Minutes of the Pre-bid Meeting held on 26-10-2020

Ref.: Tender Enquiry No. CPU/52/0920/9955   **Dated: 05.10.2020**

The Competent authority constituted a Pre-bid committee of the following members for Procurement of Load Balancer by IMD vides noting on P-20/n of the file No.NE-01604/RTH/LOAD BALANCER.

1. Dr.A.K.Mitra, Sc-E, SATMET,IMD   Chairman
2. Dr. Kuldeep Srivastava, Sc-E,ISSD,IMD   Member
3. Shri Sunny Chug, Sc-C, ISSD, IMD   Member Secretary

A Pre-bid meeting was held in ISSD Conference Hall, 2nd floor, Mausam Bhavan at 11:00 Hrson 26-10-2020. The representatives from the following firms attended the meeting:

1. M/s Array Networks Pvt. Ltd
2. M/s Halt Dos Pvt. Ltd
3. M/s Emerson Pvt Ltd (via Video Conferencing)

M/s Parity Info solution Pvt. Ltd. submitted its queries through email.

On Serial Number 2, Network interface Ports: Chairman of Committee suggested taking consent of user unit to modify this clause. The email sent to user unit on 09/11/2020 for modification of clause. Head (ISSD) suggested that we can keep total 10 ports with minimum 2X10GbE SFP+ Ports and remaining 1GbE Copper Port.

The queries raised by the firms and IMD's response to these queries are as follows:

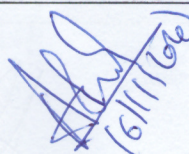| Sl No	Tender Document			Request for Change/Query	IMD's Response
	Page No	Clause No.	Existing clause Description		
1. M/s Array Networks Pvt. Ltd.					
1	25	Specifications of Load Balancer_Point 3.7	OEM must be present in latest Gartner Report for Application Delivery Controller (ADC).	The Gartner report for ADC had been discontinued from 2016 and not relevant in 2020, There is other report for ADC like IDC, it is suggested to amend the clause to allow other major IDC OEM " The proposed solution should be present in leader's quadrant of IDC	Agreed. Clause 3.7 on Page 25 can be read as **"The proposed OEM should be present in leader's quadrant of IDC/Gartner Report"**

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				/ Latest Gartner Market Guide "	
2	25	Specifications of Load Balancer_Point 3.1	Network Interface ports : 2x10 GbE SFP+ & 8*1G Copper	The number of ports asked are very high and favouring to a specific OEM, The load balancer will be connected in DMZ or MZ zone only so number of ports requirement will not be 8*1G ports considering the IMD web servers mentioned in the RFP, it is suggested to amend the clause as Traffic ports supported: 4 x 10 GbE SFP+ and 4x1G (Bidder to populate appropriate SFP's as per the proposed solution)	We need more ports for high availability and future scalability. We have asked for virtualization also. Clause 3.1 on Page 25 can be read as " Network Interface ports :**Minimum 2x10 GbE SFP+ and remaining 1G Copper ports with a total of 10 Ports.**
3	26	Specifications of Load Balancer_Point 3.12	The proposed appliance should have capability to run in Virtualized as well as Standalone mode .The proposed appliance should have Virtualization feature that virtualizes the Device resources—including CPU, memory, network, management, configuration, operating system and acceleration resources. The proposed device	It has been asked in specifications of IMD Load Balancer clause that The proposed device should have at least 5 virtual instance from day-1. For any virtualization/Hyper visor based architecture the required RAM & HDD is also very critical to host multiple VM & logs for each VM, so it is suggested to specify the RAM & HDD capacity as well so amend the clause that " The	Clause 3.12 on Page 26 can be read as " The proposed appliance should have capability to run in Virtualized as well as Standalone mode .The proposed appliance should have Virtualization feature that virtualizes the Device resources— including CPU,

