

Amendment-6 to RFP 09/2018-19 dated 15/09/2018 For Supply, Installation, Integration and Maintenance of Software Defined -Wide Area Network (SD-WAN) Solution

It is decided to amend the following in respect of the above RFP:

a. Amended Clause no. 5.4 (5. Preparation of Bids -Page no. 22, Section-D) of the RFP:

5.4 Part C-Commercial Bid (Indicative):

- 5.4.1 Commercial Bid (Indicative) should be submitted as per the instruction in **Appendix-C**.
- 5.4.2 Commercial Bid (Indicative) shall be submitted as per Bill of Material and other terms and conditions of RFP on prices. Bill of Material should give all relevant price information as per **Annexure-14 (as per Amendment-2)**. Any deviations from the Bill of Material / non submission of prices as per the format shall make the bid liable for rejection.
- 5.4.3 Any change in the Bill of Material format may render the bid liable for rejection.
- 5.4.4 Bidder must take care in filling price information in the Commercial Offer, to ensure that there are no typographical or arithmetic errors. All fields must be filled up correctly.
- 5.4.5 Any change in the Bill of Material format may render the bid liable for rejection. The Commercial Bids that are incomplete or conditional are liable to be rejected.
- 5.4.6 The Bidder should indicate the individual taxes, and its applicable rate along with the estimated tax amounts to be paid by the Bank.
- 5.4.7 After ensuring the above, it shall be placed inside a separate Envelope and sealed and superscribed on the top of the cover as **“PART C-Commercial Bid (Indicative) for RFP 09/2018-19 dated 15/09/2018 for Supply, Installation, Integration and Maintenance of Software Defined -Wide Area Network (SD-WAN) Solution”**.
- 5.4.8 Bidder’s representative may be present in the place and venue well in time along with an authorization letter in hand for bid opening under this RFP. Authorization letter should be carried in person and shall not be placed inside in any of the bid covers.

b. Amended Clause no. 3 Evaluation of Bid -Page no. 26-30, Section-E) of the RFP:

3. Evaluation of Bid:

3.1. The Bank will evaluate the bid submitted by the bidders under this RFP. The Bid will be evaluated by a Committee of officers of the Bank. If warranted, the Bank may engage the services of external consultants for evaluation of the bid. It is Bank's discretion to decide at the relevant point of time.

3.2. Part A-Confirmity to Eligibility Criteria:

The Part A- Conformity to Eligibility Criteria submitted by the bidder will be evaluated based on **Eligibility Criteria** and on the documents submitted as per Appendix-A of RFP. The proof of documents should be submitted as per Appendix-A and it will be evaluated by the Bank and Bank will seek clarification, if required.

3.3. Part B-Technical Proposal:

The Part B-Technical Proposal of only those bidders who qualified in Part A- Conformity to Eligibility Criteria, will be opened with due communication by the Bank. The Part B- Technical Proposal submitted by the bidder will be evaluated based on documents submitted as per **Appendix-B**. The proof of documents should be submitted as per **Appendix-B** and it will be evaluated by the Bank and Bank will seek clarification, if required.



3.4. The Technical evaluation of Bidder will also consist providing technical score.

3.5. Technical Evaluation of Bidders:

3.5.1. The evaluation criteria for the technical bid, shall include but not limited to the below criteria. The Bank reserves the right to add, delete, or modify the criteria.

- a. OEM's & Bidder's Previous Experience.
- b. Functional and technical specifications as per Annexure-7.

3.5.2. The scores shall be summed up to determine the technical scores of the bidders.

3.5.3. Weightage shall be applied as under:

Sl. No.	Criteria	Marks Scored	Weightage	Weighted Marks
		A	B	C=A*B
a.	OEM's & Bidder's Previous Experience as calculated in Clause 3.5.4		20%	
b.	Functional and Technical Requirements as calculated in Clause 3.5.5		80%	
c.	Total Technical Score (T) (out of 100) [total of column C of rows a and b)			

Note:

- a. Calculation of marks would be rounded off to the nearest two decimal places.
- b. Bank's decision in respect to evaluation methodology and short-listing Bidders will be final and no claims whatsoever in this respect will be entertained.
- c. In order to be eligible for Commercial Bid Opening, the Bidder needs to score a minimum Total Technical Score (T) of 80.
- d. The technical scores of the Technically qualified Bidders will be disclosed during opening of Part C-Commercial Bid (Indicative).
- e. Bank at its discretion may reject the proposal of the Bidder without giving any reason whatsoever. If in Bank's opinion, the Solution Sizing was not made appropriately to meet the performance criteria as stipulated by Bank, Bank at its discretion can disqualify the Bidder.

