Life Insurance Corporation of India
Central Office, Mumbai

Invitation for Expression of Interest (EOI) For Database Security Tools

[Ref: LIC-CO/IT-SD/EOI/2023-2024/DBS dated 08 January 2024]

Response To Pre-Bid Queries-1 dated 08 February 2024

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
1	4. Scope & Objective	Indicative test cases for Part A - Database Activity Monitoring (DAM) Solution:	12	xii. DAM solution must be able to perform various types of masking such as Static Data Masking, Deterministic Data Masking, On-the-Fly Data Masking, Dynamic Data Masking, etc.	Static Masking is done for Dev/test databases Dynamic Masking is done for Production. These capabilities are outside of DAM preview and require separate tooling, request to move this to another section or allow showcasing capability with Different solution	Please refer to modifications, clarifications, addendum, etc.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
2	4. Scope & Objective	g) Indicative test cases for Part B - Database Encryption Solution:	12	The proposed software should be FIPS 140-2 certified and provide the encryption of the databases, without depending on the native encryption options, for the flavor of PostgreSQL, MSSQL, MySQL, Oracle for standard as well as enterprise editions of the databases running on Oracle Linux, Windows, RHEL, CentOS platforms.	Oracle Database at LIC is using Oracle Advanced Security option for encryption, any reason for looking at new solution. Native encryption provides strong encryption at database column/datafile level which database authorization to access as compared to encryption solutions which sit outside of the database and do not require database authorization. Request to relook at the clause.	Oracle encryption will be done by oracle, but the key will be provided by the proposed solution. This is known as BYOK (Bring your own Key). LIC is looking for the KMS and the encryption solution. Wherever native encryption is available, LIC will consider the Key Management Service option. Where the native encryption is not available LIC will consider as an Encryption Agent (including Key Management Solution)

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
3	4. Scope & Objective	v. Sample Test Case 2:	13	Sample Test Case 2: a. Encrypt a sample folder with files within it. b. Copy & paste a new file inside the encrypted folder and the content should automatically be encrypted. c. Files already inside the encrypted folder, if taken out should be in encrypted format. d. Allow only permitted users and process to access the encrypted files, ones accessed those files will be automatically converted into clear text. e. Database files folder: Above test cases must be applied on Database file folders.	Is this for Database or non database files	This includes both the type of files.
4	4 Scope & Objective	f. Indicative test cases for Part A - Database Activity Monitoring (DAM) Solution Point (xii)	12	DAM solution must be able to perform various types of masking such as Static Data Masking, Deterministic Data Masking, On-the-Fly Data Masking, Dynamic Data Masking, etc.	For typical DAM solution, Masking can be limited to masking selected Sensitive PII/SPDI information while displaying audit logs/ alerts on the DAM tool's GUI. Therefore we request to modify the clause to : Since a DAM solution cannot provide the full capability of masking as demanded in the EOI, we request LIC to either remove the masking-related points or include it in the Encryption requirement.	Please refer to modifications, clarifications, addendum, etc.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
5	4 Scope & Objective	j. Criteria. Point (i) Scoring Criteria Part A [SN 3]	13	Proof Of Concept: Integration Compatibility of Databases with DAM Solution as per scope: Other Databases	In order to conduct POC in a satisfactory manner, we need to know what LIC would be providing under "Other" databases. Accordingly, we would need to specify the pre requisites to include these Databases in Scope of Work. Alternatively, LIC may request that we, as an OEM, recommend the three most widely used supported databases that have been prominent in the BFSI sector.	Please refer to modifications, clarifications, addendum, etc.
6	4 Scope & Objective	j. Criteria. Point (i) Scoring Criteria Part A [SN 5]	14	During the last 5 years preceding to the date of this EOI, the DAM Solution should have been supplied and implemented for Private Organizations in India with market capital of minimum 500 Crores or PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India. (Copy of the Purchase order/ Work order/ engagement letter/ Certificate of completion of the work to be submitted)	Kindly clarify if references can be provided by OEM (Also kindly modify this to Copy of the Purchase order/ Work order/ engagement letter/ Certificate of completion of the work to be submitted or **any other document from the client clearly substantiating the completed implementation and db count**)	Please be guided by the EOI.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
7	4 Scope & Objective	j. Criteria. Point (i) Scoring Criteria Part A [SN 5]	14	Every Additional reference of Contract/Order Value greater INR 5 Crores -> 5 Marks each subject to maximum of 30 marks	NDA agreement with customer makes it highly challenging to share the PO without masking the price. Is LIC agrees to accept the OEM's/deemed OEM's/partners undertaking confirming the value of the masked PO?	Please be guided by the EOI.
