

Proceedings of the Pre-bid Conference held on 9.2.2007 at CSIR Hqrs. in connection with the setting up of Videoconferencing facility and services for CSIR & its laboratories.

The pre-bid conference was held on 9.2.2007 at CSIR Hqrs. and the following Officers attended the meeting:-

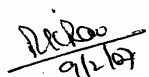
On behalf of CSIR

<u>S.No.</u>	<u>Name of the Officers</u>	
1.	Sh. V.K. Gupta, Hd(IT), CSIR Hqrs.	- Chairman
2.	Dr. D.Y. Rao, Chairman, Empowered Committee	- Member
3.	Sh. S.A. Kumar, Sct., Rep. of DIT	- Member
4.	Sh. V.K. Sharma, Sct., Rep. of NIC	- Member
5.	Sh. R.L. Sharma, Sr. Dy. FA, CSIR Hqrs.	- Member
6.	Ms. Dolly Chowdhry, Scientist, CSIR Hqrs.	- Member
7.	Sh. R.K. Rao, CoSP, CSIR Hqrs.	- Member - Convener
8.	Sh. A. Wahid, Scientist, CSIR Hqrs.	- Invitee
9.	Sh. H.R. Grover, Scientist, CSIR Hqrs.	- Invitee
10.	Sh. V.K. Agarwal, Scientist, CSIR Hqrs.	- Invitee

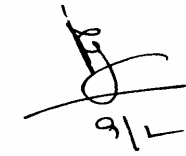
On behalf of Vendors

<u>S.No.</u>	<u>Name of the firm & Representative</u>
1.	M/s Siemens , Represented by Sh. Sumit Chaudhry
2.	M/s Spanco , Represented by Sh. Monojit Samaddar
3.	M/s Avaya , Represented by Sh. Vishal Jha
4.	M/s HCL Infinet Ltd., Represented by Sh. Nitin Kumar
5.	M/s MRS Corporation , Represented by Sh. Rajesh Pathak
6.	M/s Pan Telecom, Represented by Sh. Brig Ravi Sharma
7.	M/s Wipro, Represented by Sh. Ajay Kumar
8.	M/s Polycom, Represented by Sh. Deepak Satapathy
9.	M/s RGV Telecom Pvt. Ltd. Represented by Sh. Anish Sharma
10.	M/s Godrej & Boyce Mfg. Co. Ltd. Represented by Sh. Sachin Suri

At the outset the Chairman welcomed all the Members and the representatives of the vendors and briefed in general the scope of the Project and thereafter requested the Member-Convener and the indenter to read out the clarifications sought by the bidders with reference to the Commercial and Technical aspects respectively and the replies thereto.


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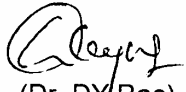
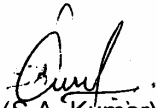
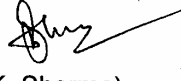

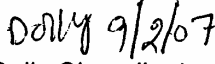

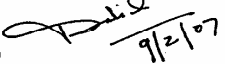
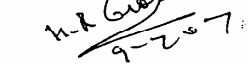
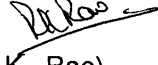
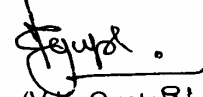
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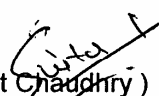

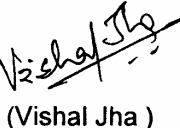


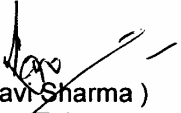
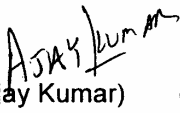
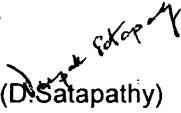
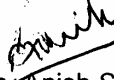
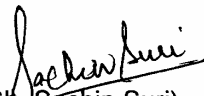
The representatives present were satisfied with the replies given and it was informed that the corrections/additions/clarifications given would be hosted on the website of CSIR and all prospective bidders are required to take cognizance of the proceedings of the pre-bid conference before submitting their bids as stipulated in Clause 3.5.3 of the bidding documents.

The meeting ended with a vote of thanks to the Chairman.

