S. No	Query Type Technical/ Commercial	Page No	Clause No	BRPL Clause	Bidder Query	BRPL Replies
1	Technical Qualification	4	OEM/Authorized Partners country should not share land border with India as per MoP Order no. No.25-11/6/2018-PG dated 2July, 2020 and Order No.25-4.1.2019-PG dt.11Aug, 2020	Undertaking to be enclosed	Please clarify this is only applicable to Bidder not to OEM . We can give non Chna Manufectured good if needed.	No change in clause. As per the MOP order
	Technical Qualification Criteria	4	The hardware models shall be supported by the hardware OEM for a minimum period of next Seven years from the date of purchase	The hardware models shall be supported by the hardware OEM for a minimum period of next Seven years from the date of purchase	As per Understand the Base warranty will be 5 Years and 7 year Support confirmation from OEM.	`No change in cluase . Under standing is OK
2	Fiancial Qualification	6	Financial Qualification Criteria	a) Last three Financial Years (FY 2022-23, FY 2021-22 & FY 2020-21) financial statement	Can we consider 22-23 as Provisional ,	Yes, Certified by CA with UDIN
3	Technical Qualification'	9	The OEM vendor shall have at least one service center in Delhi/ NCR with sufficient infrastructure	The OEM vendor shall have at least one service center in Delhi/ NCR with sufficient infrastructure	Please advise if we can consider OEM Service Center	OK. Not requried
4	Technical	65	SAP B4HANA Database Server Specs	HANA Server must have SAP certified 2nd Generation /3rd Generation Intel Xeon Scalable Processors or Latest	2nd Gen processors are n-2 previous generation processors &	No change in clause.
					4+ yrs old processor now & soon going to be announced EOS	No change in clause.
					Request to remove 2nd gen & include latest 4th Gen. Keep only 3rd/4th Gen series intel	No change in clause. Refer BOQ and SAP certified specific.
5	Technical	67	SAN Storage	Offered Storage Array shall be given with Minimum of 256GB cache per controller in a single unit.	Request to kindle consider 128GB cache per controller	OK for change (128 GB cache per controller)
6	Technical	67	SAN Storage	Drives – 24 X 7.68 TB SSD or Latest TB SSD (in RAID-5/6) or latest	BRPL has any preference of SSD drive interface - SAS or NVMe?	SSD SAS . Storage should be provided with min 1 lakhs IOPS
					Or bidder to propose as per their solution	
7	Technical	68	B4HANA Production DB (6TB Scalable to 12 TB)	CPU: Intel Xeon-Platinum 8280HL 2.7GHz 28-core 205W Processor OR Intel Xeon-Platinum 8380HL	How many Qty of CPU's per server?	As per SAP certified guideline for 12 TB support of HANA memory. (6 TB expandable to 12 TB)
8	Technical	68	B4HANA Production DB (6TB Scalable to 12 TB)	CPU: Intel Xeon-Platinum 8280HL 2.7GHz 28-core	8280L is a 4+ yrs old processor & does not support 3200MHz memory speed as asked in RFP compliance.	CPU to be suggested which support 3200 Mhz memory or latest
				205W Processor OR Intel Xeon-Platinum 8380HL	No 2nd Gen processor supports 3200MHz memory	CPU to be suggested which support 3200 Mhz memory or latest
9	Technical	68	B4HANA Production DB (6TB Scalable to 12 TB)	NW :- 2X Dual Port 10G base T, 4 Port 1G, 2X Dual Port 32G Fiber HBA	10G base T is copper & not complying with fiber port requirement. Pls. check, In tenter you have asked for Fiber ,	10 G Fiber
10	Technical	64		Vendor's/OEM has to come up with the proposal of their own manufactured H/W and its respective S/W, It can't be a mix of multiple products or OEM	Can we consider two OEM Products to ensure Meet the Sotrage Requirement in BID.	Yes
11	Commercial	16 , 17	Point - 8.0	Payment Terms	We would request to Consider below Payment terms as majority of Item is hardware and We will be forced to give 100% Payment to OEM . SO Please consider as below. 1. 75% of Payment of hardware to be released with in 30 days of Invoice, 2. 15% Payment post Power On test / OS Installaton . 3. 10% Payment post fiinal Completion of Project / BG Submission etc.	1. 70% of Payment of hardware to be released with in 30 days of Invoice, 2. 20% Payment post Power On test / OS Installaton . 3. 10% Payment post fiinal Completion of Project / BG Submission and successful run for 3 months.
