Reply to Pre-Bid queries for eTender No: TW-IT/OT/06/2022-23 dtd. 23/02/2023

SI No	RFP Pg. no.	RFP Clause	Original RFP Clause	Query sought/Suggestions of the Bidder	Clarification
				24 Port Layer 3 Switch	
1	20	Section III	The switch should have minimum 20x10/100/1000BASE-T RJ-45 ports ,4 dual-personality ports - 10/100/1000BASE-T RJ-45 or 100/1000BASE-X Combo Ports and 4 SFP+ fixed 1000/10000 SFP+ ports	"This is a non-standard port requirement which is available with a single OEM only and moreover a layer 3 switch is expected to play the role of a core switch in the network which typically terminates all the access swicthes. Since the access switches have fiber based uplinks, it is recommended for the Layer 3 switch to have, fiber based downlink interfaces instead of copper interfaces asked in the RFP. Hence we strongly recommend to change the clause as below: The switch should have minimum 24x10/100/1000BASE-X SFP based ports ,with 4 SFP+fixed 1000/10000 SFP+ ports"	The switch should have minimum 24x10/100/1000BASE-X SFP based ports ,with 4 SFP+ fixed 1000/10000 SFP+ ports".
2	20	9	Shall have the capability to extend the control plane across multiple active switches making it a virtual switching fabric, enabling interconnected switches to perform as single Layer-2 switch and Layer-3 router.	Request to modify the clause as below for the benefit of OPTCL: Shall have the capability to extend the control plane across multiple active switches making it a virtual switching fabric, enabling interconnected switches to perform as single Layer-2 switch and Layer-3 router. It should have stacking bandwidth support of atleast 320 Gbps per switch	Tender Clause Prevails
3	20	11	IEEE 802.1x to provide port-based user authentication with multiple 802.1x authentication sessions per port	Requst to modify the clause for ensuring a higher degree of security in the network: IEEE 802.1x to provide port-based user authentication with multiple 802.1x authentication sessions per port, switch should also support IEEE 802.1ae based MACSEC for traffic encryption on LAN from Day 1. Any required license needed to be added and supplied along with the switch	Tender Clause Prevails
4	20	В	Shall have Ethernet OAM (IEEE 802.3ah) management capability	Request to remove as this is needed for metro-ethernet environment only and not in campus switches	Clause removed
7000			24 Port Layer 2 Switch		
5		2 (Clause 1)	The Switch should have the capability to extend the control plane across multiple active switches making it a virtual switching fabric, enabling interconnected switches to perform as single Layer-2 switch and Layer-3 Switch. The Fabric should be managed by a single IP Address. Should support eight switches in stack.	"Not all the OEM have the same mechanism of doing things and hence we strongly recommend to modify the clause for wider OEM particilipation: The Switch should have the capability to extend the control plane across multiple active switches making it a virtual switching fabric, enabling interconnected switches to perform as single Layer-2 switch and Layer-3 Switch. Should support eight switches in a stack with a stacking bandwidth of atleast 64 Gbps per switch"	The Switch should have the capability to extend the control plane across multiple active switches making it a virtual switching fabric, enabling interconnected switches to perform as single Layer-2 switch and Layer-Switch. Preferrably(Optionally) Should support eight switches in a stack with a stacking bandwidth of atleast 64 Gbps per switch"
6	\$5500 \$5000	1 (Clause 5)	IEEE 802.1x to provide port-based user authentication with multiple 802.1x authentication sessions per port	"""Requst to modify the clause for ensuring a higher degree of security in the network: IEEE 802.1x to provide port-based user authentication with multiple 802.1x authentication sessions per port, switch should also support IEEE 802.1ae based MACSEC for traffic encryption on LAN from Day 1. Any required license needed to be added and supplied along with the switch""	Tender Clause Prevails
6	23	6	Shall have Ethernet OAM (IEEE 802.3ah) management capability	Request to remove as this is needed for metro-ethernet environment only and not in campus switches	Clause removed
в	29		Access Point (MU-MIMO). Should have peak antenna gain of 4.9dBi in 2.4GHz and 5.7dBi in SGHz.	Pls. modify the clause as below for wider OEM participation: (MU-MIMO). Should have peak antenna gain of 4 dBi in 2.4GHz and 5 dBi in 5GHz.	(MU-MIMO). Should have peak antenna gain of 4/4.9dBi in 2.4GHz and 5/5.7dBi in 5GHz.
9	48	11	Access point should have 1.7 Gbps of aggregate data rates	Pls. modify the clause as below for wider OEM participation: Access point should have 1.4 Gbps of aggregate data	Access point should have 1.4/1.7 Gbps of aggregate data rates
10	31	21	The Access point should support 802.11ax Target Wait Time (TWT) to support low- power client devices	rates Pls. modify the clause as below as it seems to be a Typo error: The Access point should support 802.11ax Target Wake Time (TWT) to support low-power client devices	The Access point should support 802.11ax/Target Wake Time (TWT) to support low- power client devices
11	11		Regulatory Compliance FCC/ISED CE Marked RED Directive 2014/53/EU EMC Directive 2014/30/EU Low Voltage Directive 2014/35/EU UL/IEC/EN 60950 EN 60601-1-1, EN60601-1-2	Pls. modify the clause as below for wider OEM participation: Regulatory Compliance FCC/ISED CE Marked RED Directive 2014/53/EU or equivalent EMC Directive 2014/30/EU or equivalent Low Voltage Directive 2014/35/EU or equivalent UL/IEC/EN 60950 EN 60601-1-12 EN60601-1-2	Regulatory Compliance FCC/ISED CE Marked RED Directive 2014/53/EU or equivalent EMC Directive 2014/30/EU or equivalent Low Voltage Directive 2014/35/EU or equivalent UL/IEC/EN 60950 EN 60601-1-1, EN60601-1-2

