

PROCUREMENT OF SERVERS AND STORAGES FOR DATA CENTER IN BRPL

NIT NO: CMC/BR/22-23/RB/PR/MS/1028

PRE-BID REPLIES

Page	Clause	Point No	Section	Description	Query	BRPL Replies
1	2.0 (4)			Bidder has to submit an undertaking for support service 24x7 during Warranty/AMC period and an undertaking for all necessary spares pertaining to server and storage must be available as per requirement during warranty period	All warranty / AMC clauses will be aligned back to back with the OEM, an undertaken in this regard can be submitted	Yes you can
2	4.01			Purchaser intends to award the business on a lowest bid basis, so suppliers are encouraged to submit the bid competitively. The decision to place purchase order/LOI solely depends on purchaser on the cost competitiveness across multiple lots, quality, delivery and bidder's capacity, in addition to other factors that Purchaser may deem relevant.	Given that the award of contract is only basis price, how will the bidder's experience on references and past implementations be factored in?	We have Technical Evaluation process . According to merit Bidders are being qualified based on technical competency and support document submitted against clause.
3	4.05			If the quantity is to be split, quantity distribution shall be in the manner detailed below: a) If the quantity is to be split among 2 bidders, it will be done in the ratio of 70:30 on L1 price. b) If the quantity is to be split among 3 bidders, it will be done in the ratio of 60:25:15 on L1 price.	Request clarity on how the quantity will be split amongst 2 or 3 bidders (parameters / factors basis which the split will be done)	Please refer corrigendum for Detail SOW for Server and Storage .
4	12.01			Bids shall remain valid for 120 days from the due date of submission of the Bid & subsequent corrigendum/amendment/extension of due date of submission.	Request the price validity period be brought down to 30 days, in lieu of the volatility in the currency exchange rates	As per NIT
5	8.0 (a)			100% payment within 45 days on satisfactory installation, acceptance by BRPL and on submission of Bank Guarantee, bills duly certified by Engineer-In-Charge i.e., Head IT	Request to accommodate 80% payment on delivery and the remainder 20% on installation	As per NIT
6	20.0			20.0 LIQUIDATED DAMAGES--If supply of items / equipment is delayed beyond the supply schedule as stipulated in LOI/PO, then the Supplier shall be liable to pay the Purchaser for delay a sum of 1% (One percent) of the basic (ex-works) price for every week of delay or part thereof for individual mile stone deliveries.	We request customer to please reduce the penalty from 1 % to 0.5 % per week on delayed service value with the capping of 5%	As per NIT
7	8.0			8. COMPLETION PERIOD>>>equipments to be used for erection and commence the execution activity as per instructions of Engineer In-charge. The entire erection work should be completed within 4 months from the date of issue of LOI. The detailed schedule and milestone completion dates would be as per the contract schedules given from time to time by Engineer In-charge at site. You shall submit a weekly progress report to Engineer In charge	We request customer to please increase the delivery timelines from 4 months to 8 months and it should start from releasing the confirm PO date	No change on delivery timeline. Exceptional cases will be reviewed later .
8	4.00			Delivery time: As per BRPL Requirement	Request clarity on the delivery timelines as there are penalties associated with delayed delivery	No change on delivery timeline. Exceptional cases will be reviewed later .
9	2.10			☐ The Bidder shall be responsible for Installation, integration, configuration, and Maintenance. ☐ Migration of all applications , software , data from legacy server and storage to new server and storage will be in the scope of Bidder	Will there be a application team to support us from the customer end If not, we seek clarity on the applications so we can factor in the migration effort	Yes BRPL IT Team will support deployment of application and for testing.
10	2	1.02.1.i	Event Information	Earnest Money Deposit (EMD) of value Rs 4,32,000/- is not deposited in shape of Demand Draft/Pay Order/Banker's Cheque /Bank Guarantee drawn in favour of BSES Rajdhani Power Ltd, payable at Delhi.	Would MSME have waiver.	No waiver for MSME vendor.

