RFP for Selection and Appointment of vendor for Supply, Implementation, Installation, Commissioning and Maintenance of Network, CCTV & AV for Mumbai Goregaon Office. RFP NO: CO: BFSL/SYS RFP/20-21/01

Sr. No.	Bidder	Pg No	Point No	Tender Original Clause	Clarification	Request for Change / Modification / Addition / Deletion	Category	Response	
1	Unicom	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Can we propose a IP-PbX instead of Analog PbX, since Analog PbX is old technology? OEM's like Cisco do not have Analog based PbX.	Request to modify word "Analog" to "SIP Standard Based IP-PBX"	Technical	No Change. As per RFP	
2	Unicom	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Can we provide a virtualized setup rather than a Appliance based setup?	Request to rephrase cluse to allow bidder to support vPBX which support virtualization	Technical	No Change. As per RFP	
3	Unicom	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Request to update clause to IP based solution	Request to modify word "Analog" to "SIP Standard Based IP-PBX"	Technical	No Change. As per RFP	
4	Unicom	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Request to update clause to IP based solution	request to modify clause to ask for all 250 + extensions on IP with support & integration to PRI	Technical	No Change. As per RFP	
5	Unicom	Appendix8	Telephony	Conference Phone for Small Meeting Room	Request to update clause to IP based solution	Request to rephrase to SIP based Conference Phone	Technical	No Change. As per RFP	
6	Unicom	Appendix8	Telephony	Single line phone with 1 Line display and Caller ID	Request to update clause to IP based solution	Please modify word "Phone" to "SIP based IP Phone"	Technical	No Change. As per RFP	
7	Unicom	Appendix8	Telephony	IP Based operator Phone for Reception	Request to update clause to IP based solution	Please modify word "Phone" to "SIP based IP Phone for Reception"	Technical	No Change. As per RFP	
8	Unicom	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Do you need solution to support Secure & encrypted calls?	Request to add clause for the EpABX to support sRTP & TLS1.2 for secure & encrypted calling	Technical	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant. The EpABX to support sRTP & TLS1.2 for secure & encrypted calling. the EPABX to support sRTP & TLS1.2 for secure & encrypted calling	
9	Unicom	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	DO you want IP Phones to work on PoE?	Request to add clause that all Phones should be SIP standard based IP Phone with PoE support.	Technical	No Change. As per RFP	
10	Unicom	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Do you want the EpAbX solution to support Soft Clients & VC integration	Request to add clause asking for integration of proposed VC device with the EpABX solution proposed & for the EpAbX to support soft phones or app based soft clients for calling	Technical	No Change. As per RFP	
11	Unicom	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	How many extensions must have voicemail?	Need additional details.	Technical	No Change. As per RFP	
12	Unicom	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Do you want to have feature to allow employees to login/logout of phones?	Need additional details.	Technical	No Change. As per RFP	
13	Unicom	Appendix8	Access SW A.2 E - Performance - Point 3	Switch shall have minimum 176 Gbps of switching fabric and 130 Mpps of forwarding rate.*	Request to Chanage/update the values as given	Switch shall have minimum 104 Gbps of switching fabric and 77 Mpps of forwarding rate	Technical	No Change. As per RFP	
14	Unicom	Appendix8	Core SW A.3 E - Performance - Point 10	Switch should have adequate DRAM, Flash Memory, CPU and other hardware to support all the services configured	Request to Chanage/update the values as given	Switch should have adequate Min 8GB DRAM, 16 GB Flash Memory, CPU and other hardware to support all the services configured	Technical	Switch should have adequate Min 8GB DRAM, 16 GB Flash Memory, CPU and other hardware to support all the services configured	

Sr	Category	Page/Clause	Section	RFP Clause	Query Justification	Suggestion/Request	Type	Response	
15	Connectivity Solutions	33	7.0 Payment terms	Payment against proof of delivery ofitems 40% Against virtual completion of project30% Against Final Acceptance 25% Retention for service assurance for 3 years 5%	These are difficult times due to the pandemic and more flexible and supportive payments terms would really help successful bidder	Requesting you to revise the payment terms - Payment against proof of delivery of items 80% and against virtual completion of project 20%	Technical	Payment against proof of delivery ofitems 50% Against virtual completion of project30% Against Final Acceptance 20% BG of 10% project value applicable as per RFP	
16	Connectivity Solutions	12	3.0 Scope of work	T+8 Delivery of hardware for Network & Audio-Video equipment's	Due to covid-19 pandemic,the supply chain of the OEM is badly affected and it might result in the delay in the delivery	Requesting you to change the delivery timeline to T+10 for Delivery of hardware for Network & Audio-Video equipment's	Technical	T+9 Delivery of hardware for Network & Audio-Video equipment's	
17	Connectivity Solutions	12	3.0 Scope of work	T+8 Installation of IT hardware for network & Audia-Video equipment's as per plan	Due to lockdown and pandemic there might be the cases wherin movement of manpower/field engineers are stopped by government and it might cause delay	Requesting you to change the implementation timeline to T+10 Installation of IT hardware for network & Audia-Video equipment's as per plan	Technical	T+10 Installation of IT hardware for network & Audia-Video equipment's as per plan	
18	Connectivity Solutions	6	1.7 Important Details (Schedule of Events, contact & communication details etc.) (10)	Bid document cost (non-refundable) INR [10,000/-]	Exemption for MSME bidders	Request to wave off the cost for the MSME bidders as per the gudelines	Technical	Bid Document cost & EMD is wavied off upon providing MSME certificate. But PBG will be taken if MSME bidder is shortlisted.	
