

The Corrigendum/Addendum/Clarification to Pre-Bid Queries raised by prospective bidders in response to Tender Ref No: KSITIL/KFON/2022-23/6998 dated 08.12.2022.

**Attendees of the meeting:**

1. Dr. Santhosh Babu IAS (Retd) MD KSITIL
2. Moses Rajkumar S, KFON Project Head
3. Lekha. P, PM POP
4. Sam. S, PM Fiber
5. Amjath Vahid, KFON PMU
6. Thobith Joseph, KFON PMU
7. Rahul KSITIL System Admin
8. Parasaran, CITSA Technologies
9. Sampath Kumar, TCIL
10. Sreekanth, Railtel

**Online Attendees of the Meeting:**

1. Sreekumar PM, CITSA Technologies
2. Jisanth- SRIT
3. Hemang Bhavsar, Zen Exim Group
4. Dishank Patel, Zen Exim Group
5. Shiva, Tejas Networks ltd
6. Vishnu Thampan, Mexayne Engineering Services
7. Vinayan Hariharan, Mexayne Engineering Services
8. Reji BS, Commscope
9. Binoy MT, RailTel Corporation
10. Anish Rehman, RailTel Corporation
11. Pramod Kutty, Juniper

The pre-bid meeting was held on 14-12-2022 at 2.00 PM in the conference room of KSITIL office Pattom. The meeting was chaired by Dr. Santhosh Babu IAS (Retd) and the prospective bidders.

Most of the queries raised by the prospective bidders were clarified during the meeting, following corrigendum/Addendum/ Clarification for some of the crucial queries is hereby issued. Wherever there is a conflict, the provisions herein shall prevail over the relevant Para/clause of the RFP/ bid document.

**Note:**

1. Last date of submission of bid has been extended up to 21-12-2022
2. Revised BoQ and Specification sheet also attached in the Excel
2. Exiting KFON end office equipment should not be altered all components should be compatible to use with KFON End office devices.

Clarifications given for the pre bid queries sent via emails are given below:

Page No	Section No.	Content/Clause of the RfP requiring clarification	Clarification Sought	Clarification Provided
10	C Supply, Installation, Testing and Commissioning of Active Component Page no 31	C - Supply, Installation, Testing and Commissioning of Active Components. 1. 24 Port 10/100/1000Mbps Web Managed Switch 2. 24 Port 10/100/1000Mbps Web Managed Switch with 2 Gig SFP ports 3. 48 Port 10/100/1000Mbps Web Managed Switch with 2 Gig SFP ports 4. 16 Port 10/100/1000Mbps Web Managed Switch 5. Managed Indoor Wireless Access Point with POE 6. 8 port 100/1000 Mbps Mbps Fast Ethernet Unmanaged PoE Switch with 8 PoE Ports 7. Media Convertors for Fiber 8. Wifi Access Point (POE enabled)	Kindly provide the technical specification details of the devices mentioned	It is clarified that we will provide the basic specification for select devices/ components for SMB and Enterprise grade and also recommended brand details.  Refer Annexure 2, 3 & 4,  Kindly refer the updated BoQ attached
10	C Supply, Installation, Testing and Commissioning of Active Component Page no 31	Additional	Kindly add the item <b>Wireless router</b> to deploy in offices for connecting their LAN network devices such as Printers, Desktops. And also provide the detailed specification of Wireless router.	It is clarified that We will provide the basic requirement of wireless router along with corrigendum.  Refer Annexure 6

Page No	Section No.	Content/Clause of the RfP requiring clarification	Clarification Sought	Clarification Provided
10	C Supply, Installation, Testing and Commissioning of Active Component Page no 31	Additional	Kindly provide total quantity requirement BoQ of the items. This would help us get competitive prices from our OEMs	It will depend on the office to office.
10	2	C: Supply, Installation, Testing and Commissioning of Active Components	Technical Specifications of any active components are not mentioned in the RFP document. Requesting to kindly provide technical specifications so that we can map the make and model of our products accordingly.	It is clarified that we will provide the basic specification for select devices/ components for SMB and Enterprise grade and also recommended brand details.  Refer Annexures  Kindly refer the updated BoQ attached
19	4.6	1.Execution of at least 3 projects of similar nature within Kerala	Restricting the criteria to work done only in Kerala will restrict competition. This will ensure healthy competition from technically competent vendors. Hence Request change in clause to " <b>Execution of at least 3 projects of similar nature within India</b> "	We will consider execution of at least 3 projects of similar nature within India
19	Technical Evaluation Parameter	The bidder shall submit certificate from OEM that OEM will support warranty of years for the passive network components	The bidder shall submit certificate from OEM that OEM will support 25 Year warranty of years for the passive network components	This certificate is recommended for the bidder. However, not a mandatory condition
9	FIBER CABLING	Supply, Installation, Splicing, Termination, Testing and Commissioning of following fibre cabling	Since fiber also part of passive cabling, The bidder shall submit certificate from OEM that OEM will support 25 Year warranty of years for the passive network components	This certificate is recommended for the bidder. However, not a mandatory condition

