



UCO BANK

Department of Information Technology

Request for Proposal (RFP) for “Implementation of Advanced Persistent Threat (APT) device”

RFP REF NO: DIT/BPR & BTD/OA/2241/2018-19 Date: 17/08/2018

Clarifications / Responses to Queries raised by the Bidder(s), Amendments, Addenda and Corrigenda

Sl. No.	As per RFP/Pre-bid responses Clause No./Page No.	Clause Details in RFP / Pre-bid responses	Description of Query/ Clarification sought by Bidder	Modified Clause/Clarification based on RFP/reply to Pre bid queries
1	<p><u>RFP Ref.:</u> <u>PART – IV</u> <u>SECTION – 1</u> <u>Page no. 23</u> <u>&</u> <u>Pre-bid responses</u> <u>uploaded on</u> <u>13.09.2018 Ref.:</u> <u>Sl. No. 12, 60</u></p>	<p>Scope of Work: 2.2. Solution for the Advanced Persistent Threat (APT) broadly covers the following: Point no. xv: The proposed solution should support to monitor traffic from multiple segments like WAN, DMZ, Server Farm, Wi-Fi network, MPLS links etc. simultaneously on a single appliance. As per Pre-bid responses of Sl. No. 60 The 2 APT Appliance should be able to monitor at least 16 physical (both ingress and outgress) segments at DR side. I.e. per APT should have 8 numbers of physical segments. As per Pre-bid responses of Sl. No. 12 At least 1 Gbps bandwidth to be handled by the APT solution in total.</p>	<p>Please clarify. This contradicts with serial point no. iii under scope of work. Please help get it verified. This needs clarity from sizing the correct appliance as total throughput asked is 1 Gbps. In the above two points there is contradiction on the throughput required for the Network APT device. We need to confirm that if the correct Throughput requirement if it is 1 Gbps or 4 Gbps.</p>	<p>The Single Appliance should be capable for handling 1Gbps traffic per segment (WAN, DMZ, etc.) and appliance should support minimum 4 segments. Hence, bandwidth would be 4Gbps in total.</p>

2	<p>RFP Ref.: PART – IV SECTION – 1 Page no. 22 & Pre-bid responses uploaded on 13.09.2018 Ref.: Sl. No. 76</p>	<p>Scope of Work: 2.2. Solution for the Advanced Persistent Threat (APT) broadly covers the following: Point no. iii A solution must not be a "point of failure" in network traffic flow; the failure of one or more components of the solution should not affect the organizational network's functionality. i.e. Solution should work in offline Mode / SPAN / Mirror. As per Pre-bid responses of Sl. No. 76 Parameters of overall interface bandwidth to decide on the solution throughput which is at least 4 Gbps per appliance.</p>	<p>Please clarify 4 Gbps requirements. The BOM is asking for 1 Gbps throughput monitoring only as per point no. xv under scope of work but here appliance is asked for 4 Gbps capacity.</p>	<p>Clause stands as per RFP. & Please refer to Sl. No. 1 of this Corrigendum.</p>
3	<p>Part – IV Section – 2 1. Technical Requirements</p>	<p>Sl. No. 6 Inspect SMTP, POP3, IMAP traffic Sl. No. 26 The solution should be able to identify spear phishing email containing malicious URLs and attachments that bypass the anti-spam technologies.</p>	<ul style="list-style-type: none"> SMTP/IMAP is not a requirement as this is only to Network APT? Please confirm if this is related to Email APT as Email APT is not asked in this RFP. We will not be monitoring any mails 	<p>To meet all the technical requirements, technical specifications and scope of work and all should be supported in one single appliance & bidder should provide adequate licenses.</p>
4	<p>Part – IV Section – 2 1. Technical Requirements</p>	<p>Sl. No. 50 The solution should be able to capture packets for deep dive analysis.</p>	<p>Please clarify if this packet capture is related to Alert which has got generated due to Malicious or Advance threat detection</p>	<p>Yes, this packet capture is related to Alert which has got generated due to Malicious or Advance threat detection.</p>
5	<p>RFP Ref.: Part - IV Section – 1 Page no. 24 & Pre-bid responses uploaded on 13.09.2018 Ref.: Sl. No. 74</p>	<p>2. Scope of Work 2.4 Training Services & As per Pre-bid responses Sl. No. 74 Involvement of OEM Professional services for the training is desired.</p>	<p>Please confirm if 2 days OEM training is to be factored as this is desired by RFP.</p>	<p>The Clause stands modified as : Please refer to Sl. No. 168 & Sl. No. 170 of the Pre-bid responses uploaded on 13.09.2018 and the RFP clause no. 2.4, "Point no. c" under Part – IV, Section – 1, is to read as.</p> <ul style="list-style-type: none"> Training location will be Kolkata at Bank's premises. One batch of 10 Participants for One day Training. Cost should be factored in separate line item.
6	<p>Part – IV</p>	<p>Sl. No. 40</p>	<p>Please confirm the SSL throughput of entire</p>	<p>The total Throughput capacity is 4 Gbps</p>

