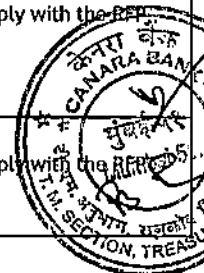


Sr No	Bidder's Name	Page No.	Section	RFP Clause	Clause/ Technical Specification	Bidder's Query	Banks Reply
1	Checkpoint	53 of 67	<u>Annexure 7</u>	General - 1.2	The firewall appliance should support integrated IPS, application control, anti virus and URL filtering functionalities.	Is VPN part of the firewall? If so, is it site to site or client to site VPN?	Refer RFP Technical Specification Clause No 4.2 with default functionalities from day one.
2	Checkpoint	53 of 67	<u>Annexure 7</u>	General - 1.7	The OEM should have published all the performance requirement on the corporate website	Given that the requirements such as traffic profile, required functionalities, etc are unique the general performance numbers on the corporate website will not be accurate against the RFP specifications. We strongly recommend to ask all participating OEMs to submit appliance performance letter mentioning all below performance parameters and signed by authorized signatory of R&D Dept or head of Solution Center Performance Parameters:- 1- Traffic profile details 2- Security Controls enabled - FW, IPS,VPN, AV, URL Filtering, App Control 3- Virtual systems	Bidder has to Comply with the RFP Clause
3	Checkpoint	53 of 67	<u>Annexure 7</u>	Firewall Performance - 2.1	Security appliance should have a minimum 3.9 Gbps of threat protection/prevention with functions like firewall, IPS, VPN,antivirus and logging enabled(enterprise mix/real world traffic)	Please confirm whether functionalities such as Application control, URL filtering would be enabled while considering overall threat prevention throughput as these controls affects overall throughput no.	Bidder has to Comply with the RFP Clause
4	Checkpoint	54 of 67	<u>Annexure 7</u>	Hardware Architecture - 3.1	The platform must be capable of supporting a min of 16 interfaces (10/100/1000 Base copper interfaces ) & 2* 10G SFP+ from day one with necessary transceivers. Management, HA/Sync ports must be additional.	Considering 6 year scalability roadmap, we suggest to add future provisioning of 2* 40G interfaces.	Bidder has to Comply with the RFP Clause
5	Checkpoint	54 of 67	<u>Annexure 7</u>	Hardware Architecture - 3.3	Appliance should have minimum 8 physical cores.	Given that most OEMs do not publish CPU cores in public websites, we recommend to ask all participating OEMs to submit confirmation letter on CPU cores against the appliance model , to be signed by head of R&D or head of solution center.	Bidder has to Comply with the RFP Clause
6	Checkpoint	54 of 67	<u>Annexure 7</u>	Hardware Architecture - 3.4	Appliance should have mimmum of 32 GB RAM	Given that most OEMs do not publish RAM capacity in public websites, we recommend to ask all participating OEMs to submit confirmation letter on RAM capacity against the appliance model , to be signed by head of R&D or head of solution center.	Bidder has to Comply with the RFP Clause
7	Checkpoint				Additional Query	The proposed Firewall should not have any limitation on firewall policies creation or the firewall must support minimum of 15000 or more firewall policies	Bidder has to Comply with the RFP Clause



