



email: trti-mah@nic.in



**Tribal Research & Training  
Institute, Pune**

**Government of Maharashtra**  
28, Queen's Garden, Pune - 411 001  
Tel - 020-26362772 Fax 020-2636 0026  
Website-trit.maharashtra.gov.in



स्वातंत्र्याचा अमृत महोत्सव

E-TENDER No. TRTI/2022/IT/DESK-01/4268 / 4417

Date: 19/12/2022

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**MINUTES OF PRE-BID MEETING FOR TENDER REFERENCE NO:**  
**2022 TRTIP 858289 1**

***For "Request for Proposal (RFP) for Selection of Project Management Company (PMC) Cloud Service and Management Service Provider for Tribal Development Department, Government of Maharashtra"***

[Tender ID: 2022\_TRTIP\_858289\_1]

**Date & Time:** 19.12.2022 at 16:00 hours

**Venue:** Meeting held at Conference Hall, Tribal Research & Training Institute, Pune, 411001

**Agenda:** Pre-bid meeting for the tender: "Request for Proposal (RFP) for Selection of Project Management Company (PMC) Cloud Service and Management Service Provider for Tribal Development Department, Government of Maharashtra." (Tender ID: 2022\_TRTIP\_858289\_1)

The following bidders were present at the pre-bid meeting:

1. Integrated Consultancy Services
2. Web Werks India Pvt. Ltd.
3. ESDS Software Solution Ltd.
4. 3i InfoTech
5. TEQSYS

The pre-bid meeting was organized to address the queries raised by the bidders for the said tender. This tender is for "Request for Proposal (RFP) for Selection of Project Management Company (PMC) Cloud Service and Management Service Provider for Tribal Development Department, Government of Maharashtra" The committee clarified the queries pointwise raised by the bidder and the same is recorded. The queries received by above bidder with Tender

committee remarks are placed as below. The committee has also decided that the pre-bid meeting minutes should be treated as part of the Tender conditions and shall be binding to Bidders.

Sr No	Tender Page no.	Clause no.	Query raised by the bidder	Clarification given for the query
1	14	D. Security Administration & Point no Viii	CSP takes care security of the Cloud infrastructure however, VA/PT for proposed architecture for department will be in MSP/SI scope. Request to change it MSP's scope.	It is responsibility of Primary Bidder.
2	19	Documentation and Reporting. Point no c, d	This specific clause is meant for on-prem Datacenter. CSP is responsible for security of underlying infrastructure including hypervisor. All major hyper scale CSPs won't be able to share because of security reasons but will share audit reports. Request to please modify this clause.	Primary bidder is responsible to share details.
3	25	1.1 General Terms and Conditions. Validity of Contract	As per industry standards, having a "Three Year" contract attracts maximum commercial benefits and this has no impact the solution part. So in the best commercial interest of the project, we request to change the initial contract period to Three Years.	The subsequently issued Contract shall have a term effective from the date of award of the contract/ tender till the completion of Two Years. Thereafter the contract which may be negotiated and renewed periodically for next Five years contract period for Maintenance & Support. Renewal and negotiation of the contract with the Service Provider will be based on performance measured by evaluation committee after completion of each year.
4	35	4.2 Technical Qualification. Point no 11	The current clause on mandating DR in a different seismic zone is precluding	Bid Clause remains same.

Sr No	Tender Page no.	Clause no.	Query raised by the bidder	Clarification given for the query
			<p>participation of AWS as a CSP in the current RFP. We kindly request you to include Active-Active DR as an option in the RFP that allows participation of AWS that enables customers to architect applications with near zero Recovery Point Objective (RPO) and Recovery Time Objective (RTO) through the multiple Availability Zone architecture.</p> <p>AWS offers a multi-Availability Zone architecture, connected by low latency links for synchronous replication, that allows customers to deploy applications in an Active-Active deployment architecture and achieve near zero RPO/RTO as it allows applications to automatically failover between AZs without interruption in the face of most failure modes, including natural disasters or system failures.</p>	
5	36	4.3 Technical Bid Evaluation & 4. Cloud Type	As per MeitY's definition, VPC and GCC are equally secure. We request department to consider equal	Bid Clause remains same.