3.5.4. OEM's & Bidder's Previous Experience evaluation process:

3.5.4.1. The bidder should provide details of previous experience in implementing SD-WAN solution. The bidder's past experience shall be evaluated as given below:

Sl. No.	Criteria	Evaluation Parameters	Max Marks	Documents submitted
1.	No. of implementation (not necessarily by the Bidder) of the Proposed Solution of proposed OEM (not necessarily the model) in Scheduled Commercial Bank/PSU/ Govt.	5 and above Organizations	25	
		2 to 4 Organizations	20	

	Organization/Govt. Unit/BFSI/Company (Publicly listed, minimum 100 offices/units) Globally as on bid submission date. Bidder has to submit Certificate of Satisfactory working from the respective organizations clearly specifying the no. of locations deployed and since period.	1 Organization	15	
2.	No. of locations covered implementation (not necessarily by the Bidder) of Proposed Solution of proposed OEM (not necessarily the model) in Scheduled Commercial Bank/PSU/ Govt. Organization/Govt. Unit/BFSI/Company (Publicly listed, minimum 100 offices/units) Globally in single purchase order, as on bid submission date. Bidder has to submit Certificate of Satisfactory working from the respective organizations clearly specifying the no. of locations deployed and since period.	500 and above locations	25	
		300 to 499 locations	20	
		From 100 to 299 locations	15	
3.	No. of implementation (and maintenance as well) by the Bidder of SD-WAN (Software Defined -Wide Area Network) solution in any Scheduled Commercial Bank/PSU/ Govt. Organization/Govt. Unit/BFSI/ Company (Publicly listed, minimum 100 offices/units) Globally in India as on the date of the RFP. Bidder has to submit Certificate of Satisfactory working from the respective organization clearly specifying the solution and the period.	5 and above Organizations	25	
		2 to 4 Organizations	20	
		1 Organization	15	
Total Maximum Marks			75	

Note:

- Banks mean scheduled commercial banks in India only.
- The bidder is required to provide documentary evidence for each of the above criteria and the same would be required on the respective client's letter head in case of credentials.
- Calculation of marks would be rounded off to the nearest two decimal places.
- Total Score = (Marks Obtained * 100)/Total Maximum Marks.



3.5.5. Functional and Technical Requirements evaluation process:

The evaluation approach for Functional and Technical Requirements is detailed in the table below.

Sl. No.	Technical Evaluation	Evaluation Approach								
	Functional & Technical features evaluation of SD-WAN solution as stated in Appendix-K.	<p>The Bidder shall be awarded the mark on the basis of their response and the PoC conducted by the Bank as mentioned below:</p> <table border="1" style="width: 100%;"> <thead> <tr> <th style="text-align: center;">Criteria</th> <th style="text-align: center;">Marks</th> </tr> </thead> <tbody> <tr> <td>if Technical Requirements is fully compliant (FC) i.e. No customization is required</td> <td style="text-align: center;">3</td> </tr> <tr> <td>if Technical Requirements is partially compliant (PC) i.e. customization is required</td> <td style="text-align: center;">1</td> </tr> <tr> <td>if Technical Requirements is non-compliant (NC) i.e. feature cannot be made available in the product</td> <td style="text-align: center;">0</td> </tr> </tbody> </table> <p>The Bidder is required to submit the compliance to minimum technical specifications of solution as stated in Annexure-7</p> <p>Unreasonable scope limitations which defeat the purpose of this RFP shall lead to reduction in scores or even possibility of disqualification of the bidder at the sole discretion of the Bank.</p> <p>Total Score = (Marks Obtained * 100)/Maximum marks. The bidder has to obtain minimum Total score of 80 marks.</p>	Criteria	Marks	if Technical Requirements is fully compliant (FC) i.e. No customization is required	3	if Technical Requirements is partially compliant (PC) i.e. customization is required	1	if Technical Requirements is non-compliant (NC) i.e. feature cannot be made available in the product	0
Criteria	Marks									
if Technical Requirements is fully compliant (FC) i.e. No customization is required	3									
if Technical Requirements is partially compliant (PC) i.e. customization is required	1									
if Technical Requirements is non-compliant (NC) i.e. feature cannot be made available in the product	0									

3.5.6. Bidder should ensure that non-compliance to any Mandatory Technical & Functional Specification against Annexure-7, may lead to disqualification.