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9	FIBER CABLING	Supply, Installation, Splicing, Termination, Testing and Commissioning of following fibre cabling	Please specify the type of cable construction as below: 1. Indoor type with Armour and LSZH jacket 2. Outdoor with Armour and HDPE jacket	It is clarified that this requirement is based on the site condition.  This item is included in the updated BoQ
1	New Clause Addition Request	Make in India policy	Comply to Preference to Make In India products : Preference shall be given to Class 1 local supplier as Department for Promotion of Industry and Internal Trade (DPIIT) order for Public Procurement (Preference to Make in India) vide No. P-45021/2/2017-PP (BE-II) dated 15.06.2017 followed by revisions dated 28.05.2018, 29.05.2019 and amended further on 04.06.2020 & 16.09.2020.  Department of Telecommunications), Gazette notification dated 29th August, 2018 for "Public Procurement (Preference to Make in India) Order 2017- Notification of Telecom Products, Services or Works - regarding"  Department of Telecommunication Notification No. 18-04/2019-IP dated 19.02.2020 for "Clause 10(d) of Public procurement order 2017 - identification of telecom items regarding" for defining the Value addition requirement for Domestic OEMs	It is clarified that Make in India products is preferred for this tender. However, not a mandatory condition.
2	New Clause Addition Request	New Clause Addition Request	Switch OEM should have QUALITY MANAGEMENT SYSTEM - ISO 9001	Recommended for this tender

Page No	Section No.	Content/Clause of the RfP requiring clarification	Clarification Sought	Clarification Provided
3	New Clause Addition Request	New Clause Addition Request	Switch OEM should have QUALITY MANAGEMENT SYSTEM - TL 9000	Recommended for this tender
4	New Clause Addition Request	New Clause Addition Request	Switch OEM should have implemented ISO14001	Recommended for this tender
5	New Clause Addition Request	New Clause Addition Request	As per DOT guidelines Unified license for the procurement of Telecommunication Equipment. Equipment Should be from Trusted Telecom Portal issued as per dot.gov.in Guidelines	Recommended for this tender
6	New Clause Addition Request	New Clause Addition Request	Switch OEM should Comply to Border countries policy   Restrictions on Public Procurement from certain countries Posted On: 23 JUL 2020 10:14PM by PIB Delhi	This is mandatory condition for the tender
7	C Supply, Installation, Testing and Commissioning of Active Component Page no 28	C Supply, Installation, Testing and Commissioning of Active Component Page no 28	Request you to please consider Annexure -1 -8 port Switch Specifications 8 port 100/1000 Mbps Mbps Fast Ethernet Unmanaged PoE Switch with 8 PoE Ports No 1	It is clarified that we will share the basic requirements of network devices. Refer Annexure 2  Kindly refer the updated BoQ attached
8	C Supply, Installation, Testing and Commissioning of Active Component Page no 29	C Supply, Installation, Testing and Commissioning of Active Component Page no 28	Request you to please consider Annexure -2  24 port Switch Specifications 16 Port 10/100/1000Mbps Web Managed Switch No 1	It is clarified that we will share the basic requirements of network devices. Refer Annexure 3  Kindly refer the updated BoQ attached
9	C Supply, Installation, Testing and Commissioning of Active Component Page no 30	C Supply, Installation, Testing and Commissioning of Active Component Page no 28	Request you to please consider Annexure -2  24 port Switch Specifications for Specification for 24 Port 10/100/1000Mbps Web Managed Switch No 1	It is clarified that we will share the basic requirements of network devices. Refer Annexure 3  Kindly refer the updated BoQ attached

