Reply to pre-Bid Queries for Procurement of Co Hosting Services Ref No OICL/HO/ITD/HOSTING/2015/02 dated 18th June 2015

S.N.	Page #	Point / Section #	Existing Clause	Query Sought	OICL Response
1	14	Project Timelines	Making the server area ready and 5 weeks	request to make it 6 weeks	As per RFP
2		Project Timelines	Site completely ready for inspection & Acceptance testing6 weeks	Request to make it 8 weeks	As per RFP
3		9.1 Annexure 1 : Minimum Technical Specifications	There should be CCTV monitoring for surveillance of the server hall area. The CCTV surveillance should cover OICL's server caged area and other critical areas where OICL's components are placed. Activities should be recorded and the archival should be kept by the bidder for contract period.	The Video recording will be stored by service provider for latest 90 Days, for the past recordings the DVDs or USB storage will be shared with cuistomer for last 90 Days/1Quarter on recurring basis. Hope OICL is fine with it as discussed during the last RFP Prebid	Please refer following RFP Clause 2.3.4.7: There should be CCTV monitoring for surveillance of building entrance, exits and other critical areas where OICL's components are placed. Activities to be recorded and the archival should be provided to OICL in readable media format on monthly basis.
4		10.1 Appendix 1 : Bill of Material, 10.1.1. Part 'A' - Co-Hosting Space for DC Site Bengaluru	Table 1: DC Site Recurring Charges (Excluding Taxes)	Recurring charges are exclusive taxes while One time charges are Inclusive Taxes. Request all charges to be quoted "Exclusive of taxes" for bid evaluation and all taxes to be paid on actual by customer.	As per RFP
5		10.1 Appendix 1 : Bill of Material, 10.1.1. Part 'A' - Co-Hosting Space for DC Site Bengaluru	Table 2: DC Site One Time Charges (Including All Taxes)	Recurring charges are exclusive taxes while One time charges are Inclusive Taxes. Request all charges to be quoted "Exclusive of taxes" for bid evaluation and all taxes to be paid on actual by customer.	As per RFP
6		10.1.2. Part 'B' - Co-Hosting Space for DR Site Mumbai	Table 1: DR Site Recurring Charges (Excluding Taxes)	Recurring charges are exclusive taxes while One time charges are Inclusive Taxes. Request all charges to be quoted "Exclusive of taxes" for bid evaluation and all taxes to be paid on actual by customer.	As per RFP
7		10.1.2. Part 'B' - Co-Hosting Space for DR Site Mumbai	Table 2: DR Site One Time Charges (Including all Taxes)	Recurring charges are exclusive taxes while One time charges are Inclusive Taxes. Request all charges to be quoted "Exclusive of taxes" for bid evaluation and all taxes to be paid on actual by customer.	As per RFP

8		Scope of work of section "2.2 Scope of work for Part 'B" of page 16.		Navi Mumbai for participation, kindly clarify.	Yes, the proposed DR at Mumbai also includes the facility at Navi Mumbai for participation. It is also mentioned in RFP Section 1.4
9	Page No 17		The bidder shall provide adequate power points in the Server cage area allocated to the OICL. As per existing deployment approximately 60 KVA (525600 Units) is the load for both DC & DR Set-up separately. SP has to ensure the same load at Day-1. Additional power, if required shall be made available by the SP.	Request to confirm the future requirement with timeline.	Approximate 50% of current power. However since this is total 10 year contract, OICL may require even more power in future which should be made availble by the SP.
10	Page No 17		The bidder shall provide 32 numbers of 32 amps industry standard sockets in the OICL's caged area.	As per the 2.3.2.9 you required single phase as well as three phase power. So please clearly mention the requirement of 32 A with single phase or three phase.	18 numbers of three phase socket and 14 numbers of single phase socket.
11	Page No 17		Single phase and three phase power should be made available to support OICL's equipment in the caged area.	Request you to confirm the no of Racks in single phase and Three phase.	18 numbers of three phase socket and 14 numbers of single phase socket.
12	Page No 18		The bidder should provide the space and power for MUX and/or Network Equipment at communication area / meet me room (MMR) to extend bandwidth connectivity to OICL.	Request to confirm the no of requirement of Network Racks in MUX room.	Clause is self explanatory.
13	Page No 18		The building & server room area should be provided with water leak detection systems and a fire alarm system. The facility areas proposed for the OICL should be well within the coverage of water leak detection system.	Fire Alarm available for the building. Water Leak Detection system will be provided in the Server Room & will cover OICL area. Pls provide your acceptance	Understanding is correct.
14	Page No 18		There should be CCTV monitoring for surveillance of building entrance, exits and other critical areas where OICL's components are placed. Activities to be recorded and the archival should be provided to OICL in readable media format on monthly basis.	Can be provided only if dedicated camera installed for OICL area & if the same is covering only OICL area. Not permissible to provide archives of common & other areas, due to security reasons Pls confirm acceptance	Understanding is correct.