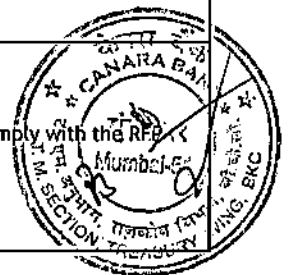
8	Checkpoint				Additional Query	The firewall software must have less than 10 vulnerabilities disclosed in 2018	Bidder has to Comply with the RFP Clause
9	Cisco	53	<u>Annexure 7</u>	Technical Specification of Firewall 2.2	Appliance should support 1,20,000 new sessions per second and 3,00,000 concurrent sessions	Appliance should support <del>420000</del> 40,000 new sessions per second and 300000 concurrent sessions	<u>The Clause is modified as under :</u> Appliance should have minimum 1,00,000 new sessions per second and minimum 3,00,000 concurrent sessions instead of 1,20,000 new sessions.
10	Cisco	54		Technical Specification of Firewall 2.11	Security solution should support at least 6 virtual systems/domain per box for firewall virtualization and 4 Virtual systems licenses per box.	Kindly remove this clause	Bidder has to Comply with the RFP Clause
11	Cisco	54		Technical Specification of Firewall 4.2	Security solution must support IPsec and SSL VPN, with necessary licenses from day 1	Please mention the no. of licenses to be provided for both IPsec and SSL.	<u>The Clause is modified as under :</u> Security solution must support IPsec & SSL VPN with default functionalities from day one.
12	Cisco	55		Technical Specification of Firewall 6.1	It should support at least 5000+ signature data base for IPS & subscription for new signatures download as and when required at no extra cost.	It should support at least <del>5000+</del> 25,000+ signature data base for IPS & subscription for new signatures download as and when required at no extra cost.	Bidder has to Comply with the RFP Clause
13	Cisco	55		Technical Specification of Firewall 7.10	Centralized management and reporting and appliance should have capability of minimum 2x2 TB RAID 1 storage capacity with provision for future expansion and should support 2GB logs per day capacity.	Centralized management and reporting and appliance should have capability of minimum <del>2x2 TB RAID-1</del> 1.5 TB storage capacity with provision for future expansion and should support 2GB logs per day capacity.	<u>The Clause is modified as under :</u> Centralized management and reporting and appliance should have usable capacity of 2 TB after installing RAID 1 with provision for future expansion and should support 2GB logs per day capacity.
14	Cisco	55		Technical Specification of Firewall 7.14	Management should provide detailed Event Analysis for Firewall, IPS, Application control and DLP with reporting of all components.	Kindly remove this clause	<u>The Clause is modified as under :</u> Management should provide detailed Event Analysis for Firewall, IPS, VPN, Antivirus with reporting of all components.
15	Dimension Data	14	9.4 AMC		The Bank will pay AMC charges for after the end of warranty period. Such payment shall be released quarterly in arrears after satisfactory completion of service during the period and submission of reports and invoices	We request AMC payment shall be made yearly Advance.	Bidder has to Comply with the RFP Clause
16	Dimension Data	10	Section C		Delivery in 5 weeks and	We request to change it to 7 weeks for delivery	Bidder has to Comply with the RFP Clause
17	Dimension Data	17	Section C		Installation and Implementation in 3 weeks time	We request to change it to 4 weeks for implementation.	Bidder has to Comply with the RFP Clause



18	Dimension Data	54	Hardware Architecture		Appliance should have minimum 8 Physical cores	Please reduce it to 4 Core CPU. The asked throughput in RFP can be achieved using our 4 cores CPU as our next generation security appliances also has an ASIC based architecture for better performance and throughput.	Bidder has to Comply with the RFP Clause
19	Dimension Data	54	Hardware Architecture		Appliance should have minimum 32 GB of RAM	Please reduce the RAM size to 16 GB as our next generation security appliances are powered by combination of Content Processors and Network Processors. These purpose-built security processors radically boost firewall performance. It can also accelerate specific parts of the packet processing and content scanning functions.	Bidder has to Comply with the RFP Clause
20	Dimension Data	54	Hardware Architecture		Security solution must have inbuilt integrated minimum 2x240 GB SSD RAID1 of storage for logs.	Please remove this clause as there is a separate management & reporting solution has been mentioned in the RFP. As per security best practice it's not recommended to run logs & report on the security appliance.	<u>The Clause is modified as under :</u> Security solution must have either inbuilt integrated minimum 240 GB SSD storage in case external management server is available in proposed solution else should have integrated minimum 2x240GB SSD RAID1 of storage in case the proposed solution is not having Management server.
21	Dimension Data				Points needs to be included for better security solution	Proposed Firewall OEM should be in the Leaders Quadrant of Gartner Magic Quadrant for Enterprise Firewall.	Bidder has to Comply with the RFP Clause
22	Dimension Data				Points needs to be included for better security solution	The OEM vendor must have received "Recommended" rating of NSS lab's for NGFW	Bidder has to Comply with the RFP Clause
23	Dimension Data				Points needs to be included for better security solution	ICSA labs certification for Firewall, SSL, IPSEC VPN	Bidder has to Comply with the RFP Clause
24	Frontier	47	Eligibility Criteria		The bidder should have supplied at least 15 Firewall & Web-Security Solution to Scheduled Commercial Banks in India in last Three years (i.e. from 01/01/2016 to 31/12/2018).	OEM/ Bidder	<u>The Clause is modified as under :</u> The bidder should have supplied at least 15 Firewall & Web-Security Solution to Scheduled Commercial Banks, Govt Undertakings/ Depts, PSUs, NBFC, Stock Exchanges in India in last Three years (i.e. from 01/01/2016 to 31/12/2018).



