



ODISHA GRAMYA BANK

Information Technology Department
Head Office, Gandamunda, P.O.-Khandagiri, Bhubaneswar

RFP Ref. No OGB/RFP/ITD/NETWORK/009/2020-21 dated 25th February 2021, Amendment_1 Date: 08-03-2021

AMENDMENT_1: REQUEST FOR PROPOSAL (RFP) FOR PROCUREMENT OF 430 UNITS OF ROUTERS FOR BRANCHES IN PHASED MANNER

All bidders are hereby informed that based on the discussion in the Pre-bid meeting held at Head Office of Odisha Gramya Bank, on date 04th March 2021, the response to queries submitted by all bidders are in Table# 2 and necessary amendments to RFP are provided in Table#1.

Table#1: Amendment_1

Sr. No.	Document Reference	Page No	Clause No	Description in RFP	Amendment
1	8.8 Delivery timeline	21	8.8	All router should be delivered at designated address within 6 weeks of release of Purchase Order	All router should be delivered at designated address within 8 weeks of release of Purchase Order
2	8.10 Penalty Clauses	22	8.10 (1) Penalty for Delay in Delivery as per clause 8.7	Penalty of 0.01% of Order Value or Part of undelivered order will be applicable will be deducted for each week delay from the scheduled delivery timeline and will be deducted from respective invoices	Penalty of 0.01% of Order Value of respective Purchase Order will be deducted for each week delay from the scheduled delivery timeline and will be deducted from respective invoices.
3	8.10 Penalty Clauses	22	8.10 (2) Penalty for delay in SLA as per clause 8.8	Penalty of 0.01% of unit rate of each router will be calculated for each week of delay after 3 weeks of date of issue of service request and will be deducted	Penalty of 0.01% of unit rate of each router will be calculated for each week of delay after 3 weeks of date of issue of service request and will be deducted from Performance Bank Guarantee at the end of

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				from Performance Bank Guarantee at the end of each year	each year. Maximum penalty for non-compliance to service SLA will be 5% of the unit purchase rate of respective router.
4	Annexure I – Technical Specification Compliance (To be filled online)	39	Performance requirements	The Device should have a minimum routing performance of 250 Kbps for 64byte packet size	The Device should have a minimum routing performance of 250 Kpps for 64byte packet size
5	Eligibility Criteria	13	7	Bidder should have supplied at least 400 units of router(s) of same OEM or similar routers of competitor OEMs in any reputed private organization(s) in India or any Commercial Bank(s).	Bidder should have supplied at least 400 units of router(s) of same OEM in any Scheduled Bank(s) in India or any Government Organization(s) in India or any Public Sector Insurance Company(s) in India or any Public Sector Unit(s) in India.
6	Payment terms	22	8.12	Successful Bidder should issue invoices with invoice date later than the date of delivery clause 8.7 . Payments will be released after submission of correct invoice as per bank's requirement along with required documents. However, payment procedure will be followed as below: Payment towards all delivered items will be released on submission of GST compliant invoices along with acceptance letter of OGB and delivery challan signed by OGB. The payment will be released after deduction of applicable penalty	Successful Bidder should issue invoices with invoice date later than the date of respective Purchase Order(s). Payments will be released after submission of correct invoice as per bank's requirement along with required documents. However, payment procedure will be followed as below: Payment towards all delivered items will be released on submission of GST compliant invoices along with acceptance letter of OGB and delivery challan signed by OGB. The payment will be released after deduction of applicable penalty.
7	8.19 Exit option and contract re-negotiation	24	8.19(b)	OGB reserves its right to cancel the contract on event of Amalgamation / Merger of Bank with other entity of bank leading to change of service providers as per requirement of new entity post amalgamation / Merger. In such case Bank is not liable for any payment due to termination of contract.	OGB reserves its right to cancel the contract on event of Amalgamation / Merger of Bank with other entity, leading to change of service providers as per requirement of new entity post amalgamation / Merger. In such case Bank is not liable for any payment due to termination of contract towards undelivered portion of order(s) or un-issued order(s).

