rights, both parties shall not be liable, whether in contract, tort or otherwise, for any indirect or consequential loss or damage, loss of use, loss of production or loss of profits or interest costs, provided that this exclusion shall not apply to any obligation of supplier/vendor to pay liquidated damages to the Corporation and the aggregate liability of both the parties whether under the Contract, in tort or otherwise, shall not exceed the total Contract price with LIC under this Contract provided that this limitation shall not apply to the cost of repairing or replacing defective equipment.	Request LIC to consider overall capping of liability to the total contract value between the parties.	Please be guided by the RFP

118	67	Section G- Service Level Agreement	4 In case of a breakdown due to faults involving cabling issues or fault of cables, patch cords, connectors etc. attributed to cabling work.0.5% of the cost of all items ordered for that location per each hour of delay beyond 8 working hours or part thereof without any cap.	Request LIC to consider penalty cap of 10% of the of the total cost of items for that location under the PO	Please be guided by the RFP
119	67,68	Section G- Service Level Agreement	Clause No 8 To Clause No 19	Request LIC to consider overall capping of penalty to 10% of the total contract value	Please be guided by the RFP
120	14	Section B - Minimum Eligibility Criteria	<p>The OEM should be a Class-I Local Supplier as defined in the Order No. P- 45021/2/2017-PP(BE-II) dated 16.09.2020 by DPIT(PPD)/MoC/GOI</p> <p>AND</p> <p>The OEM needs to comply with the Minimum Local Content Percentage (%) as defined in Table-A (Page 5 of 12) Order No. 18-10/2017-IP dated 29.08.2018 by DOT/MOC/</p> <p>(Evaluation Process: LIC of India will first evaluate the technical bids of the Bidders complying with preference to „Make in India“ initiative of Govt. of India. In case two or more than two bidders complying with preference to „Make in India“ initiative are found technically eligible, as per technical specifications of the RFP, then commercial bids of only these bidders will be opened.</p> <p>In case sufficient bidders complying with preference to „Make in India“ initiative are not found technically eligible as per technical of the RFP, then commercial bids of all technically eligible bidders will be opened.)</p>	Request LIC to remove the clause	Please be guided by the RFP

121	14	Section B - Minimum Eligibility Criteria	<p><b>The Bidder should have executed two orders of Rs. Ten crores each for any OEM in the Gartner's leader quadrant</b> (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of Rs. Ten crores each"), <b>in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India. Purchase Orders for supply, installation and maintenance of Network equipments,</b> as stated at point no 2, in the <b>last five financial years</b> immediately preceding the date of this RFP should be submitted along with the Bid. <b>Additionally, at least one purchase order of the two mentioned above should necessarily have SDN/Leaf and spine architecture</b> as one of the components of the various networking equipments.</p>	<p>Request LIC to consider below clause. The Bidder should have executed two orders of Rs. <b>Seven</b> crores each for any OEM in the Gartner's leader quadrant (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of Rs. <b>Seven</b> crores each"), in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India. Purchase Orders for supply, installation and maintenance of Network equipments, as stated at point no 2, in the last six financial years immediately preceding the date of this RFP should be submitted along with the Bid. Additionally, at least one purchase order of the two mentioned above should necessarily have SDN/Leaf and spine architecture as one of the components of the various networking equipments.</p>	Please refer to the revised "Minimum Eligibility Criteria"
122	7	6 Fall Clause (Annexure- A : PRE CONTRACT INTEGRITY PACT)	<p>The BIDDER undertakes that it has not supplied/is not supplying similar product/systems/items or subsystems at a price lower than that offered in the present bid in respect of any other Ministry/Department of the Government of India or PSU and if it is found at any stage that similar product/systems or sub systems/items was supplied by the BIDDER to any other Ministry/Department of the Government of India or PSU at a lower price, then that very price, with due allowance for elapsed time, will be applicable to the present case and the difference in the cost would be refunded by the BIDDER to the BUYER, if the contract has already been concluded.</p>	<p>Request LIC to include clause as below: The BIDDER undertakes that it has not supplied/is not supplying similar product/systems/items or subsystems at a price lower than that offered in the present bid in respect of any other Ministry/Department of the Government of India or PSU in the last one year and if it is found at any stage that similar product/systems or sub systems/items was supplied by the BIDDER to any other Ministry/Department of the Government of India or PSU at a lower price, then that very price, with due allowance for elapsed time, will be applicable to the present case and the difference in the cost would be refunded by the BIDDER to the BUYER, if the contract has already been concluded</p>	Please be guided by the RFP

123	10	2. Terms and Conditions	The terms and conditions for the bidders who participate in this RFP are specified in the Section named "Terms and Conditions". Responding to this RFP and submission of the bid by the Bidder will be deemed as consent from the Bidder to all the terms and conditions mentioned in this RFP document and the contents of the RFP along with the Annexure(s), clarifications/modifications issued, if any, will be contractually binding on the bidders. All these terms and conditions and the contents of the RFP along with the Annexure(s), clarifications/modifications issued will form the part of the purchase orders/any resulting contracts, to be issued to the successful bidder/s from time to time as an outcome of this RFP Process.	We understand that in good faith LIC will negotiate and agree the Terms & Conditions with the down selected bidder . Request confirmation	Please be guided by the RFP
124	11	3) Invitation to Bid	Submission of the Bid shall be deemed to be the conclusive proof of the fact that the Bidder has acquainted himself and is in agreement with all the instructions, terms and conditions governing the specification, unless otherwise specifically indicated/commented by him in his Bid. Bids submitted after the time and date fixed for receipt of bids as set out in the invitation to Bid shall be rejected and returned to the Bidders.	We understand that in good faith LIC will negotiate and agree the Terms & Conditions with the down selected bidder . Request confirmation	Please be guided by the RFP
125		34. Liability of the successful bidder	The successful bidder shall be responsible for all due permissions, authorizations and consents from any third party licensors of software provided by the bidder for this project. The liability of the bidder, regardless of the nature of the action giving rise to such liability and in case of claims against the LIC arising out of misconduct or gross negligence of the bidder, its employees and subcontractors or through infringement of rights, patents, trademarks, copyrights, Intellectual Property Rights or breach of confidentiality obligations shall be unlimited.	The successful bidder shall be responsible for all due permissions, authorizations and consents from any third party licensors of software provided by the bidder for this project. The liability of the bidder, regardless of the nature of the action giving rise to such liability and in case of claims against the LIC arising solely out of wilful misconduct or gross negligence of the bidder, its employees and subcontractors or through infringement of rights, patents, trademarks, copyrights, Intellectual Property Rights or breach of confidentiality obligations (excluding liability for personally identifiable information and sensitive personal data and/or information) shall be unlimited.  [Please accept modified language as above to limit liability solely for wilful misconduct.	Please be guided by the RFP