On behalf of CSIR

 (Dr. D.V. Rao) Member	 (S.A. Kumar) Member	 (V.K. Sharma) Member	 (R.L. Sharma) Member
 (Ms. Dolly Chowdhry) Member	 (V.K. Agarwal) Invitee	 (A. Wahid) Invitee	 (H.R. Grover) Invitee
 (R.K. Rao) Member-Convener			 (V.K. Gupta) Chairman

On behalf of Vendors

 (Sumit Chaudhry) M/s Siemens	 (M. Samaddar) M/s Spanco	 (Vishal Jha) M/s Avaya	 (Nitin Kumar) M/s HCL Infinet Ltd.
 (R. Pathak) M/s MRS Corporation	 (Ravi Sharma) M/s Pan Telecom	 (Ajay Kumar) M/s Wipro	 (D. Satapathy) M/s Polycom
 (Sh. Anish Sharma) M/s RGV Telecom			 (Sh. Sachin Suri) M/s Godrej & Boyce

**Proceedings of the Pre-bid conference held on 09.02.2007 at CSIR Hqs. in connection with
Tender for Setting up of Videoconferencing facility and services for CSIR & its laboratories**


A. Commercial queries

S.No	Name of the Firm	Query of the firm	Clarifications
1.	SPANCO	As per the Section III (Instructions to Bidders) clause No. 3.5.7 it is indicated that rates can be quoted taking into account that CSIR is having Custom Duty exemption certificates. Appropriate formats for quoting in the price bid are also indicated for Indian Rupees as well as for foreign currency (Annexure J). There are 23 items to be supplied and these are not manufactured by a single vendor. Also the quantities for some items are small in number. Kindly indicate whether we can provide custom duty exempted rates for the bulk components and rupee prices for the remaining items which are small in quantity?	Custom duty is to be borne by CSIR which would be loaded as per Clause 3.5.7 for the purpose of evaluation and comparison.
2.	HCL INFINET Ltd.	Whether Custom Duty exception certificate would be provided from a HO or respective labs? As the equipment would land in New Delhi Airport, how inspection be done at airport? Further, CSIR require the delivery	C.D.E.C would be provided by the respective labs. Inspection is required to be done at the respective labs. after receipt of consignment by the labs. (Clause 4.1.8 (i) in the case of

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		to be done at respective labs from New Delhi Airport?	supply from indigenous sources.)
3.	Pan Telecom (P) Ltd	Since there are various equipments required in the project from different OEMs, and all of imported origin, would CSIR open separate LCs in favour of each OEM? (Ref clause 4.1.8 on page 32 of RFP).	Yes, CSIR shall open separate LCs in favour of each OEM. However, in such case the price schedule forms should be submitted separately for each OEM.
4.	Pan Telecom (P) Ltd	Why is the PBG 25% when the standard PBG is maximum 10% in all contracts?. The PBG may hence be reduced to 10% (Ref clause 4.1.3 (23) on page 26 of RFP).	As per CSIR rules, PBG can be insisted for a higher amount also. This is not negotiable.
5.	Pan Telecom (P) Ltd	Is CSIR 100% exempted from payment of Customs Duties on imported goods ? If not, will CSIR bear the applicable Advalorem Duty? (Ref clause 3.5.7 on page 23 of RFP).	The contract shall be placed on FCA/CIP basis which requires CSIR to clear the goods from customs authorities after complying with the requisite formalities. To this extent CSIR shall be paying the applicable custom duties etc.
6.	AVAYA	The tender desires the BG of 25% contract value for 40 months – the firm request to kindly modify it to 5% of the contract value.	The PBG is required to be valid for 38 months only as per clause 4.1.3(i). Kindly refer to reply at S.NO. 4 above.
7.	AVAYA	The firm request for the road permits to be arranged and provided by CSIR.	All necessary assistance shall be provided by CSIR & its labs./instts. to enable the vendors obtain the requisite road permits from the concerned authorities. (This would be applicable only in the case of supplies from indigenous sources). (Ref. to clause 4.1.4(i))


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8.	AVAYA	The firm request CSIR for quarterly advance payment terms for AMC.	Add at the end of clause 4.1.8 a new clause titled AMC payment terms. The AMC charges shall be payable on half yearly basis either at the expiry of the service period of 6 months or shall be paid in advance against reciprocal B/G valid for a period of 08 months. The payments shall be made by the respective labs.
9.	AVAYA	The firm request CSIR for a maximum LD on installation to be 5% of the Contract Value.	This is not negotiable (Clause 4.1.18 (b))
10.	AVAYA	Replacement penalty Rs. 500/- per day is at a higher side, kindly look into for modification.	This is not negotiable. (clause 4.1.18 (c) (c))

Corrections:

1. **Clause 4.1.3(iv)**

The penalty in clause 4.1.3(iv) may be read as Rs. 500/- per day instead of Rs. 100/- per day as also indicated in Clause 4.1.18(c) (i).

