

**Response to Pre Bid Queries of Request For Proposal  
For "IP BASED CCTV surveillance System at National Film Archive of India"**

#	Name of the organization	Section	Sub Section	Page No.	Query	NFAI response
1	Dell EMC Dell Enterprise	5.10 Specification for Tape Library & Backup Solution		Page No. 43/44 of 140	Backup Software must be capable of dedupe various database including Oracle, DB2, Exchange, SharePoint Informix, Sybase, MS SQL MaxDB and backed up over fiber channel using client binary instead of configuring production machines as Media/storage server. Query :Decuplication is best done by Disk based solution rather than Backup software as asked in the caluse , We request NFAI to modify the cluase as : Backup solution must be capable of dedupe various database including Oracle, DB2, Exchange, SharePoint Informix, Sybase, MS SQL and backed up over fiber channel.	This specification is part of Backup Solution. Bidder can add components to ensure the requirement is fulfilled. No changes in the original requirement is necessary.
2		5.10 Specification for Tape Library & Backup Solution		Page No. 43/44 of 141	Should support single pass backup for faster backup/recovery Query : This clause is vendor specific, we request NFAI to modify is as " Should support application consistent backup for faster backup/recovery	Bidders are free to provide equivalent / alternative with detailed specifications. The performance should not be compromised.
3		5.10 Specification for Tape Library & Backup Solution		Page No. 43/44 of 142	The backup software must have integrated advanced backup technologies i.e. deduplication and tape archiving. Deduplication should work with SAS, SATA and near line SATA. There should not be any dependency of SSD for dedupe backups (in terms of performance) Query : This clasue is again done best with Backup Appliance/disk based backup, Hence we request NFAI to modify the clause as " The backup solution must have integrated advanced backup technologies i.e. deduplication and tape archiving. Deduplication should work with SAS, SATA and near line SATA. There should not be any dependency of SSD for dedupe backups (in terms of performance)	This specification is part of Backup Solution. Bidder can add components to ensure the requirement is fulfilled. No changes in the original requirement is necessary.
4		5.10 Specification for Tape Library & Backup Solution		Page No. 43/44 of 143	The proposed Backup Solution should be available on various OS platforms such as Windows and UNIX platforms and be capable of supporting SAN based backup using client footprint instead of media server footprint from various platforms including IBM AIX, HP-UX, Linux, Solaris and Windows Query : This clasueis vendor Specific , different OEMs implement SAN based backup differently , hence we request NAFI to modify the clause as "The proposed Backup Solution should be available on various OS platforms such as Windows and UNIX platforms and be capable of supporting SAN based backup from various platforms including IBM AIX, HP-UX, Linux, Solaris and Windows" So that more vendors can participate in the bid.	NFAI requires a small footprint application for this work which will be resident in the server where VMS is installed, hence Media Server will not be conseedered. Bidder can quote for Media Server. However it has to quote for the extra server or appliance as part of the backup solution.
5		5.10 Specification for Tape Library & Backup Solution		Page No. 43/44 of 144	The backup software must use an open format (TAR) for writing backup data to tapes, so that native OS tools can also be used to recover in case the backup application is not available. It will also allow the data backup from one Unix platform to be restored on another platform. Backup Software is able to rebuild the Backup Database/Catalog from tapes in the event of catalog loss/corruption. QUERY : Backup in TAR format is a security conern. Backed up data should be in deduplicated, compressed and encrypted format to avoid any intrusion. Hence we request NFAI to modify the Clause as "Backup Software is able to rebuild the Backup Database/Catalog from tapes in the event of catalog loss/corruption.	TAR format is important for compatibility, as per the scope of work of the RFP.
6		5.10 Specification for Tape Library & Backup Solution		Page No. 43/44 of 145	The backup solution must provide file backup, Bare Metal restore, deduplication, encryption, database online backup, etc with single agent. Multiple agents/clients should not be installed in server to achieve above features. QUERY : This clause is again vendor specific, Different OEM implement backup with different methodology, we request NFAI to modify the Clause as " The backup solution must provide file backup, Bare Metal restore, deduplication, encryption, database online backup etc with light weight backup agents.	Multiple backup agents would be difficult to manage, hence a single agent is required to manage the backup solution.
7		5.10 Specification for Tape Library & Backup Solution		Page No. 43/44 of 146	Backup solution must have inbuilt data replication feature independent of hardware for creating multiple copy at different locations with different retention. Query : Request NFAI to modfy the clause as "Backup solution with appliance must have inbuilt data replication feature independent of hardware for creating multiple copy at different locations with different retention. Please elaorate on replication here.	The data feed should be available LIVE at any other system as desired by NFAI.
8		5.10 Specification for Tape Library & Backup Solution		Page No. 43/44 of 147	Proposed Appliance & backup Software should be from same vendor. Appliance Hardware components, Operating System & Backup solution must be supported by single vendor to avoid multivendor ownership. QUERY : WE request NFAI to modify the clause as " Proposed Appliance & backup Software should be from same vendor. Appliance Hardware components, Appliance Operating System & Backup solution must be supported by single vendor to avoid multivendor ownership." please elaborate on Operating system.	The solution specified should be OS independent. The Bidder should specify which OS he is supplying and the Solution should support the same.

