

INSURANCE REGULATORY AND DEVELOPMENT AUTHORITY OF INDIA

Information Technology Department

Date: 23.11.2017

Sub: Minutes of 8th IT Procurement Committee Meeting held on 23rd November 2017

Present:

- | | |
|--------------------------------------|-----------------|
| 1. Shri Nilesh Sathe, Member (Life) | Chairman |
| 2. Shri A Ramana Rao, GM (F&A Life) | Member |
| 3. Shri. T S Naik, GM (CAD) | Member |
| 4. Shri A. R. Nithiyantham, CGM (IT) | Convener Member |

Special Invitees

- (a) Shri. Dr. Maruthi Prasad Tangirala, Executive Director
- (b) Shri. Deepak Kumar Gaikwad, DGM (HR/ERP)
- (c) Shri. Raghava Kumar KLN, Asst. Manager (IT)

Members of the Committee were apprised of the agenda items.

**Agenda 1: Proposal for procurement of 20 Mbps backup Internet leased line from BSNL:
Cost: Rs 3 lakhs + taxes**

IRDAI's new office building is getting ready for operation and the networking activity has almost completed. Currently, the primary internet leased line is from M/s. Reliance Communication. It is proposed to establish the backup internet leased line of 20Mbps at Gachibowli office from a different vendor other than M/s. Reliance Communication.

At present, ACT Fibrenet is providing backup internet connection at IRDAI, Basheerbagh office. As, ACT Fibrenet expressed its inability to shift the same connection to new premise at Gachibowli, M/s BSNL was contacted to provide the backup ILL (Internet leased line) at the same bandwidth of 20Mbps as primary ILL.

The primary 20Mbps ILL connection from M/s Reliance communication was selected after competitive bidding process and the recurring charge was 3,00,000/- per annum excluding tax.



The committee noted that M/s BSNL has agreed to provide the backup 20Mbps ILL at the same rate of 3,00,000/- per annum excluding tax currently being provided by M/s Reliance Communication. The details are as follow:

S.No.	Details	Bandwidth	Charges per annum (excluding tax)
1.	Total Rental Charges per annum for (1:1) Internet bandwidth , BSNL	20 Mbps	Rs. 3,00,000/-

The annual charges need to be paid in advance. The total cost is Rs. **3,54,000/-** including GST (18%). Since the requirement is urgent, no competitive quotation was invited.

The committee noted that the backup internet leased line should be from different provider from Reliance Communications. The committee also noted that a fibre connection of BSNL is already existing in the premises of IRDAI for implementation of point-to-point leased line connectivity and therefore, there may not be any additional capex for the proposed internet leased line from BSNL for laying down the cables.

After deliberations, the Committee recommended to implement the backup internet leased line from M/s BSNL to the total cost of INR 3,54,000/- (incl. of GST@18%).

Agenda 2. Finalization of Tender on Supply of Hardware/Software for SAP-ERP system: Estimated Cost: Rs.1.20 Crores

An RFP for replacement of hardware was published in national newspapers and in Authority's website on August 17, 2017 for invitation of sealed tenders for the supply of servers, storage area network (SAN) and switches for SAP-ERP system with buy-back of existing hardwares. The last date for submitting bids was September 19, 2017 03:00 PM.

Below is the list of vendors who submitted bids,

1. M/s. Accel Frontline Ltd.
2. M/s. Cache Peripherals Pvt. Ltd.
3. M/s. Gowra Bits & Bytes
4. M/s. Interlace India Pvt. Ltd.
5. M/s. K Computers
6. M/s. Sara Infoway ITES India Pvt. Ltd.
7. M/s. Sify Technologies Ltd.



All the above vendors have submitted the bids in the stipulated time i.e., September 19, 2017 03:00 PM. The technical bids submitted by bidders were opened on September 19, 2017 at 4:00 PM by the tender opening committee consisting of the following officials in the presence of bidders.

