



Karnataka Gramin Bank

(A scheduled Bank established by Govt of India- Sponsored by Canara Bank)

Head Office : Ballari

AMENDMENT-1 to RFP NO: RFP: 3/2023-24 dated 18.03.2024 for "Selection of Service Provider for Supply, Installation, Implementation & Maintenance of Trend Micro Deep Security Solution with Deep Discovery Analyzer for Servers"

The amendments to the RFP are covered in this document.

All other instructions, terms & conditions of the above RFP remain unchanged. Please take note of the amendments and the replies to pre-bid queries attached while submitting your response to subject RFP.

Date: 27-03-2024

**Sd/-
General Manager**

Amendment No.-1

RFP NO: RFP: 3/2023-24 dated 18.03.2024 for “Selection of Service Provider for Supply, Installation, Implementation & Maintenance of Trend Micro Deep Security Solution with Deep Discovery Analyzer for Servers”.

It is decided to amend the following Clauses of RFP:

Sl No	Clause No	Existing Clause	Amended Clause
1.	RFP Page No. 16 Clause No. 1.4.1	Supply of HW, SW, Appliance/s, and Antivirus Licenses: Within <u>Four Weeks</u> from the date of acceptance of Purchase Order	Supply of HW, SW, Appliance/s, and Antivirus Licenses: Within <u>Six Weeks</u> from the date of acceptance of Purchase Order
2.	RFP Page No. 16 Clause No. 1.4.2	Installation & Implementation: Within <u>Eight Weeks</u> from the date of acceptance of Purchase Order. Installation & Implementation of the entire solution (including agent installation in the servers and DDAN installation) to be done by the <u>OEM only</u> . The successful bidder to ensure the same with a proper plan and coordination with <u>OEM</u> .	Installation & Implementation: Within <u>Twelve Weeks</u> from the date of acceptance of Purchase Order. Installation & Implementation of the entire solution (including agent installation in the servers and DDAN installation) to be done by the <u>OEM / OEM Authorized Implementation Partner</u> only. The successful bidder to ensure the same with a proper plan and coordination with <u>OEM/OEM Authorized Implementation Partner</u> .
3.	Annexure -1 Eligibility Criteria - Page No. 2 Point No.6	The Bidder should have experience in Supplying minimum <u>500 Deep Security Licenses</u> & Maintaining the Trend Micro Deep Security Antivirus Solution in at least two organisations - Government Department/ Financial Institution/Public Sector Units/Scheduled Commercial Bank/ IT/ITES in India in the past three years (as on RFP date)	The Bidder should have experience in Supplying minimum <u>250 Deep Security Licenses</u> & Maintaining the Trend Micro Deep Security Antivirus Solution in at least two organisations - Government Department/ Financial Institution/Public Sector Units/Scheduled Commercial Bank/ IT/ITES in India in the past three years (as on RFP date)
4.	Annexure -2 Scope of Work - Page No. 1 Clause No. 1.11	The Bidder should ensure that implementation of Deep Security solution with Deep Discovery Analyzer by <u>OEM only</u> . All the activities related to implementation of the total solution should be done by <u>OEM only</u> .	The Bidder should ensure that implementation of Deep Security solution with Deep Discovery Analyzer by <u>OEM/OEM Authorized Implementation Partner only</u> . All the activities related to implementation of the total solution should be done by <u>OEM/OEM Authorized Implementation Partner only</u> .