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9		5.10 Specifiction for Tape Library & Backup Solution		Page No. 43/44 of 148	The proposed solution should have operating system disk in mirroring and data disk on RAID 6 with Hot Spare. QUERY: We request NFAI The proposed solution should have operating system disk in RAID-1 or RAID-5 and data disk on RAID 6 with Hot Spare.modify the clause as Serial Number , Section Number, Page Number and Query	Bidders may come up with options & its justification without compromising the performance and redundancy requirement.
10	<b>CMS Computers Ltd</b>	2.1		9	Since There are 2 phase given BOQ is for both Phases or single Phase. If for single Phase kindly specify and If for Both Phases request you to give different BOQ for different phases. This will help us to get idea about the exact requirement	Phase refers to the physical locations of NFAI
11		2.1		9	Is there any connectivity between both phases. If yes pls specify. Do we need to get connectivity between these Phases. If yes we need to understand the site.	Connectivity between phases would be provided by NFAI
12		2.1		9	Request for site survey.	Bidders are allotted time to conduct the site survey and that was discussed in the pre-bid meeting
13		2.1		9	Kindly provide with Network System Architecture or single line diagram for both these phases.	Network System Architecture will be provided.

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14		2.1		9	Is the monitoring, recording and Central command centre for both site be different or same? If different would like to know the assumed location for Central command Centre for each of site and if same also let us know in which Site or Phase same is planned?	The video feed needs to be replicated to any machine as desired by NFAI from time to time. However the command center would be at a single location.
15		7		61	Manpower required is round the clock or single shift will do?	Manpower required is On call
16		15.1		71	We have not seen any Server in BOQ for loading VMS software. Kindly specify. Also Recording backup days not mentioned. Kindly specify Backup days, recording fps, recording resolution, motion based or continuous based? Pls give specification for Server.	Servers will be added in BOQ. Backup will be Motion based. Other details will be discussed during implementation. Bidder may suggest best practices with Storage Sizing.
17		15.5.2		86	ELC compensates for moderate light changes in indoor applications without the use of expensive auto iris lenses. A fixed-iris lens or manual-iris lens can be used. ELC allows the changing of shutter speeds up to 1/100,000 second. Auto ELC feature can be relaxed with Auto iris.( <a href="https://edigitaldeals.net/blog/?p=54">https://edigitaldeals.net/blog/?p=54</a> )	Auto ELC or Auto Iris can be used.
18					Is redundancy required?	In case of servers, as two servers are being asked, it can be used as per the architecture designed by the bidder. The two servers could be used as a backup/fail back mechanism or can be used as a load balancer.
19					Remote Viewing required or not? Pls share specification for Workstation for remote viewing.	Yes remote viewing is required. As we are looking for an IP based solution, the feeds of all the cameras should be accessible over web.
20					Please consider Infinova as an approved make for Cameras and VMS. Infinova (US Based Product) establish in India from last 10 years with strong Service centre and has strong deployment of different types of VMS+cameras in PSU, Oil&Gas and all sectors across india and recently have won Telangana City Surveillance (10000 Cameras), Mumbai City Surveillance (6500 Cameras), Gujarat Jail (500 CAMeras), BPCL (650 Cameras) and IOCL APSO, IOCL Delhi, IOCL Rajkot, IOCL Ahmedabd , IOCL WBSO, IOCL Bihar, IOCL Orissa, IOCL Barouni tender through various system Integartor parters. Would request you to accept Infinova as approved make for Cameras and VMS also	Compliance to be followed. Certifications and Specifications are mandatory for any brands.
21					Approved makes for Network switch, Server, Tape Library etc not mentioned. Kindly specify the same.	Tender Condition remains unchanged.
22		1.1-5		9	Request to Extend tender submission for 15 working days.	Yes, corrigendum issued in this regard
23	<b>D Access</b>				In qualification criteria – you required one cctv project with 25lakh and two projects of networking with 1Cr – this is totally imbalance condition, because it is CCTV surveillance project and by default all IP CCTV projects required Network backbone.	The tender condition remains unchanged
24					Turnover criteria – the project define value is one cr. And also you demand two PO's for 1cr. And another side turnover criteria is one 1.5Cr.	The tender condition remains unchanged
25					Also in in technical evaluation you need consider of Company strength ( ex : taxes is paying regularly, strength of employee, profit ratio, experience in same line, major clients etc. )	The tender condition remains unchanged
26					OEM Certificate for all....??	Yes, Manufacturer Authorization Form (MAF) as per the format mentioned in the RFP to be submitted for all the equipments.
27					Technical evolution criteria is not much clear about " Quality Equipment & Product Solution " ... all this should be clear in TENDER itself...there is no customized solution	
28					10 Member team for One year???	Query not clear
29					Purpose of 740Watt Switch, because each camera takes 15 to 20 watt and in BOQ you required 24 port switch so with 480Watt Switch we can work the all cameras.	The switch should be compliant to IEE802.3at standard. Power Requirement is calculated accordingly.
30					Switches seems to be very higher end, the use will be limited for CCTV purpose or it will be used for another system	Tender Condition remains unchanged.
31					Life time warranty with replacement ???	Warranty with replacement is for the duration of the project Period i.e. 5 years.
32					In other component item no. 8 is "LTO 7, Tape Library with 2 Nos. of LTO 7 Drives + File System licenses with backup software solution" – Specify the requirement	Query not clear
33					Approved Makes are only given for CCTV Cameras, there is no approved makes for rest of times.	Tender Condition remains unchanged.
34	<b>Check Point Software Technologies</b>	5.14 Specifications for Firewall under HA with Analyser:	Should have 1Gbps of Antivirus throughput.	52	Need to know parameters. How you are deriving this throughput as this is on higher side.	Query not clear

