

**Reply to Prebid Queries for NIT No.: 2049/2051/2053/2055/2057/2059 MPT and System No. 1338/1339/1340/1341/1342/1343
(Tender for supply, installation, commissioning & integration of goods/equipment/services for Wi-Fi Network at all units of MPSTDC)**

S. No	Party Name	RFP Page No	RFP Clause	Reply
1	ITSC / Fortinet / Tekno Solutions	1	Access Point should be dual band concurrent operation (2.4 Ghz and 5.8 Ghz)	For 5.8 read 5.0 Ghz
2	Fortinet / ITSC	2	Access Points proposed must be 802.11ac, Wave 2 compliant, include radios for both 2.4 GHz and 5 GHz.	No change
3	Fortinet	3	Must support a variety of antenna options. (Omni and directional)/integrated antenna.	Vendor has to select the product as per the antenna requirement on the site
4	Fortinet	10	The access point must operate as per EIRP Field deployment shall be with EIRP as per regulatory guidelines	This clause is deleted
5	Fortinet	12	Access point should have one 10/100/1000BASE-T Ethernet autosensing (RJ-45) with Additional SFP/SFP+ fibre port for direct fibre termination for long distance wired connections. Every Access Point has to include power injector solution of the required capacity as an accessory to be supplied.	Requirement of fiber port is not mandatory
6	Fortinet	13	Should have mechanism for surge protection preferred to have in built solution	surge protection is required but option is open (separate/ inbuilt)
7	Fortinet	14	Should have dedicated console port (RJ-45) for local troubleshooting	Should have dedicated console port for local troubleshooting
8	Fortinet	21	The Access point shall support operating temperature of -40 to 65°C	support operating temperature of -10 to 50°C
9	Fortinet	22	Wi-Fi Alliance Certification for WMM and WMM power save	No change
10	Fortinet	26	Equipment should ETA certified, WiFi alliance certified (certification copy required)	Equipment should WiFi alliance certified (certification copy required)
11	Fortinet	3	The OEM should have experience in implementation of large scale Public Wi-Fi projects	Bidder should have experience in implementation of large scale Public Wi-Fi projects
12	Fortinet		Work Order/ Client Letter/ Job Completion certificate	Bidder has to provide Work Order/ Client Letter/ Job Completion certificate
13	Absasia	Clause 7 of data Sheet page 2	Tender Cost	No change

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14	Absasia / ITSC	Clause 7 of data Sheet page 3	EMD	No change
15	Absasia / Tekno Solution	Clause 1.3.2 page 5	Upgradation of existing Wireless Network to Configure the existing Access points	Vendor to take a call on this
16	Absasia	Clause 1.3.2 page 5	Centralize WLAN Controller	Software based controller
17	Absasia	Page 6, Clause 7 under Coverage and Availability	Reliable and Secure Solution	Firewall and intrusion Prevention System is not included in this scope
18	Absasia		The New Setup Should Seemlessly integrated with existing System	Bidder has to check the compatibility
19	Absasia / XtraNet	Page 8, Clause 1.6.1, Term of Payment	No Advance payment	No change
20	Absasia / ITSC / XtraNet / Millennium	page 10, Eligibility Criteria	Clause 2 Eligibility Criteria	relevant documents as per clause 2.2.8
21	Absasia	Page 20,	Performance bank guarantee	performance bank guarantee will be 10% of the the project cost awarded to successful bidder
22	Absasia / Millennium		Annexure V	Given as part of information only. Bandwidth will be provided by the client
23	Absasia		Existing Network	Vendor during site survey will have to colate

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24	Tekno Solutions / Cisco	5	1. It is planned to setup wireless network for entire area Hotel lobby, restaurant, rooms and common area, which should be seamlessly integrated with the existing wireless and wired network of the hotel. Region wise Setup is required at all the locations as indicated in the Annexure-5 .	Bidder will have decide on the number of both indoor/ outddor AP to obtain a seamless coverage
25	Tekno Solutions/ Cisco	5	3. Wireless equipment with accessories and cabling on turnkey basis which includes Supply, Installation & Commissioning of latest equipment as per the specifications provided in this tender document	specification for Indoor AP with minimum Specs enclosed
26	Tekno Solutions/ Cisco	5	4. The access point/network modules should support all application software, system software and network protocols.	Application means PMS integration and user should be able to access the internet
27	Tekno Solutions/ Cisco	5	6. Guests in these hotels have been facing connectivity issues related to internet access and upgraded equipment should enhance connectivity to the entire hotel guest. The network needs to provide full coverage in areas from where users will access the network i.e. in rooms, balcony etc.	Bidder will have decide on the number of both indoor/ outddor AP to obtain a seamless coverage
28	Tekno Solutions/ Cisco / XtraNet	5	7. Apart from above Setup of Wi-Fi network in specified locations, wireless controller as per specification in Annexure 5 to be supplied, installed and commissioned .This controller should be capable of managing number of guests(as mentioned in Annexure-5) at minimum level and should be scalable. Solution should be based on Centralized WLAN controller, single point management for configurations for WLAN/Wired LAN, Security, Access.	A software basedWLC to be installed which will have a API/ web service to take data pertaing to the the checked in guests from the web based PMS (which is being procured)