19	Connectivity Solutions	6	1.7 Important Details (Schedule of Events, contact & communication details etc.) (11)	Bid Security (EMD) INR [5,00,000/-]	Exemption for MSME bidders	Request to wave off the EMD for the MSME bidders as per the gudelines	Technical	Bid Document cost & EMD is wavied off upon providing MSME certificate. But PBG will be taken if MSME bidder is shortlisted.	
20	Connectivity Solutions		Annexure 01 : Eligibility Criteria, (B) Bidder Qualification Criteria (B1)	The Bidder Parent company/holding company and/or subsidiary company have an annual financial turnover of INR 15 cr. or above in each of the last three financial years from operations in India	As per the Govt of India, Dept of MSME notification, in the tenders MSME bidder should be allowed with exemptions from the criteria of minimum turnover limitations. So Request you to consider and allow the benefits to MSME bidders. Turnover for 2016-2017 - 5.69 Cr, 2017-2018 - 40.79 Cr and 2018-2019 - 84.29 Cr. Also we are a GOLD partner to CISCO and below is our customer base in BFSI: Bank of Baroda, Indusind bank, LIC of India, , IDFC first bank, RBL bank, etc. (Relax Norms for MSME and a Merger certificte by CA are attached with the pre bid queries mail).	We request you consider the turnover of last 3 years i.e 2017-2018, 2018-2019, 2019-2020. Allow to submit the Provisionlal financial reports	Technical	Please submit relevant Govt. of India documents at the time of submission of bids. We will confirm once we receive the bids and various documents.	
21	Connectivity Solutions		Annexure 01 : Eligibility Criteria, (B) Bidder Qualification Criteria (B2)	The Bidder / Parent company should be registered in India with the registrar of companies and should be in existence in the IT & Telecom services business for at least 5 years in India	WE request you to allow MSME bidders with the exemptions on prior experience. We request you to consider our suggestion as we will be completing 5th year in First week of August 2020. Also, we request you allow and accept the merger certificates as Flaship organisation is 17 years old.	The Bidder / Parent company should be registered in India with the registrar of companies and should be in existence in the IT & Telecom services business for at least 4 years in India	Technical	Please submit relevant merger documents at the time of submission of bids. We will confirm once we receive the bids and various documents.If documents are clear we will accept the bids.	
22	Connectivity Solutions		Annexure 01 : Eligibility Criteria, (B) Bidder Qualification Criteria (B4)	The Bidder should have implemented LAN Switching, Wifi, EPABX and Audio-Video solution in minimum 3 Bank /financial institute / Enterprise /Corporate Organization in India with at least one order of 80Lakh in last 3 years or two orders of 40 Lakh in last 5 years	Kindly consider multiple PO copies as the LAN switching, WiFi, EPABXand AVC may or may not be part of the single project with mentioned values	We request you to exempt the prior experience of project to MSME bidders.	Technical	We would require self declaration from vendor firstly working with 3 banks / financial institute/ Enterprise/ Corporate Organization and Mutiple PO will be accepted only for single project completed by bidder with one organization	
23	Connectivity Solutions	10	3.0 scope of work Project Team Profile	Project Team Profile: Project Manager, Network team members, Audio Video members, CCTV team members		Please specify their availibility period. Is it only for implementation period?	Technical	Only for Implementaion however during support SLA should be met.	