126		<p>3) Performance Bank Guarantee (PBG):</p>	<p>The PBG shall be valid for the period of 63 months (including three months of claim period) from the date of submission of PBG to LIC. The PBG may be invoked for entire amount (or the portion as deemed fit by LIC to make good its losses) if the vendor backs-out of his obligations as per the contract, including refusal to execute PO or excessive delay in execution of Purchase order or vendor does not provide onsite-support etc. required as per this RFP.</p> <p>.....</p> <p>The PBG will be invoked in full or part to be decided by LIC ) In any of the following eventualities during the period of contract:-</p> <ul style="list-style-type: none"> <li>☒ The bidder fails to honour expected deliverables or part as per this RFP after issuance of PO.</li> <li>☒ Any legal action is taken against the bidder restricting its operations.</li> <li>☒ Any action taken by statutory, legal or regulatory authorities for any breach or lapses which are directly attributable to the bidder.</li> <li>☒ LIC incurs any loss due to Vendor's negligence in carrying out the project implementation as per the agreed terms &amp; Conditions.</li> </ul>	<p>The PBG shall be valid for the period of the Contract 63 months (including three months of claim period) from the date of submission of PBG to LIC. Subject to a notice and cure period of not less than 30 days, Tthe PBG may be invoked solely for material breaches of the Contract entire amount (or the portion as deemed fit by LIC to make good its losses) if the vendor backs-out of his obligations as per the contract, including refusal to execute PO or excessive delay in execution of Purchase order or vendor does not provide onsite-support etc. required as per this RFP.</p> <p>.....</p> <p>The PBG will be invoked in full or part to be decided by LIC ) In any of the following eventualities of a material breach during the period of contract and the selected vendor will be provided notice and a cure period of not less than 30 days to rectify such material breaches:-</p> <ul style="list-style-type: none"> <li>☒ The bidder fails to honour expected deliverables or part as per this RFP after issuance of PO.</li> <li>☒ Any legal action is taken against the bidder restricting its operations.</li> <li>☒ Any action taken by statutory, legal or regulatory authorities for any breach or lapses which are directly attributable to the bidder.</li> <li>☒ LIC incurs any loss due to Vendor's negligence in carrying out the project implementation as per the</li> </ul>	<p>Please be guided by the RFP</p>
-----	--	---	--	--	------------------------------------

127		5) Transportation and Insurance:	<p>The successful Bidder is required to deliver the products and services at the destination as informed in the Purchase Order for execution. Transportation and Insurance of goods shall be arranged and paid for by the vendor at no extra cost to LIC. The goods supplied shall be fully insured by the vendor for and from transit period till 10 days from the date of delivery at LIC offices, at their cost against any loss or damage. Should any loss or damage occur, the vendor shall:</p> <p>(a) Intimate and pursue claim with the Insurance Company till settlement and</p> <p>(b) Promptly make arrangements for replacement of any damaged item/s (within fifteen days of detection of damages), irrespective of the settlement of claim by the Insurance Company.</p>	<p>The successful Bidder is required to deliver the products and services at the destination as informed in the Purchase Order for execution. Transportation and Insurance of goods shall be arranged and paid for by the vendor at no extra cost to LIC. The goods supplied shall be fully insured by the vendor for and from transit period only till 10 days from the date of delivery at LIC offices, at their cost against any loss or damage. Should any loss or damage occur, the vendor shall:</p> <p>(a) Intimate and pursue claim with the Insurance Company till settlement and</p> <p>(b) Promptly make arrangements for replacement of any damaged item/s (within fifteen days of detection of damages), irrespective of the settlement of claim by the Insurance Company.</p> <p>We request that insurance be required to be maintained only till delivery since the deliverables will be under LIC's control.</p>	Please be guided by the RFP
128		7) Dispute:	<p>c) The Vendor shall not be entitled to suspend the Service(s) or the completion of the job, pending resolution of any dispute between the Parties and shall continue to render the Service(s) in accordance with the provisions of the RFP notwithstanding the existence of any dispute between the Parties or the subsistence of any arbitration or other proceedings.</p>	<p>c) Unless the nature of the dispute is such that it would be impractical for the Service(s) to be continued, tThe Vendor shall not be entitled to suspend the Service(s) or the completion of the job, pending resolution of any dispute between the Parties and shall continue to render the Service(s) in accordance with the provisions of the RFP notwithstanding the existence of any dispute between the Parties or the subsistence of any arbitration or other proceedings.</p>	Please be guided by the RFP

129		8) Consequences of Termination of the Selected Bidder:	New Clause To Be Inserted	<p>Either party may terminate this Agreement on written notice if the other fails to meet any material obligation and fails to remedy the breach within a 30 day period after being notified in writing of the details. If either party becomes insolvent, unable to pay debts when due, files for or is subject to bankruptcy or receivership or asset assignment, the other party may terminate this Agreement and cancel any unfulfilled obligations. Any terms in the Agreement which by their nature extend beyond termination or expiration of the Agreement will remain in effect until fulfilled and will apply to both parties' respective successors and permitted assigns.</p>	Please be guided by the RFP
130	39	9) Force Majeure Condition:	<p>In case a Force Majeure situation arises, the Vendor shall immediately notify LIC of India in writing of such conditions and the cause thereof within two calendar days and prove that such is beyond the control and affect the implementation of the agreement.</p>	<p>Request LIC to accept new insertion excusing performance in case of Force Majeure situation.</p> <p>In case a Force Majeure situation arises, the Vendor shall immediately notify LIC of India in writing of such conditions and the cause thereof within two calendar days and prove that such is beyond the control and affect the implementation of the agreement.</p> <p>Neither party will be liable under the Contract for any default caused by circumstances beyond their reasonable control ("Force Majeure"), except for LIC's payment obligations.</p>	Please be guided by the RFP

131	40	10) Limitation of liability:	Except in cases of criminal negligence or willful misconduct and in case of infringement of intellectual property rights, both parties shall not be liable, whether in contract, tort or otherwise, for any indirect or consequential loss or damage, loss of use, loss of production or loss of profits or business or interest costs, provided that this exclusion shall not apply to any obligation of supplier/vendor to pay liquidated damages to the Corporation and the aggregate liability of both the parties whether under the Contract, in tort or otherwise, shall not exceed the total Contract price with LIC under this Contract provided that this limitation shall not apply to the cost of repairing or replacing defective equipment.	Request for modified clause Except in cases of criminal negligence or willful misconduct both parties shall not be liable, whether in contract, tort or otherwise, for any indirect or consequential loss or damage, loss of use, loss of production or loss of profits or business or interest costs, provided and the aggregate liability of both the parties whether under the Contract, in tort or otherwise, shall not exceed the total Contract price with LIC under this Contract.	Please be guided by the RFP
132	35	3. Delivery & Installation schedule and Penalty (in case of a delay):	(f) In case of cancellation of orders due to delay in deliveries/installations or deficiency in services etc., besides the penalty being charged ,the vendor may also be blacklisted by Life Insurance Corporation of India & may not be allowed to participate in any tenders for a period to be decided by LIC.	Please remove all blacklisting related provisions not relating to fraudulent or corrupt activities	Please be guided by the RFP
133	27	20) Bid Validity Period	Bids shall remain valid for one year from the date of Online Reverse Auction.	Considering the inflation and forex fluctuation, bidder request to limit the bid validity to 90 days	Please be guided by the RFP
134	66	Section-G: Service Level Agreement (SLA)	1. Delay in delivery of products, services, On-Site support:	1. Overall penalty to be capped at 10% of delayed portion for product and services and 10% of Quarterly Charges for onsite support	Please refer to the revised SLAs
135	63		c) Should be on roll of vendor as on the date of his/her deployment to LIC.	Request LIC to consider Bidder's partner resources. Overall ownership for the contract will be Bidder.	Please be guided by the RFP
145	Annexure VIII:	Annexure VIII: Modular Spine 8.4	Switch platform should support MACsec (802.1AE) encryption in hardware.	Request to remove this clause as we do not support MACSEC	Please be guided by the RFP
146	Annexure VIII:	Annexure VIII: 48 Port Leaf 2.1.1.1	Minimum 48 ports support 1/10/25 Gbps SFP ports for server connectivity and 6*100G ports for Fabric/Spine connectivity.	Request to modify this clause : 6* 100 G Uplinks are very low for the 48 *10/25 G access ports considering an access bandwidth of 1200 Gbps Hence request to make it : Minimum 48 ports support 1/10/25 Gbps SFP ports for server connectivity a minimum 8*100G ports for Fabric/Spine connectivity.	Please be guided by the RFP
152	35	3. Delivery & Installation schedule and Penalty	Delivery, installation and integration (with the current setup) of the ordered equipment"s should be completed within 84 days from the date of issue of Purchase order.	Request LIC to provide atleast 16 Weeks for delivery and 6 Weeks for the Complete Implementation (Total 22 Weeks from PO date).	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs

153	35	3. Delivery & Installation schedule and Penalty	Delay in delivery, installation and integration beyond 84 days will attract a penalty 0.2 % of the cost of all the items ordered for that location, per day from the 85th day till the date of installation/integration subject to a maximum of 10% of the total cost of items for that location under the PO.	Request LIC to consider the clause as mentioned below :- Delay in delivery, installation and integration beyond 22 weeks will attract a penalty 0.2 % per week of the total PO value, till the date of installation/ integration subject to a maximum of 10% of the total PO value.	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
154	38	5. Transportation and Insurance:	Promptly make arrangements for replacement of any damaged item/s (within fifteen days of detection of damages), irrespective of the settlement of claim by the Insurance Company.	We request modification as mentioned below: Promptly make arrangements for replacement of any damaged item/s (within Thirty days of detection of damages), irrespective of the settlement of claim by the Insurance Company.	Please be guided by the RFP
155	27	20) Bid Validity Period	Bids shall remain valid for one year from the date of Online Reverse Auction.	We request LIC to modify the clause as : Bid shall remain valid for 90 days from the price discovery date.	Please be guided by the RFP
156	40	10	Except in cases of criminal negligence or willful misconduct and in case of infringement of intellectual property rights, both parties shall not be liable, whether in contract, tort or otherwise, for any indirect or consequential loss or damage, loss of use, loss of production or loss of profits or interest costs, provided that this exclusion shall not apply to any obligation of supplier/vendor to pay liquidated damages to the Corporation and the aggregate liability of both the parties whether under the Contract, in tort or otherwise, shall not exceed the total Contract price with LIC under this Contract provided that this limitation shall not apply to the cost of repairing or replacing defective equipment.	We propose to modify this clause: Neither parties shall not be liable, whether in contract, tort or otherwise, for any indirect or consequential loss or damage, loss of use, loss of production or loss of profits or interest costs, provided that this exclusion shall not apply to any obligation of supplier/vendor to pay liquidated damages to the Corporation and the aggregate liability of both the parties whether under the Contract, in tort or otherwise, shall not exceed the total Contract price with LIC under this Contract.	Please be guided by the RFP
157	46	23	The Vendor will not be allowed to subcontract any portions of the scope of this RFP to any otherparty.	We propose to modify this clause: The Vendor will <del>not</del> be allowed to subcontract any portions of the scope of this RFP to any otherparty with prior written permission of LIC.	Please be guided by the RFP

158	48	2.29.2 (b)	<p>to the extent that LIC needs to use any of the Auxiliary Material provided by the Vendor to receive the full benefit of the Services (including the Contract Material), the Vendor grants to, or must obtain for, a world-wide, royalty free, perpetual, non-exclusive license to use, reproduce, adapt, modify and communicate that Auxiliary Material</p>	<p>We propose to modify this clause: to the extent that LIC needs to use any of the Auxiliary Material provided by the Vendor to receive the full benefit of the Services (including the Contract Material), the Vendor grants to, or must obtain for, a <del>world-wide</del>, royalty free, perpetual, <del>non-exclusive</del> license to use, reproduce, adapt, modify and communicate that Auxiliary Material. LIC shall retain all right, title, and interest in and to, including all intellectual property rights therein and thereto, its information, tools, "know-how", ideas, techniques, concepts, designs, technology, methodology used for providing the Services including without limitation for gathering data, compilation and analysis, tables, and other tangible or intangible materials (collectively, "LIC Materials") that are: (i) pre-existing and used by LIC in connection with the provision of the Services and Deliverables; and/or (ii) developed by or on behalf of LIC independent of its performance of the Services and Deliverables.</p>	Please be guided by the RFP
159	49	29.4	<p>The liability of the bidder, regardless of the nature of the action giving rise to such liability and in case of claims against the LIC arising out of misconduct or gross negligence of the bidder, its employees and subcontractors or through infringement of rights, patents, trademarks, copyrights, Intellectual Property Rights or breach of confidentiality obligations shall be unlimited.</p>	<p>We propose to modify this clause: The liability of the bidder, regardless of the nature of the action giving rise to such liability and in case of claims against the LIC arising out of willful misconduct or gross negligence of the bidder, its employees and subcontractors or through infringement of rights, patents, trademarks, copyrights, Intellectual Property Rights or breach of confidentiality obligations shall be <del>unlimited</del> limited to the total value of the contract.</p>	Please be guided by the RFP
160	49	29.7	<p>In no event shall LIC be liable for any indirect, incidental or consequential damage or liability, under or in connection with or arising out of this RFP, or out of any subsequent agreement relating to any hardware, software and services delivered. For this purpose it would be immaterial how such liability may arise, provided that the claims against customers, users and service providers of LIC are considered as a direct claim.</p>	<p>We propose to modify this clause: Neither party in no event shall <del>LIC</del> be liable for any indirect, incidental or consequential damage or liability, under or in connection with or arising out of this RFP, or out of any subsequent agreement relating to any hardware, software and services delivered. For this purpose it would be immaterial how such liability may arise, provided that the claims against customers, users and service providers of LIC are considered as a direct claim.</p>	Please be guided by the RFP