8	4 Scope & Objective			Additional query	We would like to understand who would be responsible for the documentation of successful POC Completion during and after the POC activity.	All the documents related to the POC as mentioned in the EOI will have to be prepared by the bidder.
9	4 Scope & Objective			Additional query	Need details of whether LIC will provide VM's or do bidder/OEM needs to arrange that. Similarly, if any additional softwares are required or dependencies like Access to existing Active Directory, access to existing SIEM tool, whether these will be provided during POC time frame?	The bidder shall provide a detailed bill of quantity (BOQ) as part of their submission. LIC will provide the hardware required for in-scope solutions' implementation, i.e server/VMs and will provide RHEL OS and Database – MySQL, if required as part of the solution. All other software and hardware if any should be provided by bidder.
10	4 Scope & Objective			Additional query	Please verify the Hypervisor that LIC has been using like VMware, Nutanix AHV or Microsoft.	LIC uses all the mentioned Hypervisors

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
11	Section B: Invitation for Expression of Interest (EOI)	4. Scope & Objective	11,12	Proof of Concept (PoC) of the solution on sample databases as below: MySQL 5 RHEL 2 Oracle 1 Oracle Enterprise Linux 3 SAP HANA 1 SUSE Linux 4 Others 3	What are the versions and editions of the databases for MySQL, Oracle , SAP HANA ?	Such details will be provided to the bidders who qualify in the eligibility criteria.
12	Section B: Invitation for Expression of Interest (EOI)	4. Scope & Objective	11,12	Proof of Concept (PoC) of the solution on sample databases as below: MySQL 5 RHEL 2 Oracle 1 Oracle Enterprise Linux 3 SAP HANA 1 SUSE Linux 4 Others 3	What are the versions and kernel version of the Operating System Platform?	Such details will be provided to the bidders who qualify in the eligibility criteria.
13	Section B: Invitation for Expression of Interest (EOI)	4. Scope & Objective	11,12	Proof of Concept (PoC) of the solution on sample databases as below: MySQL 5 RHEL 2 Oracle 1 Oracle Enterprise Linux 3 SAP HANA 1 SUSE Linux 4 Others 3	What would be the other three databases?	Please refer to modifications, clarifications, addendum, etc.
14	Section B: Invitation for Expression of Interest (EOI)	4. Scope & Objective g) Indicative test cases for Part B - Database Encryption Solution:	13	Sample Test Case 1: a. Encrypt a new and existing tablespace.	Request you to modify the clause to "a. . Encrypt a new and existing tablespace. The solution should propose a way to offer minimal time for shutting down the databases and stopping the applications while encrypting the existing tablespace. " Justification: This would assist in scenario of large number of critical databases where huge downtime of the databases impacts the business continuity plan.	Please refer to modifications, clarifications, addendum, etc.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
15	ii. Scoring Criteria for Part B - Database Encryption Solution	Evaluation Criteria point 5	15	Every Additional reference of 200 Databases (separate clients) for RBI/IRDAI regulated or owned entities -> 5 Marks each subject to maximum of 20 marks	Request you to modify the clause to have the revised limit for 100 database license count:- "Every Additional reference of 100 Databases (separate clients) for RBI/IRDAI regulated or owned entities -> 5 Marks each subject to maximum of 20 marks"	Please refer to modifications, clarifications, addendum, etc.
16	4 Scope & Objective	f. Indicative test cases for Part A - Database Activity Monitoring (DAM) Solution Point (xii)	12	DAM solution must be able to perform various types of masking such as Static Data Masking, Deterministic Data Masking, On-the-Fly Data Masking, Dynamic Data Masking, etc.	Masking is not a functionality of a DAM solution, we request LIC to either remove the masking-related points or include it in the Encryption requirement.	Please refer to modifications, clarifications, addendum, etc.
17	4 Scope & Objective	j. Criteria. Point (i) Scoring Criteria Part A [SN 3]	13	Proof Of Concept: Integration Compatibility of Databases with DAM Solution as per scope: Other Databases	Request details on other database types and version. Accordingly, we would need to specify the pre requisites to include these Databases in Scope of Work. Alternatively, LIC may request that we, as an OEM, recommend the three most widely used supported databases that have been prominent in the BFSI sector.	Please refer to modifications, clarifications, addendum, etc.
18	4 Scope & Objective	j. Criteria. Point (i) Scoring Criteria Part A [SN 5]	14	Every Additional reference of Contract/Order Value greater INR 5 Crores -> 5 Marks each subject to maximum of 30 marks	NDA agreement with customer makes it highly challenging to share the PO without masking the price. Is LIC agrees to accept the OEM's/deemed OEM's/partners undertaking	Please be guided by the EOI.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
					confirming the value of the masked PO?	
