

साँझा प्रयास,
साँझी प्रगति

Strive together,
Thrive together



RFP for Supply, Implementation and Maintenance of Endpoint, Email and Web Security

Agenda

- RFP Activity Schedule
- Bidding process
- Bid submission
- Eligibility Criteria
- Scope of work
- Current Status
- Project Timelines
- Indicative Commercial bid
- Questions

RFP Activity Schedule

Sl. No.	Activity	Details
1	Last date for receiving queries on bid	24 th July 2019 (Wednesday)
2	Last date and time for submission of bids	8 th August 2019 (Thursday), 3:00 pm
3	Eligibility Bid opening date, time and venue	8 th August 2019 (Thursday), 3:10 pm Venue: LIC of India, Central Office, IT Department, Jeevan Seva Annexe 2nd Floor, S V Road, Santacruz(W), Mumbai – 400054.
4	Web site	https://www.licindia.in/Bottom-Links/Tenders/Request-for
5	Contact email id	cav.bid@licindia.com

Bidding Process

- Stage 1 – Eligibility Criteria Evaluation
Initially the Pre-contract Integrity Pact, Eligibility bids and Technical bids will be opened.
- Stage 2 – Technical Bid Evaluation
Technical bids of those bidders who have qualified in the Eligibility criteria will be evaluated.
- Stage 3 – Commercial Evaluation
Indicative commercial bids of Technically qualified bidders will be opened.
Selection of L1 bidder will be done through Online Reverse Auction on the basis of Commercial Quote

Bidding Process

Bid submission

- Envelope 1 - Pre-Contract Integrity Pact
- Envelope 2 - Eligibility Bid
- Envelope 3 - Technical Bid
- Envelope 4 - Indicative Commercial Bid

All envelopes and CD should then be put in a single bigger envelope

For details refer Section 2.14 of RFP

Eligibility Criteria (Slide 1)

- The bidder should have supplied, installed and be maintaining minimum of 10000 endpoint security licenses successfully running in any organization in India.
- The bidder should have supplied, installed and be maintaining web/ email gateway successfully running in any organization in India with minimum 10000 users.
- The bidder should have atleast 5 resources certified for security standards such as CISA/ CISM/ CISSP/ CEH.
- The bidder should have minimum 100 number of Certified L1 and L2 Engineers on roll as on date of submission of bid.

Eligibility Criteria (Slide 2)

- The bidder should have either of the following valid certificates: ISO 9001/ CMMi Level 3 (or higher)
- The bidder should have authorised partnerships with the solution/ technology providers of Endpoint, Email and Web securities for the solutions proposed and hardware proposed.
- The bidder should have presence in Mumbai, Pune and Bangalore.
- The bidder should have registered an annual revenue of at least Rs.50 crores in each of the three preceding accounting years
- The bidder should have made profit after tax in the last 3 financial years.

Eligibility Criteria (Slide 3)

Applicable to the solutions proposed

- All the proposed solutions should be of enterprise class, commercially available and have a version history and future roadmap for next 5 years.
- The proposed OEM product for endpoint security should have been supplied and successfully implemented in minimum three organizations for minimum 25000 users in each organization in the last 3 financial years.
- The proposed OEM product for email gateway should have been supplied and successfully implemented in minimum three organizations for minimum 25000 users in each organization in the last 3 financial years.

Eligibility Criteria (Slide 4)

Applicable to the solutions proposed

- The proposed OEM product for web gateway should have been supplied and successfully implemented in minimum three organizations for minimum 25000 users in each organization in the last 3 financial years.
- The proposed endpoint solution should be in the Gartners Magic Quadrant for Endpoint Protection. This condition does not apply for Indian OEMs.
- The proposed web gateway solution should be in the Gartners Magic Quadrant for Secure Web Gateway. This condition does not apply for Indian OEMs.

Scope of Work (Slide 1)

Supply, installation and implementation (for a period of 6 years) of:

- Solution and licenses for
 - Endpoint Security – Windows (30,000)
 - Endpoint Security – Linux (65,000)
 - Email Gateway Security (60,000)
 - Email Security (60,000)
 - Secure Web Gateway (30,000)
- The requisite hardware
- High level Premium support from OEM with Technical Account Manager.

Scope of Work (Slide 2)

- On-site management and maintenance support Services of SI for L1 and L2 resources
 - L2 Engineers at Central Office (CO), Mumbai – 3 (one each for CAV, Web Gateway, Email Gateway).
 - Onsite L1 Engineers at CO and various Zonal Offices – 14
- Implementation of solutions at desktops, laptops, servers, email gateway, web gateway and Corporate Mailing Solution. The implementation should include enforcement of policies as per the requirement of LIC along with migration, if any, from the existing system.
- Any other licences which may be required for implementation of this solution.

Current Status (Slide 1)

- Trend Micro Office Scan Client/ Server Edition (Antivirus)
- Trend Micro Control Manager 7.0 (Management Software)
- Trend Micro InterScan Web Security Suite (IWSVA) + URL filtering (Web Security at Gateway)
- Trend Micro InterScan Messaging Security Suite (IMSVA) (Email Security at Gateway)
- Scan Mail Suite for exchange (MS Exchange Security)
- Server Protect for Linux

Current Status (Slide 2)

Email Statistics

	Outgoing	Incoming	Total
Total Mails (monthly)	80,00,000	26,50,000	1,06,50,000
Peak mails (one day)	5,50,000	1,80,000	7,30,000
Bulk Transaction Mails (monthly)	66,00,000		
Peak bulk mails (one day)	4,00,000		

Project Timelines

S1 No	Activity	Delivery Schedule
1	Request for details of information from LIC	1 week from the date of receipt of selection as successful bidder
2	Submission of Scope of Work and Implementation Plan	1 week from the date of receipt of details of information from LIC
3	Delivery of Hardware	6 weeks from Date of Acceptance of Purchase Order
4	Delivery of Licenses	6 weeks from Date of Acceptance of Purchase Order
5	Project completion period for deployment of all the solutions across LIC network	8 weeks from Date of Delivery of Hardware
6	Deployment of Engineers in locations	12 weeks from Date of Acceptance of Purchase Order

Indicative Commercial Bid Template (Slide 1)

Software Cost	Quantity	Cost per year	Total
		(a)	b = (a) * 6
Endpoint Security - Windows	30000		
Endpoint Security - Linux	65000		
Email Gateway Security	60000		
Email Security	60000		
Secure Web Gateway	30000		
			(c)
Hardware Cost	Lump Sum		
			(d)
Implementation/ Migration	Lump Sum		
Bidders Resources	No. of resources	Cost per year per resource	Total
	(e)	(f)	g = (e)*(f)*6
L1 (at Mumbai and 7 other locations)	14		
L2 at Mumbai	3		

Indicative Commercial Bid Template (Slide 2)

	Cost per year	Total
	(i)	$j = (i) * 6$
Support charges		
AMC Charges (after 1 year warranty period)	(k)	$l = (k) * 5$

Total Cost of Ownership, $T = (b + c + d + g + h + j + l)$		
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Questions



Thank you