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5.	Annexure -2 Scope of Work - Page No. 2 Clause No. 1.18	The Bidder is responsible for setting up single management console for the entire solution.	Clause Stands deleted.
6.	Annexure -2 Scope of Work - Page No. 4 Clause No. 1.42	Hardware and Software installation and configuration for the entire set up to be handled by the qualified/experienced <u>OEM personnel only.</u>	Hardware and Software installation and configuration for the entire set up to be handled by the qualified/experienced <u>OEM/ OEM Authorized Implementation Partner personnel only.</u>
7.	Annexure -2 Scope of Work - Page No. 4 Clause No. 1.50	<u>The proposed solution</u> should not hamper the prescribed RPO i.e. 15 Minutes.	<u>The bidder has to ensure</u> the proposed solution should not hamper the prescribed RPO i.e. 15 Minutes.
8.	Annexure -2 Technical Specifications- Page No. 6 Clause No. 32	Anti-Malware: The Proposed Solution should use a combination of cloud-based threat intelligence combined with traditional endpoint security technologies.	Anti-Malware: The Proposed Solution should use a combination of cloud-based threat intelligence combined with the local intelligence collected from server security solution proposed.
9.	Annexure - 2 Technical Specifications- Page No. 12 Clause No. 8	The proposed appliance should have minimum <u>1Gb /10 Gb Copper interface.</u>	The proposed appliance should have data interface which support <u>minimum 4x10G SFP28/SFP+ ports and 4x1G ethernet port.</u>
10.	Annexure - 2 Technical Specifications- Page No. 15 Clause No. 55	The Solution should have in-built connectors to share IOC's with <u>Network Devices like Cisco, Pal Alto (Using Panorama) & Checkpoint (Using OPSEC).</u>	The Solution should have in-built connectors to share IOC's with <u>Network security Devices.</u>

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➤ **Clause No. 8.1 of Section-C of RFP Amended as below:**

Payment terms:

8.1. Payment schedule will be as under:

Hardware:

No.	Payment Stages	Percentage of Payment	Condition/Remarks
a.	Delivery	40%	After complete delivery of all hardware. Please note that originals of invoices (plus one copy) reflecting taxes & duties, proof of delivery duly signed by Bank officials of the respective branch/office should be submitted while claiming payment in respect of orders placed.
b.	Installation, Implementation and Commissioning	30%	After successful installation, implementation & commissioning of all Hardware & Software items supplied as per Scope of Work. The Bidder has to submit installation reports duly signed by the Bank officials of the respective locations, while claiming payment. The invoice and installation report should contain the product serial number of the items supplied.
c.	Acceptance	20%	After project completion and project acceptance & signoff given by Bank's officials.
d.	Warranty	10%	10% of the hardware cost shall be paid only after completion of Warranty period of Three years or <u>against submission of warranty Bank Guarantee to the extent of 10 % of the value of hardware.</u>
e.	AMC		Quarterly in arrears after completion of Warranty period of 3 years if contracted.

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Licenses for Deep Security:

No.	Payment Stages	Percentage of Payment	Condition/Remarks
a.	Delivery	70%	After complete delivery of all software. Please note that originals of invoices (plus one copy) reflecting taxes & duties, proof of delivery duly signed by Bank officials of the respective branch/office should be submitted while claiming payment in respect of orders placed.
b.	Installation, Implementation and Commissioning	20%	After successful installation, implementation & commissioning of all Software items supplied as per Scope of Work. The Bidder has to submit installation reports duly signed by the Bank officials of the respective locations, while claiming payment. The invoice and installation report should contain the product serial number of the items supplied.
c.	Acceptance	10%	After project completion and project acceptance & signoff given by Bank's officials.
d.	ATS		Quarterly in advance after completion of 3 years from the project sign-off or acceptance if contracted.

All Other Software (if any):

No.	Payment Stages	Percentage of Payment of Order Value	Condition/Remarks
a.	Delivery	70%	After complete delivery of all other software .Please note that originals of invoices (plus one copy) reflecting taxes & duties, proof of delivery duly signed by Bank officials of the respective Branch/office should be submitted while claiming payment in respect of orders placed.

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b.	Installation, Implementation and Commissioning	20%	After successful installation, implementation & commissioning of all Hardware & Software items supplied as per Scope of Work. The Bidder has to submit installation reports duly signed by the Bank officials of the respective locations, while claiming payment. The invoice and installation report should contain the product serial number of the items supplied.
c.	Warranty	10%	10% of the all other software cost shall be paid only after completion of Warranty period of Three years <u>or against submission of warranty Bank Guarantee to the extent of 10 % of the value of hardware.</u>
d	ATS		Quarterly in advance after completion of 3 years of Warranty Period.