Sr No	Tender Page no.	Clause no.	Query raised by the bidder	Clarification given for the query
			weightage for fair evaluation of Cloud hyperscalers offering "VPC Cloud Type".	
6	36	4.3 Technical Bid Evaluation & 5. Certification	The total for all certificates is not coming to 10 Marks. Kindly review and make necessary corrections	No correction required.
7	55	Detailed BOQ for Financial Quote. Financial BOQ format	BOQ format Storage (GB), requirement column. Please clarify the percentage of File and Block storage and specify whether department requirement on SSD, HDD or IOPS need.	Bid has Unit rate so no change in BOQ.
8	55	Detailed BOQ for Financial Quote. Financial BOQ format	File Storage NAS for Local DC 5000GB : Please clarify if it need be consider in Cloud, if Yes whether it is for Windows or Linux shares? OR this separate requirement for on-prem storage. Pls elaborate.	Bid has Unit rate so no change in BOQ.
9	57	Detailed BOQ for Financial Quote. Financial BOQ format	Virtualization software license - We believe department is planning to host their workload in cloud, not on-prem DC. Hypervisor license is not what customer pay in the cloud therefore please remove this line item.	Bid Clause remains same.
10	58	Detailed BOQ for Financial Quote. Financial BOQ format	Next Gen Firewall - UTM, LLB and WAF. Mentioned features are indepent from each other in cloud	Bid has Unit rate so no change in BOQ.

Sr No	Tender Page no.	Clause no.	Query raised by the bidder	Clarification given for the query
			and its available as service Pay as you go model. Request to modify it as cloud native firewall, WAF and Elastic load balancer which will be more cost efficient to the department.	
11	34	<p>4.2 - Technical Qualification.</p> <p>1. The bidder shall be: company /Partnership firm registered for this purpose under any Law/Act of Govt. of India since last 5 yrs, OR An LLP firm registered under The LLP Act 2008 since last 5 years</p>	<p>We Request you to exempt this clause for 3 years to Start-Up India Company with valid Certificate of Recognition issued by Department for Promotion of Industry and Internal Trade (DPIIT), (erstwhile Department of Industrial Policy and Promotion), Ministry of Commerce &amp; Industry, Govt. of India DPIIT has issued notification dated 8 November 2016 for Prior turnover and Prior Experience exemption for the start-up recognized organisations registered.</p>	No change in Bid Clause.
12	34	<p>4.2 - Technical Qualification.</p> <p>3. The bidder shall have an average annual turnover of overall business of minimum Rs. 25 Cr for last</p>	<p>We Request you to exempt this clause for Start-Up India Company with valid Certificate of Recognition issued by Department for Promotion of Industry and Internal Trade (DPIIT), (erstwhile</p>	No change in Bid Clause.

Sr No	Tender Page no.	Clause no.	Query raised by the bidder	Clarification given for the query
		three financial years (FY 2019-20, FY 2020-21, FY 2021-22)	Department of Industrial Policy and Promotion), Ministry of Commerce & Industry, Govt. of India DPIIT has issued notification dated 8 November 2016 for Prior turnover and Prior Experience exemption for the start-up recognized organisations registered.	
13	34	4.2 - Technical Qualification. 12. The Bidder should have made a payment INR 20,000/- (Rupees Twenty Thousand only) including GST.	We Request you to exempt this clause for MSME & Start-Up India Company with valid Certificate of Recognition issued by Department for Promotion of Industry and Internal Trade (DPIIT).	No change in Bid Clause.
14	34	4.2 - Technical Qualification. 13. The Bidder should have submitted an Earnest Money Deposit of INR 2,00,000/- (Rupees Two Lakh Only)	We Request you to exempt this clause for MSME & Start-Up India Company with valid Certificate of Recognition issued by Department for Promotion of Industry and Internal Trade (DPIIT).	No change in Bid Clause.
15	8 & 9	SCOPE OF WORK I. Project Planning & Management	Kindly clarify if CSP needs to provide DC and DR both or Hardware supplies for the existing @SPPU DC, Pune site and only the DR site is to be provided.	Existing DC is located at Savitribai Phule Pune University & as per future requirement hardware need to be procure to make it live. DR will be on Cloud.