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8	Delivery timeline	21	8.8	Additional Clause	<p>On delivery of all ordered items in respective Purchase Order at Head Office, delivery challan will be signed.</p> <p>“Acceptance” will be given on email after successful testing of a sample router from the lot of items delivered and the same will be done within 2 working days from date of delivery.</p> <p>Billing can be done after receiving acceptance email.</p>
9	Performance Bank Guarantee	21	8.4	<p>The Successful bidder shall, within 30 days of receipt of Purchase Order, submit a Performance Bank Guarantee (PBG) equal to 10% of total value of the Purchase order (exclusive of taxes), valid for 3 years, with a claim period of 3 (Three) months from the date of expiry of the validity period of the Bank Guarantee (BG), as per statutory provisions in force. In case the successful bidder does not submit the PBG, OGB shall withhold an amount equal to 10% of the invoice value from the payments due to the bidder. Format for Performance Bank Guarantee provided in “Annexure B”.</p>	<p>The Successful bidder shall, within 30 days of receipt of Purchase Order(s), submit a Performance Bank Guarantee (PBG) equal to 10% of value of respective Purchase Order(s) (exclusive of taxes), valid for 3 years from date of delivery, with a claim period of 3 (Three) months from the date of expiry of the validity period of the Bank Guarantee (BG), as per statutory provisions in force. Payment will be initiated only after submission of valid and required Performance Bank Guarantee (PBG). Format for Performance Bank Guarantee provided in “Annexure B”.</p>

Table#2: Clarification on queries of bidders

Sr. No.	Document Reference	Page No	Clause No	Description in RFP	Clarification Sought	Bank's Remark
1	Checklist	2	2	2. Earnest Money Deposit (EMD) in form of Bank Guarantee (BG) amounting to ₹2,00,000/- (Rupee Two Lakhs only). The scanned copy of Bank Guarantee to be uploaded in e-Procurement portal and the hard copy of the BG must reach at Head Office of OGB before last date of submission of bid.	Please refer paragraph 4 of the Office Memorandum (No. F.9/4/2020-PPD) dated 12th November 2020 from Procurement Policy Division, Department of Expenditure, Ministry of Finance, Govt. of India on the subject of "Bid Security / Earnest Money Deposit". We would request OGB to accept "Bid Security Declaration" in lieu of EMD. Kindly confirm the acceptance of our request.	No Change to the RFP clause
2	8.4 Performance Bank Guarantee	21	8.4	The Successful bidder shall, within 30 days of receipt of Purchase Order, submit a Performance Bank Guarantee (PBG) equal to 10% of total value of the Purchase order (exclusive of taxes), valid for 3 years, with a claim period of 3 (Three) months from the date of expiry of the validity period of the Bank Guarantee (BG), as per statutory provisions in force. In case the successful bidder does not submit the PBG, OGB shall withhold an amount equal to 10% of the invoice value from the payments due to the bidder. Format for Performance Bank Guarantee provided in "Annexure B".	Please refer paragraph 3 of the Office Memorandum (No. F.9/4/2020-PPD) dated 12th November 2020 from Procurement Policy Division, Department of Expenditure, Ministry of Finance, Govt. of India on the subject "Performance Security". In view of the above mentioned guideline we would request OGB to amend the requirement for the successful bidder to furnish an unconditional performance bank guarantee for 3% of the total project cost for 5 years and valid for 5 year and 6 months including claim period of 6 (six) months, validity starting from its date of issuance. Kindly confirm the acceptance of our request.	No Change to the RFP clause

Sr. No.	Document Reference	Page No	Clause No	Description in RFP	Clarification Sought	Bank's Remark
3	Section 4 - Eligibility Criteria	11 to 13	4.1	<p>4.1 Eligibility Criteria</p> <p>NOTE:</p> <p>1. In case of business transfer where Bidder has acquired a Business from an entity ("Seller"), work experience credentials of the Seller in relation to the acquired Business may be considered.</p> <p>2. Bidders need to ensure compliance with all the eligibility criteria points.</p> <p>3. In case of corporate acquisition, split of a company, certificate of incorporation, financial statements, credentials prior to such restructuring could be furnished</p>	<p>Sify Technologies Limited [STL] has a diverse portfolio of IT & ITeS solutions. Recently, the Board of Directors of Sify Technologies Limited has approved the transfer of "Digital Business Undertaking" to Sify Digital Services Limited [SDSL] (a wholly owned subsidiary of STL). The solution required to address this particular RFP of OGB comes under this new entity SDSL.</p> <p>In view of the above development and the first 3 points mentioned under "NOTE" on page 13 of RFP we understand that OGB would allow the Eligibility Criteria and other relevant RFP clauses to be complied by the Bidder directly or through its Parent Company or fellow subsidiaries.</p> <p>Please confirm our understanding.</p>	<p>Clarification:</p> <p>Bidder's company can use the work experience of acquiring company but bidder's company must satisfy the other eligibility criteria.</p>
4	Section 8 - Terms and Conditions	21	8.5	<p>8.5 Warrantee / Guarantee</p> <p>Bidder should provide comprehensive replacement warrantee for each routers from date of delivery of the same at Head Office of Odisha Gramya Bank with back-to-back support from OEM. The warrantee should be for a period of 3 years from date of delivery of each routers.</p>	<p>As per the prevalent industry standard practice we would request OGB to amend the clause as suggested below:</p> <p>Bidder should provide comprehensive replacement warrantee for each routers from date of delivery of the same at Head Office of Odisha Gramya Bank with back-to-back support from OEM. The warrantee should be for a period of 3 years from date of PO of each router.</p>	<p>No Change to the RFP clause</p>