12	Technical	65	SAP B4HANA Database Server Specs	Support of built-in intelligent management interface (eRMC). Simplified user experience with support of integrated infrastructure management utilities	eRMC is a vendor specific terminoogy, Please make it generic as remote management controlers.	Remote management controllers. As per respective OEM termonology
13	Technical	68	B4HANA Production DB (6TB Scalable to 12 TB)	Qty	Shouldn't it be 2, considering HA is asked in the RFP ?	As per RFP
14	Technical	65	SAP B4HANA Database Server Specs	Server SAP HANA model's from HANA hardware directory	Request to kindly consider a Scaleout certified solution as well.	As per recommendation from SAP
15	Commercial	3 of 74	2, Pre-Qualification	Required OEM experience (at least two reference customer in India where the same kind of solution and associated hardware & software has been supplied & implemented in any of the last 3 years), Please confirm that the Bidder (SI) who does not have any SAP S4/HANA experience can participate in the tender	In our opinion, the bidder experience in implementing SAP S4/HANA plays a crucial part in the sucsess of the project.Pls consider the Bidder having experience in at least 2 projects in the last 5 years	No change OEM experience is required
16	Commercial	10 of 74	9.0, EMD	The bidder shall furnish, as part of its bid, an EMD amounting Rs.7,62,000/- as specified in the RFQ	As per Public Procurement Policy for Micro and Small Enterprises (MSEs) Order, 2012, there is an exemption for EMD for MSME . We request you to consider this expemtion.	To be submitted as per NIT
17	Commercial	16 of 74	Terms of Payment and Billing	60% of contact value of pricing schedule shall be released subject to fulfillment of following pre-requisites: i. Submission of detailed project schedule. ii. Submission and approval of detailed engineering documents, Design Documentation for Hardware & Software System, List of Deliverables. iii. Delivery and installation (POST) for HANA hardware and OS licenses. iv. Submission of 10% of performance bank guaranty (PBG) of order value with validity till the expiry of warranty period.	Pls consider 75% at this milestone, since the Bdder will have to bear upfront payment to the OEM	1. 70% of Payment of hardware to be released with in 30 days of Invoice, 2. 20% Payment post Power On test / OS Installaton . 3. 10% Payment post fiinal Completion of Project / BG Submission and successful run for 3 months.