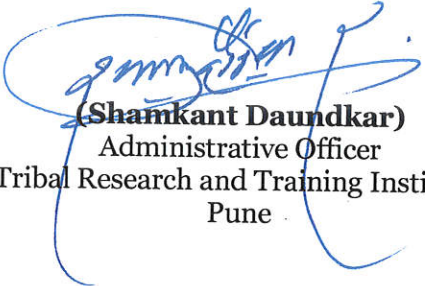
Sr No	Tender Page no.	Clause no.	Query raised by the bidder	Clarification given for the query
16	10	I. Project Planning & Management	Kindly confirm the detailed existing system landscape.	Request you to visit Savitribai Phule Pune University to understand the existing set up.
17	10	I. Project Planning & Management	Kindly confirm detailed application landscape & flow of the existing system.	Request you to visit Savitribai Phule Pune University to understand the existing set up.
18	10	I. Project Planning & Management	Kindly confirm how many VM's needs to be migrated.	Request you to visit Savitribai Phule Pune University to understand the existing set up.
19	10	I. Project Planning & Management	Kindly confirm the existing data size needs to be migrated.(eg. MB/GB/TB)	Request you to visit Savitribai Phule Pune University to understand the existing set up.
20	10	I. Project Planning & Management	Kindly confirm whether the migration will be over the internet or USB media or physical media	Migration can be done over the internet or USB media or physical media
21	10	I. Project Planning & Management	Kindly share the migration timeline for bidder, so that we can decide the proper migration approach for the same.	Migration Timeline would be 3 Months from the issuance of Work Order.
22	10	VI. Migrations of various application	Who will carry out Migration of application which will work on the platform based on each application provided by MSP OR CSP	MSP and Software vendor jointly will carry out this activity.
23	10	VI. Migrations of various application	Application data restoration after primary DR failure or restored	Joint responsibility of MSP and software vendor.
24	14	J. Management/ Transition- Out Services- Training.	Kindly confirm How many users are to be trained and the mode of training (Online or Offline).	Training will be offline & no of officers would be Max 10
25	14	J. Management/ Transition-	Please share training locations for all of your offices and how	The Service Provider shall arrange for 10 Trainings session for representatives (from

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		Out Services-Training.	many training session are require for each location	software developer agencies of TRTI, TDD & internal staffs), chosen by TRTI.
26	14	J. Management/ Transition-Out Services-Training.	List of location for the training	Savitribai Phule Pune University
27	14	J. Management/ Transition-Out Services-Training.	Number of users need to be trained? -	Max 20 Officers
28	14	J. Management/ Transition-Out Services-Training.	Number of users in one batch?	Max 20 Officers
29	14	J. Management/ Transition-Out Services-Training.	Number of Training sessions & days need to be conducted?	As per your training Plan but make sure will complete all contents.
30	14	J. Management/ Transition-Out Services-Training.	Onsite/Offsite training?	Onsite Training required at Savitribai Phule Pune University.
31	14	J. Management/ Transition-Out Services-Training.	Training Infrastructure will be provided by department?	No
32	20	Service level agreement	How penalty cause will apply if application or server down due to software vendors or MSP	It will be on assessment of RCA and monthly report from MSP and software vendors.
33	57	Bill of Material -42	WAF application firewall throughput	Initially consider 1 Gbps and quote per unit rate as per BoQ
34	62	Bill of Material - 89	Email Service - Kindly Confirm the number of Transactional and promotional mail to	Bid has Unit rate so no change in clause.



Sr No	Tender Page no.	Clause no.	Query raised by the bidder	Clarification given for the query
			be sent on a monthly basis.	
35	62	Bill of Material - 90	SMS Services - Kindly Confirm the number of Transactional and promotional SMS to be sent on a monthly basis.	Bid has Unit rate so no change in clause.
36	4	Key Events and Dates	Is it possible to increase the bid submission end date by 8 days?	No change in Bid Clause.

It was also decided that the queries received after the deadline as per tender & after pre-bid meeting, shall not be considered for reply and e- tender bidding. The meeting ended with a vote of thanks to the chair.

  
**(Shankant Daundkar)**  
 Administrative Officer  
 Tribal Research and Training Institute,  
 Pune

  
**(Hansdhvaj Sonwane)**  
 Commissioner T/c  
 Tribal Research and Training Institute,  
 Pune