	Section – 2 2. Technical Specifications	Feature: Secure communication detection Description: Solution should be able to detect communication attempts over HTTPs / SSL.	1 Gbps is to be factored from appliance sizing	enabling all the features.
7	RFP Ref.: Part – V Page no. 43	4. Payment Terms 4.1 80% of the order value along with GST and other applicable duties on actual basis will be paid on delivery, installation and acceptance of ordered items, after realizing penalty charges for late delivery and / or late installation, if any. The claim for payment should contain proof of delivery, installation report & User Acceptance Report signed by an authorized official of the bank / branch at the respective sites etc. 4.2 The balance 20% of order value will be paid after 3 months of successful running of Advanced Persistent Threat (APT) on submission of the Performance Bank Guarantee (PBG) of the equivalent amount. 4.3 In case installation is held up by the Bank for site non-readiness, the payment may be released after 30 days from delivery on production of Site Non-Readiness (SNR) certificate from the competent authority at the delivery site.	Request you to change PBG@10% only and withdraw additional 20% PBG mentioned for released for balance 20% payment after 3 months of successful running. With reference to the above said RFP for Anti APT & clarification requested in trail mail , kindly 1. Confirm that PBG @ 10% is requirement only and no additional PBG of another 20% required while claiming balance 20% payment after 3 months of solution acceptance. 2. Since processing of bid submission at our end is done after receipt of clarification, kindly extend bid submission by 1week while giving clarification for point 1.	The Clause stands modified as: Part – V: 4. Payment Terms 4.1 80% of the order value along with GST and other applicable duties on actual basis will be paid on delivery, installation and acceptance of ordered items, after realizing penalty charges for late delivery and / or late installation, if any. The claim for payment should contain proof of delivery, installation report & User Acceptance Report signed by an authorized official of the bank / branch at the respective sites etc. 4.2 The balance 20% of order value will be paid after 3 months of successful running. 4.3 In case installation is held up by the Bank for site non-readiness, the payment may be released after 30 days from delivery on production of Site Non-Readiness (SNR) certificate from the competent authority at the delivery site. 4.4 Implementation cost will be paid as per the payment terms as mentioned above and maintenance cost will be paid on quarterly arrear basis. 4.5 Training cost is optional and Bank may decide for availing the services as per its requirements.
8	<u>Bid Extension notice as published in UCO Bank Website</u>	<u>Bid Control Sheet</u> Last Date and Time for receipts of technical bids: 05.10.2018 at 3:00 pm		<u>Modified Clause to be read as under:</u> <u>Bid Control Sheet</u> Last Date and Time for receipts of technical bids: 10.10.2018 at 3:00 pm

9	<u>Bid Extension notice as published in UCO Bank Website</u>	<u>Bid Control Sheet</u> Last Date and Time for opening of technical bids: 05.10.2018 at 3:30 pm	<u>Modified Clause to be read as under:</u> <u>Bid Control Sheet</u> Last Date and Time for opening of technical bids: 10.10.2018 at 3:30 pm
---	---	---	---

Clauses stand modified as under:

Part – V

4. Payment Terms

- 4.1 **80% of the order value** along with GST and other applicable duties on actual basis will be paid on delivery, installation and acceptance of ordered items, after realizing penalty charges for late delivery and / or late installation, if any. The claim for payment should contain proof of delivery, installation report & User Acceptance Report signed by an authorized official of the bank / branch at the respective sites etc.
- 4.2 **The balance 20% of order value will be paid after 3 months of successful running.**
- 4.3 In case installation is held up by the Bank for site non-readiness, the payment may be released after 30 days from delivery on production of Site Non-Readiness (SNR) certificate from the competent authority at the delivery site.
- 4.4 **Implementation cost will be paid as per the payment terms as mentioned above and maintenance cost will be paid on quarterly arrear basis.**
- 4.5 **Training cost is optional and Bank may decide for availing the services as per its requirements.**

Addendum

RFP Ref.: PART – IV SECTION – 1 Page no. 23 Scope of Work

New Sub Clause SI No. XXX is added as below:

Bidder has to provide Maintenance Service including Regular Patch Management, UPage rade, Bug Fixing, Support in Audit etc. as advised by the Bank during Contract Period.

**RFP for the Implementation of Advanced Persistent Threat (APT) device vide RFP Ref No.:
DIT/BPR&BTD/OA/2241/2018-19 Dated 17.08.2018**

Technical Bill of Material

Price with 3 years warranty				
Sl. No.	Items	Qty.	Make	Model
1	Advanced Persistent Threat Prevention (APT) device with 3 years warranty including required licenses	2		
2	Others (Please Specify)			

Place

Authorised Signatory

Date

Designation

Name

RFP for the Implementation of Advanced Persistent Threat (APT) device vide RFP Ref No.: DIT/BPR&BTD/OA/2241/2018-19 Dated 17.08.2018

Masked Commercial Format

Price with 3 years warranty								
Sl. No.	Items	Qty. (A)	Make	Model	Unit Price (B) (in Rs.)	GST% (C)	Total GST on Unit Price (D) (in Rs.)	Total Price along with GST, E = Ax(B+D) (in Rs.)
1	Advanced Persistent Threat Prevention (APT) device with 3 years warranty including required licenses	2			XXX	XXX	XXX	XXX
2	Implementation Cost	2			XXX	XXX	XXX	XXX
3	Maintenance Cost for 1 st year				XXX	XXX	XXX	XXX
4	Maintenance cost for 2 nd year				XXX	XXX	XXX	XXX
5	Maintenance cost for 3 rd year				XXX	XXX	XXX	XXX
6	Training Cost (Optional)				XXX	XXX	XXX	XXX
Total Cost of Ownership (in figures)								XXX
Total Cost of Ownership (in words)								XXX

Note:

- Implementation cost (Sl. No. 2) will be paid as per payment terms and maintenance cost (Sl. No.3, Sl. No.4 & Sl. No.5) will be paid on quarterly arrear basis.
- Training cost (Sl. No.6) is optional and Bank may decide for availing the services as per its requirements.
- In case of discrepancy between figures and words, the amount in words shall prevail.
- Bidders should strictly quote in the format and for periods as mentioned above. No counter condition / assumption in response to commercial bid will be accepted. Bank has a right to reject such bid.
- Present Rate of tax, if applicable, should be quoted in respective columns. The Bank will pay the applicable taxes for the above mentioned tax type ruling at the time of actual delivery of service/implementation and resultant billing. However, no other tax type will be paid. The Octroi / Entry Tax will be paid extra, wherever applicable on submission of actual tax receipt.

- Commercial Bid will be opened before the technically qualified vendors.
- The bidders with lowest commercial cost in Column E (Total price along with GST) of Table above will be selected as L1 bidder.
- The calculation for arriving at TCO is properly mentioned in the appropriate columns and we confirm that the above mentioned rates are accurate. In case of any anomalies in the calculation for arriving at TCO, the Bank will have the right to rectify the same and it will be binding upon our company.
- If the cost for any line item is indicated as zero or blank then Bank may assume that the said item is provided to the Bank without any cost.
- Bank has discretion to keep any of the line item mentioned above as optional as per Bank's requirement.
- We have ensured that the price information is filled in the Commercial Offer at appropriate column without any typographical or arithmetic errors. All fields have been filled in correctly.
- We have not added or modified any clauses / statements / recordings / declarations in the commercial offer, which is conditional and / or qualified or subjected to suggestions, which contain any deviation in terms & conditions or any specification.
- We have understood that in case of non-adherence to any of the above, our offer will be summarily rejected.
- Please note that any commercial offer which is conditional and / or qualified or subjected to suggestions will also be summarily rejected. This offer shall not contain any deviation in terms & condition or any specifications, if so such offer will be summarily rejected.
- All prices should be quoted in (INR) only.
- The TCO (Total Cost of Ownership) will be inclusive of GST and other applicable taxes. However the GST and other applicable taxes will be paid as per actuals.