24	Connectivity Solutions	12	3.0 scope of work Implementation Timelines and Deliverables	Timeline in weeks table	Due to pandemic the mentioned timeline as per the table might be affected	we request you you to revise the entire table with 2 weeks increase in each line of the timeline scope	Technical	Already responded agaisnt Sr/No 16	
25	Connectivity Solutions		Appendix 07 - Acceptable Make List	All the Active components of network(Switches, AP, Wireless Controller) as well as EPABX and VC System should be from the same OEM.		Please revise to have multiple OEM's for the project as only single successful bidders is going to manage it	Technical	All the Active components of network(Switches, AP, Wireless Controller) should be from the same OEM.	
26	Connectivity Solutions	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Can we propose a IP-PbX instead of Analog PbX, since Analog PbX is old technology? OEM's like Cisco do not have Analog based PbX.	Request to modify word "Analog" to "SIP Standard Based IP-PBX"	Technical	No Change. As per RFP	

#	Company	Document	Category	Clause	Query	Suggestion		Response	Change
27	Connectivity Solutions	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Can we provide a virtualized setup rather than a Appliance based setup?	Request to rephrase cluse to allow bidder to support vPBX which support virtualization	Technical	No Change. As per RFP	
28	Connectivity Solutions	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Request to update clause to IP based solution	Request to modify word "Analog" to "SIP Standard Based IP-PBX"	Technical	No Change. As per RFP	
29	Connectivity Solutions	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Request to update clause to IP based solution	request to modify clause to ask for all 250 + extensions on IP with support & integration to PRI	Technical	No Change. As per RFP	
30	Connectivity Solutions	Appendix8	Telephony	Conference Phone for Small Meeting Room	Request to update clause to IP based solution	Request to rephrase to SIP based Conference Phone	Technical	No Change. As per RFP	
31	Connectivity Solutions	Appendix8	Telephony	Single line phone with 1 Line display and Caller ID	Request to update clause to IP based solution	Please modify word "Phone" to "SIP based IP Phone"	Technical	No Change. As per RFP	
32	Connectivity Solutions	Appendix8	Telephony	IP Based operator Phone for Reception	Request to update clause to IP based solution	Please modify word "Phone" to "SIP based IP Phone for Reception"	Technical	No Change. As per RFP	
33	Connectivity Solutions	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Do you need solution to support Secure & encrypted calls?	Request to add clause for the EpABX to support sRTP & TLS1.2 for secure & encrypted calling	Technical	Already responded agaisnt Sr/No 8	
34	Connectivity Solutions	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	DO you want IP Phones to work on PoE?	Request to add clause that all Phones should be SIP standard based IP Phone with PoE support.	Technical	No Change. As per RFP	
35	Connectivity Solutions	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Do you want the EpAbX solution to support Soft Clients & VC integration	Request to add clause asking for integration of proposed VC device with the EpABX solution proposed & for the EpAbX to support soft phones or app based soft clients for calling	Technical	No Change. As per RFP	
36	Connectivity Solutions	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	How many extensions must have voicemail?	Need additional details.	Technical	No Change. As per RFP	
37	Connectivity Solutions	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Do you want to have feature to allow employees to login/logout of phones?	Need additional details.	Technical	No Change. As per RFP	
38	Connectivity Solutions	Appendix8	Access SW A.2 E - Performance - Point 3	Switch shall have minimum 176 Gbps of switching fabric and 130 Mpps of forwarding rate.*	Request to Changae/update the values as given	Switch shall have minimum 104 Gbps of switching fabric and 77 Mpps of forwarding rate	Technical	No Change. As per RFP	
39	Connectivity Solutions	Appendix8	Core SW A.3 E - Performance - Point 10	Switch should have adequate DRAM, Flash Memory, CPU and other hardware to support all the services configured	Request to Changae/update the values as given	Switch should have adequate Min 8GB DRAM, 16 GB Flash Memory, CPU and other hardware to support all the services configured	Technical	Switch should have adequate Min 8GB DRAM, 16 GB Flash Memory, CPU and other hardware to support all the services configured	
40	Dixit Infotech	Appendix 08 - Technical Specifications 3.0 CCTV Indoor Dome Camera 2MP :- C.1	8	1/60000 s to 2 s or better	Most of the camera now comes with automatic shutter Reqesting you kindly amend this clause to " Auto/Manual 1/3 s–1/100000 s"		Technical	No Change. As per RFP	
