

Reply for Pre bid Queries	
Tender No	TPSODL/OT/2024-25/014
Package Name	Rate Contract for SITC of Routers at TPSODL

TPSODL Industrial router Pre-bid queries							
S.N.	Section	Page no	Clause serial No	Clause description	Change requested	Justification	TPSODL Remarks
1	ANNEX I Schedule for Items	16	1	SITC of Industrial Router (Input Power 12VDC to 48 VDC), <b>Gigabit WAN</b> 2 ports, 4 LAN ports 10/100MBPS, 3G/4G/LTE support module). Along with Configuration cable, Mounting Kit with <b>5Years Warranty</b>	SITC of Industrial Router (Input Power 12VDC, 24VDC or 48 VDC), 2 IP-MPLS WAN ports, 4 LAN ports 10/100MBPS, 3G/4G/LTE support module). Along with Configuration cable, Mounting Kit with 5Years Warranty	<p>1. Industrial routers normally operate on 12V, 24V and 48DC power supply. Would recommend to incorporate all these options.</p> <p>2. As these routers are going to be installed at remote sub-stations and it will carry only critical SCADA traffic, It will not require GE interfaces, instead <b>FE will suffice</b> the requirement. Request change.</p> <p>3. Current network of Tata Odisha is entirely IP-MPLS enabled and hence these routers <b>must be enabled for IP-MPLS on WAN ports from Day 1</b> as these routers are handling highly secured critical services.</p> <p>4. For consistency in warranty tenures, <b>Warranty should be for 7 years</b> as per recently concluded Integrated Communication Network RFP of Tata Power Odisha including SODL.</p>	Clause amended. It will be read as " <b>SITC of Industrial Router (Input Power 12VDC to 48 VDC), with 2 WAN ports, 4 LAN ports 10/100MBPS, 3G/4G/LTE support module). Along with Configuration cable, Mounting Kit with 5Years Warranty.</b> "
2	ANNEX I Schedule for Items	16		<b>Request for including additional line item in SoR (NMS license for these routers)</b>	<b>EMS for routers being supplied</b> EMS for configuration management and performance monitoring of these routers or EMS licenses for these routers if existing EMS is there in TP Odisha.	Monitoring solution of these routers should also be part of tender.	As per RFP
3	ANNEX II Technical Specification	17	4	Minimum of 4 x RJ-45 10/100 Mb/s Ethernet interfaces for LAN connectivity and <b>Fiber connectivity must be possible on at least 2 x SFP based WAN router interfaces (at least 1 out of 2 interfaces must be combo port or additional BaseT SFP must be provided) - 1 x 10km and 1 x 40 km optical reach support from day 01</b>	Minimum of 4 x RJ-45 10/100 Mb/s Ethernet interfaces for LAN connectivity and 2 x IP-MPLS enabled ethernet router interfaces for WAN connectivity from day 01	Optical interfaces are not available on LTE based Industrial router. <b>If Fiber port is must to cover 10KM and 40KM reach, an external Optical to RJ45 converter can be considered.</b>	If the bidder proposes an external Optical to RJ45 converter, the bidder will provide the same device at no additional cost. The converter will also come with 5-year warranty support w.r.t the routers.
4	ANNEX II Technical Specification	17	7	The router shall be have power solution option such that it can operate at 20V DC-60V DC.	The router shall be have power solution option such that it can operate at 12VDC, 24VDC or 48-60V DC.	Industrial routers normally operate on 12V and 24DC power supply. Would recommend to incorporate these as options.	Clause remain unchanged. As per RFP
5	ANNEX II Technical Specification	17	13	The router shall support OSPFv2, OSPFv3, BGP-4, MP-BGP, ISIS	The router shall support OSPFv2, OSPFv3, BGP-4, MP-BGP	ISIS is not required for OT router.	Clause remain unchanged. As per RFP

6	ANNEX II Technical Specification	18		Request for including additional clause in security section	Router should support GRE & IPSEC.	These routers are going to be deployed on service provide bandwidth , its important to have secured communication and thus GRE and IPSEC are a must.	As per RFP
7	ANNEX II Technical Specification	18		Request for including additional clause	This router should be EAL3+ certified.	Power grids are susceptible to cyber attack so its recommended to deploy EAL3+ compliant products.	As per RFP
8	ANNEX II Technical Specification	18		Request for including additional clause	The router shall support MPLS in GRE tunneling based on IETF RFC 4023	For highly sensitive private network IP MPLS is must on end to end network. AS GRE tunnel starts from each PSS. MPLS must support over GRE tunnels.	As per RFP
10	ANNEX VII	24	3.h	Provide Hands on Training for TPSODL Team	<b>Training</b> OEM's engineer to Provide Hands on Training for TPSODL Team of upto 8 members for 3 days at TPSODL Berhampur campus.	Training must be provided by OEM's engineer on OEM's rolls and <b>not by OEM certified engineers on partner's or 3rd party's rolls.</b>	As per RFP
11	ANNEX VII	25	7	The devices should be delivered within <b>08 weeks</b> from order issuance date and installation of the same should be done in 04 week from the date of intimation. (Client will intimate date to bidder for installation of equipment's).	Delivery time needs to be changed to 24 weeks.	Request to allow 24 weeks for delivery of equipment at site.	Clause amended. It will be read as " <b>The devices should be delivered within 16 weeks from order issuance date and installation of the same should be done in 02 week from the date of intimation. (Client will intimate date to bidder for installation of equipment's).</b> "
12				Request for including additional clause. OEM's ownership for Implementation and UAT.	<b>OEM's ownership of Implementation</b> OEM should implement 10% nodes and UAT including UAT signoff by OEM. OEM's scope as above must be owned by OEM's resources and not by bidder or authorized or certified resources.	10% of the sites must be implemented including UAT by OEM's engineers and not by OEM Certified partner's resources to ensure OEM's ownership and accountability of functional solution.	As per RFP

