

Life Insurance Corporation of India – RFP/Tender for onboarding System Integrator (SI) to implement Network Security Tools (LIC-CO/IT-BPR/NW/RFP/2023-2024/NS dated 06 February 2024)

Response to Pre-Bid Queries

S.No	RFP Section	Sub-Section	Pg. No.	Revised Response	Bidder Query	LIC's Response
1	1. Varying the Services	Point 1.	1	LIC reserves the right to initiate any change in the scope of contract. Vendors must factor in a maximum of 25% scope changes within the services, appliances, licenses, on-site support etc. cost to be quoted in the commercial bid. Any change in the scope beyond this 25% will be informed to the vendor in writing.	We need more clarity as this clause as it has a huge Commercial Impact on the RFP . For eg . If the Budgeted cost is Rs.400 Crore for the BOQ Configured by the SI and in order to accommodate the 25% additional Variance the SI will have to factor additional Rs.100 Crore to meet the RFP Clause and which will make the bid Price at Rs.500 Crore instead of Rs. 400 Crore . Hence if this additional 25% equipments provisioned are not used will be a loss to LIC as SI will quote after considering this 25% additional variance as suggested in this Clause . As per standard practice in BFSI PSU space the Banks generally have a Clause which specifies that Bank reserves to Buy maximum 25% of the PO value at the discovered price in the ORA and subsequently the PO Price . Hence there should be a Commercial value for any additional items to be procured by LIC as discovered in the PO and at the Price discovered in the agreed Purchase Order Value and hence there is clarity for both LIC and SI. Enclosed RFP of Bank of Maharashtra and Union Bank of India which covers this 25% variance quantity as per Clause 3.30 RFP page No . 20 of Bank of Maharashtra and Clause 9.1 of RFP Page No. 39 of Union Bank of India.	Please refer to Revised Varying the Services-2 and Corrigendum-IX.
1	Section C: Instructions to Bidders	Document - Varying the Services	NA	LIC reserves the right to initiate any change in the scope of contract. Vendors must factor in a maximum of 25% scope changes within the services, appliances, licenses, on-site support, etc. cost to be quoted in the commercial bid.	<p>Bidder understanding:</p> <p>The change in scope, if any, upto a maximum of 25% shall be placed via change order as per the prices discovered in the reverse auction, the purchase order placed by LIC and other terms and conditions mentioned in the RFP. Commercials for the additional 25% are not to be factored in the commercial bid as part of the bid submission.</p>	Please refer to Revised Varying the Services-2 and Corrigendum-IX.
2	Annexure F - Technical Compliance	VDI Technical Specifications. Point 131	-	131. The solution should support a proposed sizing of 800 users scalable up to 1500 users without any additional cost	<p>Bidder understands the following</p> <p>a. We need to propose VDI license for 800 users and recommend the hardware sizing for 1500 users.</p> <p>b. Also Hardware (Server) , RHEL OS& VM will be provided by LIC.</p> <p>c. If Servers require Windows then we need to factor the OS & VM License in BoQ.</p>	Please refer to Corrigendum-IX.
3	Annexure F - Technical Compliance	VDI Technical Specifications. Point 132	-	<p>132. The solution should support the following user VM requirement -</p> <p>1. Linux Endpoint VM (dedicated)= 4 vCPU, 8 GB RAM, 500 GB SSD</p> <p>2. Windows Endpoint VM (dedicated) = 8 vCPU, 16 GB RAM, 500 GB SSD</p> <p>3. Windows Server VM (shared)= 16 vCPU, 48 GB RAM, 500 GB SSD</p>	While the total no of VDI users are given as 800 users, but the breakup of number of Dedicated VDI, Shared VDI, Linux and Windows VDI are not given. Bidder understands that we need to quote unit price for Windows Server OS, Windows 10 Desktop OS, Windows Device CAL, Windows User CAL and Windows RDS CAL licenses.	Please refer to Corrigendum-IX.