19	4 Scope & Objective			Additional query	We would like to understand who would be responsible for the documentation of successful POC Completion during and after the POC activity.	All the documents related to the POC as mentioned in the EOI will have to be prepared by the bidder.
20	4 Scope & Objective			Additional query	Kindly confirm whether LIC will provide the required hardware/ VM's to conduct POC ? Similarly if any additional softwares are required or dependencies like Access to existing Active Directory, access to existing SIEM tool, whether these will be provided during POC time frame?	The bidder shall provide a detailed bill of quantity (BOQ) as part of their submission. LIC will provide the hardware required for in-scope solutions' implementation, i.e server/VMs and will provide RHEL OS and Database – MySQL, if required as part of the solution. All other software and hardware if any should be provided by bidder.
21	4 Scope & Objective			Additional query	Kindly confirm the Hypervisor that LIC has been using like VMware, Nutanix AHV or Microsoft.	LIC uses all the mentioned Hypervisors
22	7		24	Non-Disclosure Agreement (NDA)	The Bidder proposes to make this clause mutual	Please be guided by the EOI.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
23	14		27	Patent Rights and other litigation cost	Bidder proposes to replace this clause with the following: Notwithstanding anything contained in the EOI or any other place, the Bidder shall not be liable for any indirect, incidental, consequential, special exemplary or punitive damages or for any loss of profit, loss of data, loss of business / revenue, loss of goodwill, loss of customer, cost of purchasing replacement services for any reason whatsoever. Further, in case of service related matters the sole liability of the Bidder and sole remedy of Customer shall be the limited to the applicable credit allowance and / or right to terminate the contract as mentioned in the applicable service schedule. For any other loss or damage, the overall liability of the Bidder shall be capped to twelve (12) months of charges collected by the Bidder pursuant to the applicable order giving rise to the said liability. Provided that nothing contained herein shall be construed as limiting the liability of either Party for (a) personal injury or death	Please be guided by the EOI.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
					resulting from the negligence of a Party or its employees, (b) fraud or fraudulent misrepresentation, or (c) wilful misconduct"	

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
24	19		28	Limitation of liability	Bidder proposes to replace this clause with the following: Notwithstanding anything contained in the EOI or any other place, the Bidder shall not be liable for any indirect, incidental, consequential, special exemplary or punitive damages or for any loss of profit, loss of data, loss of business / revenue, loss of goodwill, loss of customer, cost of purchasing replacement services for any reason whatsoever. Further, in case of service related matters the sole liability of the Bidder and sole remedy of Customer shall be the limited to the applicable credit allowance and / or right to terminate the contract as mentioned in the applicable service schedule. For any other loss or damage, the overall liability of the Bidder shall be capped to twelve (12) months of charges collected by the Bidder pursuant to the applicable order giving rise to the said liability. Provided that nothing contained herein shall be construed as limiting the liability of either Party for (a) personal injury or death	Please be guided by the EOI.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
					resulting from the negligence of a Party or its employees, (b) fraud or fraudulent misrepresentation, or (c) wilful misconduct"	

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
25	22		29	Indemnifying LIC	Each Party shall indemnify the other from and against any claims by third parties (including any Governmental Authority) and expenses (including legal fees and court costs) arising from damage to tangible property, personal injury or death caused by such Party's negligence or wilful misconduct. Bank shall also indemnify, defend and hold Bidder harmless from any and all claims (including claims by any Governmental Authority seeking to impose penal or criminal sanctions) (i) relating to Customer's or its End Users' use of the Services; and/or (ii) claims arising from Customer's breach of acceptable use policy of Bidder	Please be guided by the EOI.
26	14			During the last 5 years preceding to the date of this EOI, the DAM Solution should have been supplied and implemented for Private Organizations in India with market capital of minimum 500 Crores or PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India. (Copy of the Purchase order/ Work order/ engagement letter/ Certificate of completion of the work to be submitted)	We request to revise the clause a per below: During the last 5 years preceding to the date of this EOI, the DAM Solution should have been supplied and implemented for **public or** Private Organizations in India with market capital of minimum 500 Crores or PSU/	Please be guided by the EOI.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
					Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India. (Copy of the Purchase order/ Work order/ engagement letter/ Certificate of completion of the work to be submitted)	
27	15			During the last 5 years preceding to the date of this EOI, the Database Encryption Solution should have been supplied and implemented for Private Organizations in India with market capital of minimum 500 Crores or PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India. (Copy of the Purchase order/ Work order/ engagement letter/ Certificate of completion of the work to be submitted	We request to revise the clause a per below: During the last 5 years preceding to the date of this EOI, the DAM Solution should have been supplied and implemented for **public or** Private Organizations in India with market capital of minimum 500 Crores or PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India. (Copy of the Purchase order/ Work order/ engagement letter/ Certificate of completion of the work to be submitted)	Please be guided by the EOI.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
28					The Bidder should have minimum of 3 years of experience in supplying and implementing Database Activity Monitoring (DAM) and/or Database Encryption Solution for Private Organizations in India with market capital of minimum 500 Crores or PSU/Government/Regulator/Stock Exchanges/BFSI Sector Firms in India.	Please be guided by the EOI.