2. **New Addition: Add at the end of Clause 4.1.7**


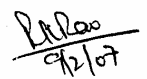
Partial shipment from an OEM which construes complete consignment for each location/lab is permitted but part shipment to each location/lab is not permitted from an OEM.

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B. Tehnical Queries

Sr. no.	Name of the Firm	CSIR – technical specifications	Query of the firm	Clarifications
1.	SIEMENS	<u>Category C – MCU</u> <ul style="list-style-type: none"> Standalone (non-PC hardware based) chassis based multipoint conferencing unit able to connect min 50 video sites @min 384 Kbps per site H.323 on IP network on the same chassis. MCU Should is able to hold multiple simultaneous video conferences and expendable up to 60 sites 	<ul style="list-style-type: none"> IS Non-PC based modular (Standalone closed box based solutions) Chassis allowed. Are 48 sites @384 acceptable in place of 50 @384? 	<ul style="list-style-type: none"> Yes, rack mountable, logical integrated unit should be provided. No
2.	-Do-	<u>Category C – MCU</u> <u>MCU System Capacity::</u> MCU should be equipped to connect 50 sites@ min384 Kbps on ISDN network and on IP network With AES Encryption.	IS the Loss in port capacity allowed with AES Encryption?	MCU should support AES Feature.
3.	-Do-	<u>Category C – MCU</u> <u>Network Interface:</u> The MCU Should have 3 or 4 Nos. Connectivity for ISDN PRI line and RJ45 for IP from the day one.	Is Modular Chassis (Closed box with ISDN interface) for ISDN acceptable?	Yes, it should be mountable in standard rack.
4.	-Do-	<u>Category C – MCU</u> The MCU Should allow participants to connect to the conference at different bandwidths of 128 Kbps to 2 Mbps in the same Conference?	Since 2Mbps is asked here, Is the loss in MCU port capacity allowed when end points connected at speeds up to 2Mbps Bandwidth	Not permitted

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5.	-Do-	<u>Category C – MCU</u> The MCU should support different speed users in the same conference at different bandwidths of 128 Kbps to 2 Mbps in the same Conference	Since 768 Kbps is asked here, Is the loss in MCU port capacity allowed when end points connected at speed up to 768 Kbps bandwidth?	Not permitted
6.	-Do-	<u>Category C – MCU</u> Operating Conditions: Should Work with on 110-240VAC, 50/60 Hz AC Power supply	Is the redundancy in power supply required? Is redundancy in power input source required?	Yes
7.	SPANCO	<u>Category-B2-(End point -6 parties call)</u> <u>Network Interface:</u> 6 x ISDN BRI (RJ-45)	As per Technical specification of Category B2 systems The requirement for supporting 2Mbps over ISDN H.320 Network. However, under Network Interface, it is mentioned the support for 6xISDN BRI. We request you to change it from 6xISDN BRI to 1x ISDN PRI.	6 x ISDN BRI line is the minimum required capacity. However, PRI interface (1x ISDN PRI) would be acceptable to CSIR. <u>The Network Interface may be read as: 6 x ISDN BRI (RJ-45) / 1x ISDN PRI</u>
8.	-Do-	<u>Price –Schedule (Annexure-i)</u> As per table -1 (price Schedule) requirement for Videoconferencing System, it is mentioned that the quantity requirement for BRI module is 46 Nos. and	As Per the Technical specification of Category A, B1 and B2 systems, The quantity requirement for ISDN BRI Module is 47and 1 Nos. ISDN PRI Module. However as per table 1 price Schedule requirement for Videoconferencing System, it is	(i) <u>The quantity in the Price-Schedule form may be corrected to read as 47 instead of 46 for</u>

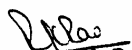
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		for ISDN PRI Module is 2 Nos.	mentioned that the quantity requirement is 46 Nos. ISDNBRI Module and 2 Nos. ISDN PRI Module. We request you to Kindly make amendments in the ISDN BRI Module quantity to 47 Nos	<p><u>ISDN BRI module for category 'A'.</u> The additional requirement is meant for MO-AW (Ministers' Office-Anusandhan Bhawan)</p> <p>(ii) <u>The requirement of ISDN PRI Module may be corrected to read as 1 No. instead of 2 Nos.</u> The requirement for ISDN PRI module for MO-AW (Ministers' Office-Anusandhan Bhawan) stands deleted. The price-schedule form may be corrected accordingly.</p>
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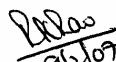