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			should have 5 Virtual Instances from Day 1 and scalable up to 20 Virtual Instances.	proposed appliance should be multi-tenanted appliance and have capability to install and run third-party and open source independent virtual instance of Network functions on the same appliance with dedicated Hardware resources including CPU, memory, network, operating system and acceleration resources with 64GB RAM with 2 TB HDD .	memory, network, management, configuration, operating system and acceleration resources with **16GB or higher RAM and 500GB or higher HDD. The proposed device should have 5 Virtual Instances from Day 1 and scalable up to 10 or higher Virtual Instances."**
4	26	Specifications of Load Balancer_Point 3.12	The proposed device should have 5 Virtual Instances from Day 1 and scalable up to 20 Virtual Instances.	The number of virtual instances are very high considering the throughput requirement of 5Gbps (and scalable up to 20Gbps with license upgrade). It is suggested to amend the clause "The proposed device should have 5 Virtual Instances from Day 1 and scalable up to 8 Virtual Instances."	Clause 3.12 on Page 26 can be read as **"The proposed device should have 5 Virtual Instances from Day 1 and scalable up to 10 or higher Virtual Instances."**
5	27	Specifications of Load Balancer_Point 3.22(a)	WAF should have Device Fingerprint technology by involving various tools and methodologies to gather IP agnostic information	This clause is specific to an OEM, it is suggested to amend the clause as WAF should support Device Fingerprint technology or	As per RFP. Fingerprint technology is available with other leader vendors.

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			about the source.	equivalent by involving various tools/ methodologies to gather IP agnostic information about the source and protect Brower based attacks	
6	27	Specifications of Load Balancer_Point 3.22(b)	Fingerprint information should include the Client Operating System, browser, fonts, screen resolution, and plugins etc.	This clause is specific to an OEM, the purpose of WAF is to protect the client based attacks not capturing Fonts and screen resolution it is suggested to amend the clause as Fingerprint information or equivalent should protect Brower based attacks	All the attacks not generate from browser based attacks; some attacks generate from tools as well, such as BOT attacks. Clause 3.22(b) on Page 27 can be read as "Fingerprint information should include the Client Operating System, browser, **Fonts(or equivalent), screen resolution(or equivalent),** and plugins etc."

2. M/S Haltdos.Com Pvt Ltd.

7	Page No. 25	Specifications of Load Balancer 3.7	OEM must be present in latest Gartner Report for Application Delivery Controller (ADC).	Requesting exemption on restrictive condition for Indian Cyber Security OEMs (local manufacturer) as per para 8 of Public Procurement (Preference to Make in India) Order 2019 for Cyber Security Products by Govt. of India MEITY File No.	As Per Government of India Rules.

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				1(10)/2017-CLES dated 6th Dec, 2019. (copy attached) Common example of restrictive and discriminatory conditions against the local suppliers as per Annexure-A of Public Procurement (Preference to Make in India) Order 2017, F. No. P-45021/121/2018-(B.E.-II) dated 20th June, 2019 (copy attached)	
8	Page No. 26	Specifications of Load Balancer 3.10	The proposed appliance should have ICSA certified WAF functionality covering all the OWASP Top 10 attack categories	Requesting to refer Para No. 8 on page no. 4 of Govt. of India MEITY File No. 1(10)/2017-CLES dated 6th Dec, 2019 on Public Procurement (Preference to Make in India) Order 2019 for Cyber Security Products which clearly notifies in any procurement process, the procuring entity shall not specify any mandatory certifications issued by any foreign testing/ security lab(s)/ which restricts eligibility of Indian cyber security products . However you can consider for Certification from STQC Govt. Of India to allow Make In India solutions to participate in this tender. https://meity.gov.in/	As Per Government of India Rules.

				writereaddata/files/ public_procurement-preference_to_make _in_india-order_2019_for_cyb er_security_products .pdf	
9	Page No. 11/6 SECTIO N – II General Conditi ons Of Contrac t (GCC)/ Price Prefere nce	6	Price preference shall be given to Micro and Small Industries registered for stores and services specified in this tender document with National Small Industries Corporation or any other government agencies as per the latest guidelines/orders from Government of India. Purchase preference and quantity etc shall be decided as per the Government of India orders. The Bidders shall have to attach valid registration certificate as OEM.	Requesting clarity on purchase preference to Indian OEMs as per Public Procurement (Preference to Make in India) Order 2019 for Cyber Security Products by Govt. of India MEITY File No. 1(10)/2017-CLES dated 6th Dec, 2019. https://meity.gov.in/ writereaddata/files/ public_procurement-preference_to_make _in_india-order_2019_for_cyb er_security_products .pdf	As per RFP

3. M/s Emerson Pvt Ltd.

10	25	3. Specifications of Load Balancer , Point 3.1	Network Interface Port 2*10G SFP+, 8*1G Copper	As you have asked the throughput to be scalable to 20Gbps, there should be provison of the	Reply same as Point 2