18	Technical	Page 65 - & BOM - Page 68 &69	Server OS Support	Page 65 mentions - Should support RHEL SAP Solutions or SUSE Linux Enterprise Server for SAP, whereas Page 68/69 mentions OS:- SUSE Enterprise for SAP Unlimited VM for 2 Processor	Please confirm that bidder can provide either RHEL or SUSE OS	RHEL / SUSE
19	Technical		Migration from existing system to new sysem	Pls define the scope of Migration from existing system to the proposed system (if any)		New implementation . No migration required

Bidder's Seal Signature

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20	Technical			The required Ethernet Switches and SAN Switches are not part of this scope. Pls confirm that BSES will provide the same		Yes
21	Technical			Pls confirm Back up scope and avaiaibility of Backup HW and SW		BSES Scope
22	Technical	Page 65 - & BOM - Page 68 &69	Server OS Support	As Redhat and SUSE are both certified by SAP, pls consider both Redhat and Suse as OS	Please confirm that bidder can provide either RHEL or SUSE OS	SUSE / RHEL
23	Commercial			As it is hosted in Yotta, all "Bill to" and "ship to" document and delivery dovuments should be provided by BSES for smooth implemenatation		Bill to : Bses Rajdhani Power Limited Ship to : Yotta, Mumbai Details will provide in Order Copy
24	Technical	67	Technical Specification	Offered Storage Array shall be given with Minimum of 256GB cache per controller in a single unit.	FOffered Storage Array shall be given with Minimum of 256GB cache **across** controller in a single unit.	OK for change (128 GB cache per controller)
25	Technical	67	Technical Specification	SAP HANA BW Server as certified by SAP or SAP (Classified) Class L sizing on the SAP BW edition for SAP HANA benchmark. Proposed Servers as part of solution should be available at SAP Website for Certified SAP HANA® Hardware Appliance (https://www.sap.com/dmc/exp/2014- 09-02-hanahardware/enEN/#/solutions?filters=v:deCertified;appliance)Or Benchmarked for BWH- @12TB Classified as Class L (SAP Note:- 3169594 - Certification target KPIs for SAP BW edition for SAP HANA Standard Application Benchmark) (https://www.sap.com/dmc/exp/2018-benchmark-directory/#/bwh?id=bm:b7121bfd-ed9f-4c21-933f344ccee864e6)website.	SAP HANA BW Server as certified by SAP or SAP (Classified) Class L sizing on the SAP BW edition for SAP HANA benchmark. Proposed Servers as part of solution should be available at SAP Website for Certified SAP HANA® Hardware Appliance and performance for SAP BWOH/BW4H (https://www.sap.com/dmc/exp/2014- 09-02-hanahardware/enEN/#/solutions?filters=v:deCertified;appliance) Or Benchmarked for BWH- @12TB Classified as Class L (SAP Note:- 3169594 - Certification target KPIs for SAP BW edition for SAP HANA Standard Application Benchmark) (https://www.sap.com/dmc/exp/2018- benchmark-directory/#/bwh?id=bm:b7121bfd-ed9f-4c21-933f344ccee864e6)website.	OK for change
26	Technical	18	WARRANTY & SUPPORT	13.1 The proposed system including hardware and software shall have Five (5) year OEM warranty and support, which includes comprehensive maintenance and support of the entire proposed solution. Thereafter the system will be in AMC.	Pls confirm for how many years AMC should be provided.	Warranty upto 5 year and AMC after expiry of warranty period minimum 2 year
27	Technical	21	Monitoring of SLAs	A hard -bound register or ITSM tool would be kept, where the logs of all support calls with information such as Time(from & to),dates, Type(H/w, S/w),No of hoursdelay (if any) beyond SLA, reasons of delay is to be recorded in chronological order, duly signed by nominated official from BSES side & engineer from Vendor side.	Pls confirm do bidder need to provide ITSM tool	No ITSM tools to be provided by bidder
28	Technical	26	4. RATES:	The cost of training of BRPL Official shall be included in the prices quoted by vendor.	pls confirm the below details required for training. No. of days No. of people	Training on hardware offered by bidder
29	Technical	51	-	Note:Seperate annexure for Replication tool for DR and backup solution needs to be submitted with technical evaluation	Hope this is not the part of this RFP.	Not in scope
30	Technical	64	Executive Summary	BRPL proposes to invite Request for Proposal (RFP) tenders from the eligible vendors to provide Backup Solution as described under scope of work. This includes supply and installation of Server and Storage for B4 HANA implementation as per schedule.	Hope bidder need not to provide any backup solution. This bid is only for supply and installation of Server and Storage for B4 HANA implementation	This bid is only for supply and installation of Server and Storage for B4 HANA implementation
31	Technical	64	Executive Summary	4. Vendor's/OEM has to come up with the proposal of their own manufactured H/W and its respective S/W, It can't be a mix of multiple products or OEM	pls confirm can bidder quote different OEM for servers and different OEM for storage	Yes
32	Technical	64	Business Qualification criteria:	The existing IT system is developed following the below mentioned mandatory specifications, bidders are requested to refer to these mandatory specifications while proposing any solution under this BID as any new Hardware/ Software is required to be integrated with the present system.	Request you to pls elaborate the existing system details to which the proposed solution needs to integrate.	Current system is integrated with ECC and ISU CCS and Oracle database on sparc system
33	Technical	64	2. Supply &Services	☐ Clustering of H/W for high availability with Zero impact on F/O(Auto failover). Need to mention and provision to take care split brain cluster situation as well to avoid business disruption in case of "what to do" situation in clustered node.	Hope bidder need not factor any extra server/ storage for HA. Kindly confirm.	There is no HA
34	Technical	65	2. Supply &Services	Supply of Required Licenses such as but not limited to OS, cluster, Backup/restore, SAN storage foundation or volume manager, Storage level cloning &block level copy, H/A software, replications, monitoring & alerting and notification,	Request you to pls elaborate the SOW of this clause.	Supply of OS and storage licenses. No Backup and cluster licenses.