29					2.Part A - The Bidder during the last 5 years preceding to the date of this EOI should have supplied and implemented the proposed Database Activity Monitoring (DAM) solution for at least 05 (five) Private Organizations in India with market capital of minimum 500 Crores or at any PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India. And/or Part B – The Bidder during the last 5 years preceding to the date of this EOI should have supplied and implemented the proposed Database Encryption Solution for at least 05 (five) Private	Please be guided by the EOI.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
					Organizations in India with market capital of minimum 500 Crores or to any PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India.	
30	4 Scope & Objective	f. Indicative test cases for Part A - Database Activity Monitoring (DAM) Solution Point (xii)	12	DAM solution must be able to perform various types of masking such as Static Data Masking, Deterministic Data Masking, On-the-Fly Data Masking, Dynamic Data Masking, etc.	For typical DAM solution, Masking can be limited to masking selected Sensitive PII/SPDI information while displaying audit logs/ alerts on the DAM tool's GUI. Therefore we request to modify the clause to: Since a DAM solution cannot provide the full capability of masking as demanded in the EOI, we request LIC to either remove the masking-related points or include it in the Encryption requirement.	Please refer to modifications, clarifications, addendum, etc.
31	4 Scope & Objective	j. Criteria. Point (i) Scoring Criteria Part A [SN 3]	13	Proof Of Concept: Integration Compatibility of Databases with DAM Solution as per scope: Other Databases	In order to conduct POC in a satisfactory manner, we need to know what LIC would be providing under "Other" databases. Accordingly, we would need to specify the pre requisites to include these Databases in Scope of Work. Alternatively, LIC may request that we, as an OEM, recommend the three most widely used	Please refer to modifications, clarifications, addendum, etc.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
					supported databases that have been prominent in the BFSI sector.	
32	4 Scope & Objective	j. Criteria. Point (i) Scoring Criteria Part A [SN 5]	14	During the last 5 years preceding to the date of this EOI, the DAM Solution should have been supplied and implemented for Private Organizations in India with market capital of minimum 500 Crores or PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India. (Copy of the Purchase order/ Work order/ engagement letter/ Certificate of completion of the work to be submitted)	Kindly clarify if references can be provided by OEM (Also kindly modify this to Copy of the Purchase order/ Work order/ engagement letter/ Certificate of completion of the work to be submitted or **any other document from the client clearly substantiating the completed implementation and db count**)	Please be guided by the EOI.
33	4 Scope & Objective	j. Criteria. Point (i) Scoring Criteria Part A [SN 5]	14	Every Additional reference of Contract/Order Value greater INR 5 Crores -> 5 Marks each subject to maximum of 30 marks	NDA agreement with customer makes it highly challenging to share the PO without masking the price. Is LIC agrees to accept the OEM's/deemed OEM's/partners undertaking confirming the value of the masked PO?	Please be guided by the EOI.
34	4 Scope & Objective			Additional query	We would like to understand who would be responsible for the documentation of successful POC Completion during and after the POC activity.	All the documents related to the POC as mentioned in the EOI will have to be prepared by the bidder.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
35	4 Scope & Objective			Additional query	Need details of whether LIC will provide VM's or do bidder/OEM needs to arrange that. Similarly if any additional softwares are required or dependencies like Access to existing Active Directory, access to existing SIEM tool, whether these will be provided during POC time frame?	The bidder shall provide a detailed bill of quantity (BOQ) as part of their submission. LIC will provide the hardware required for in-scope solutions' implementation, i.e server/VMs and will provide RHEL OS and Database – MySQL, if required as part of the solution. All other software and hardware if any should be provided by bidder.