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				same from network interface level, current interfaces only allow 8*1 +2*10=28Gbps, in total and for uplink and downlink it should be 20Gbps each. Hence need to increase the number of 10G interfaces to 2 on uplink and 2 on downlink for redunancy as well. Request to change the clause as :"Network Interface Port 4*10G SFP+, 8*1G	
11	25	3. Specifications of Load Balancer , Point 3.3	Layer 4 connections per second 600,000	Since the requirement is of Web Application Firewall and Load Balancer, and as we understand that Web is mainly HTTP/HTTPS protocol traffic, but nowhere HTTP connection sizing is mentioned. Request to change the clause to include it: " Layer 4 connections/L4 HTTP Request per second 600,000"	Clause 3.3 on Page 25 can be read as **" Layer 4 connections/L 4 HTTP Request per second 600,000"**
12	25	3. Specifications of Load Balancer , Point 3.8	The proposed appliance should not be declared End-of-Support for next 10 Years by OEM	Since technologies change in a cycle of less than 5 years and 10years would be a term where the applaince would not be coping up with the requirements then. Request to modify the clause as : "The proposed appliance should not be declared End-of-Support for next 8 Years by OEM"	As per RFP

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| 13 | 26 | 3. Specifications of Load Balancer, Point 3.12 | The proposed appliance should have capability to run in Virtualized as well as Standalone mode .The proposed appliance should have Virtualization feature that virtualizes the Device resources—including CPU, memory, network, management, configuration, operating system and acceleration resources. The proposed device should have 5 Virtual Instances from Day 1 and scalable up to 20 Virtual Instances. | Here you have asked for Virtualization of resources like network for upto 20 instances and in the point 3.1 we have asked for 2*10G and 8*1G interface, which makes it total of 10 interfaces. Please help understand how we can virtualize 10 interfaces across 20 instances, it would rather mean sharing of resources? Hence request to change the clause as:"The proposed appliance should have capability to run in Virtualized as well as Standalone mode .The proposed appliance should have Virtualization feature that virtualizes the Device resources like cpu, network, storage, memory and operating system on sharing basis and creates separate configuration file. The proposed device should have 5 such Virtual Instances from Day 1 and scalable up to 20 Virtual Instances." | As per RFP |
| 14 | 26 | 3. Specifications of Load Balancer, Point 3.13 | The proposed solution should support standard VRRP (RFC - 2338) or equivalent for High Availability (no proprietary protocol). | The High Availability Protocol should be compatible with the other devices in network. Request to read the clause as:"The proposed | As per RFP |

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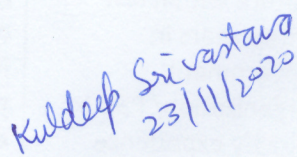|					
				solution should support standard VRRP (RFC - 2338) or equivalent for High Availability to support network integration.	
15	27	3. Specifications of Load Balancer , Point 3.21	Auto Policy Optimization a. Zero Day Attack Blocking - Extended Mode b. Auto Discovery	Since these nomenclature used here like - **Extended Mode**, are from a particular OEM and favouring, suggestmaking them generic and allowing equivalent so that participation can be extended to industry leaders who are currently not complying. Request to modify the clause as: "**Auto Policy Optimization** **a. Zero Day Attack Blocking** **b. Auto Discovery**"	Clause 3.21 on Page 27 can be read as "Auto Policy Optimization <u>**a. Zero Day Attack Blocking**</u> b. Auto Discovery"
16	32	Point 10.7 of Terms and Conditions	10.7 The relevant experience of bidder will be considered for eligibility. The bidder should have executed at least two work orders of similar in nature within last three years in government organization/ PSU to qualify experience criterion (proof must be submitted along with the technical bid).	Kindly modify to "**The bidder should have executed at least two work orders of similar in nature within last five years in government organization/ PSU/Enterprise/Cor porate to qualify experience criterion (proof must be submitted along with the technical bid).**"	As Per RFP
4. M/s Parity Infotech Solution Pvt. Ltd.					

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17	31	10 Terms and Conditions 10.6	The bidder should have experience in the field of installation, integration and maintenance of load balancer/ADC/WAF for a period of at least past three years. The execution certificate from the customer must be submitted along with the technical bid as a supporting document.	The bidder should have experience in the field of installation, integration and maintenance of load balancer/ADC/WAF/**Firewall** for a period of at least past three years. The execution certificate from the customer must be submitted along with the technical bid as a supporting document.	As per RFP
18		Additional Clause			The bidder has to give Demo of product specifications for 7 days in live environment inside IMD premises during technical evaluation of Procurement of Load balancer

(A K Mitra)

Chairman

Kuldeep Srivastava
23/11/2020

(Kuldeep Srivastava)

Member

Approved thro.
Email
(Attached)

(Sunny Chug)

Member Secretary

Approved thro
email
(attached)