

S No.	Query Type Technical/ Commercial	Page No.	Clause No.	BRPL Clause	Bidder Queries	BRPL Replies/ Changes/ Corrigendum																		
1	Commercial	4 of 86	Financial Qualification	The bidder must have minimum annual turnover of Rs.100 (One Hundred) Crore or more during the last three financial years. Audited Balance Sheets duly certified by CA to be submitted. Bidder has to also submit UDIN based CA certificate / financial statement as proof of the same	The estimated cost of the work is 3.43 Crores, however eligibility critical calls for 100 Cr. Pls consider minimum annual turnover of less than 10 Cr instead of 100 Cr.	As per RFP/ Past Corrigendums issued																		
2	Commercial	3 of 86	Technical Qualification	The bidder should have implemented the proposed backup &replication solution for at least 100 TB data, which should be running successfully, in at least 2 Govt. organizations/ Financial Institution/ Public Sector Undertakings/ Commercial Bank/ Telecom in India during last 2 years, as on bid submission date.	Request you to consider one reference (instead of 2 references) for 100TB which should be running successfully, in at least 2 Govt. organizations/ Financial Institution/ Public Sector Undertakings/ Commercial Bank/ Telecom in India during last 2 years, as on bid submission date.	ok																		
3	Commercial	10 of 74	9.0, EMD	The bidder shall furnish, as part of its bid, an EMD amounting Rs.6, 86,000/- as specified in the RFQ	As per Public Procurement Policy for Micro and Small Enterprises (MSEs) Order, 2012, there is an exemption for EMD for MSME . We request you to consider this expemtion. Also, emd asked is for 2% of the estimated value, however in many previous BSES tenders the emd is asked for 1% of the estimated value. If exemption is not being considered, please consider 1% value.	As per NIT Terms																		
4	Commercial	15 of 86	Terms of Payment and Billing	<table><tr><th>Deliverables</th><th>Amount of Payment</th></tr><tr><td>Delivery of all the required hardware & Software (Complete BOM at DC & DR)</td><td>40% of A</td></tr><tr><td>Sign Off of complete solution with all modules/functionallities and registration of support with OEM</td><td>30% of A + 70% of B + 70% of C</td></tr><tr><td>After six months of sign-off</td><td>15% of (A+B+C)</td></tr><tr><td>After 1 year of sign-off</td><td>Remaining 15% of (A+B+C)</td></tr></table>	Deliverables	Amount of Payment	Delivery of all the required hardware & Software (Complete BOM at DC & DR)	40% of A	Sign Off of complete solution with all modules/functionallities and registration of support with OEM	30% of A + 70% of B + 70% of C	After six months of sign-off	15% of (A+B+C)	After 1 year of sign-off	Remaining 15% of (A+B+C)	Pls consider 75% Payment for HW at delivery time.	As per RFP/ Past Corrigendums issued								
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5	Technical	20 of 86	LD	<table><tr><th>S. No</th><th>Item</th><th>Expected Timeline</th><th>Penalty</th><th>Max. Penalty</th><th>Threshold of Delay</th></tr><tr><td>1</td><td>Delivery Complete of Solution including All related hardware & software</td><td>Within 6 Weeks from the date of Purchase Order</td><td>1% of (A+B) for every week delay</td><td>10% of (A+B)</td><td>Three months from the date of Purchase Order</td></tr><tr><td>2</td><td>Complete Implementation</td><td>Within six weeks from the date of delivery.</td><td>1% of (A+B+C) for every week delay</td><td>10% of (A+B+C)</td><td>Five months from the date of Purchase Order</td></tr></table>	S. No	Item	Expected Timeline	Penalty	Max. Penalty	Threshold of Delay	1	Delivery Complete of Solution including All related hardware & software	Within 6 Weeks from the date of Purchase Order	1% of (A+B) for every week delay	10% of (A+B)	Three months from the date of Purchase Order	2	Complete Implementation	Within six weeks from the date of delivery.	1% of (A+B+C) for every week delay	10% of (A+B+C)	Five months from the date of Purchase Order	Pls consider 10 weeks delivery time instead of 6 weeks	OK
S. No	Item	Expected Timeline	Penalty	Max. Penalty	Threshold of Delay																			
1	Delivery Complete of Solution including All related hardware & software	Within 6 Weeks from the date of Purchase Order	1% of (A+B) for every week delay	10% of (A+B)	Three months from the date of Purchase Order																			
2	Complete Implementation	Within six weeks from the date of delivery.	1% of (A+B+C) for every week delay	10% of (A+B+C)	Five months from the date of Purchase Order																			