36	4 Scope & Objective			Additional query	Please verify the Hypervisor that LIC has been using like VMware, Nutanix AHV or Microsoft.	LIC uses all the mentioned Hypervisors
37	4 Scope & Objective	j. Criteria. Point (i) Scoring Criteria Part A [SN 5]	14	During the last 5 years preceding to the date of this EOI, the DAM Solution should have been supplied and implemented for Private Organizations in India with market capital of minimum 500 Crores or PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India. (Copy of the Purchase order/ Work order/ engagement letter/ Certificate of completion of the work to be submitted)	Kindly clarify if references can be provided by OEM (Also add a point related to proof document : Copy of the Purchase order/ Work order/ engagement letter/ Certificate of completion of the work to be submitted or **any other document from the client clearly substantiating the completed implementation and db count**) **for example email**	Please be guided by the EOI.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
38	Scoring Criteria for Part A	Point 2 Proof of Concept: Solution Implementation	13	Infrastructure Requirement (higher marks for minimal infrastructure)	Given that LIC has allotted five marks for it, it is critical that the bidder recommend the Hardware size for the entire project. The infrastructure required for POC cannot be a parameter to earn this point, So we kindly ask LIC to clarify the total number of databases they would like to monitor over the next five years and based on that the infrastructure requirement for the same will be submitted by the DAM OEM in the POC bid submission.	Please be guided by the EOI.
39	Scoring Criteria for Part A	Point 2 Proof of Concept: Solution Performance	13	Solution Performance	In POC it is not possible to show performance parameters. Rather Solution features can be shown in POC. Request you to kindly ask for Solution Features rather than Solution Performance.	Please refer to the 'Parameter' column, under Solution Performance, it refers to 'Features of the solutions (higher marks for more features)'
40	Scoring Criteria for Part A	Point 4. Detailed Report and Presentation of entire PoC		Detailed Report and Presentation of entire PoC	The OEM recommendation will only pertain to the database. DAM OEM is unable to make any networking, or application recommendations.	Understanding is correct
41	Scope & Objective			Additional query	We suggest that LIC should disregard any requests for a demo or simulation by DAM OEM, as it will not accurately represent the capabilities of the product.	No demo or simulation will be allowed. The POC should be performed on the databases existing in LIC.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
42	Scoring Criteria for Part A	During the last 5 years preceding to the date of this EOI, the DAM Solution should have been supplied and implemented for Private Organizations in India with market capital of minimum 500 Crores or PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India.	14	Every Additional reference of 200 Databases (separate clients) for RBI/IRDAI regulated or owned entities -> 5 Marks each subject to maximum of 20 marks	We request LIC not to dilute the clause by reducing the number of DB count. It is important to know that which OEM has a capability to monitor more than 200 DB's. Scalability, performance and acceptability of product can be judged by the number of DB count which is managed by particular DAM tool. Also Global reference can't give the real picture. so we request not to dilute the clause	Please refer to modifications, clarifications, addendum, etc.
43	POC			Additional query	Could you please clarify if the POC will take place remotely or on-site? The POC is always carried out onsite at the customer's location for the majority of large projects.	The PoC will be carried out onsite.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
44	POC			Additional query	Please verify how many weeks were given to each OEM to complete a successful proof of concept. Additionally, an OEM ought to be eliminated from the competition if it is unable to finish the POC within the allotted time. In addition, LIC must provide data for POC, and DRA features need 4-5 weeks to profile the user. therefore kindly give a minimum of 6–8 week POC period.	The scope of activities mentioned in the EOI are expected to be completed within 6 Weeks post onboarding of the bidder.
45	POC	Database Version		Additional query	Kindly confirm the type, version of databases for the POC. Also, confirm the O/s type and version	Such details will be provided to the bidders who qualify in the eligibility criteria.
46	POC	Audit Health check		Additional query	In order to ascertain the existing architecture, it is a very wide scope. Request to give a scope of work for existing DAM architecture and to modify the clause appropriately to limit to existing DAM solution only.	Please be guided by the EOI.
47	POC			Additional query	DB version and operating system details for POC. 1. Database type 2. DB Version 3. Operating system 4. OS Version 5. Kernel Version(Only Linux)	Such details will be provided to the bidders who qualify in the eligibility criteria.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
48	POC			Additional query	POC Test Case : The DAM tool and its software agent that would be deployed on Oracle DB Nodes should be compatible /compliant with Oracle RAC architecture. Question : Is LIC going to provide Oracle RAC cluster during the POC or only single node would be provided.	Such details will be provided to the bidders who qualify in the eligibility criteria.
