

Replies to Pre Bid Queries asked by vendors for EOI-05/2012-13 Dated 14.03.2013

Pre-bid Queries for EOI-05/2012-13 dated 14.03.2013 for EMPANELMENT OF SERVICE PROVIDERS OTHER THAN M/S BSNL & M/S MTNL FOR PROVISIONING, COMMISSIONING & MAINTENANCE OF WAN CONNECTIVITY OVER FIBER / COPPER/RF/WIRELESS AS LAST MILE SOLUTION TO ALL THE BRANCHES, OFFICES AND OFF SITE ATMS OF OUR BANK

Sl. No.	Page No. of EOI	EOI Clause No.	Bank's Requirements as per EOI	Query raised by the Bidder	Bank's Reply
1	7	4	The bidder must have provided a minimum of 1000 connections across the country in multiple orders by using Leased Line/MPLS technology over fiber / copper as last mile, during the period from 01.01.2010 to 31.12.2012 for large corporate, Government Offices and Public Sector Units, in that bidder must have established WAN connectivity for more than 100 locations across the country in a single order, which may include other than fiber/copper last mile solutions:Purchase Order Copies or Satisfactory Services letter from the Customers to be produced specifying the Technology and wired connectivity in the order/letter.	Kindly refer the scope of empanelment on Page No. 8. of the RFP which states - "C . Scope of Empanelment - 1. The empanelment would be for WAN connectivity on Fiber /Copper /RF /Wireless required at Bank's head office and HO Annex, Circle Offices, Data Center, Disaster Recovery Center and in branches, offices, Off site ATMs across the country". This clause rightly emphasizes the need to connect the Bank's premises on multiple media including RF/Wireless. Large WAN connectivity projects are executed as a hybrid solution on best available media. Citing various live examples of member banks connected to the IDRBT network and other banks/BFSI organizations, Punjab & Sind Bank. PNB, J&K, the media used is extensively RF/wireless, delivering secure, reliable connectivity. We request the Bank to modify the clause as follows: "The bidder must have provided a minimum of 1000 connections across the country in multiple orders by using Leased Line / MPLS Technology over Fiber / Copper/ RF/Wireless as last mile, during the period from 01.01.2010 to 31.12.2012 for large corporate, government offices and public sector units, in that bidder must have established WAN connectivity for more than 100 locations across the country in a single order, which may include other than fiber/copper last mile solutions."	Modified as : "The bidder must have provided a minimum of 1000 connections across the country in multiple orders by using Leased Line/MPLS technology over fiber / copper/ RF/Wireless(excluding VSAT) as last mile, during the period from 01.01.2010 to 31.12.2012 for large corporate, Government Offices and Public Sector Units, in that bidder must have established WAN connectivity for more than 100 locations across the country in a single order, which may include other than fiber/copper last mile solutions:Purchase Order Copies or Satisfactory Services letter from the Customers to be produced specifying the Technology and wired/RF/wireless(excluding VSAT) connectivity in the order/letter."
2	7	5	Fiber optic cable available across India, measured in kilometers should be more than 25,000 kilometers on bidder's own infrastructure:Detailed documentation of the cable availability across various states of India along with the detailed cable layout is to be provided.	The effectiveness of providing MPLS/WAN connectivity in large networks is predominantly a function of the Access Layer (Last Mile), since the offices/ branches of organizations are spread across the length and breadth of the country. WAN service providers enter into long term lease agreements with multiple NLD operators to use the fiber infrastructure already available. WAN service providers have full administrative control on this leased fiber and contract large capacities. In effect, the WAN service provider becomes the suo moto owner of the leased fiber capacity. We request the Bank to amend the clause as follows: "Fiber optic cable available across India, measured in kilometers should be more than 25,000 kilometers on bidder's own or leased infrastructure".	Bidder has to comply with the EOI terms.

Date: 28.03.2013  
Place: Bangalore



*[Signature]*  
Deputy General Manager