6			M43	Backup Solution must have integrated data classification and file analytics which can identify stale, risky and unnecessary data to be addressed for data privacy compliance using backup Metadata source	We assume that the clause defined as :-Data can be searched from the backup sets while doing the restore.	ok but stale data from backup needs to be removed from security point of view																		
7			M46	Backup software shall support and can be configured to Schedule automated restores to perform periodic restore drills on test environment	Restores are on demand. If need be for an automatic restore, an external script can be created and applied by end customer.	This feature is required as part of solution																		
8				The solution should support masking of data for confidential data before giving it to test/dev team for their use	The data is netbackup is encrypted both in flight and in rest and cannot be read by any unauthorised user.	ok																		
9			M36	The proposed Backup Solution must offer FETB (Frontend TB) & BETB (Backend TB after data reduction technologies like deduplication and compression) including unlimited Operating instances and database instances, deduplication,encryption and compression) capacity-basedsubscription/perpetual licensing. Brief on the exact licensing approach should be stated	we will propose FETB License which includes unlimited agents, server backup plus replication from DC to DR. One single license will cover everything. After the support expiry, customer can still restore the data, they will not get the respective support from OEM. However, we will encourage customer to renew the license on time.	ok																		
10			M92 Point 2	The storage must support CIFS, NFS and FTP protocol	Please remove FTP as we don't support FTP protocol because of security reasons. However, customer has option to deploy FTP Server separately.	ok																		
11			M92 Point 2	2 x Intel CPUs, 12 cores per Array, 1.7GHz, 64 Bits	24 Cores requested by you will not suffice to meet 1 lakh IOPS requirement. And, moreover, these no of cores can be provided by the lowe rmodels of other OEMs.Hence, we request you to pls ask minimum 40 cores per array which can meet your performance requirement.	More Cores are always welcome. Hardware sizing should be to support IOPS required and scalability																		
12			M92 Point 2	Unified Storage required with Capacity as per RFP.Minimum IOPS Required 100000	It is better to mention the workload profile so that all the vendors should size the IOPS based on that workload profile. Hence please revised the point as mentioned "Unified Storage required with Capacity as per RFP.Minimum IOPS Required 100000 and IOPS should be sized with 70:30 Read Write Ratio,16KB Block Size for CIFS/NFS Workload"	ok																		
13			Additional Point	Migration	In the RFP, there is no scope mentioned related to migration. Request you to pls clarify the scope of migration for bidder with data details etc.	Data Migration from existing storage to new storage is required and is part of scope of work																		
14			Additional Point		Malware scanning on isolated backup copies avoiding stress on primary backup infrastructure	This should be as per RFP																		

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15			Additional Point	Request you to please add these points as these are related to the security of the backup environment.	Automatic pause and resume of backups when malware detected	Automatic pause of backup in case of malware or ransomware is required with alert on sms and email	
16			Additional Point		Cloud and on-premises object storage protection with de-duplication, immutability, and anomaly detection	This is part of security requirement in RFP	
17			Additional Point		Pull-based Isolated Recovery Environment for BYO and appliances without additional software/hardware components	As per RFP/ Past Corrigendums issued	
18			Additional Point		Near real time initiative-taking anomaly detection across all data platforms	This is part of security requirement in RFP	
19			Additional Point		Reporting and analytics capabilities for immediate access to dashboards and reporting around key areas including backup operations, backup optimization, and risk mitigation. Also identify threshold-based backup inconsistencies and alert for further investigation and remediation, if needed.	This part of reporting in RFP/ Past Corrigendum	
20			Commercial	15 TERMS OF PAYMENT AND BILLING	Requesting you to ammend the clause as - 1. Delivery of all Hardware & Software - 70% of A + 70% of B 2. Sign off of complete solution with all modules/functionalities and registration of support with OEM - 20% of A + 20% of B + 90% C 3. After 3 months of sign-off - 10% of (A+B+C)	It will remain as per last corrigendum	