41	Dixit Infotech	Appendix 08 - Technical Specifications 3.0 CCTV Indoor Dome Camera 2MP :- C.1	15	Minimum 4 Streams @ H.264, 2 MP, 25 fps or better	Normaly 1 stream is use for recording and live view and 2nd stream is use for remote view. Requesting you to amend this clause to " Camera should support at least 2 streams or better"		Technical	No Change. As per RFP	
42	Dixit Infotech	Appendix 08 - Technical Specifications 3.0 NVR :- C.2	5	8 TB (1x8 TB) Enterprise Class HDD, 7200 rpm Additional storage 8 TB (1 free bay)	As number of camer increase storage requirement also increase so, requesting you kingdy amend this clause to " Support 15HDD disks (3.5") for Video or Picture storage (8TB per HDD, up to 200TB per server" So that there will be single hardware for Operating server and Storage.		Technical	No Change. As per RFP	
43	Dixit Infotech	Appendix 08 - Technical Specifications 3.0 NVR :- C.2	6	Microsoft® Windows® 10 Enterprise Operating system recovery: yes Operating system drive: 128 GB SSD	Requesting you amend this clause to " System should be preloaded opearing system (Microsoft Windows 10 or Embedded Linux) " So that multiple OEM can participate in bid with their all in one server device.		Technical	No Change. As per RFP	

Sr	Bidder	Document	Section/Clause	Clause Text	Query	Suggested Change		Category	Response	
44	Dixit Infotech	Appendix 08 - Technical Specifications 3.0 NVR :- C.2	11	5x USB 3.1 1x USB 3.1 Type-C 4x USB 2.0 2x DisplayPort™ 1.2 1x Ethernet (RJ45) 1x Universal audio jack 1x Audio line out 1x Serial port	Requesting you to amend this point to 4 Ethernet Ports（100/1000Mbps）Front panel: 2x USB 2.0, Rear panel: 2 x USB 3.0 3 xHDMI 1 xVGA 1x RS485 1x RS232 1x Universal audio jack 1x Audio line out			Technical	No Change. As per RFP	
45	Dixit Infotech	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Can we propose a IP-PbX instead of Analog PbX, since Analog PbX is old technology? OEM's like Cisco do not have Analog based PbX.	Request to modify word "Analog" to "SIP Standard Based IP-PBX"		Technical	No Change. As per RFP	
46	Dixit Infotech	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Can we provide a virtualized setup rather than a Appliance based setup?	Request to rephrase cluse to allow bidder to support vPBX which support virtualization		Technical	No Change. As per RFP	
47	Dixit Infotech	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Request to update clause to IP based solution	Request to modify word "Analog" to "SIP Standard Based IP-PBX"		Technical	No Change. As per RFP	
48	Dixit Infotech	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Request to update clause to IP based solution	request to modify clause to ask for all 250 + extensions on IP with support & integration to PRI		Technical	No Change. As per RFP	
49	Dixit Infotech	Appendix8	Telephony	Conference Phone for Small Meeting Room	Request to update clause to IP based solution	Request to rephrase to SIP based Conference Phone		Technical	No Change. As per RFP	
50	Dixit Infotech	Appendix8	Telephony	Single line phone with 1 Line display and Caller ID	Request to update clause to IP based solution	Please modify word "Phone" to "SIP based IP Phone"		Technical	No Change. As per RFP	
51	Dixit Infotech	Appendix8	Telephony	IP Based operator Phone for Reception	Request to update clause to IP based solution	Please modify word "Phone" to "SIP based IP Phone for Reception"		Technical	No Change. As per RFP	
52	Dixit Infotech	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Do you need solution to support Secure & encrypted calls?	Request to add clause for the EpABX to support sRTP & TLS1.2 for secure & encrypted calling		Technical	No Change. As per RFP	
53	Dixit Infotech	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	DO you want IP Phones to work on PoE?	Request to add clause that all Phones should be SIP standard based IP Phone with PoE support.		Technical	No Change. As per RFP	
54	Dixit Infotech	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Do you want the EpAbX solution to support Soft Clients & VC integration	Request to add clause asking for integration of proposed VC device with the EpABX solution proposed & for the EpAbX to support soft phones or app based soft clients for calling		Technical	No Change. As per RFP	
55	Dixit Infotech	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	How many extensions must have voicemail?	Need additional details.		Technical	No Change. As per RFP	
56	Dixit Infotech	Appendix8	Telephony	Analog EPABX • System with 1 expansion chassis, 250 no. Analog Extension Licenses ,11 no. SIP Extension Licenses, 4 PRI, 20 SIP trunks, 8 port voice mail cum auto-attendant	Do you want to have feature to allow employees to login/logout of phones?	Need additional details.		Technical	No Change. As per RFP	
