

**Response to the Queries:** Pre Bid Clarifications of the Tender SPO/HPU/2017 for the campus Wi-Fi

| <b>S.No</b> | <b>Tender Description / Clause</b>   | <b>Request for the Amendment</b>   | <b>Reply/Response of The H.P.University, Shimla</b>  |
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| 1           | Page No: 9 ; SECTION – 2 ; INSTRUCTIONS TO BIDDERS ; 2.1. Eligible Bidders:- (i) A Bidder should be manufacturer or authorized highest level channel partner of The OEM. It will, however, be preferred that the Original Equipment Manufacturer (O.E.M.) quotes directly.   | Request for the amendment as : OEM authorized (issue the authorization letter tender ref. specific) to channel partner for bidding                               | <b>This is a critical network and hence requires highest level of certification to deliver satisfaction to the academic community of the University and the students in particular - No Change</b> |
| 2           | Page no: 10, SECTION – 2 ; INSTRUCTIONS TO BIDDERS ; 2.1. Eligible Bidders:-   | Request for the amendment as Bidder will give undertaking of opening of support base in this region (Himachal Pradesh/Chandigarh) once order is awarded to them. | <b>Accepted, However bidder has to submit the detailed support base plan alongwith the bid .</b>   |
| 3           | Page no 29,section 3.7 Packing Delivery & Documentation: LIST OF IMPORTANT GENERAL CONDITIONS 1) The entire supply and installation must be completed within ten to twelve weeks from the date of supply order. After twelve weeks, the penalty clause of 3000/- per day would be applicable 3.19 Time Schedule: 3.19.1 The work shall be executed strictly within 8 weeks ( 4-8 weeks for (Cat A), (B) from the date of receipt of the work order. A joint programme of execution of the work will be prepared after the award of work. | Requested to change the Delivery Period for twelve weeks, for the clause 3.19 where the delivery period is given 4-8 weeks                                       | <b>Delivery timelines extended to 8-10 weeks. The complete project should be executed and commissioned within 12 weeks from the date of the supply order.</b>                                      |

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| 4 | Page no 30 section no 3.11 Payment Terms 3.11.2 For materials to be paid in Indian Rupee: 1st Installment - 60% against the delivery of the equipment on pro-rata basis, only after and joint inspection by the HPU and the contractor. IInd Installment- 30% on completion of installation and commissioning. IIIrd Installment- 10% against Bank Guarantee after warranty period.   | 3.11.2 For materials to be paid in Indian Rupee: 1st Installment - 60% against the delivery of the equipment on pro-rata basis, only after and joint inspection by the HPU and the contractor. IInd Installment- 30% on completion of installation and commissioning. IIIrd Installment- 10% against Bank Guarantee after Installation and Commissioning period | <b>Accepted- IIIrd Installment-10% against Bank Guarantee, after the Installation and Commissioning period. This bank guarantee should be valid for the period of 66 calendar months after the warranty period.</b>                              |
| 5 | Page No 39, Section 4.2 AFTER SALES SERVICES (4.2.1 -Comprehensive Warranty) The Supplier shall provide comprehensive on-site and off site5 Years OEM warranty (including labour and spares) for 60 calendar months and <b>replacement warranty as per standard terms and 1 year warranty shall apply) from the date of installation at a particular site along with installation and commissioning. An undertaking to this effect shall be given by the Bidder in the Fact Sheets.</b> | As per tender and warranty terms you have ask for 5 yrs warranty. Please Explain the Highlighted Text, what does it mean.   | <b>Changed to - The Supplier/SI shall provide comprehensive on-site OEM warranty (including labour and spares) for 60 calendar months as per standard terms . An undertaking to this effect shall be given by the Bidder in the Fact Sheets.</b> |
| 6 | Page No.66/Schedule III/Technical Specification/1.3.4/Outdoor AP/12 Access point should 802.11ac, 802.11n and 802.11a/b/g beamforming   | Please Revise this clause as- "Access point should 802.11ac, 802.11n beamforming  | <b>New Clause should be read as: Access point should be 802.11 a/b/g/n/ac with beamforming features</b>  |

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| <p>7</p> | <p>Page No. 67/Schedule III/ Technical Specification Bidder has to provide NMS Server with required Licenses for the quoted switches, AP's and Existing 14 APs and 3 Switches i.e (3560CX-8PC-S &amp; 2960 CX-8TC-L)</p> <p><b>Page No 23</b><br/><b>Section 2.18.3.</b></p> <p><b>Gross Bid Value:</b><br/>Since the cash outflow for Annual Maintenance Contract shall start only from <b>fourth year</b> onwards, the Net Present Value (NPV) method shall be used to evaluate overall offer of the Bidder as on date.</p> | <p>Please specify the Count of 3560CX-8PC-S Switch &amp; 2960CX-8TC-L Switch</p> <p>Since 5 Year onsite support is already asked .Request you to kindly clarify on this point.</p> | <p><b>3560CX-8PC-S - 2 NO, 2960CX-8TC-L- 1 NO</b></p> <p><b>Please read this as 6th Year instead of 4th Year.</b></p>                              |
| <p>8</p> | <p><b>Page No 24</b><br/><b>Section 2.20.2</b></p> <p>if the Purchaser does not find the lowest offer acceptable, it may go in for negotiations, which can be done with the lowest two bidders only in each category.</p>   | <p>Request you to clarify which category it refers to.</p> <p>Kindly clarify L1 is to be evaluated for all Category as whole or Should be L1 in each category.</p>                 | <p><b>L1 should be for the complete turnkey project. Preference will be given to one bidder for the execution of complete turnkey project.</b></p> |
| <p>9</p> | <p><b>Page No 24</b><br/><b>Section 2.20.6</b></p> <p>After this final ranking is done based on negotiated prices for each category, award of contract will be made to the lowest Bidder in <b>every category</b>, subject to post qualification in para 2.21 below.</p>  | <p>Request you to clarify which category it refers to.</p> <p>Kindly clarify L1 is to be evaluated for all Category as whole or Should be L1 in each category.</p>                 | <p><b>Clarification given in S.NO.9.</b></p>   |
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| 11 | Price Schedule | <p>Request you to kindly add a separate column for Taxes .<br/>Total Prices with tax will be submitted as per current tax system.<br/>As tax structures is going to change from this financial year(GST would be applicable) In that case complete tax structure will be changed. So taxes should be evaluated as applicable at the time of award of Contract.</p> | <p><b>Please quote prices and taxes in a separate column and then give total of each item.</b></p> |
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