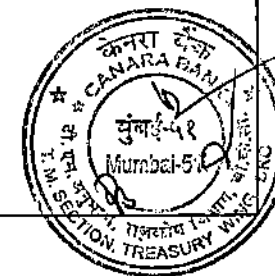
25	Frontier	47	Eligibility Criteria	Minimum 5 Nos. of the Make of Firewall & Web-Security Solution (not necessarily the model) offered to Bank in this RFP should have been supplied to Scheduled Commercial Banks in India in last Three years (i.e. from 01/01/2016 to 31/12/2018) (not necessarily by the bidder).	OEM/Bidder	<u>The Clause is modified as under :</u> Minimum 5 Nos. of the Make of Firewall & Web-Security Solution (not necessarily the model) offered to Bank in this RFP should have been supplied to Scheduled Commercial Banks, Govt Undertakings/ Depts, PSUs, NBFC, Stock Exchanges in India in last Three years (i.e. from 01/01/2016 to 31/12/2018) (not necessarily by the bidder).
26	Frontier		2.2	Appliance should support 1,20,000 sessions and 3,00,000 max sessions	The ratio is of new session to max sessions is very less. Requesting to change the New sessions to 50K	Refer Query Sr No 9
27	Frontier		2.11	Security solution should support atleast 6 Vsys and 4 Vsys licenses on box from day one	1) Currently is Virtualisation used? 2) Every OEM handles Virtualisation differently so requesting to remove On day one	Bidder has to Comply with the RFP Clause
28	Frontier		3.1	Platform must support 16 X10/100/1000G interfaces	Requesting to change it to 8 Ports .Firewall architecture doesn't need 16 ports	Bidder has to Comply with the RFP Clause
29	Frontier		3.5	Security solution must have inbuilt integrated minimum 2x240 GB SSD RAID1 of storage for logs.	Since central management is also proposed we can store the logs there as well. Requesting to change it to 240GB	Refer Query Sr No 20
30	Frontier			Additional Query	Proposed NGFW must provide SSL inspection for selected source IP / user / user-group traffic going towards specific URL / Domain / IP Address to protect user privacy & optimal usage of the resources. Example - SSL inspection must be performed for traffic going towards Google Drive, Dropbox, Gmail etc but shouldnt inspect personal banking, medical records websites.	Bidder has to Comply with the RFP Clause
31	Frontier			Additional Query	Proposed NGFW must have Hot Swappable fan trays for easy replacement without requiring downtime.	Refer RFP Technical Specification Clause No 3.6
32	Frontier			Additional Query	Proposed NGFW must provide inbound & outbound SSH decryption to ensure that attackers don't use SSH to tunnel unwanted applications and content.	Bidder has to Comply with the RFP Clause
33	Frontier			Additional Query	The NGFW must track application behaviour and provide a comparison with Last day / week / month to identify behavioural changes and anomalies in the traffic	Bidder has to Comply with the RFP Clause
34	Frontier			Additional Query	The proposed NGFW must provide inbuilt + easy to use + GUI Based + automated + non disruptive + zero touch policy migration from existing L3/L4 to L7 - Application Layer within a month of NGFW deployment. OEM must ensure that there is no packet drop + no disruption + false positive post migration.	Bidder has to Comply with the RFP Clause