49	Evaluation criteria			1. Infrastructure Requirement (higher marks for minimal infrastructure) : 5 Marks	How this is going to be validated as during the POC OEM would minimum servers to perform the POC for 10 databases. The infrastructure required to be considered as per the Production database or POC only. If Production to be considered then kindly help us with following details like : 1. Number of Database Servers in DC and DR 2. Database details for Production DB Server 1. Database type 2. DB Version 3. Operating system 4. OS Version 5. Kernel Version(Only Linux) 6. No. of Cores	Please be guided by the EOI.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
50	Evaluation criteria				Recommendations improving the database architecture setup across LIC. : This should be purely considered as per the Application team requirement as DAM will help in monitoring any risk for databases	This requirement is from the perspective of sizing the licenses for the DAM solution.
51	Evaluation criteria				Number of DB servers to be considered for licensing point of view.	Please be guided by the EOI.
52	4. Scope & Objective	e)	12	Database Flavour Oracle , Mysql,Sap Hana Other databases	Request to provide details of 1.)Database and Operating system version of all target databases 2.)Mention list of other databases being considered.	1) Such details will be provided to the bidders who qualify in the eligibility criteria. 2) Please refer to modifications, clarifications, addendum, etc.
53	4. Scope & Objective	i. Scoring Criteria for Part A - Database Activity Monitoring (DAM) Solution:	13	Proof of Concept: Solution Performance Proof of Concept: Solution Implementation	Can the solution be in Public Cloud for certain features	The solution is expected to be completely on-premise.
54	4. Scope & Objective	i. Scoring Criteria for Part A - Database Activity Monitoring (DAM) Solution:	13	Infrastructure Requirement (higher marks for minimal infrastructure)	In POC Infra requirements may not come out clearly as infra will be less.Please check scoring for this section	Please be guided by the EOI.
55	4. Scope & Objective	Scoring Criteria for Part A - Database Activity Monitoring (DAM) Solution:	14	Recommendations improving the database architecture setup across LIC	This should be outside scope as no link to DAM.	This requirement is from the perspective of sizing the licenses for the DAM solution.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
56	4. Scope & Objective	Scoring Criteria for Part A - Database Activity Monitoring (DAM) Solution:	14	During the last 5 years preceding to the date of this EOI, the DAM Solution should have been supplied and implemented for Private Organizations in India with market capital of minimum 500 Crores or PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India. (Copy of the Purchase order/ Work order/ engagement letter/ Certificate of completion of the work to be submitted)	Typically this should be done in EOI Stage . Request if only references can be provided without proof.	Please be guided by the EOI.
57	4. Scope & Objective	i. Scoring Criteria for Part A - Database Activity Monitoring (DAM) Solution:	13	Proof of Concept: Solution Performance Proof of Concept: Solution Implementation	How will LIC generate load for understanding performance and capturing SQLs/Audit data for DAM	Such details will be provided to the bidders who qualify in the eligibility criteria.
58	4 Scope & Objective	f. Indicative test cases for Part A - Database Activity Monitoring (DAM) Solution Point (xii)	12	DAM solution must be able to perform various types of masking such as Static Data Masking, Deterministic Data Masking, On-the-Fly Data Masking, Dynamic Data Masking, etc.	Masking is not a functionality of a DAM solution, we request LIC to either remove the masking-related points or include it in the Encryption requirement.	Please refer to modifications, clarifications, addendum, etc.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
59	4 Scope & Objective	j. Criteria. Point (i) Scoring Criteria Part A [SN 3]	13	Proof Of Concept: Integration Compatibility of Databases with DAM Solution as per scope: Other Databases	Request details on other databases types and version. Accordingly we would need to specify the pre requisites to include these Databases in Scope of Work. Alternatively, LIC may request that we, as an OEM, recommend the three most widely used supported databases that have been prominent in the BFSI sector.	Please refer to modifications, clarifications, addendum, etc.
60	4 Scope & Objective	j. Criteria. Point (i) Scoring Criteria Part A [SN 5]	14	During the last 5 years preceding to the date of this EOI, the DAM Solution should have been supplied and implemented for Private Organizations in India with market capital of minimum 500 Crores or PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India. (Copy of the Purchase order/ Work order/ engagement letter/ Certificate of completion of the work to be submitted)	Kindly clarify if references can be provided by OEM (Also add a point related to proof document : Copy of the Purchase order/ Work order/ engagement letter/ Certificate of completion of the work to be submitted or **any other document from the client clearly substantiating the completed implementation and db count**) **for example email**	Please be guided by the EOI.