161	53	37.1	If Vendor fails to comply with the clause 4.8 for Performance Assessment and, if any part of the service does not meet the specifications on three or more occasions, LIC may (in addition to its other remedies) terminate the Contract by giving the Vendor written notice of 15 days.	We propose to modify this clause: If Vendor fails to comply with the clause 4.8 for Performance Assessment and, if any part of the service does not meet the specifications on three or more occasions, LIC may (in addition to its other remedies) give 30 days written notice to meet the expectation of the LIC and thereafter if the Vendor fails to comply the expectations then the LIC may terminate the Contract by giving the Vendor further written notice of 30 days.	Please be guided by the RFP
162	33	37	No consortium bidding is allowed. LIC will not consider joint or collaborative proposals that require a contract with more than one prime Vendor.	We propose to modify the clause: <del>No</del> consortium bidding is allowed. LIC will <del>not</del> consider joint or collaborative proposals that require a contract with more than one prime Vendor.	Please be guided by the RFP
163	35	3.Delivery & Installation schedule and Penalty (in case of a delay):	Delivery, installation and integration (with the current setup) of the ordered equipment"s should be completed within 84 days from the date of issue of Purchase order.	Delivery of the ordered equipment"s should be completed within 200 days from the date of issue of the Purchase order.	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
164	76	3) Annexure – III: Manufacturer's Authorization Form (MAF)	OEM) certify that, the equipments being sold would not be declared End of Sale (EoS) in the next 5 Years and that (OEM) shall supply suitable substitute in case EoS equipments. Also (OEM) certifies that the products being sold would be covered under Warranty / Support and support will be available for next five years from the date of installation at LIC of India.	Would request to please modify the clause and mention End of Support instead of End of Sale.As post sale we would support the product for next 5 years	Please refer to the Revised Annexure-III (MAF)
165		Annexure-VIII-Technical-Bid-for-Data-center-Switches-for-various-co-located-data-Centers (Module Spine)	Switch should support a minimum of 56 Tbps BW	Requesting to change this to 28Tbps based on 144*100G port requirement on Modular Spine.	Please refer to the revised Technical Specifications
166		Annexure-VIII-Technical-Bid-for-Data-center-Switches-for-various-co-located-data-Centers (Fiber Leaf)	Switch should support minimum 6Tbps of switching capacity (or as per specifications of the switch if quantity of switches are more, but should be non blocking capacity)	Requesting to change this to 3.6Tbps based on 48*25G and 6*100G uplink port requirement on fiber leaf	Please refer to the revised Technical Specifications
167		Annexure-VIII-Technical-Bid-for-Data-center-Switches-for-various-co-located-data-Centers (Fiber Leaf)	The Switch should support intelligent buffer management with a minimum buffer of 64 MB	Requesting to change to support intelligent buffer management with a minimum buffer of 40 MB	Please refer to the revised Technical Specifications

170	58	Section-E: SCOPE OF WORK - Point No. 25	The details of information required from LIC for the implementation of scope of Work should be sought within three weeks from the date of receipt of purchase order from LIC. The successful bidder may physical verify the sites involved.	Bidder will take 4-5 weeks time to release order on OEM for Professional Services from LIC's PO. Also OEM Professional Services team will take 1 months time to get resources onboard therefore we would request LIC to change the clause as below.  "The details of information required from LIC for the implementation of scope of Work should be sought within 3 months from the date of receipt of purchase order from LIC."	Please refer to the revised "Scope of Work"
175	60	Section E - Point No 39	After the first OEM audit, immediately after deployment the bidder has to perform a yearly OEM audit and provide a detailed report on the other aspects. IS Audit requirements as per the IRDAI/other regulatory guidelines should be complied with. The audit should also cover compliance with any legal, regulatory or industry requirements and should provide recommendations on the latest security posture to be adopted in view of the evolving threat landscape.	After the first OEM audit, immediately after deployment the bidder has to perform a yearly OEM audit and provide a detailed report on the other aspects. IS Audit requirements as per the IRDAI/other regulatory guidelines should be complied with. The audit should also cover compliance with any legal, regulatory or industry requirements and should provide recommendations on the latest security posture to be adopted in view of the evolving threat landscape.	Please be guided by the RFP
176	60	Section E - Point No 40	The OEM Audit report should be made available within seven days of conducting the OEM Audit. The System Integrator has to ensure that all the shortcomings pointed out in the OEM Audit report are rectified and all the recommendations are complied with within fifteen working days.	Since IS Audit requirements as per the IRDAI is very extensive in nature of, we would request LIC to provide 45 days from OEM Audit for Report submission.  Rectification will depend on LIC's infra readiness and availability of maintenance window, hence we would request LIC to provide mutually acceptable time period as part of operation.	Please refer to the Revised Scope of Work and Revised SLA
178	48 Port Leaf Tab	Annexure-VIII-Technical-Bid-for-Data-center-Switches-for-various-co-located-data-Centers - 9.10	Should have open APIs to manage the switch through remote-procedure calls	Would request to limit the API intigration, with supported or standard API calls as per the OEM/Vendor's reference documentation.	Please be guided by the RFP



189		Section B : Eligibility Criteria 1. MEC Point No 4 (Page No : 14)	The Bidder should have executed two orders of Rs. Ten crores each for any OEM in the Gartner <sup>™</sup> s leader quadrant (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of Rs. Ten crores each"), in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India. Purchase Orders for supply, installation and maintenance of Network equipments, as stated at point no 2, in the last five financial years immediately preceding the date of this RFP should be submitted along with the Bid. Additionally, at least one purchase order of the two mentioned above should necessarily have SDN/Leaf and spine architecture as one of the components of the various networking equipments.	The Bidder should have two orders of Rs. Ten crores each for any OEM in the Gartner <sup>™</sup> s leader quadrant (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of Rs. Ten crores each"), in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India. Purchase Orders for supply, installation and maintenance of Network equipments, as stated at point no 2, in the last five financial years immediately preceding the date of this RFP should be submitted along with the Bid. Additionally, at least one purchase order of the two mentioned above should necessarily have SDN/Leaf and spine architecture as one of the components of the various networking equipments.	Please refer to the revised "Minimum Eligibility Criteria"
190		Section B : Eligibility Criteria 1. MEC Point No 8 (Page No : 14)	The proposed OEM switches should have been installed in atleast five Data Centers involving spine and leaf architecture with atleast One Hundred Fifty leaf switches in one PSU/Bank/ enterprise private customers in India in the last three years preceding the date of this RFP.	Please conform the refrence PO copy needs to be shared by OEM or the Bidder.	Please be guided b the RFP
191		Section B : Eligibility Criteria 1. MEC Point No 8 (Page No : 14)	The proposed OEM switches should have been installed in atleast five Data Centers involving spine and leaf architecture with atleast One Hundred Fifty leaf switches in one PSU/Bank/ enterprise private customers in India in the last three years preceding the date of this RFP.	request you to consider the chage in quantity of Lead switches from 150 to 75 and change the terms from last 3 years to 5 Years	Please be guided by the RFP

192		Section F - Payment terms - point No (B) : Page no . 65	The payments will be made by the Central Office for the orders placed in the state of Maharashtra and the remaining payments shall be made by nodal Divisional Offices of LIC for respective states for where the goods and services are being provided.	Kindly request you to help us with the single point of contact or central team for the all the locations with regards to the payments terms	The details will be shared with the successful bidder
193		3.Delivery & Installation schedule and Penalty (in case of a delay): Page 35	Delivery, installation and integration (with the current setup) of the ordered equipment"s should be completed within 84 days from the date of issue of Purchase order.	Delivery, installation and integration (with the current setup) of the ordered equipment"s should be completed within 350 working days from the date of issue of Purchase order.	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
205		Section E - Point No 39 : page 60	After the first OEM audit, immediately after deployment the bidder has to perform a yearly OEM audit and provide a detailed report on the other aspects. IS Audit requirements as per the IRDAI/other regulatory guidelines should be complied with. The audit should also cover compliance with any legal, regulatory or industry requirements and should provide recommendations on the latest security posture to be adopted in view of the evolving threat landscape.	After the first OEM audit, immediately after deployment the bidder has to perform a yearly OEM audit and provide a detailed report on the other aspects. IS Audit requirements as per the IRDAI/other regulatory guidelines should be complied with. The audit should also cover compliance with any legal, regulatory or industry requirements and should provide recommendations on the latest security posture to be adopted in view of the evolving threat landscape.	Please be guided by the RFP
218		Section E : Point No 3 - Page No 57	To de-commission the existing network devices in the setup and commission the new network devices in the setup in such a manner, that there is no downtime involved for the installation of data center switches.	For migration of current setup downtime will be required, we will try to minimise as much as possible	Please refer to the revised scope of work .
219		Section E : Point No 24 - Page No 58	Vendor should maintain adequate functional spares at each of their service- centers so as to meet uptime commitment for each office of LIC. Vendor shall submit location-wise list of such spares to LIC (CO and Zones) at beginning of every Quarter.	Request you to consider Vendor/OEM should maintain adequate functional spares at each of their service- centers so as to meet uptime commitment for each office of LIC. Vendor shall submit location-wise list of such spares to LIC (CO and Zones) at beginning of every Quarter.	Please be guided by RFP
220		On-site support (Facility management)	On-site support, the vendor should post L1 engineers as per details given below	LIC has asked for L1 engineer onsite but as per industry benchmark, L1 engineer with 2-4 years of experience will not be able to handle day to day trouble shooting task which is beyond his capability for which L2 engineer would be needed. Since the bidder would support remote L3 / SME for any major issue, NTT would request LIC to have L2 engineer onsite for such circumstances	Please be guided by the RFP