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9.	-Do-	<u>Category C - MCU</u> Security Capability - DTMF / Password protected Conference Management via web-based /http System Management –it should be through GUI Interface.	We request you to kindly make the necessary amendments in sub point security capability that management should be via GUI also.	<u>Although GUI feature is already covered in system management still it may be included in security capability.</u>
10.	-Do-	<u>Category C – MCU</u> MCU should be equipped to connect 50 sites @ min384 kbps on ISDN network and on IP network with AES encryption.	As per the MCU Specification stated in category C, we request you to clarify whether the MCU should support 50 sites @384Kbps on IP and ISDN should be after AES Encryption or before AES. We propose that the MCU should support 50 sites @ 384 Kbps on IP and ISDN without AES Encryption and MCU Should support AES as a Feature.	MCU should support AES as feature.
11.	-Do-	<u>Category E13(Control Touch Panel)</u>	As per the specifications of Control Touch Panel (Category 1.13) more Clarification is required regarding the size of the equipment and number of buttons	Size cannot be fixed for panel. However, equipment may be quoted with latest technology meeting CSIR specification.

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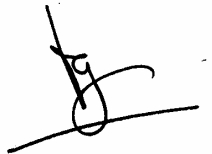

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12.	-Do-	<u>Category F : Document Camera</u>	As per the specifications of document Camera (Category F) details are required regarding: I. Max. paper size for the documents(A4 or Legal) II. Focal length of the camera. III. F no. of the lens. IV. Fluorescent lamp required is single or double Resolution required (Total and Effective)	Specifications framed by CSIR are generic. However, equipment may be quoted with latest technology meeting CSIR specification.
13.	AVAYA	<u>Category-B2-(End point -6 parties call)</u> Network Interface: 6 x ISDN BRI (RJ-45).	As per Technical specification of Category B2 system. The requirement for supporting 2Mbps over ISDN H.320 Network. However, under Network Interface, it is mentioned the support for 6xISDN BRI. We request you to change it from 6xISDN BRI to 1x ISDN PRI.	Please refer to clarifications at S.No. 7 above.
14.	-Do-	As per table -1 (price Schedule) requirement for Videoconferencing System, it is mentioned that the quantity requirement for BRI module is 46 Nos. and for ISDN PRI Module is 2 Nos.	As Per the Technical specification of Category A, B1and B2 systems, The quantity requirement is for 4 Nos. ISDN BRI Module and 1 Nos. ISDN PRI Module. However as per table 1 price Schedule requirement for Videoconferencing System, it is mentioned that the quantity requirement is 46 Nos. ISDNBRI Module and 2 Nos. ISDN PRI Module. We request you to Kindly make amendments in the ISDN BRI Module	Please refer to clarifications at S.No. 8 above.

			quantity to 46 Nos	
15.	-Do-	<u>Category C - MCU</u> Security Capacity- DTMF / Password protected Conference Management via web-based /http System Management –it should be through GUI Interface. necessary amendments in sub point security capability that management should be via GUI Interface.	As per the MCU specification in Category C, sub point Security Capacity, it is stated that the management should be via Web based/HTTP. However, under sub point System Management, it is stated that the management should be through GUI Interface. Therefore, we request you to kindly make the necessary amendments in sub point security capability that management should be via GUI Interface.	Please refer to clarifications at S.No. 9 above.
16.	-Do-	<u>Category C – MCU</u> MCU should be equipped to connect 50 sites @ min384 kbps on ISDN network and on IP network with AES encryption.	As per the MCU Specification stated in category C, we request you to clarify whether the MCU should support 50 sites @384Kbps on IP and ISDN should be after AES Encryption or before AES. We propose that the MCU should support 50 sites @ 384 Kbps on IP and ISDN without AES Encryption and MCU Should support AES as a Feature.	Please refer to clarifications at S.No.10 above.