1. Mr. Gautam kumar (DGM-Life)
2. Mr. Mahesh Agarwal (DGM-IT)
3. Mr.M. Madhusudhan, AGM-Accounts

Based on all the documents provided by the bidders, it was observed that the following bidders did not satisfy the eligibility criteria,

Bidder	Criteria not satisfied
1. M/s. Interlace India Pvt. Ltd.	POs submitted for FY 2016-17 is less than 2 crores
2. M/s. Sara Infoway ITES India Pvt. Ltd.	<ul style="list-style-type: none">• Authorization letter from OEM not submitted• Copy of the Purchase Orders for FY 2014-15 not submitted

Therefore, the technical bids of the above bidders were not considered by the Technical Committee for further evaluation.

II. Technical Evaluation:

A meeting of Technical Committee was held on November 06, 2017 for technical evaluation of bidders and short listing them for financial bidding. The following were present:

1. Prof. H. Krishnamurthy, IISc - Chairman
2. Mr. A R Nithyanantham, CGM (IT) - Member
3. Mr. Deepak Kumar Gaikwad, (DGM-HR/SAP) - Member
4. Mr. Srinivas Bhoosarapu, (IT Consultant) – Member
5. Mr. Raghavakumar, AM –Convener

As per the agenda note circulated to the Technical Committee Members on 26th Oct 2017, the following bidders who satisfied the prequalification criteria were invited for Technical presentation

1. M/s. Accel Frontline Ltd.
2. M/s. Cache Peripherals Pvt. Ltd.



3. M/s. Gowra Bits & Bytes
4. M/s. K Computers
5. M/s. Sify Technologies Ltd.

The technical presentations of the bidders were evaluated by the committee based on the following parameters. Each bidder was requested to make a short presentation covering the details of how the bid conforms to the stipulated RFP requirements.

1. Whether hardware proposed is in line with RFP requirement?
2. Availability of Technical Implementation Team to implement the requirements stated in the RFP.
3. Onsite Support Matrix
4. Project Implementation Plan for the proposed solution.
5. Configuration of High Availability with no single point of failure in the solution architecture, as requested in the RFP.
6. Migration from existing infrastructure to proposed infrastructure including OS, DB, Hardware, etc.
7. Network speeds of 10Gbps across the solution landscape
8. Implementation of VM solution in proposed hardware for production cluster and test server
9. Capability of bidders in meeting the SLA requirements and arranging back-to-back support from OEM and act as a Single point of contact
10. Availability of SAP expertise for handling data migration work.

Based on the technical presentations made by the bidders, the committee observed the following:

- (i) All the five bidders have the required capacity and capabilities to meet the RFP requirements
- (ii) All the five bidders will be able to handle the project and complete the same in the stipulated time frame, if they are awarded the contract.

In view of the above, the committee decided to shortlist all the five bidders stated below, for commercial bid evaluation.

The shorting of technical bids along with MOM of Technical Committee was published in our website on 10th Nov 2017.



III. Opening of financial

The financial bids of shortlisted vendors were opened by the following Tendering Opening Committee on Nov 14, 2017 at 3.00 PM in the presence of shortlisted bidders.

The Compiled information of Commercial bids is enclosed at Annex-A and the summary of total costing of all bidders.

S.No.	Bidder	Total price quoted (incl. of taxes)	Ranking
1	M/s. Accel Frontline Ltd.	₹ 1,27,22,736	L3
2	M/s. Cache Peripherals Pvt. Ltd.	₹ 1,36,95,892	L4
3	M/s. Gowra Bits & Bytes	₹ 1,10,71,205	L1
4	M/s. K Computers	₹ 1,13,98,395	L2
5	M/s. Sify Technologies Ltd.	₹ 1,44,58,021	L5

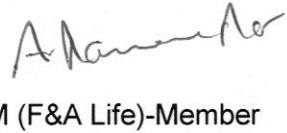
The above price is inclusive of buy-back prices of existing servers, data migration and support for a period of 5 years for the entire setup including the software supplied

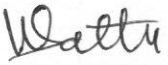
As seen from the compilation M/s. Gowra Bits & Bytes quoted lowest and emerged as L1.

After deliberations, the Committee recommended to procure the hardware & software from M/s. Gowra Bits & Bytes (L1 bidder) to the total cost of INR 1,10,71,205/- (incl. of GST).


CGM (IT)-Member


GM(CAD)-Member


GM (F&A Life)-Member


Member (Life) - Chairman