221	61	On-site support (Facility management)- (b)	The vendor will also have to earmark an Offsite L3 Network Engineer for LIC	NTT would like to know how the access would be extended to remote L3 engineer seating at NTT Premise during any incident	Please be guided by the RFP
222	68	Delay in delivery of products, services, On-Site support (Point no 14)	Delay in providing details for offsite support beyond 4 weeks from date of issue of PO		Please refer to the revised SLAs
223	68	Delay in delivery of products, services, On-Site support (Point no 16)	If the on-site Personnel leaves before expiry of 1 year for reasons other than death and hospitalization		Please be guided by the RFP
224		Annexure IX	Commerical Bid	LIC has not included SDM price line item in the commerical bid format	Please be guided by the RFP
225	57	Section-E: SCOPE OF WORK	LIC is re-designing its Data Centers architecture and the vendor has to do end to end, designing, configuration of the network devices, implementation and customization of the network as per LIC's requirement. This will include complete study of the existing network, network changes being proposed benchmarking, Page 58 of 92 documentation, testing and actual migration. This may also involve configuration of network switches which are already there in the existing network. LIC will make available to the vendor the configuration management tools present with it.	Pls share details of the make & model of the switches	The details will be shared with the successful bidder
226	57	Section-E: SCOPE OF WORK	8) LIC is re-designing its Data Centers architecture and the vendor has to do end to end, designing, configuration of the network devices, implementation and customization of the network as per LIC's requirement. This will include complete study of the existing network, network changes being proposed benchmarking, Page 58 of 92 documentation, testing and actual migration. This may also involve configuration of network switches which are already there in the existing network. LIC will make available to the vendor the configuration management tools present with it.	We understand that configuration of other appliances/solutions like Load Balancer, Firewall, Router etc. will be taken care by respective vendors. Please confirm.	Yes
227	58	Section-E: SCOPE OF WORK	10) The vendor will be responsible for ensuring end-to-end maintenance of Network/equipments and also undertake all the post failure repair/replacement of all equipments/components supplied & installed by him or previous suppliers.	Please share list of equipments/components supplied previous suppliers	Please refer to the Revised Scope of Work
228	58	Section-E: SCOPE OF WORK	23) If required by LIC, vendor shall arrange to shift the equipment and install and commission the same at the shifted location depending upon the need and at no extra cost to LIC (only transportation cost, taxes, Octroi, insurance as per actual will be borne by LIC).	How many shiftinga are expected	The total number of shifting (decommissioning and recommissioning) of all/some items , at no extra cost , for each location shall not exceed one .

229	60	Section-E: SCOPE OF WORK	42) The Bidder has to formulate the BCP processes in line with the IRDAI guidelines and conduct DR Drill twice a year. The DR drill conducted has to be evaluated by a third party (CERT-In empanelled).	We understand that DR drill scope is limited to network infra only. Please confirm.	Please refer to the revised scope of work
230	61	2. On-site support (Facility management)	b) The vendor will also have to earmark an Offsite L3 Network Engineer for LIC, who will act as the advisor/consultant for issues and may have to come for meeting at LIC and work on the new initiatives that LIC may take from time-to-time. No charges will be payable by LIC for this purpose.	Please share frequency of meeting	Please be guided by the RFP
231	63	6. Work-flow and ticketing:	d) Maintenance of Cisco-ACS.	Cisco-ACS is end support product & will not get support from OEM. Hence request you to exclude the same from the RFP.	Clause Deleted . Please refer to the revised Scope of Work
232	63	6. Work-flow and ticketing:	e) Provide periodic network reports like (indicative and not exhaustive) : a) Link and Device uptime reports. b) Bandwidth utilization reports. c) Link/Device downtime report d) SLA reports e) Report on Round trip time and delay on the network. f) Any other report(s) as required by the LIC	Request to exclude Link from the RFP since same is not part of the project scope	Please refer to the revised Scope of Work
233	61	3. Responsibilities of on-site Level-one (L1) resource:	p) Integration of networking equipments with ACS/TACACS and Configuration Management Tools	Please share make & Model of Configuration Management Tools	The details will be shared with the successful bidder
234	63	6. Work-flow and ticketing:	c) Integration of LICs network devices with Cisco-ACS for AAA services & controls, Network Monitoring Tool, Prime tool etc.	Please share make & Model of Network Monitoring Tool	The details will be shared with the successful bidder
235	60	Service-Delivery and Project Management	The selected vendor will have to post a full time onsite Service-Delivery Manager (SDM) immediately after the signing of the Contract. The detail of SDM should be conveyed in writing to LIC within 2 weeks of receipt of purchase order.	We request LIC to revise the lead time of 2 weeks to minimum a month to 3 months	Please refer to the revised SLAs
236	60	Service-Delivery and Project Management	e) Overall monitoring and management f) SLA management and reporting	Will LIC to provide their Monitoring & Ticketing tool or bidder can use remote platform to do SLA management, if LIC wants bidder to use LIC's tools then please share the details	Please be guided by the RFP
237	61	On-site support (Facility management)	Type & Count of resources	Can bidder recommend/consider the upward changes in the resources type & count	Please be guided by the RFP
238	62	Submission of CV, selection of the onsite Engineers by LIC, other conditions	Lead time for resources onboarding	We request LIC to revise the lead time of 2 weeks to to 3 months	Please refer to the revised SLAs
239	66	TIME SCHEDULE FOR DELIVERY AND INSTALLATION	Onsite support	Is the expectations to onboard on site & remote resources before hardware delivery? Hope bidder can start the resources billing from the date of deployment.	Please be guided ny the RFP