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12	11	C. (III)	Certifications UL2043 plenum rating Wi-Fi Alliance: - Wi-Fi CERTIFIED a, b, g, n, ac	Pls. modify the clause as below for wider OEM participation: Certifications	Certifications UL2043 plenum rating Wi-Fi Alliance: - Wi-Fi CERTIFIED a, b, g, n, ac
			- Wi-Fi CERTIFIED 6 (ax) - WPA, WPA2 and WPA3 - WMM - Passpoint (release 2)	UL2043 plenum rating Wi-Fi Alliance: - Wi-Fi CERTIFIED a, b, g, n, ac - Wi-Fi CERTIFIED 6 (ax) - WPA, WPA2 and WPA3	- WI-FI CERTIFIED 6 (ax) - WPA, WPA2 and WPA3
13		C. (III)		Transceivers	[6
14	11	c. (III)	Supply and installation of 10G Base-LX/LH SFP Transceiver module, SMF, 1310nm, 9/125 um single mode fiber type up to 20KM Warranty: 5 years Onsite Warranty	LX/LH type transceivers have a distance support of upto 10Kms only. Pls revise for wider OEM participation: "Supply and installation of 10G Base -LX/LH SFP Transceiver module, SMF, 1310nm, 9/125 um single mode fiber type up to 10KM Warranty: 5 years Onsite Warranty"	Supply and installation of 10G Base -LX/LH SFP Transceiver module, SMF, 1310nm, 9/125 um single mode fiber type up to 10KM Warranty: 5 years Onsite Warranty
15	11	C. (III)	Supply and installation of 1000 Base -LX/LH SFP Transceiver module, SMF, 1310nm, 9/125 um single mode fiber type up to 20KM Warranty: 5 years onsite Warranty	LX/LH type transceivers have a distance support of upto 10kms only. Pls revise for wider OEM participation: "Supply and installation of 1000 Base -LX/LH SFP Transceiver module, SMF, 1310nm, 9/125 um single mode fiber type up to 10KM Warranty: 5 years onsite Warranty"	Supply and installation of 1000 Base -LX/LH SFP Transceiver module, SMF, 1310nm, 9/125 um single mode fiber type up to 10KM Warranty: 5 years onsite Warranty
16		C. (III)		IP PBX system	
17	11	C. (III)	IP PBX should support the flexible connection of Analog, Digital & IP (H.323 and SIP) Desk Phone in any combination, and Soft Phones within one system.	As digital is a obsolete technology so kindly remove the same for our participation and rephrase the clause as below: IP PBX should support the flexible connection of Analog & IP (H.323 and SIP) Desk Phone in any combination,	Tender Clause Prevails
18	11	C. (III)		and Soft Phones within one system. DHCP is a network capability and not PBX features so	Tender Clause Prevails
10	••	c. (III)	System should have in built-in DHCP Server, which should be able to give IP Addresses to the endpoints.	kindly change the clause for wider participation as below: System should support in built-in/external DHCP	Tender Gause Frevans
				Server, which should be able to give IP Addresses to the endpoints.	
19	11	C. (III)	"Support Android or OEM software, support install third	Please modify the clause as below for wider OEM Participation:	Tender Clause Prevails
		party applications on OEM Store or Google Play ^{IM} store. The system administrator can restrict installation of certain applications"	Support Android or OEM software, support install third party xml based applications on OEM Store or Google Play ^m store. The system administrator can restrict installation of certain applications		
20		C. (III)		USB Based VC Device	To the Class Describe
21	.11	C. (III)	Studio auto-framing 4k USB camera w/dual lens, multi- mic array. Digital pan, tilt, zoom. Power via PoE IEEE 802.3af. Cables: 5m USB A- C, 4.6m LAN. Wall mt brkt.	Since USB camera always depends on laptop and it cant cover 38" room. So we suggest to go ahead with complete codec based VC device which complete the purpose of video conefrencing also eliminates the use of USB camera. It will help to communicate with any standard based video solution. Thus we strongly recommend to pls modify the clause as below: Studio auto-framing 4k camera w/codec, multi-mic	Tender Clause Prevails
