

REF: CO/IT-BPR/HW/COCLD-CORR-II

Date: 08/12/2017

RFP Ref: LIC/CO/IT-BPR/HW/CO-CLOUD/17-18/04 Dated: 23/10/2017

CORRIGENDUM – II

Following clarification is being issued under the above referred RFP. The bidders to note that this clarification shall form an integral part of the above referred RFP and resulting contracts, if any.

RFP Related

SLNO	Clause ref.	Clause (in brief) of RFP requiring clarification(s)	Points of Clarification referred by Bidders	LIC Clarification/modification in clause (highlighted in bold)
1	Pg-9,10 Bid Submission/ Eligibility Bid opening	Bid Submission Date & Time Eligibility Bid Opening date/time/venue	Bid Submission to be extended by few days	On 19/12/2017 latest by 3.00 p.m. The Eligibility Bids will be opened by the Tender opening committee of LIC in the presence of the bidders' representatives who choose to attend, at the above mentioned address, on 19/12/2017 at 4.00 p.m.

Table-A

TABLE – Technical Scoring Model Criteria

SLNO	Criterion	Points	
		Item	Value
1	Whether proposed hypervisor is present in latest available Gartner's magic quadrant for x86 virtualization infrastructure.	Leaders	15
		Challengers	10
		Other Quadrants	5
		Others[Meeting the Technical Requirements for the Cloud Solution]	0
2	Whether proposed Hyper converged infrastructure solution is present in latest available Gartner's magic quadrant for Integrated Systems.	Leaders	15
		Challengers	10
		Other Quadrants	5
		Others[Meeting the Technical Requirements for the Cloud Solution]	0

3	Whether proposed de-duplication and disk to disk backup hardware/software solution is present in the Leader/ Challenger quadrant of latest available and respective Gartner magic quadrant.	Leader(backup hardware)	5
		Challenger(backup hardware)	3
		Others[Other backup hardware even outside the quadrant but meeting the Technical Requirements for the Cloud Solution]	0
		Leader(backup software)	5
		Challenger(backup software)	3
		Others[Other backup hardware even outside the quadrant but meeting the Technical Requirements for the Cloud Solution]	0
4	Average Turnover for the last 3 Financial Years(Eligibility Criteria(EC) Rs 50 Cr ; EC - G.2)	Turnover(>200 Cr)	10
		Turnover(50-200 Cr)	5
5	Partnership with OEM(Minimum 1 Year ; EC – G.5)	>1 Yr	5
		1 Yr	3
6	Whether proposed top of rack switch and 24 port 10G SFP switch is present in the latest and respective Gartner's magic quadrant for ToR switch and 10G SFP switch.	Leader(TOR switch)	5
		Challenger(TOR switch)	3
		Others[Other Switches even outside the quadrant but meeting the Technical Requirements for the Cloud Solution]	0
		Leader(10g SFP switch)	5
		Challengers	3
		Others[Other Switches even outside the quadrant but meeting the Technical Requirements for the Cloud Solution]	0
7	The proposed solution should be able to scale up by adding more capacity in terms of memory and disk, similarly the solution should be able to scale out by adding more nodes for increasing compute power and storage capacity.	Scale up and scale out capacity	10
		Scale up or scale out capacity	5
8	References of proposed Solution implementation in India(Minimum 2 References required ; EC – G.6)	>2 Ref	5
		2 Ref	3

9	Total Purchase Order(Rs 10 Cr from minimum 2 implementations ; EC - G.6)	>20 Cr	5
		10-20 Cr	3
10	Ratings given by the reference companies, where similar HCI/Virtualization/Integrated Systems/Cloud Solution was implemented successfully by the bidder/OEM. The references of only BFSI/Government departments/PSU companies will be considered, where at least, three nodes are configured at two different sites working as DC-DR. There should be at least three such references. The average of all the three references will be taken for consideration.	Very Good Rating	15
		Good Rating	10
		Average Rating	5

NOTE : The top 5 bidders scoring atleast 60 marks will be eligible for POC. If less than 5 bidders score more than or equal to 60 marks, LIC may, at its sole discretion, relax the score to allow 5 bidders in the next stage of Evaluation, ie, POC as per the criteria below. All the objectives should be successfully achieved and demonstrated before the technical team from LIC to become eligible for Commercial Evaluation.

TABLE – POC Criteria

SLNO	POC Criterion to be demonstrated by the bidder(in LIC/Bidder/OEM premises)	Pass / Fail
1	Setting up the two nodes of Cloud as DC and two nodes as DR. The network bandwidth needs to be throttled to simulate the DC-DR setup.	
2	Migration of sample physical workload(remote and local) to virtual and demonstrate successful working of the original workload on the virtual setup.	
3	Deploy Cloud management portal and demonstrate provisioning of resources.	
4	Testing high availability of running database VM by removing network cable, Demonstrate VM motion from one node to other without any data loss.	
5	Testing Disaster recovery management by stopping DC set of VM's and transferring user load from DC to DR set of VM's.	
6	Testing full database backup.	
7	Demonstrate active monitoring of VM's by single management interface.	
8	Addition/deletion of CPU, memory and disk to running VM.	

9	Demonstrate patch deployment of web and app VM's without taking downtime.	
10	Demonstrate role-based workflow creation from requisition of resource to disposal.	

