

United India Insurance Company Limited
Pre-Bid Replies dated 24/11/2020
RFP # 000100/HO IT/RFP/194/2020-2021 dated 11/09/2020

Sl.No	Page#	Point / Section	Existing Clause	Query / Changes Required	UIIC's Responses
1	Annexure 9- Minimum Technical Specification	Hyper Converge Infra : SI No 31	Memory Slots :- Minimum 24 DDR4 DIMM slots RDIMMS supporting speeds of min 2666 MHz	Memory Slots :- Minimum 24 DDR4 DIMM slots RDIMMS supporting speeds of min 2666 MHz	Please refer to corrigendum 6
2	Annexure 9- Minimum Technical Specification	Hyper Converge Infra : SI No 104	Minimum Ports :- 24 x 25/ 40 G SFP+ ports and 4 uplink ports of 40 / 100 G SFP+/QSFP+	Minimum Ports :- 24 x 10 / 25 G SFP+ ports and 4 uplink ports of 40 / 100 G SFP+/QSFP+	Please be guided by the RFP
3	Annexure 9- Minimum Technical Specification	Hyper Converge Infra : SI No 135, 145, 154, 164, 173	Solution to provide 2.4 TB usable memory without considering HA & Other overheads required for HCI. 64G LRDIMMs or higher	Solution to provide 2.4 TB usable memory without considering HA & Other overheads required for HCI. 32 / 64G RDIMMs or higher	Please refer to corrigendum 6
4	Annexure 9- Minimum Technical Specification	Hyper Converge Infra : SI No 139	All servers in the HCI cluster must contribute Compute & Storage.	All servers in the HCI cluster must contribute Compute / Storage	Please be guided by the RFP
5	Annexure 9- Minimum Technical Specification	Hyper Converge Infra	additional point	The HCI solution proposed should be able to integrate with Existing UIIC SDN Solution. Integration (VMM domain feature in ACI) to the level of provisioning network vNIC policies and vSwitches on the workloads running on HCI from SDN orchestrator	Please be guided by the RFP
6	Application Sizing	General	Additional Clause	Kindly request to provide Application Vendor recommended sizing based on which Infrastructure sizing to be done. Kindly share existing infrastructure details as in Cores/Database Instances/Utilization Data, Mean Data, Peak Data etc	Please be guided by the RFP
7	Annexure 13	EMS		1. There are many points in the EMS tools specification related to client management for desktops/laptops like, 10.35 Proposed solution should be able to verify if the patches on desktop are correctly installed by confirming that the vulnerability has been remediated. However, it has been stated in customer responses that we need to consider the details of the devices mentioned in Annexure 13 only as EMS scope for hardware and software and in the Annexure 13 there is no mention of Desktops/laptops. So, it is creating confusion.	Please be guided by the RFP and First Pre Bid replies where it was specifically mentioned that EMS tool has to be factored for all in scope hardware and software so bidder can factor the licenses accordingly Network devices details are mentioned in RFP Annexure 13 To elaborate more on this points bidder needs to factor the EMS Tool for all the components which bidder is providing, installing , maintaining under the scope of the RFP

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8	Annexure 13	ITSM		2. Remote control refers to taking remote access from ITSM tool to the end points/servers like Desktops and laptops to fasten the incident resolution process. This is mentioned in customer responses however, Desktops & Laptops are not in scope as per Annexure 13. So, it is creating confusion. Again, remote control of Desktop, Laptop is part of client management and not ITSM tool.	Please be guided by the RFP and First Pre Bid replies where it was specifically mentioned that EMS tool has to be factored for all in scope hardware and software so bidder can factor the licenses accordingly Network devices details are mentioned in RFP Annexure 13 To elaborate more on this points bidder needs to factor the EMS Tool for all the components which bidder is providing, installing , maintaining under the scope of the RFP
9		Job Automation		3. There are features mentioned under job automation section like "The proposed solution should be able to use deep learning methods to learn by monitoring". However, this should be part of EMS tools. Need clarity on it as well.	Please be guided by the RFP and subsequent corrigendum
10		Patch Management		4. Proposed solution should be able to determine if a patch has already been installed on a node, even though it is assigned manually. Proposed solution should have the capability to analyze appropriate patches of the OS/ applications for the Desktop/ server in comparison to the latest available patches/ updates released by respective OEMs. This clause is related to Desktop/ Laptop management which is out of scope as customer responses.	Please be guided by the RFP and First Pre Bid replies where it was specifically mentioned that the proposed Solution should have this capability. If required by UIIC in future, the solution will be extended to end-points also To elaborate more on this points bidder needs to factor the Patch management tool for all the components which bidder is providing, installing , maintaining under the scope of the RFP.