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29	Tekno Solutions/ Cisco	6	9. The successful bidder will have to integrate the guest database with venue of guest, mobile no, email id, check in and check out details for guest to known secure login.	YES the web based PMS is being procured as of now
30	Tekno Solutions/ Cisco / XtraNet	6	10. The successful bidder's cloud platform should have SMS gateway integrated for online OTP delivery through SMS .	OTP through SMS/ Coupon with random generated password valid till the guest checks out will be required
31	Tekno Solutions/ Cisco / XtraNet	6	11. The bidder must do a site survey to access the optimum number of access points to be deployed including the existing access points which have to be integrated and on the basis of Site survey must quote the no of access points .The Financial proposal is based on the number of new access points deployed.	vendor during the survey will have to get the details
32	Tekno Solutions Bhopal	6	11. The quantities for the active and passive components will vary based on the site survey of the vendor and will have direct bearing on the financial proposal of the bidder. The bidder may quote and include in their bill of quantities any components, which they deem are necessary for successful implementation of the project	Date extended to 27 Apr 2018 amended to read " " The complete project should be executed within 3 (three) months from the date of supply order."
33	Tekno Solutions Bhopal	6	12. Bidders are requested to do a detailed site survey before giving financial bid. For site survey, vendor may contact respective Hotel Managers and understand the exact requirements.	we are looking at the cost on a turnkey project mode for each region
34	Tekno Solutions/ Cisco	6	14. Commissioning of equipment and network integration with existing hotel network will also be the responsibility of the vendor.	bidder will have to do site survey to reach optimum number
35	Tekno Solutions/ Cisco	11	Must support minimum 2X2 multiple-input multiple-output (MIMO) with two spatial streams, The AP should support working in both 2.4G & 5G.	No change

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36	Tekno Solutions Bhopal	11	Additional Request : Certificates	the product compliance(WPC) is mandatory
37	Tekno Solutions Bhopal	11	Additional Request : Interference	Access point should able to do the spectrum scanning for WiFi and non-WiFi interference for both on-channel and off-channel
38	Tekno Solutions Bhopal		Additional Request : WLC specification	Software based controller with logs to be saved on cloud/ local PC
39	Tekno Solutions/ Cisco		Additional Request : Site survey format	Survey should clearly indicate the no access point being deployed in an excel along with a rough site map showing the approx deployment location including the heat map
40			Magic Quadrant for WLAN	This clause of Gartner Magic Quadrant for WLAN is deleted
41	Cisco		Additional Request : WLC specification	we are expecting multiple vendors(region wise) software based solution is envisaged
42	Cisco		Additional Request : Indoor AP specification	specification for Indoor AP with minimum Specs enclosed
43	Cisco		Additional Request : Technical Evaluation Criterion	Site survey including heat map for seach site is manadatory as apart of technical bid
44	Maksat		Gartner - This is applicable for Global OEM's only. We being an Indian equipment manufacturer request you to get this clause deleted otherwise no Indian equipment manufacturer will be able to participate in the bidding process	This clause of Gartner Magic Quadrant for WLAN is deleted