240	61	On-site support (Facility management)	On-site support, the vendor should post L1 engineers as per details given below	LIC has asked for L1 engineer onsite but as per industry benchmark, L1 engineer with 2-4 years of experience will not be able to handle day to day trouble shooting task which is beyond his capability for which L2 engineer would be needed. Since the bidder would support remote L3 / SME for any major issue, NTT would request LIC to have L2 engineer onsite for such circumstances	Please be guided by the RFP
241	61	On-site support (Facility management)- (b)	The vendor will also have to earmark an Offsite L3 Network Engineer for LIC	NTT would like to know how the access would be extended to remote L3 engineer seating at NTT Premise during any incident	Please be guided by the RFP
245	61	On-site support (Facility management)	LIC may ask the Personnel to report for duty in different time Windows as per the need of LIC.	In such case, next day resource wont be able to report LIC office as per defined time and such cases should be exempted from penalty.	Please be guided by the RFP
246	61	Responsibilities of on-site Level-one (L1) resource:	The responsibilities of L1 engineer as a part of On-Site support are as follows (list is indicative and not exhaustive :	some of the responsibilities mentioned under this sections are to be done by L2 resources hence this is linked with point number 1 (Sr No 1) and must be taken care as suggested.	Please be guided by the RFP
247	62	Submission of CV, selection of the onsite Engineers by LIC, other conditions:	2 weeks to submit CV, supporting's and Photo ID, Also post selection candidate has to report within 2 weeks	This is very aggressive timeline and needs to be change.	Please refer to the revised SLAs and Revised Scope of Work
249	62	Submission of CV, selection of the onsite Engineers by LIC, other conditions:	If any on-site support person leaves before expiry of one year, penalty as per SLA conditions shall be applicable. This will be cumulative in nature for each occurrence.	We request to remove the clause	Please be guided by the RFP
252			(i) Prices payable to the vendor will be fixed as derived from the Final L1 quote after Online Reverse Auction and will be exclusive of GST. Prices once fixed will be valid throughout the entire contract period.		Please be guided by the RFP
253	13	Section A - 7) Brief on the Scope of Work:	The scope of work for this tender is to design, supply, install, integrate, commission and maintain the Data Centre Switches for LIC of India in the existing LIC's Network for Five Co- located which are Bengaluru FAR-DR, Rabale, Noida, Bhubaneswar and Hyderabad and <b>integrate with the Vile Parle Data center</b> . The appliance and support procured through this RFP will replace the existing Network equipments.	What kind of integration is expected at Vile Parle Data center? Kindly elaborate complete scope for Vile Parle Data center?	Please be guided by the RFP

254	57	Section-E: SCOPE OF WORK	<p>7) Devices/ Equipment/Components/ Software supplied under this RFP should seamlessly <b>integrate with existing network setup of LIC</b> without requiring purchase of additional equipments/components/Software etc. and also without requirement of downgrading or upgrading of existing equipments/ components/software used by LIC. However, if any additional equipments/components/Software etc. is required for seamless integration with existing network setup of LIC; the same has to be provided at no additional cost to LIC. In such cases, the balance 20% payment on delivery will made after the vendor demonstrate seamless integration of the router/equipment/component etc.</p>	<p>Please share make, Model, software versions &amp; integration related feasibility details of the existing network setup to be integrated</p>	<p>The details will be shared with the successful bidder</p>
255	57	Section-E: SCOPE OF WORK	<p>7) Devices/ Equipment/Components/ Software supplied under this RFP should seamlessly <b>integrate with existing network setup of LIC</b> without requiring purchase of additional equipments/components/Software etc. and also without requirement of <b>downgrading or upgrading of existing equipments/ components/software used by LIC</b>. However, <b>if any additional equipments/components/Software etc. is required for seamless integration with existing network setup of LIC; the same has to be provided</b> at no additional cost to LIC. In such cases, the balance 20% payment on delivery will made after the vendor demonstrate seamless integration of the router/equipment/component etc.</p>	<p>We have understanding under the integration standard protocols are expected like SNMP, NetFlow, syslog. No API based integration is expected. Please confirm.</p>	<p>Please be guided by the RFP</p>
256	57	Section-E: SCOPE OF WORK	<p>7) Devices/ Equipment/Components/ Software supplied under this RFP should seamlessly <b>integrate with existing network setup of LIC</b> without requiring purchase of additional equipments/components/Software etc. and also without requirement of <b>downgrading or upgrading of existing equipments/ components/software used by LIC</b>. However, <b>if any additional equipments/components/Software etc. is required for seamless integration with existing network setup of LIC; the same has to be provided</b> at no additional cost to LIC. In such cases, the balance 20% payment on delivery will made after the vendor demonstrate seamless integration of the router/equipment/component etc.</p>	<p>We have understanding, any additional hardware requirement &amp; configurational changes on existing devices will be LIC's existing vendor's responsibility. Kindly confirm.</p>	<p>Yes</p>

257	58	Section-E: SCOPE OF WORK	10)The vendor will be responsible for ensuring <b>end-to-end maintenance of Network/equipments</b> and also undertake all the post failure repair/replacement of all equipments/components supplied & installed by him or <b>previous suppliers.</b>	Requesting LIC to share, previously supplied Network/equipment details, location wise, which are to be maintained during the contract period	Please refer to the revised "Scope of Work"
258	58	Section-E: SCOPE OF WORK	10)The vendor will be responsible for ensuring <b>end-to-end maintenance of Network/equipments</b> and also undertake all the post failure repair/replacement of all equipments/components supplied & installed by him or <b>previous suppliers.</b>	We have understanding that for "previous suppliers" network/equipment's AMC, SLA or any co-ordination will be LIC's existing vendors responsibility. Please confirm.	Please refer to the revised "Scope of Work"
259	58	Section-E: SCOPE OF WORK	10)The vendor will be responsible for ensuring <b>end-to-end maintenance of Network/equipments</b> and also undertake all the post failure repair/replacement of all equipments/components supplied & installed by him or <b>previous suppliers.</b>	Requesting LIC to exclude end-to-end maintenance of Network/equipment's supplied by "previous suppliers" from the RFP scope	Please refer to the revised "Scope of Work"
260	58	Section-E: SCOPE OF WORK	13)The vendor has to do end to end cabling work and also provide the necessary patch cords/OFC patch cords with appropriate connectors (if required) for termination of standard make.	For arriving to passive cabling requirement, we will request LIC to share expected distance (in meter) between spine & leaf switches expected	Clause Deleted . Please refer to the revised Scope of Work
261	58	Section-E: SCOPE OF WORK	13)The vendor has to do end to end cabling work and also provide the necessary patch cords/OFC patch cords with appropriate connectors (if required) for termination of standard make.	Is bidder expected to supply patch-cords & OFC patch cords for server/storage/workload connectivity?  If Yes, please share the details of the number of patch-cords & OFC patch cords required for server/storage/workload connectivity with length in meter	Clause Deleted . Please refer to the revised Scope of Work
262	58	Section-E: SCOPE OF WORK	13)The vendor has to do end to end cabling work and also provide the necessary patch cords/OFC patch cords with appropriate connectors (if required) for termination of standard make.	We have understanding that any passive/cable requirement for existing devices (network/security/servers/etc) to be connected to new setup will be taken care by LIC. Please confirm	Clause Deleted . Please refer to the revised Scope of Work
263	58	Section-E: SCOPE OF WORK	23)If required by LIC, vendor shall arrange to shift the equipment and install and commission the same at the shifted location depending upon the need and at no extra cost to LIC (only transportation cost, taxes, Octroi, insurance as per actual will be borne by LIC).	How many such "shifting & installation" are expected	The total number of shifting (decommissioning and recommissioning) of all/some items , at no extra cost , for each location shall not exceed one .
264	63	Section-E: SCOPE OF WORK	6. Work-flow and ticketing: LIC has implemented Network Monitoring Tools and Service-Manager for SLA Management.	Please share make, model, version details of the Network Monitoring and Service-Manager Tools	The details will be shared with the successful bidder