Bidder's Seal Signature

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35	Technical	65	2. Supply &Services	Configuration of System based replication and integration with existing SAP CI/Applications system set as well as backup solution of Commvault.	Request you to pls provide the existing SAP CI/Application system details. Pls provide the details of Commvault license. Is it taking DB license, OS Based backup etc.	6
36	Technical	69	3. Installation and Commissioning : working at site:	c) Business partner/Successful b i d d e r shall use h i s own tools, tackles and accessories while working at site shall also maintain the work place clean and tidy by disposing waste, scrap etc.to the area defined by Yotta/ datacenter service providers	Pls confirm is the provided solution hosted in Yotta/ datacenter service providers area or it is hosted in BSES Envirnoment.	To be hosted in Yotta (Mumbai)
37	Technical	70	3. Installation and Commissioning : working at site:	f. viii. Business p a r t n e r /Successful bidder w o u l d S e t u p Support connection with AMC/OEM Support Vendor and will integrate all systems for establishing a smooth logging sessions with vendor.	Hope the AMC/ OEM Support Vendor is OEM only of which the solution is provided.	Yes
38	Technical	70	4. Frame work of Testing and acceptance:	a. vi. Pushbutton operation, switch, system lamps.	pls elaborate the clause.	Power on self test and other such test required during commisionning of server/ storage
39	Technical	70	4. Frame work of Testing and acceptance:	b. 1v. Storage utilization, Its Backup and restore functions under this setup should work appropriately	Since backup and restore is not the RFP Scope, pls confirm the bidder scope of work.	Need based support required if any to be provided by bidder.
40	Technical	70	4. Frame work of Testing and acceptance:	d. vi. Load Testing by populating additional VM for stress test: A complete load & Stress test should be done by Solution Integrator.	Pls suggest the approach for load testing.	OEM certification to be provided
41	Technical	65	Server Hardware for B4HANA:	Server OS Support:Should support RHEL SAP Solutions or SUSE Linux Enterprise Server for SAP. Server should also support virtualization technologies: VMware vSphere,	Pls confirm do bidder needs to provide OS and virtualisation also. If yes, pls suggest how many VMs will be created on the proposed server.	Only OS to be considered
42	Technical	67	Storage System:	The storage array should support dual, redundant, hot-pluggable, active active array controllers for High performance,reliable and enterprise class with no single point of failure	pls change it to :- The Unified storage array should support dual, redundant, hot-pluggable, activeactive array controllers for High performance,reliable and enterprise class with no single point of failure Request you to please ask for Unified instead of SAN storage so that you should have flexibility to use the same storage for NAS workloads. In HANA environments sometimes NAS connectivity is also required hence it is better to take Unified storage to avoid fuutre investments on NAS storage.	Unified storage array
43	Technical	67	Storage System:	Offered Storage Array shall be given with Minimum of 256GB cache per controller in a single unit	pls change it to:- Offered Storage Array shall be given with Minimum of 512GB cache per controller in a single unit It is better to ask minimum 512GB Cache per controller for HANA environment. As you have asked Ceritified storage for minimum 20 HANA nodes so it is better to take minimum 512GB controller cache so that it can handle load for 20 HANA nodes in future.	128 GB per controller