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35		15.5.14 Table 15 Compliance Sheet for Firewall	Firewall should not introduce more than 3 Micro Seconds Latency	127	Need to know usecase and application demanding in your environment. As this is on higher side.	Query not clear
36			enforce endpoint control on devices that can run FortiClient Endpoint Control software	127	Need to know are you existing customer of fortinet	This query is outside the purview of the CCTV RFP released by NFAI
37	<b>Ascent Networks Pvt. Ltd.</b>	2.11 EMD		11 of 140	We are a NSIC registered company, hence we are entitled for the below exemptions. 1. Supply of tender free of cost. 2. Exemption of payment of Earnest Money Deposit and Security Deposit and submission of Performance bank guarantee. 3. Price preference up to 15% over the lowest bidder.	Need to produce the certificate issued by competent authority from Govt. of India and then accordingly the relaxation may be provided
38		5 Detailed Item-Wise Specifications		22 of 140	Request you to include the make "Indigo vision" for cameras.	Compliance to be followed. Certifications and Specifications are mandatory for any brands.
39		11 Payment Terms		66 of 140	Kindly modify payment terms	The tender condition remains unchanged
54	<b>Ramaya Technologies</b>	1.2		8	We request you to alter the point to read Bid Validity (120) One-hundred-and-Twenty days from the date of opening of Financial Bid	The tender condition remains unchanged
55		2.11 point 1		11	We request you to alter the point to read An EMD of Rs. 5 Lakhs, in the form of Fixed Deposit Receipt or Bank Guarantee or Demand Draft from any of the Nationalized or Commercial Scheduled bank drawn in favor of the "Administrative Officer, NFAI, Pune" and payable at Pune, must be submitted along with the Proposal. The Fixed Deposit Receipt or Bank Guarantee should be valid for 6 months from the submission date of the Bidders Bids.	The clause to read as:  An EMD of Rs. 5 Lakhs, in the form of Fixed Deposit Receipt or Bank Guarantee from any of the Nationalised or Commercial Scheduled bank or valid Demand Draft drawn in favour of the "Administrative Officer, NFAI, Pune" and payable at Pune, must be submitted along with the Proposal. The Fixed Deposit Receipt or Bank Guarantee should be valid for 6 months from the submission date of the Bidders Bids.