265	65	Section-F: Payment Terms	TIME SCHEDULE FOR DELIVERY AND INSTALLATION Delivery and Installation of equipments and licenses (if any) as per the technical specification and scope of work mentioned in this RFP. .... 12 Weeks	Requesting LIC to change delivery & installation timeline to 40 weeks	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
266	60	Section-E: SCOPE OF WORK	The responsibilities of the On-site Service-Delivery Manager as a part of support are as follows (indicative but not exhaustive):  j) We should be placed at LIC premises in Mumbai during LIC's office hours.	We have understanding 9am to 6 pm is LIC's office hours consideration. Please confirm	Please be guided by the RFP
267	61	Section-E: SCOPE OF WORK	2. On-site support (Facility management)  c) <b>Normal office timings will be an hour before and after the office hours of LIC</b> (Monday to Friday). However, as per the changing business needs, LIC may ask the Personnel to report for duty in different time Windows as per the need of LIC.	Please specify expected working hours for resource	Please be guided by the RFP
295	74	Financial Strength of the Bidder	Bidder should have been making profit after taxes in each of the last three Financial years immediately preceding the date of this RFP.	We request LIC to revise the same as having positive networth for the last 3 years OR net profit for any two of last 3 years considering the pandemic.	Please refer to the revised "Minimum Eligibility Criteria"
296	50	31-Liability	Consequential damages for criminal negligence, willful misconduct and infringement of IPR	No consequential damages shall be payable by either party in any circumstance, and the liability for any breach shall be capped to the annual contract value. Request suitable modifications.	Please be guided by the RFP
297	48	29-IPR Warranty	IPR on supplied material sought from the bidder	All IPR shall be on passthrough basis from the OEM. Tata Communications as a bidder can not take up any liability on OEM's behalf. Request suitable modifications.	Please be guided by the RFP
298	46	20(d)-Warranty	Bidder to warrant that services shall be complete, accurate and free from material defects.	All warranty on equipment to be supplied shall be on passthrough basis from the OEM. Request deletion.	Please be guided by the RFP
299	43	16(1)-IP Indemnity	Bidder to indemnify for IP breach.	Such indemnification shall be directly between the OEM and the customer. Bidder will not take up such liability. Request suitable modification.	Please be guided by the RFP
300	39	8-Consequences of Termination	Bidder must agree to any and all conditions specified by LIC for transition post termination.	This is too broad. We can agree to transition, but on mutually agreed terms and subject to payment of reasonable transition costs. Request suitable modification.	Please be guided by the RFP
301	35	3-LD for Delay	LD capped to 10%.	Request capping to 5% as a market standard.	Please be guided by the RFP
302	53	37.2-Termination for convenience	Notice of 30 days.	Notice period must be 90 days. Also, LIC should be liable for payment of full costs if it terminates for convenience. Request suitable modification.	Please be guided by the RFP



303	15	Minimum Eligibility Criteria (MEC) for Data Centre Switches	The Bidder should have executed two orders of Rs. Ten crores each for any OEM in the Gartner's leader quadrant (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of Rs. Ten crores each"), in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India. Purchase Orders for supply, installation and maintenance of Network equipments, as stated at point no 2, in the last five financial years immediately preceding the date of this RFP should be submitted along with the Bid. Additionally, at least one purchase order of the two mentioned above should necessarily have SDN/Leaf and spine architecture as one of the components of the various networking equipments.	Please consider to modify the clause as follows:  The Bidder/ OEM should have executed two orders of Rs. One crore each for any OEM in the Gartner's leader quadrant (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of Rs. One crore each"), in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India. Purchase Orders for supply, installation and maintenance of Network equipments, as stated at point no 2, in the last five financial years immediately preceding the date of this RFP should be submitted along with the Bid.	Please refer to the revised "Minimum Eligibility Criteria"
304	14	Minimum Eligibility Criteria (MEC) for Data Centre Switches	The bidder shall be a system integrator (SI) for Networking software and equipment such as SDN, Data Centre switches; operating since last five financial years. Such System integrators should have back-to-back support with the respective OEM and should not be a mere reseller.	Please consider to modify the clause as follows:  The bidder shall be a system integrator (SI) for Networking software and equipment such as Data Centre switches; operating since last five financial years. Such System integrators should have back-to-back support with the respective OEM and should not be a mere reseller.	Please be guided by the RFP
305	16	Minimum Eligibility Criteria (MEC) for Data Centre Switches	The proposed OEM switches should have been installed in atleast five Data Centers involving spine and leaf architecture with atleast One Hundred Fifty leaf switches in one PSU/Bank/ enterprise private customers in India in the last three years preceding the date of this RFP.	Please clarify if this Eligibility criteria is for OEM or Bidder.	This for the OEM . However the relevant supporting documents have to be provided by the bidder

332	Page No -15	Section B Clause 1.5 Experience	The Bidder should have executed two orders of Rs. Ten crores each for any OEM in the Gartner's leader quadrant (For bidder quoting Indian OEM qualifying under Make in India this part of the clause will be read as "The Bidder should have executed two orders of Rs. Ten crores each"), in any of the last five financial years for any PSUs / Banks / Insurance / Financial Institutions (BFSI) / TSP / Government Departments/enterprise private customers in India. Purchase Orders for supply, installation and maintenance of Network equipments, as stated at point no 2, in the last five financial years immediately preceding the date of this RFP should be submitted along with the Bid. Additionally, at least one purchase order of the two mentioned above should necessarily have SDN/Leaf and spine architecture as one of the components of the various networking equipments	Considering the given scope and Office Memorandum No P245021/121/2018 - (B.E-II) from Ministry of Commerce and Industry regarding the restrictive and discriminative conditions in RFP , where it has been instructed not to use Gartner's Quadrant in Experience/Presence in Eligibility Criteria in the RFPs. In the view of above, you are requested to modify the clause.	Please be guided by the RFP
333	Page No - 46	Section D Clause No 23 Subcontracting	The Vendor will not be allowed to subcontract any portions of the scope of this RFP to any otherparty.	As per the clause, we understand that subcontracting will not be allowed for the supply and services scope. However, being a System Integrator and considering the integration of multiple technologies involving various OEMs, subcontracting of some portions of the scope may be permitted.	Please be guided by the RFP
334	Page No-35	Section D Clause No 3	Delivery, installation and integration (with the current setup) of the ordered equipment's should be completed within 84 days from the date of issue of Purchase order	Please provide details of the existing/current setup for which the integration will be required.	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
335	Page No -18	Section C Instructions to Bidders	No consortium or joint bid or sub-contracting is allowed.	Considering the integration of multiple technologies in the tender involving various OEMs, <b>consortium bidding may be allowed to encourage maximum participation and competitive bidding</b>	Please be guided by the RFP
336	Page No- 63	Section E Clause 5(c)	Should be on roll of vendor as on the date of his/her deployment to LIC.	Considering the involvement of the mutiple technologies and products of multiple OEMs, it shall be extremely difficult execute the project successfully without involvement of outsourced experts. Hence resource outsourcing may be allowed for this RFP.	Please be guided by the RFP