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11	3	3b	Technical Qualification Criteria	The bidder should have an experience of 5 end to end installations & commissioning during last 3 years. Copy of Completion Certificate to be enclosed.	Note every installation will necessarily have combinations of SPARC Servers and Storage (make not being specific I assume). We suggest you put it as 5 Combination approach or 5 independent of SPARC Servers and Storages. Also not all customers extend Certificates - due to internal policy issues	Bidder must have mandatory experine on 1. SPARC/Oracle SPARC Server I&C 2. SPARC/Oracle SPARC SERVER with Storage I&C 3. Any make Server with any make Storage 4. Server I&C of similar capacity 5. Storage capacity as per BOQ Specs I&C experience 6. Experience on VIRTULIZATION and Cluserter on Sun Sparc/Oracle Sun Sparc Cluster(RAC)
12	3	3c	Technical Qualification Criteria	Customer References: Bidder shall submit the name of 2 sites for reference where they have delivered and installed Servers and Storage of similar capacity in FY 20-21/21-22.	Very often in large projects there are cases of Storage being already available or they clubbing with some other project - so reference of delivery and installation may possibly not be available with all. Suggest you consider the two components separately. No doubt in all implementations integration of Servers with existing storage or storage supplied by another entity is always done.	No changes in clause
13	9	12.01	Period of Validity of Bids	Bids shall remain valid for 120 days from the due date of submission of the Bid & subsequent corrigendum/amendment/extension of due date of submission.	Given the current situation and volatality - we request this to be a 30 days validity approach with a clear mention on the variance of USD + price list. Additionally any custom duty changes will be applicable irrespective	As per NIT
14	9	15.01	Sealing and Marking of Bids	Bid submission: One original, Copy-1, (hard copies) of all the Bid Documents shall be sealed and submitted to the Purchaser before the closing time for submission of the bid.	We suggest you make it an e-Bid approach.	As per NIT
15	14	8a	Terms of Payment and Billing in Section II	100% payment within 45 days on satisfactory installation, acceptance by BRPL and on submission of Bank Guarantee, bills duly certified by Engineer-In-Charge i.e., Head IT.	We request this be changed to 100% of Product Support and Warranty Support to be paid within 15 days of Supply. Implementation Charges to be paid within 30 days of implementation. Warranty to be 15 months (SPARC Server) / 39 months (Storage) from date of shipment of material (this to consider clear 36 months warranty to BRPL)	As per NIT
16	14	9.01	Price Validity in Section II	All bids submitted shall remain valid, firm and subject to unconditional acceptance by BRPL Delhi for 120 days from the due date of submission & subsequent corrigendum/amendment/extension of due date of submission. For awarded suppliers/contractors, the prices shall remain valid and firm till contract completion.	Given the current situation and volatality - we request this to be a 30 days validity approach with a clear mention on the variance of USD + price list. Additionally any custom duty changes will be applicable irrespective	As per NIT
17	14	10.02	Performance Guarantee	Contractor shall submit the performance bank guarantee equivalent to the 10% of the contract value at the time of claiming the last payment as per clause no. 8.0 (Terms of payment and billing – SUPPLY & INSTALLATION), with the validity of the bank guarantee till Defect Liability Period plus 3 months.	We request waiver of PBG - it is an uncalled for price burden for us and also BRPL. You may state that the Principal Support should be 100% Principal Backlined and not Partner Delivery Only model - that ensures there is no compromise on support by the bidder	As per NIT
18	16	20.01 / 20.02 / 20.03	Liquidated Damages	20.01 If supply of items / equipment is delayed beyond the supply schedule as stipulated in LOI/PO, then the Supplier shall be liable to pay the Purchaser for delay a sum of 1% (One percent) of the basic (ex-works) price for every week of delay or part thereof for individual mile stone deliveries. 20.02 The total amount for delay under the contract will be subject to a maximum of Ten percent (10%) of the total contract value of undelivered units. 20.03 The Purchaser may, without prejudice to any method of recovery, deduct the amount for such damages from any amount due or which may become due to the Supplier or from the Performance Bond or file a claim against the supplier.	We request this to be waived off. It is in our best interest to deliver at the earliest. Given the overall situation - it is difficult to predict on delivery schedule - as there could be dynamic situation coming up resulting into delays. Nobody wants to delay delivery if material is received - as every day of delay is a cost for the bidder. Also seems there is no DELIVERY PERIOD stated in the RFP - kindly reconfirm	As per NIT