61	4 Scope & Objective	j. Critertia. Point (i) Scoring Criteria Part A [SN 5]	14	Every Additional reference of Contract/Order Value greater INR 5 Crores -> 5 Marks each subject to maximum of 30 marks	NDA agreement with customer makes it highly challenging to share the PO without masking the price. Is LIC agrees to accept the OEM's/deemed OEM's/partners undertaking confirming the value of the masked PO?	Please be guided by the EOI.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
62	4 Scope & Objective			Additional query	We would like to understand who would be responsible for the docuemntation of successful POC Completion during and after the POC activity.	All the documents related to the POC as mentioned in the EOI will have to be prepared by the bidder.
63	4 Scope & Objective			Additional query	Kindly confirm whether LIC will provide the required hardware/ VM's to conduct POC ? Similalrly if any additional softwares are required or dependencies like Access to existing Active Directory, access to existing SIEM tool, whether these will be provided during POC time frame?	The bidder shall provide a detailed bill of quantity (BOQ) as part of their submission. LIC will provide the hardware required for in-scope solutions' implementation, i.e server/VMs and will provide RHEL OS and Database – MySQL, if required as part of the solution. All other software and hardware if any should be provided by bidder.
64	4 Scope & Objective			Additional query	Kindly confirm the Hypervisor that LIC has been using like VmWare, Nutanix AHV or Microsoft.	LIC uses all the mentioned Hypervisors
65	Scoring Criteria for Part A	Point 2 Proof of Concept: Solution Implementation	13	Infrastructure Requirement (higher marks for minimal infrastructure)	Given that LIC has allotted five marks for it, it is critical that the bidder recommend the Harwdare size for the entire project. The infrastructure required for POC cannot be a parameter to earn this point, So we kindly ask LIC to clarify the total number of databases they would like to monitor over the next five years and based on that the infrastructure	Please be guided by the EOI.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
					requirement for the same will be submitted by the DAM OEM in the POC bid submission.	
66	Scoring Criteria for Part A	Point 2 Proof of Concept: Solution Performance	13	Solution Performance	In POC it is not possible to show performance parameters. Rather Solution features can be shown in POC. Request you to kindly ask for Solution Features rather than Solution Performance.	Please refer to the 'Parameter' column, under Solution Performance, it refers to 'Features of the solutions (higher marks for more features)'
67	Scoring Criteria for Part A	Point 4. Detailed Report and Presentation of entire PoC		Detailed Report and Presentation of entire PoC	The OEM recommendation will only pertain to the database. DAM OEM is unable to make any networking, or application recommendations.	Understanding is correct
68	Scope & Objective			Additional query	We suggest that LIC should disregard any requests for a demo or simulation by DAM OEM, as it will not accurately represent the capabilities of the product.	No demo or simulation will be allowed. The POC should be performed on the databases existing in LIC.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
69	Scoring Criteria for Part A	During the last 5 years preceding to the date of this EOI, the DAM Solution should have been supplied and implemented for Private Organizations in India with market capital of minimum 500 Crores or PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India.	14	Every Additional reference of 200 Databases (separate clients) for RBI/IRDAI regulated or owned entities -> 5 Marks each subject to maximum of 20 marks	We request LIC not to dilute the clause by reducing the number of DB count. It is important to know that which OEM has a capability to monitor more than 200 DB's . Scalability, preforamce and acceptability of product can be judged by the number of DB count which is managed by particulr DAM tool. Also Global reference cant give the real picture. so we request not to dilute the clause	Please refer to modifications, clarifications, addendum, etc.
70	POC			Additional query	Could you please clarify if the POC will take place remotely or on-site? The POC is always carried out onsite at the customer's location for the majority of large projects.	The PoC will be carried out onsite.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
71	POC			Additional query	Please verify how many weeks were given to each OEM to complete a successful proof of concept. Additionally, an OEM ought to be eliminated from the competition if it is unable to finish the POC within the allotted time. In addition, LIC must provide data for POC, and DRA features need 4-5 weeks to profile the user. therefore kindly give a minimum of 6–8 week POC period.	The scope of activities mentioned in the EOI are expected to be completed within 6 Weeks post onboarding of the bidder.
72	POC	Database Version		Additional query	Kindly confirm the type, version of databases for the POC. Also, confirm the O/s type and version	Such details will be provided to the bidders who qualify in the eligibility criteria.
73	POC	Audit Health check		Additional query	In order to ascertain the existing architecture, it is a very wide scope. Request to give a scope of work for existing DAM architecture and to modify the clause appropriately to limit to existing DAM solution only.	Please be guided by the EOI.