35	IBM India Pvt Ltd.	11	Section C - Clause 3	Uptime		We request bank to dilute this clause & consider the uptime calculation on quarterly basis	Bidder has to Comply with the RFP Clause
36	IBM India Pvt Ltd.	12	Section C - Clause 4	Liquidated damages		Bidder requests for the following to be taken into consideration and included in the clause, "Notwithstanding anything stated to the contrary, the aggregate of all penalties and liquidated damages under the Contract shall not exceed 10% of the Total Contract Value.	Bidder has to Comply with the RFP Clause
37	IBM India Pvt Ltd.	13	Section C - Clause 5	Payment Terms		"The Bidder requests the following payment terms to be considered instead: Payments are due from date of receipt of invoice and payable within thirty (30) days of date of invoice issued to the Customer. Billing term : Products: On shipment; Implementation : On sign off; AMC/ATS: 100 % in advance. In the event of late payments, Bidder reserves the right to charge a late payment fee @ 2% per month on the overdue amounts, in addition to the right of suspension of services, till the overdue amounts are paid."	Bidder has to Comply with the RFP Clause
38	IBM India Pvt Ltd.	15	CL.12	Defect Liability	In case any of the supplies and equipment delivered under the Contract are found to be defective as to material and workmanship and / or not in accordance with the requirement, and /or do not achieve the guaranteed performance as specified herein, within the warranty and AMC period (if contracted) of the contract, the Bidder shall forthwith replace/ make good such defective supplies at no extra cost to the bank without -- prejudice to other remedies as may be available to the bank as per RFP terms.	Bidder requestd for deletion of this clause	Bidder has to Comply with the RFP Clause
39	IBM India Pvt Ltd.	20	Section D Clause 7	EMD	7.5.3 If the selected bidder fails to accept the purchase order within 7 days or fails to sign the contract or fails to furnish performance guarantee in accordance with the terms of the RFP.	15.5.2 If the selected bidder fails to accept the purchase order within 7 days or fails to sign the a mutually acceptable contract or fails to furnish performance guarantee in accordance with the terms of the mutually agreed contract RFP.	Bidder has to Comply with the RFP Clause
40	IBM India Pvt Ltd.	30	Section F- Clause 8	Security Deposit and Performance Bank guarantee	8. 1The successful bidder should submit a Security Deposit   Performance Guarantee for 15% of total value of the contract within 15 days from the date of acceptance of the Order	We request bank to amend the clause by The successful bidder should submit a Security Deposit / Performance Guarantee for 10% of total value of the contract within 15 days from the date of acceptance of the Order.	Bidder has to Comply with the RFP Clause



41	IBM India Pvt Ltd.	30	Section F - Clause 9	Execution of the Agreement	9.1. Within 21 days from the date of acceptance of the Order, the selected bidder shall sign a stamped "Agreement" with the Bank at Mumbai as per the format to be provided by the Bank. Failure to execute the Agreement makes the EMD liable for forfeiture at the discretion of the Bank and also rejection of the selected Bidder.	The Bidder seeks the following changes to this clause: 9.1. Within 21 days from the date of acceptance of the Order, the selected bidder shall sign a stamped "Agreement" with the Bank at Mumbai as per the format as agreed between the Parties to be provided by the Bank. Failure to execute the Agreement makes the EMD liable for forfeiture at the discretion of the Bank and also rejection of the selected Bidder.	Bidder has to Comply with the RFP Clause
42	IBM India Pvt Ltd.	31	Section F- Cl.11.1	Order Cancellation/ Termination of Contract	11.1 The Bank reserves its right to cancel the entire unexecuted part of the Purchase Order at any time by assigning appropriate reasons and recover expenditure incurred by the Bank in addition to recovery of liquidated damages in terms of the contract, in the event of one or more of the following conditions: 1.1.1 Delay in delivery beyond the specified period for delivery. 11.1.2 Serious discrepancies noted in the items delivered. 11.1.3 Breaches in the terms and conditions of the Order.	The Bidder seeks the following changes: Either Party shall have a right to terminate the contract, in the event of a material breach by the other Party, which the other Party fails to rectify within a cure period of 30 days.	Bidder has to Comply with the RFP Clause
43	IBM India Pvt Ltd.	31	Section F- Cl.11.2	Order Cancellation/ Termination of Contract	The Bank reserves the right to cancel the contract placed on the selected bidder and recover expenditure incurred by the Bank on the following circumstances: 11.2. 1 Non submission of acceptance of order within 7 days of order. 11.2.2 Excessive delay in execution of order placed by the Bank. 11.2.3 The selected bidder commits a breach of any of the terms and conditions of the bid. 11.2.4 The bidder goes in to liquidation voluntarily or otherwise. 11.2.5 An attachment is levied or continues to be levied for a period of 7 days upon the effects of the bid. 11.2.6 The progress made by the selected bidder is found to be unsatisfactory. 11.2.7 If deductions on account of liquidated Damages exceeds more than 10% of the total contract price.	The Bidder seeks the following changes: The Bank reserves the right to cancel the contract placed on the selected bidder and recover direct damages expenditure incurred by the Bank on the following circumstances: <del>11.2. 1 Non-submission of acceptance of order within 7 days of order.</del> <del>11.2.2 Excessive delay in execution of order placed by the Bank.</del> 11.2.3 The selected bidder commits a material breach of any of the terms and conditions of the bid which the bidder fails to rectify within a cure period of 30 days. 11.2.4 The bidder goes in to liquidation voluntarily or otherwise. <del>11.2.5 An attachment is levied or continues to be levied for a period of 7 days upon the effects of the bid.</del> <del>11.2.6 The progress made by the selected bidder is found to be unsatisfactory.</del> 11.2.7 If deductions on account of liquidated Damages exceeds more than 10% of the total contract price.	Bidder has to Comply with the RFP Clause