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45	Maksat		As per the RFP it is mentioned that all network products shall be of same make, this clause will restrain almost the entire Industry as most of the OEM's does not manufacture entire range of equipment required.	all network products need not be from the same OEM but compatability of products proposed has to be ensured by Bidder
46	Wifiadda	Referring 9	Since we have to integrate the guest database with our login process it is important if we get a demo of the API from the PMS vendor	Support from the PMS vendor will be ensured but API has to be provided by the bidder
47	Wifiadda	Referring 9	Why it is mentioned, the successful bidder will have to integrate?	No change however handholding will be done by the client in terms of getting the PMS vendor's help in integration
48	Wifiadda	Referring 10	It is clear that we need to do Mobile Authentication through OTP, but what about foreign guests?	OTP through SMS/ Coupon with random generated password valid till the guest checks out will be required
49	Wifiadda	Referring 3	Where will be the usage logs stored? And in what type of technology will be used to transfer logs from remote locations to the server where it will be stored?	Software based controller with logs to be saved on cloud/ local PC
50	Wifiadda	Referring 4	It is mentioned that more reliable and secure solution will be preferred. But where in section 3. Technical Evaluation Criteria is the number mentioned for the secured solution?	Technical evaluation committee to decide
51	ITSC	2	DIS and MSME are exempted from paying tender fee. Is this applicable for this tender not specified.	No change
52	ITSC	3	DIS and MSME are exempted from paying tender fee. Is this applicable for this tender not specified	No change
53	ITSC	10 1.1	Request you to extend the last date of submission as survey is to be carried at all location. Minimum time required will be at least 30 days. Also request you to extend execution timeline to 3 months.	Date extended to 27 Apr 2018

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54	ITSC / Zcom / XtraNet /Tekno Solutions	13	As the RFP is multi location and various active and passive components are involved hence clause for one OEM should be removed	all network products need not be from the same OEM but compatability of products proposed has to be ensured by Bidder
55	ITSC	11	It should not be mandatory	No change
56	ITSC	11	Wi-Fi Alliance Certification for WMM and WMM power save	No change
57	ITSC	11	-30 to +60 degree temperature.	support operating temperature of -10 to 50°C
58	ITSC	11	Specification of modem and router is not given	bandwidth is being provide by client
59	ITSC	11	Controller Specification not given (Software based/hardware based)	controller to be software based
60	XtraNet	6	5. The complete project should be executed within 2 (two) months from the date of supply order.	amended to read " " The complete project should be executed within 3 (three) months from the date of supply order."
61	XtraNet	13	14.2.1 The Bidder shall furnish, as part of its Bid, an Earnest Money Deposit (EMD) amount of Rs. 1,00,000/- (Rupees One Lakh only) to be submitted Online Only. The EMD shall be refundable to unsuccessful bidder not later than 120 (one hundred and twenty) days from the Bid Due Date, except in case of the 2 Lowest-ranked bidders. The selected bidder's EMD shall be returned upon completion of the proposed assignment.	No change

Indoor Access Point Specifications

	Minimum Technical specifications For WiFi Access Point
1	Access Point should be dual band concurrent operation (2.4 Ghz and 5.8 Ghz)
2	Access Points proposed must be 802.11ac, Wave 2 compliant, include radios for both 2.4 GHz and 5 GHz.
3	Must support a variety of antenna options. Omni/integrated antenna
4	Must have -90 dB or better Receiver Sensitivity.
5	Must support minimum 2X2 multiple-input multiple-output (MIMO) with two spatial streams, The AP should support working in both 2.4G & 5G.
6	Must support 802.11ac, Wave 2 and backward compatible with 802.11n standards
7	Must support data rates up to 1.1 Gbps rate
8	Must support 80 MHz wide channels in 5 GHz.
9	Must support WAP enforce load-balance between 2.4Ghz and 5Ghz band.
10	The access point must operate as per EIRP Field deployment shall be with EIRP as per regulatory guidelines
11	Support Encrypted and authenticated connectivity between all backhaul components
12	Access point should have one 10/100/1000BASE-T Ethernet autosensing (RJ-45). Every Access Point has to include power injector solution of the required capacity as an accessory to be supplied.
13	Should have mechanism for surge protection preferred to have in built solution
14	Should have dedicated console port (RJ-45) for local troubleshooting
15	Wireless AP should support beam forming technology
16	Wireless AP Should able to detect and classify non-Wi-Fi wireless transmissions.
17	Must incorporate radio resource management for power, channel, coverage hole detection and performance optimization
18	Access point shall support powering from any of the POE/PoE+/uPoE source as per Device requirement
19	Access point shall support wall and Cable strand mounting options.
20	The AP shall have option of SNR indication LED display
20	The Access point shall be IP65
21	The Access point shall support operating temperature of -40 to 65°C
22	Wi-Fi Alliance Certification for WMM and WMM power save
23	Must support QoS and Video Call Admission Control/Equivalent capabilities.
24	Must support 16 WLANs per AP for BSSID deployment flexibility.
25	Must support telnet and SSH login to APs directly for troubleshooting flexibility.
26	Equipment should ETA certified, WiFi alliance certified (certification copy required)