

Minutes of the Pre-bid meeting for 'Procurement of cloud hosting services for the Assam Project on Forest and Biodiversity Conservation-Phase II.'

Date: 06-12-2024

Time: 11:30AM

Venue: Wildlife Conference Hall, Aranya Bhawan

IFB No. APFBC/PMU/Phase-II/Cloud Services/2024/350/134, dated 29th November 2024.

The following APFBCS officials and prospective vendor representatives were present at the pre-bid meeting:

Officials of the APFBCS:

1. Shri Sandeep Kumar, IFS : PCCF & HoFF, Assam and Project Director (PD), APFBCS
2. Shri Prashant Dhanda, IFS : Activity Director (IT&GIS), O/o the PCCF & HoFF, Assam

Representatives of the Firms (Physically Present):

1. Shri Binoy Khound : M/s ESDS Software Solution Pvt. Ltd.

Representatives of the Firms (Virtually Present):

1. Smti Suman Chatterjee : M/s Cloud 4C Services (P) Ltd
2. Smti Anshul Sharma : M/s Cloud 4C Services (P) Ltd
3. Smti Anchal Singh : M/s App Squadz Software Pvt. Ltd
4. Shri Sandeep Mukherjee : M/s Cloud 4C Services (P) Ltd
5. Shri Sovan Banerjee : M/s Oracle Cloud Infrastructure
6. Smti Amit Ghosh : M/s Oracle Cloud Infrastructure
7. Shri Jitu Sarma : M/s Nextra by Airtel
8. Shri Varun Singh : M/s Cyfuture India Pvt Ltd
9. Shri Debarshi Bhattacharjee : M/s Cyfuture India Pvt Ltd

Attendance sheet of the meeting is enclosed at Annex-1.

1. The Project Director welcomed all participants to the pre-bid meeting and briefly outlined the purpose of engaging vendors for the non-consultancy work related to the project.
2. During the meeting, APFBCS officials addressed queries from the representatives of the attending firms. Responses to the questions raised during the meeting, as well as those received via email, have been included in the minutes, which are enclosed as Annex-2.

Minutes approved

Sd/-
(Anurag Singh, IFS)
Project Director, PMU, APFBCS

Memo No: APFBC/PMU/Phase-II/Cloud Services/2024/350/

Dated 21st December, 2024

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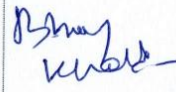
1. All concerned officials of the APFBCS joined the meeting.
2. Email to the Bidders: (1) M/s ESDS Software Solution Pvt. Ltd.; Email: binoy.khound@esds.co.in; (2) M/s CLOUD 4C; Email: suman.chatterjee@cloud4c.com; anshul.sharma@cloud4c.com; sandeep.mukherjee@cloud4.com; (3) M/s App Squadz Software Pvt. Ltd.; Email: (4) M/s Nextra Airtel Ltd.; Email: jitu.sharma@airtel.com; (5) M/s Oracle Cloud Infrastructure; Email: sovanb.banerjee@oracle.com; (6) M/s Cyfuture India Pvt Ltd; Email: varun.singh@cyfuture.com; debarshi.bhattacharjee@cyfuture.com;

Annexe-1

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Attendance Sheet for the Pre-Bid Meeting on 'Procurement of cloud hosting services for the Assam Project on Forest and Biodiversity Conservation-Phase II'.

Date: 06th December 2024
Time: 11.30 AM
Venue: Aranya Bhawan, Panjabari, Guwahati 37

Sl.	Name of the Attendant	Designation & Organization	Email ID & Contact no.	Signature
1.	Sandeep Kumar, IFS	Project Director, APFBC Society		
2.	Bimoy Khound	Sr Sales Manager ESDS Software Solution Pvt. Ltd	bimoy.khond@ esds.co.in 9435102436	
3.				
4.				
5.				
6.				

Attendance Sheet for the Pre-Bid Meeting on 'Procurement of cloud hosting services for the Assam Project on Forest and Biodiversity Conservation-Phase II'.

Date: 06th December 2024

Time: 11.30 AM

Venue: Aranya Bhawan, Panjabari, Guwahati 37

Sl.	Name of the Attendant	Designation & Organization	Email ID & Contact no.	Signature
1.	Suman Chatterjee	Cloud 4C Services (P) Ltd Sr Manager Sales	8712649898 suman.chatterjee@cloud4c.com	
2.	Anshul Sharma	Sr Solutions Architect Cloud 4C Services (P) Ltd	9720780806 anshul.sharma@cloud4c.com	
3.	Anchal Singh	Bid manager AppSquadz Software Pvt. Ltd.		
4.	Sandeep Mukherjee	AVP Clou4C Services Pvt. Ltd.	9886265777 sandeep.mukherjee@cloud4.com	
5.	Sovan Banerjee	OCI	9830993790	

6.	Amit Ghosh	OCI	9903362233	
7.	Jitu Sarma	DGM Sales Nextra by Airtel	9892049118	
8.	Suman Chatterjee	Regional Sales-East Cloud4C Services Pvt. Ltd.		
9.	Varun Singh	Cyfuture India Pvt Ltd	varun.singh@cyfuture.com 9792760001	
10.	Debarshi Bhattacharjee	Cyfuture India Pvt Ltd	debarshi.bhattacharjee@cyfuture.com 8822760050	
11.				