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11	2.4 Eligibility Criteria; Pt.8	Eligibility	The bidder's capability and experience shall be determined on the basis of the information provided by the bidder in the bid document. Bidder shall be awarded marks for the depth and coverage of experience in scheduled commercial bank / Insurance Company in India having at least 1500 branches in India. 1) Experience in Supplying, managing and monitoring the IT Infrastructure within the Data Centre/Disaster Recovery Site including (Server, Storage, Operating system, Database, Hyper Converge Infra) and providing L1 & L2 support for Core Banking / Core Insurance infrastructure and their associated databases in scheduled commercial bank / Insurance Company in India having at least 1500 branches in India (300 Marks)	The bidder's capability and experience shall be determined on the basis of the information provided by the bidder in the bid document. Bidder shall be awarded marks for the depth and coverage of experience in scheduled commercial bank/ Insurance Company in India having at least 1000 branches in India. 1) Experience in Supplying, managing and monitoring the IT Infrastructure within the Data Centre/Disaster Recovery Site including (Server, Storage, Operating system, Database) and Providing L1 & L2 support for Core Banking/ Core Insurance infrastructure and their associated databases in scheduled commercial bank / Insurance Company in India having at least 1000 branches in India (300 Marks)	Please be guided by the RFP and subsequent corrigendum
12	24	TERMINATION FOR CONVENIENCE	As per RFP	UIC Either party may terminate the Contract, in whole or in part, at any time for its convenience by written notice of not less than 60 (sixty) 90 (Ninety) days. The notice of termination shall specify that termination is for the UIIC's convenience, the extent to which performance of the Vendor under the Contract is terminated, and the date upon which such termination becomes effective. Add : In the event of termination , the Vendor shall be paid for the: a) Goods delivered b) Services rendered c) Work in progress d) Third party orders in pipeline which cannot be cancelled despite Contractor's best efforts. e) Unrecovered investments shall be paid by purchaser as per termination schedule till the date of termination.	Please be guided by the RFP
13	8	Fall Clause	As per RFP	To be deleted in entirety.	Please be guided by the RFP
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15	24	TERMINATION FOR CONVENIENCE	UIIC may terminate the Contract, in whole or in part, at any time for its convenience by written notice of not less than 60 (sixty) days. The notice of termination shall specify that termination is for the UIIC's convenience, the extent to which performance of the Vendor under the Contract is terminated, and the date upon which such termination becomes effective. The Bidder needs to make sure that during transition needs to be done as per the agreed methodology and time between UIIC and bidder. The transition period should be guided by the Exit Management clause of the RFP	<p>We presume that it's only for 'RUN' phase i.e., only applicable for services component</p> <p>In Build phase – we may place orders for 3P for HW or SW, In Run phase – we may place order for AMC, ATS for HW, SW – So terminating by notice will impact us</p> <p>A clarification on this will help</p>	<p>It is applicable for overall RFP.</p> <p>UIIC will make undisputed payment till date of termination</p>
16	36	Hardware Utilization	<p>violates any of the provisions of the terms and conditions of this tender specification</p> <p>“The UIIC is not responsible for any assumption made by the Bidder with respect to the sizing. In the event of sizing does not meet the performance / service levels of the UIIC, the Bidder at their own cost should carry out the necessary corrections. The UIIC will not pay any additional amount during the period of the contract”</p>	<p>The RFP says, no deviation and no assumptions as well. The solution comes with specific assumptions especially when all data points (for example the hardware sizing is not provided by application OEM and many performance issue comes on account of application) are not explicitly provided in RFP.</p> <p>Request all assumptions to be tabled separately and UIIC can review and revert or seek clarification during their technical evaluation stage itself and can seek clarity with the bidders where needed. Giving an undertaking that no assumption by the bidder duly considering various facts is a challenge</p>	Please be guided by the RFP

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17	80	FORFEITURE OF EMD	The EMD made by the bidder will be forfeited if: <ul style="list-style-type: none"> • The bidder withdraws the tender after acceptance. • The bidder withdraws the tender before the expiry of the validity period of the tender. • The bidder violates any of the provisions of the terms and conditions of this tender specification. • The successful bidder fails to furnish the required Performance Security within 15 days from the date of receipt of LOA (Letter of Acceptance) 	Linked to point no. 3 above. We presume that stating appropriate assumptions will not be treated as a violation of the provisions of the T&Cs of the tender	Please be guided by the RFP
18	82	SECURITY DEPOSIT	PBG - The successful bidder will have to furnish a security deposit to the tune of 10% of the total contract value in the form of a Bank Guarantee for a period of 5 years & 3 months obtained from a nationalized / scheduled bank for proper fulfilment of the contract.	Request cure period of 60 days be provided	Please be guided by the RFP
19			Liability cap @ TCV	No exclusion of special, punitive, loss of revenues, loss of good will, loss of market value or lost productivity. Deemed direct losses recoverable include loss of anticipated savings. The above are not explicitly stated as excluded. For the sake of clarity, it will be good if the same is formally updated	Please be guided by the RFP
20			Non-Payment Remedy - is not mentioned in RFP	We request UIIC to consider a suitable wordings for this (may be in line with the existing contract wordings) as otherwise it's treated as one-sided.	Please be guided by the RFP
21	98	Service Level Agreement	1) The Response Time is mentioned but the resolution time is mentioned as per SLA but the time is not mentioned in the SLA 2) The Duration of Peak is not mentioned		Please refer to corrigendum 6
22			Buy Back		Please refer to corrigendum 6
23	Annexure 9- Minimum Technical Specification	Stoarge	Stoarge Capacity as DC and DR		Please refer to corrigendum 6

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24	Annexure 9- Minimum Technical Specification	RISC Server	Specification for NDR server		The RISC Server specification mentioned in the Annexure 9 is applicable for all server quoted for DC & DR
25	Eligibility Creteria	EMS OEM Eligibility Creteria	The Proposed Enterprise Management solution should have been implemented in at-least one scheduled commercial bank / Insurance Company in India and should be running for at-least 1500 endpoints covering both Wintel and Unix Platfrom	We request you to consider revision on this clause as follows: "Enterprise Management System" should have been implemented at any scheduled bank/insurance company/corporate having cumulative 1500 end points having Windows/ Wintel & Unix platforms.	Please refer to corrigendum 6