44	Technical	67	Storage System:	Minimum Host Ports = 8 (32Gbps fiber HBA)	Please specify it 8 ports per controller or total 8 ports across array is required.	4 port per controller
45	Technical	68	Storage System:	Offered Storage Subsystem shall support Raid1,10, 5 or 6, RAID should be supported with battery backup	pls change it to:- Offered Storage Subsystem shall support single and dual drive failure protection. Storage should also have provision for battery backed protection Every vendor uses different kinds of drive failure protection mechanism and different kinds of RAID hence instead of mentioning the RAID type it is better to mention generic term like single and dual drive failure protection so that all the vendors are qualified.	dual drive failure

Bidder's Seal Signature

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46	Technical	69	Storage System:	Drives – 24 X 7.68 TB SSD or Latest TB SSD (in RAID-5/6) or latest	pls change it to:- Drives – 24 X 7.68 TB NVMe SED SSD or Latest TB SSD with (in RAID-6 or equivalent). Storage should be scalable to minimum 96 NVMe drives with dual controller configuration It is better to ask Next Gen NVMe SED SSD drives for better performance and security. NVMe SED SSD drives provides very low latency,high iops and drive level encryption which is far better than normal SSD drives. . As this is a critical environment which requires good performance and Data Security so it is better to ask NVMe SED SSD drives. Normal SSD drives are outdated technology and there are vendors out there who are still selling old systems with normal SSD drives. As it is a critical environment so RAID-6 or dual drive failure should be must in the solution instead of having RAID-5 or single drive failure protection. It is better to mention the drive scalability as well for future capacity upgrades. Currently it is not mentioned anywhere in the solution	SDD SAS SSD SAS . Storage should be provided with min 1.5 lakhs IOPS
47	Technical	70	Storage System:	Software features: All licenses bundled including snapshot, replication, encryption, deduplication etc	pls change it to :- Software features: All licenses bundled including Tamper-proof snapshot or equivalent mechanism to provide protection from Ransomware attacks, replication, encryption, deduplication etc Request you to please specify Tamper-proof Snapshots so that in case of Ransomware attack no one can delete the Snapshots configured on Primary storage. Tamper-proof Snapshots cannot be deleted whereas normal Snapshots can be deleted by rogue admin. SAP is a critical environment which definitely requires protection from Ransomware attacks.	All licenses bundled including Tamper-proof snapshot or equivalent mechanism to provide protection from Ransomware attacks, replication, encryption, deduplication,Tamper-proof Snapshots etc
48	Technical	3	Technical Qualification Criteria	Experience: OEM if they are bidding directly or through their authorized SI/BP shall provide at leasttwo reference customer in India where the same kind of solution and associated hardware & software has been supplied & implemented in any of the last 3 years as on the date of submission of the bids.	Need to confirm, can we submit OEM credentials against below clause.	Yes OEM creadentail to be provided
49	Technical	-	General Query	General Query	Request you to pls share the delivery and implementation timelines.	Delivery within 4 weeks from date of PO/ LOI
50	Technical	-	General Query	General Query	Hope SAN Switches and LAN Switches will be provided by the BRPL Team along with the required licenses and implementaion of SAN and LAN switches will be in the scope of BRPL. Kindly confirm.	Yes