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19	19	26	Documentation	Notwithstanding contrary to anything contained in this RFQ, Supplier shall at his costs and risks make good any loss or damage to the property of the Purchaser and/or the other Supplier engaged by the Purchaser and/or the employees of the Purchaser and/or employees of the other Supplier engaged by the Purchaser whatsoever arising out of the negligence of the Supplier while performing the obligations under this contract.	We do not get any such documentation from Principal. Suggest this is removed	As per NIT	
20	19	28	Commissioning Spares	Commissioning Spares shall be deemed to be included in the quoted	Unclear on what this means	With cable and accessories	
21	37		Annexure - I		Various of the points look to be related to resources contracted for carrying out your Electrical deployments. Confirm these not being applicable for this RFP	Which clauses are not pertains to subject tender please mention "Not Applicable" in the technical bid documents.	
22	48	2.1	Technical Specifications - Server	Oracle SPARC Server with 1xM8 Proc (5Ghz - 32 Cores/256 Threads + 8 DAX Accelerator Unit, 32 Floating Point units + 32 Oracle Numbers + 32 Crypto Accelerator with support for 16 Algorithms AES, Camellia, CRC32c, DES, 3DES, DH, DSA, ECC, MDS, RSA, SHA-1, SHA-224, SHA-256, SHA-3, SHA-384, and SHA-512 + 1 Random no. Generator), 512GB DDR4 RAM, 800GB*4 SSD Disks, 4x16Gbps FC SAN HBA Ports, 8*10G Base-T Enet Prts, Solaris 11 OS/ Virtualization (Built in Zones + LDOM capability) + Ops Center Manager Framework] with 1 Year Support	We suggest to change 1 - FC HBA from 4*16Gbps FC SAN HBA Ports to 4*16/ 32Gbps 2 - In regard to memory capacctu state if post 512GB memory you need free memory slots for future upgrade to 1TB 3 - On warranty we suggest you make it 15 months from date of shipment (so as to ensure all bidders are at par - as against each considering different period). We suggest this so BRPL for sure gets min 12 months (or more) from date of implementation of hardware	1. We Need at least two 12 port SAN switch for server storage connectivity (16/32 GBPS) 2. Memory minimum 512 GB and scalability upto 1TB or max. 3. No change in Waramty clause	
23	48 / 49/ 50	2.1	Technical Specifications - Storage		The SPECS are not Open. Few important points to be considered by BRPL. 1 - BRPL has to decide on stating the Performance Requirement and Usable Capacity Requirement, FC Ports per controller and Resiliency Requirement - there is no reason for BRPL to define the other specifics like Processors, Cache, Flash Cache, etc.	Please refer BOQ (Already Mentioned in specification)	
24					2 - BRPL may state the future scalability requirement in terms of the Capacity and Performance scale up - there is no reason for BRPL to define the number of nodes or controllers. Each product/ manufacturer has different approach to address the requirement.	Please refer BOQ (Already Mentioned in specification)	
25					3 - As we understand, here the workload will be those needing BLOCK storage. Why is there a need for both Both Block and File. Also in the requirement - there is an emphasis to File Capacity only. There looks to be a specific vendor bias getting very clearly highlighted in the RFP stated requirements	We agree with BLOCK Only	
26					4 - Confirm if BRPL will be implementation Oracle Dataguard for DB replication or it will be adopting Storage Replication	Yes, Oracle Data Guard for DB Replication	
27					Migration of all applications , software , data from legacy server and storage to new server and storage will be in the scope of Bidder	BRPL to state on this more in detail. Ideally here the Application Vendor participation will be imperative. Give more clarity for better understanding	NO Vendor Participaion Required
28					Performance of new server and storage to be ensured by the bidder	What is the Application assurance or guarantee on performance - specific to BRPL implementation. How does BRPL intent to check performance	At DB Level we can check performance from AWR and ADDM report . Also analyze IOPS at Server & Storage level;.
29					New server and storage must be cluster mode	If OS cluster - then Solaris Cluster needs to be included as part of the Server BoM	Yes, Server & Storage in Cluster Mode as well as implement Oracle RAC.

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30				Warranty of Hardware and Software should start after successful receiving, installation and commissioning.	We request Warranty be stated as follows. Warranty to be 15 months (SPARC Server) / 39 months (Storage) from date of shipment of material (this to consider clear 36 months warranty to BRPL)	Yes , Warranty of H/W and Software should start after successful receiving, installation and commissioning. Warranty period as per BOQ.
31				In addition to required server and storage must be scalable and ensure high availability.	BRPL should indicate its scalability requirement - both from capacity and performance standpoint	Yes (Mentioned in BOQ)
32	50	2.2	System Specific Requirements	System shall be capable of running in a clustered environment to provide high availability, reliability, scalability (vertically and horizontally). It must perform under periods of high usage and high processing loads based on changing business and technical requirements.	Is OS Cluster required to be included?	Yes
33	50			System shall need the ability to recover from a hardware or application failure. It must have built-in redundancy and fail-over architecture to ensure seamless system recovery. System shall need the ability to recover from a hardware or application failure. It must have built-in redundancy and fail-over architecture to ensure seamless system recovery.	We need BRPL to clarify on what it mean by "Seamless System Recovery"	We have following requirement in terms of seamless system recovery:- 1. RAID 6 implementation to minimize Hardware Failure. 2. Storage act as primary/secondary failover at storage level. (replication at storage level). 3. Oracle RAC implementation is mandatory
34	51	2.6	Implementation Timeframe	One week after delivery for installation and Commissioning.	The scope of installation being Hardware Only with OS and LUN configuration as per Application Vendor/ BRPL inputs - we request the time frame be stated 2 weeks.	Detail SOW of Server and Storage including Data migration has been attached herewith.
35			Scope of Work		BRPL should include in detail its expectation in terms or Scope of Work + give more insights on existing setup and clear areas where it needs this RFP bidder participation + the role of Application Implementation vendor/ BRPL IT. Keeping it open ended is not appropriate	Please refer Server and Storage SOW including DB requirements. Further, Application interface with DB will be done by BRPL IT Team
36	BOQ		Processors	2 x 64-bit 16-core 2.50 Ghz	The RFP specifications have already asked for the minimum IOPS required to be proposed by all the bidders. Mentioning specific number of cores along with the clockspeed will make this tender specification vendor specific and hence we request you to please remove this clause.	No Change