57	Dixit Infotech	Appendix8	Access SW A.2 E - Performance - Point 3	Switch shall have minimum 176 Gbps of switching fabric and 130 Mpps of forwarding rate.*	Request to Change/update the values as given	Switch shall have minimum 104 Gbps of switching fabric and 77 Mpps of forwarding rate		Technical	No Change. As per RFP	
58	Dixit Infotech	Appendix8	Core SW A.3 E - Performance - Point 10	Switch should have adequate DRAM, Flash Memory, CPU and other hardware to support all the services configured	Request to Change/update the values as given	Switch should have adequate Min 8GB DRAM, 16 GB Flash Memory, CPU and other hardware to support all the services configured		Technical	Switch should have adequate Min 8GB DRAM, 16 GB Flash Memory, CPU and other hardware to support all the services configured	
59	AGC Networks	2 of 3	B4	The Bidder should have implemented LAN Switching, Wifi, EPABX and Audio-Video solution in minimum 3 Bank /financial institute / Enterprise /Corporate Organization in India with at least one order of 80Lakh in last 3 years or two orders of 40 Lakh in last 5 years	Are you looking for a single PO comprising of LAN switching, Wifi, EPABX and Audio-Video solution ? Most of the time LAN Switching, Wifi and EPABX are clubbed in a single PO and Audio-Video solution are kept separate. In an organization different departments deal with these solutions. LAN/WAN and EPABX are looked after by IT whereas Audio-Video is taken care by Admin team	The Bidder should have implemented LAN Switching, Wifi, EPABX and**/or** Audio-Video solution in minimum 3 Bank /financial institute / Enterprise /Corporate Organization in India with at least one order of 80Lakh in last 3 years or two orders of 40 Lakh in last 5 years			We would require self declaration from vendor firstly working with 3 banks / financial institute/ Enterprise/ Corporate Organization and Mutiple PO will be accepted only for single project completed by bidder with one organization	

60	AGC Networks	1 of 1	-	Note : All the Active components of network(Switches, AP, Wireless Controller) as well as EPABX and VC System should be from the same OEM.		Please remove this clause as you have already specified the acceptable makes.		Already resonded against Sr/No 25	
61	AGC Networks	14 of 49	1	The Vendor should ensure that all systemic changes or new requirements necessitated out of Government / other regulatory guidelines or other Company requirements as per the RFP are made available from day one of the [Supply, Implementation, Installation, Commissioning and Maintenance of Network, CCTV & AV for Mumbai Goregaon Office.] going live. Any new government/ regulatory requirements that impact the provided [Supply, Implementation, Installation, Commissioning and Maintenance of Network, CCTV & AV for Mumbai Goregaon Office.] to the Company need to be incorporated as a feature upgrade or an enhancement or a patch and should be provided to the Company at no additional cost during the period of the contract.	If any additional/new hardware/License/Software is required to incorporated to address the revised government/regulatory requirement, then the same shall be at an extra cost.	The Vendor should ensure that all systemic changes or new requirements necessitated out of Government / other regulatory guidelines or other Company requirements as per the RFP are made available from day one of the [Supply, Implementation, Installation, Commissioning and Maintenance of Network, CCTV & AV for Mumbai Goregaon Office.] going live. Any new government/ regulatory requirements that impact the provided [Supply, Implementation, Installation, Commissioning and Maintenance of Network, CCTV & AV for Mumbai Goregaon Office.] to the Company need to be incorporated as a feature upgrade or an enhancement or a patch and should be provided to the Company at no additional cost during the period of the contract. Additional Hardware/Licenses over the above the BoQ will be dealt with separately		No Change. As per RFP	
62	AGC Networks	15 of 49	2	Considering the extensive nature of the assignment and the envisaged relationship with the Bidder, any service, which forms a part of facilities management that is not explicitly mentioned in this RFP as excluded would form part of this RFP, and the Bidder is expected to provide the same at no additional costs to the Company.	pl specify clearly the need of Facilities management			If needed vendor must have the capability to fo the needful, costing can be finalised basis mtutal discussion.	
63	AGC Networks	33	7	Payment terms	Please consider change in payment terms	request to keep it as 70% against delivery and balance 30% on completion of project		Already resonded against Sr/No 15	