Place

Authorised Signatory

Date

Designation

Name

RFP for the Implementation of Advanced Persistent Threat (APT) device vide RFP Ref No.: DIT/BPR&BTD/OA/2241/2018-19 Dated 17.08.2018

Commercial Format

Price with 3 years warranty								
Sl. No.	Items	Qty. (A)	Make	Model	Unit Price (B) (in Rs.)	GST % (C)	Total GST on Unit Price (D) (in Rs.)	Total Price along with GST, $E = Ax(B+D)$ (in Rs.)
1	Advanced Persistent Threat Prevention (APT) device with 3 years warranty including required licenses	2						
2	Implementation Cost	2						
3	Maintenance Cost for 1 st year							
4	Maintenance cost for 2 nd year							
5	Maintenance cost for 3 rd year							
6	Training Cost (Optional)							
Total Cost of Ownership (in figures)								
Total Cost of Ownership (in words)								

Note:

- Implementation cost (Sl. No. 2) will be paid as per payment terms and maintenance cost (Sl. No.3, Sl. No.4 & Sl. No.5) will be paid on quarterly arrear basis.
- Training cost (Sl. No.6) is optional and Bank may decide for availing the services as per its requirements.
- In case of discrepancy between figures and words, the amount in words shall prevail.
- Bidders should strictly quote in the format and for periods as mentioned above. No counter condition / assumption in response to commercial bid will be accepted. Bank has a right to reject such bid.
- Present Rate of tax, if applicable, should be quoted in respective columns. The Bank will pay the applicable taxes for the above mentioned tax type ruling at the time of actual delivery of service/implementation and resultant billing. However, no other tax type will be paid. The Octroi / Entry Tax will be paid extra, wherever applicable on submission of actual tax receipt.

- Commercial Bid will be opened before the technically qualified vendors.
- The bidders with lowest commercial cost in Column E (Total price along with GST) of Table above will be selected as L1 bidder.
- The calculation for arriving at TCO is properly mentioned in the appropriate columns and we confirm that the above mentioned rates are accurate. In case of any anomalies in the calculation for arriving at TCO, the Bank will have the right to rectify the same and it will be binding upon our company.
- If the cost for any line item is indicated as zero or blank then Bank may assume that the said item is provided to the Bank without any cost.
- Bank has discretion to keep any of the line item mentioned above as optional as per Bank's requirement.
- We have ensured that the price information is filled in the Commercial Offer at appropriate column without any typographical or arithmetic errors. All fields have been filled in correctly.
- We have not added or modified any clauses / statements / recordings / declarations in the commercial offer, which is conditional and / or qualified or subjected to suggestions, which contain any deviation in terms & conditions or any specification.
- We have understood that in case of non-adherence to any of the above, our offer will be summarily rejected.
- Please note that any commercial offer which is conditional and / or qualified or subjected to suggestions will also be summarily rejected. This offer shall not contain any deviation in terms & condition or any specifications, if so such offer will be summarily rejected.
- All prices should be quoted in (INR) only.
- The TCO (Total Cost of Ownership) will be inclusive of GST and other applicable taxes. However the GST and other applicable taxes will be paid as per actuals.

Place

Authorised Signatory

Date

Name

Designation

Note:

All other terms and conditions, clauses of the subject RFP remain unchanged. The reply to pre-bid queries responses / clarifications / corrigendum / addendum & changes in the RFP clause mentioned herein above will be part & parcel of the RFP.

Place: Kolkata

Date: 29/09/2018