Annexure-2

Queries and Responses on the APFBC/PMU/Phase-II/ Cloud Services/2024/350/134, Dated Guwahati the 29th of November 2024 for 'Procurement of CLOUD HOSTING SERVICES under APFBC - Phase II'.

#	Reference	Existing Clause	Queries/Suggestions	PMU's Response
1	Section II–Bid Data Sheet (BDS); ITB 22.1; Pg 23	The deadline for Bid submission is: Date: 30 th December 2024 Time: 14:00 Hours IST	As we are expecting clarification from Department, requesting to extend the Bid Submission Date to 10 th January, 2025, to allow us to have sufficient time to create a quality bid.	Modified. The deadline for Bid submission is extended till 7 th January 2025, 14:00 Hours IST
2	Section III – Evaluation and Qualification Criteria; Technical Qualification Criteria; 4. Experience and other Technical qualifications; Pg 31	4. Certifications: The MSP should compulsorily possess following certifications: -ISO 27001:2019 for Information Security Management System and ISO 9001:2015 for Quality Management System	We have ISO 27001:2013 which is valid till 31-Oct-25 (IND.23.3569/IS/U) and we will renew to the 2019 upon next renewal. So would request this particular clause to be revised to 27001:2013	Accepted. ISO 27001:2013 or higher versions are acceptable for Information Security Management System.
3	Section IV – Bidding Forms; Price Schedule Forms; Price Schedule – Non-Consulting Services; Pg 46, 47, 48, 49	Total price per service (net of duties and taxes for 3 years)	Is the Total price (net of duties and taxes for 3 years) is to be considered monthly or for 3 year overall cost	Already answered during Pre-Bid Meeting. Column 4 of the same price schedule specifies "Monthly".
4	-do-	Virtual Machine Service	Please do not be specific	The specifications outlined are intended to ensure optimal

#	Reference	Existing Clause	Queries/Suggestions	PMU's Response
		(Physical Core to vCPU Ratio 1:1, 64 bit) with latest generation hardware: 4. Physical Core (vCPU) =4, RAM =32 GB, GPU (vGPU)=1 Memory=16 (Nvidia T4 or RTX 6000+ series), Block Storage =250GB, Windows Server 2022	about GPUs. Please keep it open. Kindly revise this clause to - Physical Core (vCPU) =4, RAM =32 GB, GPU (vGPU)=1 Memory=16 (Nvidia P or T or RTX series etc), Block Storage =250GB, Windows Server 2022.	efficiency, support for advanced GPU architectures (e.g., Turing or equivalent), AI inference capabilities, significant performance enhancements, ray tracing functionality, and Tensor core support. Bidders are encouraged to propose solutions that meet or exceed these requirements. Proposals offering equivalent or superior alternatives from other series or technologies must clearly demonstrate compliance with the stated functional specifications and provide detailed justifications and supporting documentation as part of their submission.
5	-do-	-do-	Please do not be specific about GPUs. Please keep it open. Kindly revise this clause to - Physical Core (vCPU) =4, RAM =64 GB, GPU (vGPU)=1 Memory=16 (Nvidia P or T or RTX series etc), Block Storage =250GB, Windows Server 2022.	
6	-do-	6. vCPU 6 (a). OS per unit (2 vCPUs)	Is the unit price mentioned in column 6 in price schedule to be considered monthly or annually	Already answered during Pre-Bid Meeting. Column 4 of the same price schedule specifies "Monthly".
7	-do-	vGPU	Is the vGPU pricing asked for per memory of GPU or per GPU quantity	Already answered during Pre-Bid Meeting. Column 4 of the same price schedule specifies "Monthly per vGPU".
8	-do-	11. NAT Gateway	Please specify the amount of data per month to be processed by NAT gateway and no of NAT rules required	The NAT Gateway must be capable of processing at least 200 GB per month of bidirectional data with the ability to handle peak traffic bursts of up to 200 Mbps.
9	-do-	12. Site - to - Site VPN	Please specify the amount of	Already answered during Pre-Bid Meeting. Must be capable of