13				Request for including additional clause. Non-china clause	<b>Non-china land borders clause to be added</b> OEM to provide undertaking of compliance with land border sharing clause on country of origin for initial supply as well as replacement of faulty cards/chassis throughout the life cycle of the product under valid contract.	Mandatory clause of all Govt funded procurements	As per RFP
14	ANNEX VII	24	2.a	Request for 7 years warranty clause as per previous RFP. The warranty of the equipment's carries for 5 years warranty. Vendor shall provide maintenance of the equipment's for a period 5 years as per terms and laid in this document.	<b>OEM's confirmation on warranty for 7 years as part of OEM's MAF.</b> The warranty of the equipment's carries for 7 years warranty. Vendor shall provide <b>OEM's confirmation</b> for maintenance of the equipment's for a period of 7 years as per terms and laid in this document.	For consistency in warranty tenures, <b>Warranty should be for 7 years as per recently concluded Integrated Communication Network RFP of Tata Power Odisha including SODL.</b> <b>OEM's confirmation Clause as per last RFP for Integrated Communication Network. Page 25, Pt.4 Scope of Work.</b> Bidder (in case of SI) needs to submit duly signed MAF from OEM for support services during entire lifecycle of project. Bidder to provide comprehensive warranty, AMC & O&M Support for 7 years and facilitate TPCODL/TPNODL/TPSODL/TPWODL DISCOMs for Regulatory, GoI Compliance.	As per RFP
15				Request for including additional clause. Perpetual or minimum 7 years licenses	All the interfaces as requested must be equipped with perpetual or minimum 7-years licenses without any year-based capping on interface usage from Day-1. No of interface will stop working after end of warranty and support.	<b>Clause as per last RFP for Integrated Communication Network, Page 30, General Specs, Clause 11.</b> All the interfaces as requested must be equipped with perpetual or minimum 10-year licenses without any year-based capping on interface usage from Day-1. No of interface will stop working after end of warranty and support.	As per RFP
16	ANNEX II Technical Specification			The router shall have two LTE modules each with dual SIM (over one radio module) and provide cellular connectivity covering - LTE FDD bands: 2100 (B1), 1800 (B3), 850 (B5), 2600 (B7), 900 (B8), 850 (B18), 850 (B19), 1500 (B21) and 700 (B28) - LTE TDD bands: 2600 (B38), 1900 (B39), 2300 (B40) and 2500 (B41)		B1, B3, B7, B8, B20, B28A Supported by all telecom providers in all regions of India. B18, B19, B21, B38, B39, B40, B41 is normally not used or needed by telecom service providers Please accept the bands as supported by TSPs in India	<b>Clause remain unchanged, As per RFP.</b>

17	ANNEX II Technical Specification		Minimum of 4 x RJ-45 10/100 Mb/s Ethernet interfaces for LAN connectivity and Fiber connectivity must be possible on atleast 2 x SFP based WAN router interfaces (atleast 1 out of 2 interfaces must be combo port or additional BaseT SFP must be provided) - 1 x 10km and 1 x 40 km optical reach support from day 01		The combo port shall have 1xCopper and 1xF0 as optional connection which typically is used for single uplink. If 2 FO ports are needed then suitable media converter can be considered.  Please accept the configuration of our Offered router 5x10/100/1000 mbps copper + 1x100/1000mbps combo port.	Clause remain unchanged, As per RFP.
18	ANNEX II Technical Specification		The router shall support OSPFv2, OSPFv3, BGP-4, MP-BGP, ISIS		MP-BGP is service provider protocol and not used in site routers. IS-IS is a Interior Gateway protocol not commonly used. OSPF is more commonly used Interior gateway protocol and supported by most popular vendors. Please accpet the offered router w/o MP-BGP & ISIS support	Clause remain unchanged, As per RFP.
19	ANNEX II Technical Specification		The router shall support the safety standards: IEC/EN 60950-1		The EN62368 is the latest & successor standard of EN60950-1 Offered ruoter supported - EN62368	Accepted
20	ANNEX II Technical Specification		The router shall be designed to support IP-30 and have an enclosure option to support IP-65. it shall be fanless and passively cooled.		No deviation.	Clause remain unchanged, As per RFP.
21	ANNEX II Technical Specification		The router shall support SNTPv4 / NTPv4		Supports NTP. SNTP is less secure and not that accurate as compared to NTP. Both use the same port number to communicate. SNTP can receive only the time from NTP servers; it cannot be used to provide time services to other systems. Since NTP is superior it is supported on router. Hense the point should be revised as per below: The router shall support NTP.	<b>Modified Clause: The router shall support SNTPv4 / NTPv4 / NTP</b>  <b>Note :</b> <b>1) Router IR1101 has IP30 protection rating and IP-65 enclosure has to be arranged by Bidder (Seamless) in this case. Enclosure is readily available in market and hence this is not a deviation. You can say "Yes" to compliance.</b>  <b>2) SNTP is less secure and not that accurate as compared to NTP. Both use the same port number to communicate. SNTP can receive only the time from NTP servers; it cannot be used to provide time services to other systems. Since NTP is superior it is supported on router.</b>