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37	BOQ		Memory	256 GB Memory and 32 GB NVRAM	<p>* The latest generation of Intel processors certified for Storage arrays are based on 6 x memory channel architecture per processor socket instead of 4 x memory channels per processors because of which the memory configuration best practices have change from 128GB, 256GB etc to 192GB, 384GB and so on. The new processors with the new memory configurations delivers better performance than the older generation storage arrays.</p> <p>* Cache memory is usually configured using DRAM Cache. NVRAM or SSD drives are used for fast cache / flash cache but they are not supported on all storage arrays available with different storage OEMs. Hence this makes the clause vendor specific. Hence we request you to please change the clause as mentioned</p>	No Change
38	BOQ		Flash Cache proposed and max supported	1 GB Minimum	<p>The RFP specifications have already asked for the minimum IOPS required to be proposed by all the bidders. Mentioning these points will make this tender specification vendor specific and hence we request you to please remove this clause.</p>	No Change
39	BOQ		On-Node Cache proposed and max supported	1 GB Minimum		
40	BOQ		Flash Cache per node pair	1 GB Minimum		
41	BOQ		On-Node Cache per node pair	1 GB Minimum		
42	BOQ		32Gb/s Fibre Channel Host Ports1	4	<p>32Gbps FC Ports can autonegotiate to 16Gbps speed hence request you to please change the clause as mentioned to avoid any confusion</p>	No Change
43	BOQ		16Gb/s Fibre Channel Host Ports	8		
44	BOQ		1Gb/s Ethernet PORT	4	<p>10Gbps Base-T Ports can autonegotiate to 1Gbps speed hence request you to please change the clause</p>	Acceptable
45	BOQ		10Gb/s Ethernet PORT	12		
46	BOQ		Expansion port Count and Capacity	4	<p>Expandability is mentioned in the above points hence request you to remove these clause so that we can qualify and bid here</p>	No Change
47	BOQ		Number of expansion which can be connected	1		
48	BOQ		Maximum Usable File Capacity With Raid 6	30 TB with RAID6	<p>Drive durability of flash/SSD Drives is higher as compared to spinning drives like SAS/NLSAS, hence, Industry best practices suggest that the flash drives should be configured on RAID 5 to get the maximum performance and capacity out of the drives.</p>	No Change
49	BOQ		RAID 5 Data to Parity Ratios	2:1 -8:1	<p>The mentioned clause are vendor specific and will restrict other OEMs to qualify and BID here. Hence</p>	No Change
50	BOQ		RAID 6 Data to Parity Ratios	4:2, 6:2, 8:2, 10:2, 14:2		
51	BOQ		Storage networking supported	FC, FCoE, iSCSI, NFS, pNFS, SMB	<p>The mentioned clause are vendor specific and will restrict other OEMs to qualify and BID here. Hence request you to please change the clause as mentioned so that we can qualify and BID here</p>	Acceptable
52	BOQ		Host/client OS supported	Microsoft Windows 2000, Windows Server 2003, Windows Server 2008, Windows Server 2012, Windows Server 2016, Linux, Oracle Solaris, AIX, HP-UX, Mac OS, VMware, ESX	<p>Older versions of operating systems like Windows 2003 etc are no longer supported by their respective OEMs hence support for these operating systems cannot be provided by the storage OEM. Request you to please change the clause as mentioned so that we can qualify and BID here</p>	
53	BOQ		Max Nodes per Cluster (NAS / SAN) 24 /12	24,12	<p>The mentioned clause are vendor specific and will restrict other OEMs to qualify and BID here. Hence request you to please remove the clause.</p>	No Change
54	BOQ		Software	Includes All License, Snap Restore, Snap Mirror, Snap Mirror Synchronous, Snap Vault, Flex Clone, Snap Manager Suite, De duplication, Replication and compression	<p>The mentioned clause is vendor specific and restricts other OEMs to BID here. Hence request you to please change the clause as mentioned so that we can qualify and BID here</p>	Acceptable