			and regardance of the control of the	array. pan, tilt, 10X zoom. Power via PoE IEEE 802.3af. Cables: 5m USB A- C, 4.6m LAN. Wall mt brkt. Minim 1080p60 resolution and support h.265 codec with USB passthrough capability	
22	8	2	Bidder should have their own office and Service Center having local presence and branch office in Bhubaneswar and logistic support to meet SLAs in different field location of OPTCL across Odisha.	Request you to allow: If the Bidder doesn't have an own office in Bhubaneswar, then they have to furnish an undertaking that an office would be established in Bhubaneswar, within 1 (one) month of signing the contract, to meet SLAs in different field location of OPTCL across Odisha.	If the Bidder doesn't have an own office in Bhubaneswar, then they have to furnish an undertaking that an office would be established in Bhubaneswar, within 1 (one) month of signing the contract, to meet SLAs in different field location of OPTCL across Odisha.
23	8		The bidder should have their own Logistic Support and warehouse centrally or locally to provide support all over Odisha within the given time of SLA.	Request you to allow: If the Bidder doesn't have an warehouse in Bhubaneswar, then they have to furnish an undertaking that an warehouse would be established in Bhubaneswar, within 1 (one) month of signing the contract, to provide support all over Odisha within the given time of SLA.	If the Bidder doesn't have an warehouse in Bhubaneswar, then they have to furnish an undertaking that an warehouse would be established in Bhubaneswar, within 1 (one) month of signing the contract, to provide support all over Odisha within the given time of SLA.
24		4-B	Supply, Installation Commissioning of the items: Within 10(Ten) weeks from the date of acknowledgment of Purchase order.	The time line may be extended up to 26 (Twenty Six)	Tender Clause Prevails
25	7		The firm should be a registered firm under 1956 company Act and should be in and should be having average annual turnover of Rs. 10 crore or more per annum exclusively in the said IT maintenance trade.	The word "IT Maintenance Trade" should be replaced with "IT & Telecom Business"	The firm should be a registered firm under 1956 company Act and should be in and should be having average annual turnover of Rs. 10 crore or more per annum exclusively in similar nature of business.
26		C. (III)	The UPS system should be of modular architecture, true online double conversion type latest technology IGBT based with inbuilt Isolation Transformer. Failure of one module should not lead to failure of entire UPS system. Each Module rating should be >/ = 30KW/25 KW.	Inbuilt Isolation Transformer is RESTRICTIVE to specific OEM. Kindly allow External Isolation Transformer.	Tender Clause Prevails keeping in view space constraint.
27	32		PoE Class (IEEE 802.3af) registers as class 1 device and supports 802.3az	Should be changed to - PoE Class (IEEE 802.3af)	PoE Class (IEEE 802.3af) registers as class 1 device and supports 802.3az/302.3af
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28	4	3 (3)	Tender Paper Cost: 14,160/-(non-refundable) including GST EMD 1% of estimated price i.e. Rs. 2, 42,222/-(refundable).	May be waived for MSE bidders (Medium and Small) against submission of valid UDYAM Registration	Tender paper shall be provided free of cost if the firm is registered with respective DICs, khadi, village, cottage & handicrafts industries, OSIC or NSIC for repsective items. They shall be allowed 50% exemption on payment of EMD.
29	5	3 (5)	The bidders shall have to submit non-refundable tender processing fee of ₹5900.00/-(including GST@18%)	May be waived for MSE bidders (Medium and Small) against submission of valid UDYAM Registration	Tender clause prevails.