74	6 Eligibility Criteria	4	16	The Bidder should have minimum of 3 years of experience in supplying and implementing Database Activity Monitoring (DAM) and/or Database Encryption Solution for Private Organizations in India with market capital of minimum 500 Crores or PSU/Government/Regulator/Stock Exchanges/BFSI Sector Firms in India.	Request you to please also consider global experience as part of eligibility criteria for both part 1 and 2	Please be guided by the EOI.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
75	4 Scope & Objective	e) ii. Proof of Concept (PoC) of the solution on sample databases as below:	12	4: Database flavour - Other	Please share detail of other databased to be included in the POC.	Please refer to modifications, clarifications, addendum, etc.
76	4 Scope & Objective	e) ii. Proof of Concept (PoC) of the solution on sample databases as below:	12	4: Database flavour - Other	Please share total number of databases to be consider for overall scope for part 1 and 2	Please refer to modifications, clarifications, addendum, etc.
77	4 Scope & Objective	e) ii. Proof of Concept (PoC) of the solution on sample databases as below:	12	iii. Discover any new/rogue database and DB objects created within the monitored network/systems. iv. Auto discovering sensitive/confidential data, like credit card Numbers, Email address, Aadhaar or any PII in the database. v. Classify the database/database-objects based on sensitivity and confidentiality of data based on PII, SPDI, PCIDSS guidelines or customized parameters.	Please advise if database discovery and classification also need to be included as part of overall solution.	This is not within the scope of this EOI
78	4 Scope & Objective	e) ii. Proof of Concept (PoC) of the solution on sample databases as below:	12	viii. Perform vulnerability scans.	Please advise if database vulnerability to be included as part of overall solution.	This is not within the scope of this EOI
79	4 Scope & Objective	e) ii. Proof of Concept (PoC) of the solution on sample databases as below:	12	xv. The proposed solution shall have to be compliant with IRDAI Guidelines	Please suggest list of IRDAI guideline solution to be demonstrated as part of POC.	Refer relevant Cyber Security Framework and guidelines from IRDAI/RBI/NCIIPC

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
80	4 Scope & Objective	g) Indicative test cases for Part B - Database Encryption Solution	12	iii. Key Management Solution Capabilities:	Please advise if LIC will be providing HSM solution or it has to be part of proposed solution.	LIC does not have any HSM
81	4 Scope & Objective	v. Sample Test Case 2:	13	a. Encrypt a sample folder with files within it. b. Copy & paste a new file inside the encrypted folder and the content should automatically be encrypted. c. Files already inside the encrypted folder, if taken out should be in encrypted format. d. Allow only permitted users and process to access the encrypted files, ones accessed those files will be automatically converted into clear text. e. Database files folder: Above test cases must be applied on Database file folders.	The EOI is for database encryption and not for filesystem encryption. Request if this test case to be removed.	Please be guided by the EOI.
82	4 Scope & Objective	v. Sample Test Case 2:	13	vi. Sample Test Case 3: a. Database backups and restoration use cases	Please suggest what is expected from database security from database backup and restoration. Also will LIC be proving backup and restoration solution and proposed database security solution to integrate with it.	Please be guided by the EOI.
83	4 Scope & Objective	i. Scoring Criteria for Part A - Database Activity Monitoring (DAM) Solution:	13	Proof of Concept: Integration Compatibility of Databases with DAM Solution as per scope - Other Databases	Please provide more details on the type, make and model of other databases.	Such details will be provided to the bidders who qualify in the eligibility criteria.

#	EOI Section	Sub-section	Pg. No	EOI Clause	Bidder Query	LIC Response
84	6. Eligibility Criteria	point 5	16	The Bidder during the last 5 years preceding to the date of this EOI should have supplied and implemented the proposed Database Activity Monitoring (DAM) solution for at least 05 (five) Private Organizations in India with market capital of minimum 500 Crores or at any PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India.	Request you to consider the revised clause as below - The Bidder should have minimum 5 years of experience from the date of this EOI in supplying and implementing similar Database Activity Monitoring (DAM) solution for at least 03 (three) Private Organizations in India with market capital of minimum 500 Crores or at any PSU/ Government/ Regulator/ Stock Exchanges/ BFSI Sector Firms in India.	Please be guided by the EOI.
85	6. Eligibility Criteria	point 3	16	The bidder should be in operating-profit (EBITDA i.e., Earnings before Interest, Tax, Depreciation & Amortization) during the last 03 (three) years preceding the date of this EOI	Please change the Clause to The bidder should be in operating-profit (EBITDA i.e. Earnings before Interest, Tax, Depreciation & Amortization) during any of the 02 (two) years out of the last 03(three) year(s) i.e., FY2022-2023, FY2021-2022 and FY2020-2021	Please refer to modifications, clarifications, addendum, etc.

Executive Director IT (SD / BPR/ Insurtech) and CTO