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					Please confirm the acceptance of our request.	
5	Section 8 - Terms and Conditions	21	8.8	8.8 Delivery timeline: All router should be delivered at designated address within 6 weeks of release of Purchase Order.	In view of the prevalent restrictions and challenges due to the COVID-19 situation we would request OGB to kindly extend the delivery timeline to 8 weeks from the release of Purchase Order. Please confirm the acceptance of our request.	Amendment: Refer to Amendment_1 dated 08-03-2021, Sl.No: 1
6	Section 8 - Terms and Conditions	22	8.9	8.9 Service Level Agreement (SLA): All service and warrantee call to be resolved either by replacement of router or by repair of router by OEM authorized service center within 3 weeks of date of issue of service request either by email or at portal.	We would request OGB to kindly amend the SLA as suggested below to be in sync with the industry standard practice for similar requirement: All service and warrantee call to be resolved either by replacement of router or by repair of router by OEM authorized service center within 6 weeks of date of issue of service request either by email or at portal.	No Change to the RFP clause
7	Section 8 - Terms and Conditions	22	8.10	8.10 Penalty Clauses: 1. Penalty for Delay in Delivery as per clause 8.7 Penalty of 0.01% of Order Value or Part of undelivered order will be applicable will be deducted for each week delay from the scheduled delivery timeline and will be deducted from respective invoices.	We would request OGB to kindly cap the overall penalty to a maximum of 1% of Order Value or Value of Part of Undelivered Order, whichever is less.	Amendment: Refer to Amendment_1 dated 08-03-2021, Sl.No: 2
8	Section 8 - Terms and Conditions	22	8.10	8.10 Penalty Clauses: 2. Penalty for delay in SLA as per clause 8.8	We would request OGB to kindly cap the overall penalty to a	Amendment: Refer to Amendment_1

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				Penalty of 0.01% of unit rate of each router will be calculated for each week of delay after 3 weeks of date of issue of service request and will be deducted from Performance Bank Guarantee at the end of each year.	maximum of 1% of unit rate of each un-delivered router.	dated 08-03-2021, Sl.No: 3
9	Annexure I – Technical Specification Compliance (To be filled online) General requirements	39	A2	2. Minimal performance degradation (should be documented in the product datasheet) when running advanced services such as stateful firewall, NAT, and IPSec and these features should be enabled from day-1.	The Performance detail may be documented in different documents / references other than Datasheet. Hence we would request OGB to change the point to "Minimal performance degradation when running advanced services such as stateful firewall, NAT, and IPSec and these features should be enabled from day-1".	No Change to the RFP clause
10	Annexure I – Technical Specification Compliance (To be filled online) Hardware and interface requirements	39	B4	4. Device should have at least 6 x 10/100/1000 Gigabit Ethernet Ports, supporting both LAN and WAN protocols and should be individually configurable as WAN Port with single line of CLI command.	While the router maybe required to connect 2 Service Providers (For redundancy / High Availability), only two Wan ports along with required LAN ports can suffice the requirement. Hence we would request OGB to change the point to " Device should have at least 6 x 10/100/1000 Gigabit Ethernet Ports including 2 x 10/100/1000 Gigabit Ethernet WAN Ports and should be individually configurable as WAN Port with single line of CLI command."	No Change to the RFP clause
11	Annexure I – Technical Specification Compliance (To be filled	39	C9	9. The Device should have a minimum routing performance of 250 Kbps for 64byte packet size	The routing performance is measured in KPPS. We would request OGB to modify the point to "The Device should have a	Amendment: Refer to Amendment_1 dated 08-03-2021, Sl.No: 4