22	ANNEX II Technical Specification		Minimum of 4 x RJ-45 10/100 Mb/s Ethernet interfaces for LAN connectivity and Fiber connectivity must be possible on atleast 2 x SFP based WAN router interfaces (atleast 1 out of 2 interfaces must be combo port or additional BaseT SFP must be provided) - 1 x 10km and 1 x 40 km optical reach support from day 01		Partial. Offered router has 5x10/100/1000 mbps copper + 1x100/1000mbps combo port.	Clause remains unchanged, as per the RFP.
23	ANNEX II Technical Specification		The router shall support OSPFv2, OSPFv3, BGP-4, MP-BGP, ISIS		Partial. No MP-BGP & ISIS	Clause remains unchanged, as per the RFP.
24	ANNEX II Technical Specification		The router shall support Terminal Access Concentrator Access Control Server Plus (TACACS+) or Equivalent		Yes. equivalent supported - RADIUS	Accepted
25	ANNEX II Technical Specification		The router shall comply with the following environmental standards:  EN 300 019-2-1, EN 300 0 19-2-2 and EN 300 -19-2-3, IEC 60255-21-1/2/3 or 47 CFR Part 15 B, EN 55032:2015, CISPR 32 Edition 2, CNS13438: 2006, EN 300 386 V1.6.1, ICES-003 Issue 6: 2016, KN 32: 2015, TCVN 7189: 2009, V-2/2015.04, V-3/2015.04, AS/NZ CISPR32		partial. EN55032 standard available.	Clause remains unchanged, as per the RFP.

26	ANNEX II Technical Specification		<p>The router shall support the following EMC standards:</p> <p>a) EN 55032  b) CISPR 32  c) (EN 301 489-1, EN 301 489-7, EN 301 489-17 and EN 301 489-24, EN 61000-6-2 and EN 61000-6-4, IEC 61000-3-2 and IEC 61000-3-3) or (EN 61000-4-2, 3, 4, 5, 6, 8, 9, 16, 17, 18, and 29)</p>		partial. EN55032 standard available.	Clause remains unchanged, as per the RFP.
27	ANNEX II Technical Specification		<p>The router shall support the safety standards: IEC/EN 60950-1</p>		safety standard - EN 62368-1 supported	Clause remains unchanged, as per the RFP.

**Important Notes**

- All bidders submitting quotes in response to this Tender acknowledge and agree that they have thoroughly reviewed, comprehended, and fully understand the Scope of Work. Bidders further confirm that they have carefully examined all relevant documents, specifications, drawings, and other information provided by the TPSODL officials mentioned above & Pre-bid Queries pertaining to the project for which the quote is being submitted.
- By submitting a quote, each bidder represents and warrants that they have diligently evaluated the Scope of Work and have taken into consideration all relevant factors, including but not limited to the project requirements, timelines, materials, labour, and costs associated with the Scope of Work. Bidders further acknowledge that they have sought clarification or additional information from TPSODL regarding any ambiguities, uncertainties, or discrepancies in the Scope of Work, and that they are satisfied with the information provided to them.
- It is understood and agreed that any discrepancies, misunderstandings, or errors related to the Scope of Work, whether apparent or latent, shall be the responsibility of the bidder, and the TPSODL shall not be liable for any claims, losses, damages, or costs incurred as a result of such discrepancies, misunderstandings, or errors. Bidders are solely responsible for accurately interpreting and pricing the Scope of Work in their quotes.
- Failure to fully understand and comply with the Scope of Work, or failure to seek clarification on any ambiguities or uncertainties, shall not be a valid basis for any claim or dispute arising from the Tender or subsequent contract. Bidders acknowledge that their quotes are based on their complete understanding of the Scope of Work.
- Bidders further acknowledge that any misrepresentation, omission, or failure to fully understand the Scope of Work may result in disqualification of their quote or termination of any subsequent contract awarded.