51	Technical	-	SAN Storage	Offered Storage Array shall be given with Minimum of 256GB cache per controller in a single unit.	Dell Remarks : Existing clause favours 1 particular OEM. Since Dual active active controller is asked, Cache should be asked for entire array. Storage performance is calculated with a combination of cache and IOPS. Required IOPS are not mentioned hence there is no logic to ask for such high cache. Change Required : Offered Storage Array shall be given with Minimum of 192GB cache per array	128 GB per controller.Storage should be provided with min 1.5 lakhs IOPS

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S. No	Query Type Technical/ Commercial	Page No	Clause No	BRPL Clause	Bidder Query	BRPL Replies
52	Technical	-	B4HANA Production DB (6TB Scalable to 12 TB)	CPU: Intel Xeon-Platinum 8280HL 2.7GHz 28-core 205W Processor OR Intel Xeon-Platinum 8380HL 2.9GHz 28-core 250W Processor or latest CPU Sizing –as per SAP HANA Server performance requirement mentioned Above as in specifications	Dell Remarks : Existing clause favours 1 particular OEM. As led Processor is available with one single OEM Change required :CPU: Intel Xeon Platinum 8276 OR Intel Xeon-Platinum 8280HL 2.7GHz 28-core 205W Processor OR Intel Xeon-Platinum 8380HL 2.9GHz 28-core 250W Processor or latest CPU Sizing –as per SAP HANA Server performance requirement mentioned Above as in specifications	Intel Xeon Platinum 8276 , Intel Xeon-Platinum 8280HL 2.7GHz 28-core 205W Processor OR Intel Xeon-Platinum 8380HL 2.9GHz 28-core 250W Processor or latest CPU Sizing –as per SAP HANA Server performance requirement mentioned Above as in specifications. SAP certified Cascade or latest CPU for B4HANA work load
53	Technical	-	B4HANA QA DB	CPU : 4 x Intel Xeon-Gold 6348H (2.3GHz/24- core/165W) Processor or Latest	Dell Remarks : Existing clause favours 1 particular OEM. As led Processor is available with one single OEM Change Required : CPU : 4 x Intel Xeon Platinum 8276L 2.2G, 28C or better	As per SAP certified with min CPU 4 x Intel Xeon-Gold 6348H (2.3GHz/24- core/165W) Processor or Latest
54	Technical	-	B4HANA Dev DB	CPU : 2 xIntel Xeon-Gold 5320 2.2GHz 26-core 185W Processor or latest	Dell Remarks AS per SAP, 1.5TB Memory requires Platinum CPU. Need clarity.	As per SAP certified with min CPU : 2 xIntel Xeon-Gold 5320 2.2GHz 26-core 185W Processor or latest
55	Technical	-		Memory :- 1.5TB, DDR4 3200 MHz or latest	Change Required2x Intel Xeon Platinum 8276L 2.2G, 28C or	As per SAP certified with min CPU : 2 xIntel Xeon-Gold 5320 2.2GHz 26-core 185W Processor or latest
56	Extension of tender	-	Bid Submission date	25.08.2023, 1500	Request for extension	Submission extension upto 01.09.2023
57	Extension of tender	-	Bid Submission date	25.08.2023, 1500	Request for extension for 2 Weeks	Submission extension upto 01.09.2023
58	Extension of tender	-	Bid Submission date	25.08.2023, 1500		Submission extension upto 01.09.2023
59	Techninal / Commercial	4,5	Qualification Criteria		Request to confirm on acceptance and approach for enabling New Incorporated Organization for the participation. We are a recently incorporated young organization, but with many man years of experience. I the founder of the organization is 36+ years veteran from the Indian IT Industry.	No Change
59	Commercial	5	Qualification Criteria	The bidder must provide proof of having solvency of an amount equal to Rs. 3.50 Crore (Rs. Three Crores and Fifty Lacs) from any nationalized/ scheduled commercial bank.	Since we are already giving EMD / PBG so we would request to give exception on this, We are Qualifying on Over all Turn Over	No Change
56	New additon	Add storage	7 * 7.68		SSD SAS	SSD SAS . Storage should be provided with min 1.5 lakhs IOPS
		Total	31*7.68			
				END OF DOCUMENT		