3.6. Evaluation of Part C-Commercial Bid (Indicative):

3.6.1. L1 Price will be determined after giving effect to arithmetical correction, if any.

3.6.2. The L-1 bidder will be determined on the basis of the lowest price quoted in the Reverse Auction as mentioned in Clause-8 of Section-E.

c. Amended Clause no. 8-Commercial Evaluation -Page no. 32, Section-E) of the RFP:

8. Commercial Evaluation & Determination of L1:

- 8.1. Bidders, whose Commercial Bids (Indicative) has been opened by the Bank will be called for the Reverse Auction.
- 8.2. Reverse Auction event will be carried out among the technically qualified Bidders, based on evaluation of Part B-Technical Proposal, for providing opportunity to the Bidders to quote the price dynamically for the procurement for which RFP is floated and also to get the most competitive price.
- 8.3. For finalization of the most competitive offer, the Bank will conduct "Reverse auction" The detailed procedure and Business rules for the Reverse auction is given as per Appendix-J (uploaded in <https://canarabank.com/english/announcements/important-rfptender-documents-of-dit-wing>).
- 8.4. Bank will call the technically qualified bidders whose Commercial Bids (Indicative) have been opened by the Bank for participating in the Reverse auction process which will be conducted by an Auction company authorized by the Bank. Bank will share the contact details of the concerned person of the



Auction Company. Specific rules for this particular event viz. date and time, CAP price, bid decrement value, duration of event etc. shall be informed by the Auction Company to the participating bidders before the event. The bidders should furnish indicative prices for the project in their Indicative Commercial Bid to facilitate finalizing the start bid for "Reverse auction". However, the CAP price for Reverse auction will be fixed by the Bank.

- 8.5. Bidders should note that the indicative commercial bid is considered for the purpose of conducting Reverse auction process only. The L1 bidder will be decided by conducting Reverse Auction only.
- 8.6. The successful bidder emerging at the end of the Reverse Auction shall be required to submit the break-up of their Final price (last bid price) again as per amended Bill of Material (Annexure-14) format as per **Amendment-2 dated 15/10/2018 to RFP 09/2018-19 dated 15/09/2018** within 48 hours of successful Reverse Auction. Failure or refusal to offer the services/goods at the price committed through Reverse Auction shall result in forfeit of the EMD with the Bank and Blacklisting, which may please be noted.
- 8.7. The EMD of the bidder may be forfeited/ Bank Guarantee may be invoked If the bidder/s fails to participate and quote the price in Online Reverse Auction or fails to login in Reverse auction process.
- 8.8. **Re-auction/s Rules:**
- 8.8.1. Bank may consider the option of a Re-Auction/s in following circumstances:
- 8.8.1.1. At the end of the Reverse Auction, L1 price is not acceptable to the Bank.
- 8.8.1.2. During the process of reverse auction, if there is no bid from logged in bidders, Bank may decide a re-auction by increasing the CAP price for Re-auction.
- 8.8.1.3. At the end of the Reverse Auction If only one bidder puts up bid/s, Bank at its discretion may decide a re-auction.
- 8.8.2. Even after conducting Reverse Auction/s, if no Bidder has quoted or the prices quoted by them are not acceptable to the Bank. Bank at its discretion can advice all the technically qualified Bidders to submit the Closed Commercial Bid by giving sufficient time to the Bidders. If Bidder/s are not submitting the Commercial Bid in due date and Time, their EMD will liable to be forfeited. If the EMD is submitted by the way of BG, Bank can its discretion invoke the Bank Guarantee.
- 8.8.3. If at the end of the Reverse Auction/s only one Bidder submits their Bid, Bank reserves the right to place the entire order on L1 Bidder only.
- 8.8.4. Bank reserves the right to reject any or all proposals. Similarly, it reserves the right not to include any bidder in the final short-list.
- 8.9. The Bank reserves the right to modify any terms, conditions and specifications of the RFP and Bank reserves the right to obtain revised price bids from the bidders with regard to change in RFP clauses. The Bank reserves the right to accept any bid in whole or in part

d. Amended Clause no. 5- Award of Contract -Page no. 34, Section-F) of the RFP:

5. Award of Contract:

- 5.1. The Bidder who is L1 after completion of evaluation Process and Reverse Auction, will be referred to as the selected bidder and Bank will notify the name of the selected bidder by display in the Notice Board of the Bank.
- 5.2. The contract shall, be awarded and the order shall be placed on selected L1 Bidder. Bank may release the order either in Full or in part or place more than one order towards the contract based on project plan.



- 5.3. The selected bidder shall submit the acceptance of the order within seven days from the date of receipt of the order. No conditional or qualified acceptance shall be permitted. The effective date for start of provisional contract with the selected Bidder shall be the date of acceptance of the order by the bidder.
- 5.4. Bank reserves its right to consider at its sole discretion the late acceptance of the order by selected bidder.
- 5.5. The Shortlisted bidder/s will be required to supply the solution along with the hardware to various branches / Offices of the Bank at the rates not higher than the agreed rate finalized under this RFP.

Date: 31/10/2018
Place: Bengaluru


Deputy General Manager
a/v