22			M92	Specification			
				300TB usable space with Raid 6	This storage will be mostly used as File storage with capacity 300TB usable and 60:40 write and read ratio.Pl's work on BOQ same will be discussed during technical evaluation.	This Unified storage will be mostly used as File storage with capacity of 300TB usable. ok	
				100000 IOPS and 8GB/s Throughput.	Unified Storage required with Capacity as per RFP.Minimum IOPS Required 100000 .NAS must be with minimum 256 GB ECC RAM and upgrade up to 512 GB or higher.Support for SAS/SATAIII 3.5" HDD or SSD.Offered NAS solution must support atleast 60 bay HDD slot and should be at least 300 TB usable capacity from day one after RAID 6 The storage should be able to recover modified data through appropriate means The storage must support Replication of volume with Snapshot retention feature. The storage must support CIFS, NFS and FTP protocol The storage system should provide features for NAS quota management, user management, CIFS & NFS protocols for windows and Linux users. All required licences (if any) should be included for the same from day one. Must support GUI Must come with require accessories, cable and connector from day one.Dual Redundant Hot-Swappable Power Supplies.2 x Intel CPUs, 12 cores per Array, 1.7GHz, 64 Bits	Unified Storage required with Capacity as per RFP.Minimum IOPS Required 75,000 from Day 1 which can scale upto 2,00,000 IOPS. IOPS should be calculated with 60:40 Read Write ratio and 16KB block size. Storage should be configured with minimum 256 GB ECC RAM and upgrade up to 512 GB or higher. Support for SAS/NL-SAS HDD or SSD. Offered NAS solution must support at least 60 bay HDD slot and should be at least 300 TB usable capacity from day one after RAID 6. The storage should be able to recover modified data through appropriate means The storage must support Replication of volume with Snapshot retention feature. The storage must support CIFS, NFS,ISCSI and FC protocols. The storage system should provide features for NAS quota management, user management, CIFS & NFS protocols for windows and Linux users. All required licences (if any) should be included for the same from day one. Must support GUI Must come with require accessories, cable and connector from day one.Dual Redundant Hot-Swappable Power Supplies.4 x Intel CPUs, 10 cores per Array, 1.7GHz, 64 Bits ok	
				8X25G/10G ports per array, Both copper and fiber connectivity	pls confirm can we provide 4x FC Ports and 4x 25/10G copper ports	Provide 8X10G Optical ports from Day 1. Storage should have capability to add 10G Copper and 32Gbps FC ports in future. ok	
				Hardware redundancy at every level with auto failover feature	Additional Point	ok	
				NAS appliance should have a duplication engine that can eliminate redundant data and help limit physical storage consumption	Additional Point	ok	
				Node can house SSD, SAS or SATA disks snapshotting, replication, plus continuous data integrity checking Feature. All license needs to be included	Additional Point	ok	
23				Please confirm the no. of ports available in current SAN Switch, so that we can provision additional licenses on the current Switch.	Additional Point	Clarification required	If existing switch is to be use suvey needs to be done by bidder before submission of bid
24		Technical PQR		The bidder should have implemented the proposed backup &replication solution for at least 100 TB data, which should be running successfully, in at least 2 Govt. organizations/ Financial Institution/ Public Sector Undertakings/ Commercial Bank/ Telecom / Corporate Accounts in India during last 5 years, as on bid submission date.	Requesting you to amend the clause as majority of SI have qualification challenge and not qualifying. This project is critical and expertise of OEM and SI both should be validated.-		ok
	The bidder and OEM should have implemented 1-1 PO for the proposed backup &replication solution for at least 100 TB data, which should be running successfully, in at least 1-1 Govt. organizations/ Financial Institution/ Public Sector Undertakings/ Commercial Bank/ Telecom / Corporate Accounts in India during last 5 years, as on bid submission date.						
25		Extension of Bid Submission		Last date of receipt of bid documents : 05.10.2023, 15.00 HRS Date & time of opening of tender – Part A: 05.10.2023, 15.30 HRS		Last date of receipt of bid documents: 26-10-2023, 1500 HRS Date & time of opening of tender – Part A: 26-10-2023, 1530 HRS	