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56		2.19.2 Point 2		15	We request you to alter the point to read During last 5 years: The Bidder / Any member of the consortium/OEM should have satisfactorily executed /completed at least 1 project of value 25 Lakh and of "Supply, Installation, Implementation, Testing, Commissioning and Maintenance of CCTV surveillance system" using same/similar products from the same OEM, in Government of India / State Government or in Private OR The Bidder / Any member of the consortium should have satisfactorily executed / completed at least 2 projects of value 1 Crore each using same/similar products from the same OEM and of "IT infrastructure" in Government of India / State Government Note: 5 years will be counted backwards from the month of release of this RFP. E.g. If date of release is 15th October 2016, then 5 years that shall be counted will be October 2011 to September 2012, October 2012 to September 2013, October 2013 to September 2014, October 2014 to September 2015 and October 2015 to September 2016	Query already clarified above
57		2.19.4 Point 3		18	What kind of a demonstration of product quality is required?	The Bidder needs to showcase the videos of the installations done by them previously
58		3.1		19	For how long into the future will same rate be considered?	The rates quoted by the bidder should be valid for a period of 1 year.
59		3.3		19	Expandable to what maximum camera capacity? Are the control rooms to be set up in Phase 1 or Phase 2 or one each?	Query already clarified above
60		3.4		19	Software should support for expansion to what maximum number of cameras?	Support for additional cameras should be added by adding licenses rather than new instances of the software.
61		6		61	A site survey will have to be conducted of all locations to ascertain placement and make the diagram. Please let us know of suitable date and time	Yes
62		9.2		62	Can inspection be done on NFAI premises? Since majority of the equipment is manufactured outside India and comes straight from the distributors warehouse to customer location.	Query already clarified above
63		9.3		62	Please specify what is the exact nature of tests that need to be carried out.	The successful bidder needs to provide all the required implementation reports and other documents to suffice the successful installation and commissioning of all the equipment's.
64		10		65	In case of failure on part of lease line service provider or damage to cable within NFAI premises due to any kind of civil work should be out of bidder scope. The bidder can fix damage caused due to civil work at added cost determined as per extent of damage.	The leased line/connectivity between phase I and Phase II would be provided by NFAI. The bidder needs to integrate the same to provide a holistic solution
65		12		65	Back to back warranty from respective OEM for how many years?	All equipment's should be up and running in good condition at least till the end of contract. The bidder needs to account for appropriate replacements at its own cost for the entire duration of the contract. The uptime of the system for a period of 5 years shall be the responsibility of the Bidder
66		10.14		65	Can the timelines be increased? At times depending on the nature of defect repairs may take longer and procurement of replacement parts may take time depending on location of shipment.	The bidder needs to maintain adequate spares for meeting the defined SLAs
67		4		66	Warranty: - Bidder must give five years onsite warranty from the date of acceptance for entire system with all the sub components except UPS Batteries used in the project.	All equipment's should be up and running in good condition at least till the end of contract. The bidder needs to account for appropriate replacements at its own cost for the entire duration of the contract. The uptime of the system for a period of 5 years shall be the responsibility of the Bidder
68		3		67	Since the Municipal Corporation charges for digging the road side is extremely high and even after agreeing to pay the charges the permit for digging is not easily available. Also OFC laid between the 2 locations is liable for damage and will cause frequent downtime We request you to alter the point to read On successful laying and commissioning of the OFC cables in Phase 1 and Phase 2 and after conductin: a successful trial run of the entire system for a period of 10 days and to the satisfaction level of NFAI.	Query already clarified above

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69	HIK Vision				As We see that the approved brand like Panasonic / Sony / Bosch not being compatible with each other when used to form solution . All the equipment's aligned should comply Onvif or should belong to single family .	Bidder has to take the onus of integration/compatibility/interoperability of all the equipments/components offered.
70	Envision	2.19	2.19.2	15	In Pre qualification eligibility criteria, it is mention that 2 works of at least 1 crore each should have been executed/completed. AS per the Indian GOVT tender Norms,the eligibility criteria should have been given as below mentioned. Request to amend the same in tender document as below given Three similar completed works each costing not less than the amount equal to 40% of the estimated cost. Or Two similar completed works each costing not less than the amount equal to 50% of the estimated cost. Or One similar completed work costing not less than the amount equal to 80% of the estimated cost.	The tender condition remains unchanged
71		2.11		11	MSME Firms with NSIC Registration and with exemption Certificate from Govt. of India or Govt. of AP are exempted from EMD with submission of such Certificates. Request to amend the same in tender document.	Need to produce the certificate issued by competent authority from Govt. of India and then accordingly the relaxation may be provided