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	online) Performance requirements				minimum routing performance of 250 Kpps for 64byte packet size".	
12	Section 4 - Eligibility Criteria	13	4.1 Eligibility Criteria	7. Bidder should have supplied at least 400 units of router(s) of same OEM or similar routers of competitor OEMs in any reputed private organization(s) in India or any Commercial Bank(s).	<p>We have supplied large quantity of Cisco Routers to the following reputed Govt. / PSU Insurance companies:</p> <ol style="list-style-type: none"> 1. National Insurance Company Limited (A Govt. of India Undertaking) 2. The New India Assurance Company Limited (Wholly owned by Govt. of India) 3. The Oriental Insurance Company Limited (A Govt. of India Undertaking) <p>Please confirm the acceptance of the relevant project experiece for the above clients.</p> <p>We would also also request you to amned the clause as suggeseted below: Bidder should have supplied at least 400 units of router(s) of same OEM or similar routers of competitor OEMs in any reputed private organization(s) / PSU in India or any Commercial Bank(s).</p>	<p>Amendment: Refer to Amendment_1 dated 08-03-2021, Sl.No: 5</p>
13	3.1 Requirement Summary:	9	2	The unit rate of selected bidder will be treated as rate contract for a period of 1 year from date of release of 1st Purchase Order	These are imported items, in case there are statutory changes in govt. duty structure the corresponding prices are bound to	No Change to the RFP clause

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					change which will not be in OEM/bidder control.	
14	3.2 Technical Specification:	10	B.Hardware and interface requirements	Device should have at least 6 x 10/100/1000 Gigabit Ethernet Ports, supporting both LAN and WAN protocols and should be individually configurable as WAN Port with single line of CLI command.	Request to re-phrase this as "Device should have at least 2x10/100/1000 Gig WAN port and 6 x 10/100/1000 Gigabit LAN Ethernet Ports, supporting both LAN and WAN protocols and all the ports should be individually configurable as WAN Port with single line of CLI command."	No Change to the RFP clause
15	3.2 Technical Specification:	10	C. Performance requirements	The Device should have a minimum routing performance of 250 Kbps for 64byte packet size	Router performance should be in Kpps unit,request to please change this as "The Device should have a minimum routing performance of 250 to 500 Kpps for 64byte packet size"	Amendment: Refer to Amendment_1 dated 08-03-2021, Sl.No: 4
16	RFP for 430 branch routers	21	8.8	All router should be delivered at designated address within 6 weeks of release of Purchase Order	bidder request OGB to increase the delivery timeline from 6 weeks to 12 weeks as due to pandemic situation there are delay in delivery of HW from OEM side	Amendment: Refer to Amendment_1 dated 08-03-2021, Sl.No: 1
17	Terms and Conditions	21	8.2	The procurement of 430 routers will be done in phased manner as per rate contract with selected bidder. The term of the Notification of Award / Purchase Order / Term of Order shall be for a period of 3 years from date of release of respective phased Purchase Order(s), subject to mutually agreed terms and conditions. The warrantee to be provided for a period of 3 years from date of delivery of each Routers at Head Office, Odisha Gramya Bank	Request clarity on 1 year rate card applicability vs 3 yrs applicability clause	Clarification: The Rate Contract for procurement of 430 routers is for 1 year from date of release of 1st Purchase Order. Each PO will have validity of 3 years w.r.t warrantee and other clauses