44	IBM India Pvt Ltd.	35	Section G-Cl. 13	Indemnity	<p>13.1 The bidder shall keep and hold the Bank indeninified and harmless from time to time and at all times against all actions, proceedings, claims, suits, liabilities (including statutory liability), penalties, demands, charges, costs (including legal costs) and expenses, damages, losses and any other expenses which may be caused to Or suffered by or made or taken against the Bank arising out of:</p> <p>13.1.1 The breach, default or non-performance of undertakings, warranties, covenants or obligations by the bidder;</p> <p>13.1.2 Any contravention or Non compliance with any applicible laws, regulations, rules, statutory cir legal requirements by the bidder;</p>	<p>13.1 The bidder shall keep and hold the Bank indeninified and harmless from time to time and at all times against all <u>third party actions</u>, proceedings, claims, suits, liabilities (including statutory liability), penalties, demands, charges, costs (including legal costs) and expenses, damages, losses and any other expenses which may be caused to Or suffered by or made or taken against the Bank arising out of:</p> <p><del>13.1.1 The breach, default or non-performance of undertakings, warranties, covenants or obligations by the bidder;</del></p> <p>13.1.2 Any contravention or Non compliance with any applicible laws, regulations, rules, statutory cir legal requirements by- of the bidder;</p>	Bidder has to Comply with the RFP Clause
45	IBM India Pvt Ltd.	47	Annexure-2	Eligibility Criteria- Bidder's experience Point No (e.)	The bidder should have supplied at least 45-Firewall & Web-Security Solution to Scheduled Commercial Banks in India in last Three years (i.e. from 01/01 /2016 to 31/12/2018)	The bidder should have supplied at least 12 Firewall & Web-Security Solution to Scheduled Commercial Banks in India in last Three years (i.e. from 01/01 /2016 to 31/12/2018)	Refer Query Sr No 24
46	IBM India Pvt Ltd.	14	Section C	9. Annual Maintenance Contract (AMC)/ Annual Technical Support (ATS)		Preventive Maintenance on quarterly basis is too frequent, We request bank to dilute this clause & consider the Preventive Maintenance on half yearly basis	Bidder has to Comply with the RFP Clause
47	Softcell	Page 54	2.15		Solution should support IPv4 to IPv6 and IPv6 to IPv4 NAT Functionality	Ideally there is no practical used case for NAT 46 and NAT 64 on Virtual Instance in NGFW. Ideally it should be a functionality on Load Balancers instead of Firewalls. Rarely Canara Bank will come across a used case wherein this would be required	Bidder has to Comply with the RFP Clause
48	Softcell	Page 54	4.4		Security Solution must support following OS (MAC OS X, Linux, Microsoft Windows and 64 Bit Operating System) while connecting to Office using SSL VPN	Linux is a rare OS which is being used in User Laptops. Due to this reason most of the OEMs don't invest in RnD on Linux OS. Reuest you to please remove Linux support for SSL VPN	The Clause is modified as under : Security Solution must support following OS (MAC OS X, Microsoft Windows and 64 Bit Operating System) while connecting to Office using SSL VPN
49	Softcell	Page 55	5.4		Security Solution must support local File Quarantine	Local File Quarantine on a Virtual Instance in NGFW will only delay the process of inspection and is not ideally or practically suited for users to access the quarantine. Ideally any malware in AV must be dropped and clean delivery of files should be considered	This RFP Technical Specification Stands Deleted



50	Softcell	Page 55	7.14	Management Should provide detailed Event Analysis for Firewall, IPS, Application Control and DLP with reporting of all the components	DLP is not a functionality of Firewalls and should not be considered as a part of Firewall Offerings. DLP Functionality offered on NGFW is a limited functionality and doesn't suffice the actual used cases. Enabling DLP on a virtual instance won't be a practical scenario in Canara Bank Environment. Request you to consider DLP as a separate Solution for Network and Endpoints	Refer Query Sr No 14
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Date : 01/03/2019

Place : Mumbai

  
General Manager