337	Page No- 66	Section F Time schedule for Delivery and Installation	Delivery, installation and integration (with the current setup) of the ordered equipment"s should be completed within 84 days from the date of issue of Purchase order.	Considering the global shortage of Semiconductors, the delivery of the equipment may take substantial time depending on supply of Semiconductor chips to the OEMs, you are requested to amend the clause as <b>"Delivery, installation and integration (with the current setup) of the ordered equipment"s should be completed within 200 days from the date of issue of Purchase order."</b>	Please refer to the revised "TIME SCHEDULE FOR DELIVERY AND INSTALLATION" and the revised SLAs
338	Page No-14	Section B Clause 1.2	The bidder shall be a system integrator (SI) for Networking software and equipment such as SDN, Data Centre switches; operating since last five financial years. Such System integrators should have back-to-back support with the respective OEM and should not be a mere reseller.	Considering the given scope and Office Memorandum No P/45021/121/2018 - (B.E-II) from Ministry of Commerce and Industry regarding the restrictive and discriminative conditions in RFP, you are requested to amend the clause as <b>"The bidder shall be a system integrator (SI) having experience of work related to Networking equipment such as SDN/Data Centre switches/Security Operation Centers/Data Centers in last five financial years. Such System integrators should have back-to-back support with the respective OEM and should not be a mere reseller."</b>	Please be guided by the RFP
344		60 Section E - Point No 40	The OEM Audit report should be made available within seven days of conducting the OEM Audit. The System Integrator has to ensure that all the shortcomings pointed out in the OEM Audit report are rectified and all the recommendations are complied with within fifteen working days.	Since IS Audit requirements as per the IRDAI is very extensive in nature of, we would request LIC to provide 45 days from OEM Audit for Report submission.  Rectification will depend on LIC's infra readiness and availability of maintenance window, hence we would request LIC to provide mutually acceptable time period as part of operation.	Please refer to the revised "Scope of Work"
349		13 Brief on the Scope of Work	The scope of work for this tender is to design, supply, install, integrate, commission and maintain the Data Centre Switches for LIC of India in the existing LIC"s Network for Five Co-located which are Bengaluru FAR-DR, Rabale, Noida, Bhubaneswar and Hyderabad and integrate with the Vile Parle Data center. The appliance and support procured through this RFP will replace the existing Network equipments	Please specify if there is any existing SDN deployed and node count for any expansion planned on it.	The details will be shared with the successful bidder
352		15 Minimum Eligibility criteria	Bidder should have minimum annual turnover of Rs. One Hundred crores in each of the last three financial years immediately preceding the date of this RFP.	We request LIC to change this as - "Bidder should have minimum annual turnover of Rs. Five Hundred crores in each of the last three financial years immediately preceding the date of this RFP."	Please be guided by the RFP

353	15	Minimum Eligibility criteria		We request LIC to add - "The bidder must have implemented and managing proposed OEM's SDN Fabric of minimum 2 Spine switches & 20 Leaf switches (same firmware/family) in minimum two organizations in India."	Please be guided by the RFP
354	15	Minimum Eligibility criteria		We request LIC to include - "Bidder should have registered offices in all metro cities in India for support"	Please be guided by the RFP support"
355	18	2) Partner	No consortium or joint bid or sub-contracting is allowed.	Bidder request LIC to remove this clause as we have dependency on other vendor to deliver this project	Please be guided by the RFP
356	19	5) Terms and Conditions	Responding to this RFP and submission of the bid by the Bidder will be deemed as consent from the Bidder to all the terms and conditions mentioned in this RFP document and the contents of the RFP along with the Annexure(s), clarifications/modifications issued, if any, will be contractually binding on the bidders.	Bidder request LIC to provide the relaxation on submission of deviations	Please be guided by the RFP
357	26	33) Contracting	a. LIC reserves the right at the time of award of contract and during the term of the contract to vary the quantity of services and goods specified in the RFP without any change in unit prices or other terms and conditions.	LIC should not make any changes in quantity from commercial perspective	Please be guided by the RFP
358	27	20) Bid Validity Period	Bids shall remain valid for one year from the date of Online Reverse Auction.	Bidder request LIC to modify the bid validity to 30 days as hardware prices are OEM dependent and none of the OEM provide such longer validity	Please be guided by the RFP
359	29	27) Commercial Bid Evaluation process	The Bidder has to specify both in figures & words for all price quoted in Commercial Bid (indicative).	Request LIC to confirm where bidder needs to include the words in commercial bid	Please refer to Revised Commercial Bid

#NAME?

360	29	27) Commercial Bid Evaluation process	Price Variation Factor and H1 Elimination clause: When the number of Technically Qualified Bidders are more than five, the technically qualified H1 bidder (Bidder with the Highest Quoted Total Bid Price at NPV) will be disqualified and eliminated from participating in online reverse auction, if his bid value as per the submitted commercial bid (indicative) is higher by more than 40% as compared to the average of quoted prices of all technically qualified bidders for all items in aggregate.	Request LIC to remove this clause or clarify with bidder before disqualifying the bidder	Please be guided by the RFP
361	33	36) Disqualifications	g. Submitted a Proposal with price adjustment/variation provision.	Need more clarity on this clause	Please be guided by the RFP
362	65	Payment terms for Purchase orders:	80% of the payment will be made on Delivery of the equipments/components (including SNR) and submission of Invoice cum delivery Challan and Octroi receipt (if any) etc. Delivery Report (DR). ii. Balance 20% payment will be made against installation, integration and acceptance testing as per the scope of work	Bidder request LIC to make 100 % payment after delivery of HW / SW	Please be guided by the RFP
363	35	3. Delivery & Installation schedule and Penalty (in case of a delay):	Delay in delivery, installation and integration beyond 84 days will attract a penalty 0.2 % of the cost of all the items ordered for that location, per day from the 85th day till the date of installation/integration subject to a maximum of 10% of the total cost of items for that location under the PO.	Bidder request LIC to relax the penalty maximum to 5 % of total cost of particular item	Please refer to the revised SLAs
364	39	8. Consequences of Termination of the Selected Bidder:	Bidder to take over the obligations of the terminated Bidder in relation to the execution/continued execution of the scope of the work defined in RFP. This period of transition shall not exceed six months from the effective date of termination. Nothing herein shall restrict the right of LIC to invoke the Performance Bank Guarantee and take other actions as defined in this RFP and pursue such other rights and/or remedies that may be available under law or otherwise, subject to providing the bidder a thirty days cure period in writing.	The termination should not be applicable for convenience for bidder	Please be guided by the RFP
365	46	25.1 Variations proposed by LIC	LIC reserves the right to initiate any change in the scope of contract. Vendors must factor in a maximum of 10% scope changes within the services cost to be quoted in the commercial bid. Any change in the scope beyond this 10% will be informed to the vendor in writing. If LIC wants to vary the Services:	Bidder request LIC to confirm on the scope so that the cost can be built accordingly	Please be guided by the RFP

366	53	37.2 Termination and reduction for convenience	LIC may, at any time, by a prior written notice of 30 days, terminate the contract or reduce the scope of the Services.	Minimum agreed term to be fulfilled as part of RFP. Early Termination Charges will be applicable in case of termination of convenience	Please be guided by the RFP
367	55	37.10 Business continuity beyond contract period	At the end of the contract period the vendor shall support takeover of the solution by LIC or a new vendor selected by LIC for business continuity.	Cost to be agreed separately for recurring charges post expiry of initial contract term of 5 years	Please be guided by the RFP
368	68	Section-G: Service Level Agreement (SLA)	Penalties	Bidder request LIC to remove the penalty of 500 per day wherever applicable	Please be guided by the RFP
369	14	Section B - Minimum Eligibility Criteria	Details to be submitted in Annexure-V along with the documentary evidence like copy of the purchase order(s), work order or certificate from the customers etc.	For projects where there is a NDA agreement , request LIC to allow a Certificate from Company Secretary with details of project reference.	Please be guided by the RFP