Addendum

Registration certificate of DPIIT:

As per Office Memorandum No.F.No.6/18/2019-PPD, Ministry of Finance, Dept. of Expenditure Public Procurement Division, New Delhi and Office Memorandum No. FIN-CON-MISC-0007/2019/27945/F Dated.16.10.2020 of Finance Department, Govt. of Odisha "Any blidder from a country which shares a land border with India will be eligible to bid in any procurement whether goods, services (Including consultancy services and non-consultancy services) or works (including turnkey projects) only if the bidder is registered with the Competent Authority, DPIIT (i.e. Department for Promotion of Industry and Internal Trade)". Pursuant to decision of Govt. of India prescribing imposition of restriction on public procurement from bidders of certain countries on ground of defence of India or matters directly or indirectly related thereto, the Office Memorandum No. 4939/F, dated: 13.02.2012 of Finance Department, Govt of Odisha has been amended vide Office Memorandum No 27945 Dtd 16.10.2020 by inserting sub-para-3 (vii) to para-3 thereof. Prescribing the restriction on procurement made by the State Govt. State Public Sector Undertaking including local bodies etc. and directing no procurement shall be made in violation of such restrictions, it is hereby clarified that the provisions of the same shall be applicable for the tenders for works/procurement/Service in OPTCL in both ongoing (Techno-Commercial bid not opened) and future tenders. The tender documents of OPTCL shall contain following additional clauses and certificate formats.

A. To be incorporated as qualifying requirement of bidder /certificates in case of tenders for Works (including Turn-key works)

I. Any bidder from a country which shares a land border with India will be eligible to bid in this tender only if the bidder is registered with the Competent Authority as per requirement of Govt. oi

II. "Bidder" (including the term 'tenderer', 'consultant' or 'service provider' in certain contexts) means any company, including any member of a consortium or joint venture (that is a company)
III. "Bidder from a country which shares a land border with India" for the purpose of this Order means :-

a. An entity incorporated, established or registered as company in such a country; or b. A subsidiary company of an entity incorporated, established or registered in such a country ' or

c. An entity substantially controlled through entities incorporated , established or registered in such a country ; or d. An entity whose beneficial owner is situated in such a country ; or

e. An Indian (or other) agent of such an entity; or

f. A consortium or joint venture where any member of the consortium or joint venture falls under any of the above

IV. The beneficial owner for the purpose of (iii)(d) above will be as under

1. In case of a company the beneficial owner is the natural person(s), who, whether acting along or together, or through one or more juridical person, has a controlling ownership interest or who exercises control through other means.