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17.	HCL Infinet Ltd.	<u>Category B1-Endpoint (4 parties call)</u> <u>Category B2-Endpoint (6 Parties call)</u>	We presume that all the feature of main category of B1 and B2 videoconferencing equipments are included in multisided features of B1 and B2 videoconferencing equipments	yes
18.	M.R.S. Corporation	<u>Category C – MCU</u> Standalone (non-PC hardware based) chassis based multipoint conferencing unit able to connect min 50 video sites @min 384 Kbps per site H.323 on IP network on the same chassis. MCU Should is able to hold multiple simultaneous video conferences and expendable up to 60 sites.	The same facility can be offered by cascading 2, MCU's i.e. 40+12, further MCU unit offered by us could be expanded according to future requirements and could be upgraded in future in options of 6,12,20,30 & 40	The device should be logically integrated, rack mountable.
19.	-Do-	<u>Category C – MCU</u> Network Interface: The MCU Should have 3 or 4 nos. Connectivity for ISDN PRI line and RJ45 for IP.	We would like to understand that what is that said combination of IP and ISDN 4 as PRI lines can only connect maximum 20 sites @384 Kbps through ISDN Lines.	CSIR requires ISDN as backup support for critical VC sessions during failure of IP connectivity.
20.	PAN Telecom (P) Ltd.	<u>Category C- MCU</u> Standalone (non-PC based) chassis based multipoint conferencing unit able to connect min 50 sites@ 384 Kbps per site H.323 on IP network on the same chassis.	Why it is required to connect 50 video sites on the same chassis? Technically it does not make any difference if the same application is met using separate chassis since in the same chassis also separate blades/Cards are used? On the Contrary, using separate chassis increases redundancy. Hence, the word "on the same chassis" may be deleted	The requirement spelt out by CSIR is firm. However the device should be logically integrated and rack mountable.

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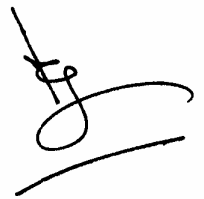
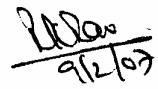
21.	-Do-	<u>Category C- MCU</u> MCU should be able to connect 50 sites @ min 384 Kbps on ISDN network and on IP network with AES encryption.	MCU system Capacity should not drop even AES encryption or any other MCU applications are enabled and it should connect all 50 sites as required simultaneously. Hence it is advised to add the word "Without loss of port counts"	MCU should support AES as feature.
22.	-Do-	<u>Category C- MCU</u> Continuous presence with the minimum 16 participants in single screen	With the latest generation MCUs continuous presence with minimum 20 participants is available nowadays .Hence it is advised to change 16 participants to 20 participants	Product should meet the minimum CSIR requirements
23.	-Do-	<u>Category C- MCU</u> MCU should support different speed user in the same conference from 64kbps to 768 kbps bonding and for nx64 calls.	As requested by you in the video conferencing end point of all category, bandwidth support of upto 2 mbps has been asked for in order to have seamless integration between MCU and video conferencing End point at 2mbps , the MCU should also support user in same conference from 64K to 2 Mbps including bonding and n x 64 calls . It is therefore advised to incorporate bandwidth support of 2 mbps in the MCU specifications instead of 768 Kbps.	Product should meet the minimum CSIR requirements
24.	-Do-	<u>Category C – MCU</u> MCU should support minimum 17 different layouts and 3 simultaneous conferences".	As mentioned above the latest generation MCUs do not have any limitations on different layouts and number of simultaneous conferences. Hence it is advised to incorporate the word "unlimited " instead of "17	Product should meet the minimum CSIR requirements

			different layouts" and "3 numbers of simultaneous conferences".	
25.	WIPRO	<u>Category C – MCU</u> Standalone (non-PC hardware based) chassis based multipoint conferencing unit able to connect min 50 video sites @min 384 Kbps per site H.323 on IP network on the same chassis.	Is Non-Pc based modular (standalone closed box based solution) chassis allowed? Your ports expandability will not affect in future.	Yes
26.	-Do-	<u>Category C – MCU</u> MCU should be equipped to connect 50 sites @ min 384 kbps on ISDN network and on IP network with AES encryption?	Do you require AES encryption on all 50 ports simultaneously? Is the loss in port capacity allowed with AES encryption?	MCU should support AES as feature.

Amendments:

In view of the discussions held in the Pre-bid conference, it was decided in consensus with the bidders present that the specifications of the equipment falling under category 'H' i.e. Multimedia Projector, may be amended to read as brightness 4000 ANSI Lumens instead of 2500 ANSI Lumens or more with other specifications of category 'H' remaining unchanged.

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