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➤ Annexure15 of RFP stands modified as below:

Table A
Hardware & Software Cost

Sr No	Description	Unit Price with Three Years Warranty/Support (A)	Qty (B)	Total Cost for 3 Yrs Excl of Taxes (C= A*B)	Tax % (D)	Tax Amount (E= C * D)	Total Cost for 3 Yrs Incl of taxes (F= C+E)
1	Hardware Required for hosting Trend Micro Deep Security Antivirus Solution						
2	Trend Micro Deep Security Antivirus Licenses		1000*				
3	Deep Discovery Analyzer Appliance		2				
4	Deep Discovery Analyzer Software		2				
Sub Total (A)							

* The requirement of 1000 Licenses given in this RFP is indicative only and may vary as per actual needs of the Bank/s. Bank reserves the right to increase or decrease the quantum of licenses purchase by 25% in respect of the quantity specified above at the same rate arrived at and on the terms and conditions of this RFP, as and when requirement arises within one year from the date of acceptance of Purchase Order.

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Table B
Hardware & Software AMC/ATS Cost

Sr No	Description	AMC/ATS for 4th Yr (A)	AMC/ATS for 5th Yr (B)	Total AMC/ATS Unit Cost for 4 th & 5 th Years (C= A+B)	Qty (D)	Total AMC/ATS Cost for 4 th & 5 th Yrs Excl of Taxes(E= C * D)	Tax % (F)	Tax Amount (G)	Total AMC/ATS Cost for 4 th & 5 th Yrs Incl of Taxes (H= E+G)
1	Hardware Required for hosting Trend Micro Deep Security Antivirus Solution								
2	Trend Micro Deep Security Antivirus Licenses				1000*				
3	Deep Discovery Analyzer Appliance				2				
4	Deep Discovery Analyzer Software				2				
Sub Total (B)									

Table C
Implementation & Training Charges

Sr No	Description	Total Cost Excl of Taxes (A)	Tax % (B)	Tax Amount (C)	Total Cost Incl of Taxes (D= A+C)
1	Implementation charges				
2	Training Charges				
Sub Total (C)					

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Table D
Resource Cost

Sr No	Description	Per Resource Per Annum Cost Excl of Taxes (A)	Tax % (B)	Tax Amount (C)	Per Resource Per Annum Cost Incl of Taxes(D=A+C)	No of Yrs (E)	Resource Cost for 5 Yrs Incl of Taxes (F= D * E)
1	L1 Resource Cost					5	
2	L2 Resource Cost					5	
Sub Total (D)							

Table D
Total Cost of Ownership

Sr No	Description	Total cost for 5 Yrs Incl of Taxes
1	Total Hardware & Software Cost for 5 Yrs Incl of Taxes (Sub total of Table A)	
2	Total Hardware & Software AMC/ATS Cost for 5 Yrs Incl of Taxes (Sub total of Table B)	
3	Total Implementation & Training Charges for 5 yrs Incl of Taxes (Sub Total of Table C)	
4	Total Resource Cost for 5 Yrs Incl of Taxes (Sub Total of Table D)	
Total Cost of Ownership for 5 Yrs Incl of Taxes (E = A+B+C+D)		

Undertaking

- i. Bill of material is submitted on the letter head and is signed by an Authorized Signatory with Name and Seal of the Company.
- ii. We confirm that we have gone through RFP clauses, subsequent amendments and replies to pre-bid queries (if any) and abide by the same.

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- iii. We have not changed the structure of the format nor added any extra items. We note that any such alternation will lead to rejection of Bid.**
- iv. We agree that no counter condition/assumption in response to commercial bid will be accepted by the Bank. Bank has a right to reject such bid.**
- v. We are agreeable to the payment schedule as per “Payment Terms” of the RFP and Amendment.**
- vi. We also note that the Bank can place order for engagement of Onsite Resources at their discretion whenever they require/order for. It is only an Optional Item. However, the prices quoted are valid during the entire tenure of the contract.**

Signature of the Authorized Signatory
with Company Seal.

Name of the Authorized Signatory :
Designation :
Company / Organization :

Place :
Date :