Page No	Section No.	Content/Clause of the RfP requiring clarification	Clarification Sought	Clarification Provided
10	C Supply, Installation, Testing and Commissioning of Active Component Page no 31	C Supply, Installation, Testing and Commissioning of Active Component Page no 28	Request you to please consider Annexure -2 24 port Switch Specifications 24 Port 10/100/1000Mbps Web Managed Switch with 2 Gig SFP ports No 1	It is clarified that we will share the basic requirements of network devices. Refer Annexure 3  Kindly refer the updated BoQ attached
11	C Supply, Installation, Testing and Commissioning of Active Component Page no 32	C Supply, Installation, Testing and Commissioning of Active Component Page no 28	Request you to please consider Annexure -3 48 port Switch Specifications 48 Port 10/100/1000Mbps Web Managed Switch with 2 Gig SFP ports No 1	It is clarified that we will share the basic requirements of network devices. Refer Annexure 4  Kindly refer the updated BoQ attached
12	C Supply, Installation, Testing and Commissioning of Active Component Page no 28	16 Port 10/100/1000Mbps Web Managed Switch No 1	Request you to please consider Annexure -2 16 Port 10/100/1000Mbps Web Managed Switch No 1	It is clarified that we will share the basic requirements of network devices. Refer Annexures  Kindly refer the updated BoQ attached

**General queries raised by the bidders during PRE-BID meeting :**

Sl. No.	Clarification Sought	Clarification Provided
1	In Enterprise Class, the network switch standard is 24 Port or 48 Port (with POE or without POE) Not available in 8 Port or 16 Port.	It is hereby clarified that it is the requirement of the end users. They can select the class as per their requirements. We will keep 8,16 ports switches in the SMB grade, and 12,24,28 switches in the enterprise grade
2	In Active switch, N - Number of brands are available in SMB segment. So choose Top 3 brands with enterprise grade can be taken from Gartner Magic Quadrant Reports. (Cisco / Hpe / Juniper)	It is hereby clarified that the brands and requirements will select by the end institutions

Sl. No.	Clarification Sought	Clarification Provided
3	Most of the line items belong to Electrical Components . Electrical and Passive Network cable must be laid in separate PVC Conduit Pipes ,Please Specify.?	It is clarified that We can't specify electrical and passive components. The end institutions will decide. Recommended brands are quoted
4	Wifi Access Points are also available in SMB Segments , So Please specify the requirements from OEM Enterprise class product with a Detailed Spec / Compliance sheet is required for proper evaluation and Long term service support.	It is clarified that We will provide the basic requirement of wireless Access point along with corrigendum. Refer Annexure 1
5	Request to add Minimum Pre-Qualifications criteria like Minimum Turnover / 3 Year Experience with ISO standards.	It is clarified that the Minimum turnover criteria is removed.
6	Many OEMs , different quality, and pricing : No clear specification can create issues. Please find the Gartner screenshot below. There are other OEM's too like Unifi,Netgear, Dlink, Tejas, HFCL etc. which can also participate as per this tender.	It is clarified that We will provide the basic specification of SMB and Enterprise grade and brand details also. Refer recommended brands from our side
7	SMB and Enterprise grade products : There are many products in the market which can meet the requirement shared in tender currently . It can be of SMB grade or Enterprise grade. Thus, it is utmost importance to provide clarity in requirement and specification.  Some OEM's have SMB and Enterprise grade products , thus need to be careful in that manner. Thus, it is suggested to create two requirements - SMB and Enterprise separate.	It is hereby clarified that it is the requirement of the end users. They can select the class as per their requirements
8	Contract period, price validity and quantity : Current situation is very dynamic and asking for 3 years contract with price validity might be difficult of many OEM's. It is requested to clearly mention the approx. total quantity requirement and minimum order per year details to arrive on pricing calculation.	It was clarified that the bidder may quote the price after considering the price fluctuation of the component in the next three year.
9	Standardize the port count: Standard port count in switches is in 12, 24 and 48. Thus will request to keep the requirement in the same manner. Port counts of 8,16 etc are not common among OEMs.	It is hereby clarified that it is the requirement of the end users. They can select the class as per their requirements we will keep 8,16 ports switches into SMB grade, 12,24,28 switches in the enterprise grade

Sl. No.	Clarification Sought	Clarification Provided
10	Solution differences and confusion : Every OEM has different solution regarding network. For example : Juniper has a controller less Wi-Fi technology with cloud management . It is embedded with Artificial intelligence. This might not be the same with someone else. Thus evaluation in this regard will also be complicated.	It is clarified that the selection of network equipment will depend on the end institutions. You may discuss the additional features with the client.
11	we have only LLP registration, can we participate in ksitil kfon 6998, tender.	It is clarified that LLP registration company also can participate

Meeting ended at 02:15 pm