Technical

SL No.	Query Related to	Existing Specification	Suggestion for Modification	Corrigendum
1	pt. 3	The bidder shall propose software and hardware components from Leaders/Challengers quadrant in latest available report of Gartner 'Magic Quadrant'	In order to ensure that the bidder quotes the right products, we request you to amend this clause as : "The bidder shall propose software and hardware components from leaders/challengers quadrant in latest available report of Gartner Magic Quadrant for Modular Servers, Integrated Systems and Hypervisor/Virtualization"	The bidder shall propose software and hardware components from Leaders/Challengers quadrant in latest available report of Gartner 'Magic Quadrant' , wherever mentioned.[The software component proposed should be of the highest edition]. *[Please see note below]
2	pt. 16	The solution shall provide zero-downtime, zero-data loss continuous availability against physical host failures. This fault tolerance should be offered without any dependency on the guest operating system. The HCI solution should also store a redundant copy of the data which is accessible immediately by the Hypervisor and application.	"The solution shall provide zero-downtime, zero-data loss continuous availability against physical host failures. The fault tolerance can be offered with or without dependency on the guest operating system"	The solution shall provide zero-downtime, zero-data loss continuous availability against physical host failures. This fault tolerance should be offered without any dependency on the guest operating system. The HCI solution should also store a redundant copy of the data which is accessible immediately by the Hypervisor and application.[Alternative solution /mechanism meeting the Technical requirements for the Cloud Solution can be proposed with documentation.]

3	pt. 18	The proposed solution should be able to inter-operate with other existing ecosystem in the data-center. The solution should also be able to integrate with existing storages via protocols like FC,NFS, iSCSI etc., if required.	HCI solutions at present do not support FC protocol.	The proposed solution should be able to inter-operate with other existing ecosystem in the data-center. The solution should also be able to integrate with existing storages via protocols like FC,NFS, iSCSI etc., if required.[Alternative solution /mechanism meeting the Technical requirements for the Cloud Solution can be proposed with documentation.]
4	Pt. 35	The solution shall also support storage space efficiency features like de-duplication, compression and RAID 5/6 with erasure coding i.e. protection against single drive and simultaneous dual drive failure. [All overheads should be taken care of separately]	Erasure coding is a feature specific to certain OEMs.	The solution shall also support storage space efficiency features like de-duplication, compression and RAID 5/6 with erasure coding i.e. protection against single drive and simultaneous dual drive failure. [All overheads should be taken care of separately. Alternative solution /mechanism meeting the Technical requirements for the Cloud Solution can be proposed with documentation.]
5	pt. 44	f) Fault tolerance	"High Availability and Automatic resource management"	f) Fault tolerance [Alternative solution /mechanism meeting the Technical requirements for the Cloud Solution can be proposed with documentation.]
6	pt. 52	LTO7 Drives(2 Full Height) with FC/SAS/10G Network Interface	The LTO 7 drives are available as half-height drives. Kindly allow us to propose LTO 7 drives.	LTO7 Drives(2 Full/Half Height) with FC/SAS/10G Network Interface

Clarifications

SLNO	RFP Clause	Request to consider	Remarks
1	The bidder shall propose software and hardware components from leaders/challengers quadrant in latest available report of Gartner "Magic Quadrant"	The Gartners Magic Quadrant for Load Balancer is now defunct and the Gartners Buyers guide is more relevant in todays times. Request Bank to consider Gartner Buyers Guide for Load balancer	Relevant Gartner Quadrant/Document can be used.
2	The proposed solution should be based on virtualization of physical hardware and distribution of workload over different virtual machines. LIC should be able to use the core part of solution on any virtualization technology on suitable hardware, if required.	we need to get clarity on Suitable hardware means? Suitable hardware means - proposed HCI appliance? Kindly confirm	Yes. It is HCI Appliance.
3	The proposed solution should be able to inter-operate with other existing ecosystem in the data-center. The solution should also be able to integrate with existing storages via protocols like FC,NFS, iSCSI etc., if required.	Request LIC to share the list of server and storages - make and model inorder to check the compactability on hardware and protocols supported with HCI environment.	Shall be shared during implementation. Most of the servers are having 3 tier architecture in the server itself.
4	The solution shall provide a data caching tier that supports SSD, PCIe, UltraDIMM or NVMe.	We need clarity on check if data caching tier is required separately	Should be part of the solution.
5	Per Node/Server specifications - Minimum of 2 x 18/ core CPUs of latest Intel Skylake based Processor Minimum of 256GB RAM Minimum of 2*1 Gbps NICs Minimum of 2*10 Gbps SFP Ports	In the required HCI solution requirements, the network requirements are extremely critical. Upto 48TB of VM data needs to be synchronized across the HCI nodes to ensure data availability. Also access to the VM's and backup traffic would require dedicated network paths. It is recommended that we increase the number of 1G interfaces to 4 per node or host	Higher specifications can be quoted.

6	Proposed Backup solution should be based on 'Disk-To-Disk-To-Tapes' Technology and the proposed backup software/appliance should be in the Leaders/Challengers quadrant in the latest available Gartner Magic Quadrant for Backup and Recovery Solutions.	Our proposed HCI Solution has an inbuilt Disk-Disk backup mechanism and doesn't require a third-party disk-disk backup solution like the other vendors who don't have that functionality. So we will not be able to propose a D2D backup appliance from Gartner leaders category. We will propose a dedicated HCI appliance as D2D target for the same. We are proposing the re-use of the NetVault backup software licenses already held by LIC to provide the tape backup component. Kindly allow us to quote the same and award us full 5 marks in the evaluation criteria for this point.	[Alternative solution /mechanism meeting the Technical requirements for the Cloud Solution can be proposed with documentation.]
7	Request for Change in Eligibility/Commercial and some other Technical queries(not mentioned above)	Seeking relaxation on these queries.	No change.

EXECUTIVE DIRECTOR (IT/BPR)