#	Reference	Existing Clause	Queries/Suggestions	PMU's Response
			outbound data per month to be processed by S2S VPN	processing at least 200 GB per month of bidirectional data with the ability to handle peak traffic bursts of up to 200 Mbps.
10	-do-	14. Application Load Balancer Throughput: 1 Gbps, with 5,000 Requests per second	Load balancer requests get auto adjusted, hence you cannot measure the same. 1Gbps Throughput is very high. Kindly revise the clause to - Application Load Balancer - Throughput: 500 Mbps.	Accepted. Bidders may note that whenever throughput is lesser than the required throughput (200 Mbps), the credit is rolled over and adjusted in the future, without incurring of any new charges/levies to the department.
11	-do-	15. Web Application Firewall (WAF) Throughput: 1 Gbps, with 5,000 Requests per second	WAF throughput get auto adjusted, hence you cannot measure the same. 5000 request/sec is very high. Kindly revise the clause to - Web Application Firewall (WAF) - 1Mn Requests per month.	Web Application Firewall (WAF) - 2 million requests per month.
12	-do-	16. Network Firewall: Firewall shall be provided as part of minimum CSP security services necessary for hosting of the applications. Following features are required: Stateful Inspection Firewall Inbound and Outbond • Intrusion Prevention System/IDS • User Identity Acquisition • Application Control and URL filtering • Anti – Bot and Anti – Virus • Threat Emulation	Remove the features of Network Firewall. You should not be so explicit in the features. Kindly revise this clause to - CSP Native Firewall Service shall be provided.	Requirement stands. Bidders are advised to offer best terms & suggest accordingly. Native Services being offered must match requirements.

#	Reference	Existing Clause	Queries/Suggestions	PMU's Response
		(Sandboxing) <ul style="list-style-type: none"> • Threat Extraction (scrubbing) <ul style="list-style-type: none"> • Anti – Spam and Email Security • IPsec VPN • Data Loss Prevention • Mobile Access • Logging and Status • Event Correlation and Reporting • Real-Time Prevention-unknown malware patient-0 in web browsing • Real-Time Prevention-unknown malware patient-0 in email • Detect C&C traffic according to dynamic ip/url reputation • Sandbox and extract files embedded in documents • scan documents containing URLs Throughput: 1 Gbps, with 5,000 Requests per second		
13	-do-	17. DDoS Protection: Throughput: 1 Gbps, with 5,000 Requests per second	Please specify the no of IP's/no of resources to be protected by DDoS, as mentioned in RFP 1Gbps is only the throughput but to arrive at right pricing we require no of IP/resources which will be protected by	Details already mentioned in tender document. Please also check the updated throughput requirement.

#	Reference	Existing Clause	Queries/Suggestions	PMU's Response
			DDoS/month	
14	-do-	19. Email Gateway (SMTP)	Please specify the type of mails to be used by Email gate for example: Transactional Emails Marketing Emails Personalized Emails Notification Emails Spam/Promotional Bulk Emails Security and Alert Emails Support and Ticketing Emails Bulk Transactional Emails	Already answered during Pre-Bid Meeting. The email gateway will be connected with the platform and all emails would be system generated. Bidders are requested to review the platform specifics and Scope of work to understand this requirement in detail, as to expectations of department.
15	-do-	20. SMS Gateway	Please specify the type of sms to be used by SMS gateway forexample : Transactional SMS Marketing SMS Personalized SMS Notification SMS Alert SMS Verification SMS Two-Factor Authentication (2FA) SMS Bulk SMS	Already answered during Pre-Bid Meeting. The SMS gateway will be connected with the platform and all SMS would be system generated.
16	-do-	22. Domain name	Please specify the no of hosted DNS zone required and also specify the DNS queries in million/month for the DNS hosted zone	No Comments. Please read the tender documents carefully.
17	-do-	25. Cost for Disaster Recovery (Backup and	Please specify if the DR will be in Active - Active or Active	DR will be in Backup restore mode.

#	Reference	Existing Clause	Queries/Suggestions	PMU's Response
		Restore) Services meeting the RPO / RTO requirements	Passive mode	
18	-do-	-do-	Please specify the VM's to be considered for DR	
19	-do-	-do-	Please specify the change in data/month from DC to DR to configure the DC DR replication link	
20	-do-	-do-	Is Backup also required apart from DR if yes please specify the amount of data/month to be backed up	
21	Section VII – Schedule of Requirements; 1.Scope of Work, List of Services and Delivery Schedule; List of Services and Delivery Schedule; Pg 61	General Conditions applicable to Bidder: SQL Server 2022 Standard Edition shall be deployed in BYOL model/support	Please specify on which server SQL Standard license is going to be installed, also is the license expected from CSP/MSP or will be taken care by department	2 Nos. of license of SQL Server Standard Edition 2022 with Windows Server 2022 will be provided by the Department.
22	Section VII – Schedule of Requirements; 3. Technical Specifications for Cloud Services; Pg 62	6. The CSP supports standard hypervisors i.e. KVM/Microsoft Hyper-V/ VMware	Please do not be specific about hypervisors as there are many in the market. Please keep it open. Kindly revise this clause to - The CSP should supports standard hypervisors i.e. KVM	Requirement Stands. The forward slash (/) represents “or,” indicating that both options are equivalent.

#	Reference	Existing Clause	Queries/Suggestions	PMU's Response
			or Microsoft Hyper-V or Vmware etc.	
23	General Query		Is there any migration involved here, if yes please share a detailed scope of migration (VM,Data etc.)	Not Applicable
24	-do-		Is there any requirement for onsite resources if yes please share the details to arrive at the costing	Already answered during Pre-Bid Meeting. There is no requirement of onsite resources, however active support of MSP as per MeitY guidelines is required.