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18	Penalty	22	8.1	Penalty of 0.01% of Order Value or Part of undelivered order will be applicable will be deducted for each week delay from the scheduled delivery timeline and will be deducted from respective invoices	We request bank to levy penalty on undelivered order only	Amendment: Refer to Amendment_1 dated 08-03-2021, SI.No: 2
19	Payment terms	22	8.12	Successful Bidder should issue invoices with invoice date later than the date of delivery clause 8.7. Payments will be released after submission of correct invoice as per bank's requirement along with required documents. However, payment procedure will be followed as below.Payment towards all delivered items will be released on submission of GST compliant invoices along with acceptance letter of OGB and delivery challan signed by OGB. The payment will be released after deduction of applicable penalty.	We request bank to confirm on payment terms post submission of Invoices	Amendment: Refer to Amendment_1 dated 08-03-2021, SI.No: 6
20	Service Level Agreement (SLA)	22	8.9	All service and warrantee call to be resolved either by replacement of router or by repair of router by OEM authorized service center within 3 weeks of date of issue of service request either by email or at portal	To be within 6 weeks considering the remote area.	No Change to the RFP clause
21	Exit option and contract re-negotiation	24	8.19	OGB reserves its right to cancel the contract on event of Amalgamation / Merger of Bank with other entity of bank leading to change of service providers as per requirement of new entity post	We request bank to clear all due payments in event of Amalgamation/Merger of Bank	Amendment: Refer to Amendment_1 dated 08-03-2021, SI.No: 7

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				amalgamation / Merger. In such case Bank is not liable for any payment due to termination of contract.		
22	General	General	Billing Acceptance	Billing acceptance	Bidder request OGB to confirm on the acceptance letter criteria and post getting the sign off bidder can start the billing within 24-48 hours	Amendment: Refer to Amendment_1 dated 08-03-2021, Sl.No: 8
23	General	General	General	Billing acceptance	Bidder request OGB to confirm on the acceptance letter criteria and post getting the sign off bidder can start the billing within 24-48 hours	Amendment: Refer to Amendment_1 dated 08-03-2021, Sl.No: 8
24	General	General	General	Payment schedule	We request Customer to kindly confirm whether bidder can get 100% payment on delivery after submission of 10% of PBG Further bidder needs to submit PBG at once for the whole TCO or a separate PBG needs to be raised for every purchase order in a phase wise manner	Amendment: Refer to Amendment_1 dated 08-03-2021, Sl.No: 9
25	General	General	General	Site access and permission	All kind of permission/access at site from feasibility check to link delivery will be arranged by customer. Inbuilding internal cable routing in false ceiling and under POP wall will be in customer scope of work	Irrelevant query
26	General	General	General	Network equipment safety	All the network equipments delivered by bidder at customer site for the Services should be kept under safe custody by the customer. In case any device found lost or damaged due to customer attribute than customer	No Change to the RFP clause

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					has to bear the cost for lost/damaged as well as new device.	
27	General	General	General	SLA Exemption	NO SLA penalty will be applicable on bidder incase the location is down due to 1) Power issue at customer end. 2) Improper earthing at site. 3) Equipment damaged due to water seepage or stolen from the location. 4) Access not available at site for the bidder engineer to check the issue. 5) LC not available at site. 6) Any condition which is beyond the control of bidder.	No Change to the RFP clause
28	Section 3.1	9	3	Order will be released in phased manner.	Pls specify – How many Lots will be there and what will be the quantity of each Lot. Also pls specify in how much time all 430 quantity order will be released.	Please refer to RFP document.
29	Section 3.2	10	F 26	PIM-SM, Source Specific Multicast (SSM)	Multicast Over Unicast is more effiecient in Bank use cases - Request Bank to add - Either PIM-SM/SSM or Multicast support through Unicast shall be supported by Bidder	No Change to the RFP clause
30	Section 3.3	11	J 42	Safety certifications UL 60950-1		No Change to the RFP clause
31	Section 3.3	11	J 43	Safety certifications UL 60950-1,EMC certifications FCC Class A,RoHS 2 compliance,The router should be EAL 3/NDPP or above, certified under Common Criteria	Request to modify this to - Router shall be IP 66 rated and shall be able to withstand operating tempratres upto 50 degree C. These are industry standard features as they make Router	No Change to the RFP clause

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					temperature and water proof , In addition ISO certifications are part of Elegibility criteria therefre IP66 , Temprature specs and ISO are sufficient for Appliance longevity. ANy specific certifications of Hardware will restruct the tender to only few OEM's	
32	Section 4.1	13	7	Bidder should have supplied at least 400 units of router(s) of same OEM or similar routers of competitor OEMs in any reputed private organization(s) in India or any Commercial Bank(s).	Shall, cumulative number of 400 devices supplied to reputed private organisation(s) or commercial bank(s) , be eligible	Amendment: Refer to Amendment_1 dated 08-03-2021 , Sl.No: 5