Explanation-

a. "Controlling ownership interest" means ownership of or entitlement to more than twenty-five per cent of shares or capital or profits or the company.
b. "Control" shall include the right to appoint majority of the directors or to control the management or policy decisions including by virtue of their shareholding or management rights or shareholders agreements or voting agreement;

2. Where no natural person is identified under (1) above, the beneficial owner is the relevant natural person who hold the position of senior managing official;

V. An Agent is a person employed to do any act for another, or to represent another in dealings with third person.
VI. The successful bidder shall not be allowed to sub-contract works to any contractor from a country which shares a land border with India unless such contractor is registered with the Competent Authority.

Certificate (to be furnished in bidder company's letter head)

I have read the clause regarding restrictions on procurement from a bidder of a country which shares a land border with India and on sub-contracting to contractors from such countries; I certify that this bidder is not from such a country or, if from such a country, has been registered with the Competent Authority and will not sub-contract any work to a contractor from such countries unless such contractor is registered with the Competent Authority. I hereby certify that this bidder fulfils all requirements in this regard and is eligible to be considered. [Where applicable evidence of valid registration by the Competent Authority shall be attached.

B. To be incorporated as qualifying requirement of bidder /certificates in case of tenders for procurement of goods/services(including consultancy and non-consultancy)

1. Any bidder from a country which shares a land border with India will be eligible to bid in this tender only if the bidder is registered with the Competent Authority as per requirement of Govt. o

II. "Bidder" (including the term 'tenderer', 'consultant' or 'service provider' in certain contexts) means any person or firm or company, including any member of a consortium or joint venture (that is an association of several persons, or firms or companies), every artificial juridical person not falling in any of the descriptions of bidders stated herein before, including any agency branci or office controlled by such person, participating in a procurement process. III. "Bidder from a country which shares a land border with India" for the purpose of this Order means :-

a. An entity incorporated, established or registered in such a country ; or

b. A subsidiary of an entity incorporated, established or registered in such a country ' or
 c. An entity substantially controlled through entities incorporated, established or registered in such a country; or

d. An entity whose beneficial owner is situated in such a country ; or

e. An Indian (or other) agent of such an entity; or

e. An indian (or other) agent of such a neutry; or
g. A consortium or joint venture where any member of the consortium or joint venture falls under any of the above.

IV. The beneficial owner for the purpose of (iii)(d) above will be as under:

1. In case of a company or Limited Liability Partnership, the beneficial owner is the natural person(s), who, whether acting along or together, or through one or more juridical person, has a controlling ownership interest or who exercises control through other means Explanation-

Controlling ownership interest" means ownership of or entitlement to more than twenty-five per cent of shares or capital or profits or the company.

b. "Control" shall include the right to appoint majority of the directors or to control the management or policy decisions including by virtue of their shareholding or management rights or

shareholders agreements or voting agreement;
2. In case of a partnership firm, the beneficial owner is the natural person(s) who, whether acting along or together, or through one or more juridical person, has ownership or entitlement to more than fifteen per cent of capital or profits of the partnership;

Point No. 8 of eligibility criteria says, Any Director or member of BOD of the bidding firm must not have been convicted by the court of law. Undertaking in this regard has to be ** All other tems & conditions of the tender document remains unchanged.

Chief General Manager (IT

Certificate (to be furnished in bidder company's letter head)

I have read the clause regarding restrictions on procurement from a bidder of a country which shares a land border with India and on sub-contracting to contractors from such countries; I certify that this bidder is not from such a country or, if from such a country, has been registered with the Competent Authority and will not sub-contract any work to a contractor from such countries unless such contractor is registered with the Competent Authority. I hereby certify that this bidder fulfils all requirements in this regard and is eligible to be considered. [Where applicable evidence of valid registration by the Competent Authority shall be attached.

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