15	Page No 19	2.3.5.3	The UPS / generator backup power facility needs to be available to the proposed seating area. SP shall provide UPS backed up 3 power points per seat.	requirements per seat. In 2.3.5.3 &	3 power points per seat.
16	Page No 19	2.3.5.6	The seating area should include the desk, chair, one cabinet per seat, power connections and network connections (two per seat)		
17	Page No 23	3.15.1	Technical Inspection and Performance Evaluation - OICL may choose to carry out a technical inspection/audit and performance of the site.	What would be the Technical Inspection and Performance Evaluation. Request to clarify it.	To verify the defined scope of work and technical requirement mentioned in this RFP.
18	Page No 23	3.13		Whatever tools & equipment available in the Data center will be provided to OICL at the time of installation, maintenance and implementation. Please consider this	Understanding is correct.
19	16	Section 2.3	The Bidder shall provide a co-hosted environment with sufficient electrical connections, Air conditioning, backup power through UPS and Generator, network communication facilities, surveillance, access control system, fire suppression system, water leak detection, physical security and soft services, etc.	Please share the total required power or number of servers (Approx.) planning to host	Please refer RFP Clause 2.3.2.6
20	17	Section 2.3.1.12	OICL may in future require additional space at the DC / DR Site during the contract period. In the event OICL wants additional space for expansion; the same will be provided to the OICL within the same site / floor / building at the current rates agreed. OICL cannot provide any time frame to inform Bidder for taking up additional space.		Approximate 50% of current space. Further it is clarified that the same will be provided to the OICL within the same site / floor / building at the current rates agreed on best effort basis.
21	18	section 2.3.5	OICL requires seating space for 8 Seats at DC and 7 Seats at DR Site	Are these employ will work 24*7 basis?	Yes

22	40	section 9.1 (41 Point)	Annexure 1 : Minimum Seating space for 8 seats at DC Site and 7 seats at DR site shall be provided by the bidder	Please clarify the connectivity configuration /accessibility requirement between these users and racks? Also do specify who would manage this.	Please refer Clause # 46 at RFP Page No. 40
23	43	Section 9.3	Stage 2 - Technical Evaluation	Please confirm that expectation from detailed work plan would be activities timeline and deliverables.	Understanding is correct.
24	17	2.3.1.10	Bidder shall provide all necessary help to the OICL appointed Vendors while moving the OICL equipment's into the site. For example- entry permission for vehicles carrying equipment's, parking of such vehicles to be closer to the lift till the time the equipment's are being offloaded, use of lift / service lift, assist in procedures documentation, providing trolley to carry heavy equipment's to the allocated cage / room, etc. The OICL should not incur any extra cost for availing these said services.	As per general guideline of industry standard, scope of work of equipment distributor is to deliver up to final location i.e. floor area of customer collocation however permission access will be provided by data center provider. Please confirm	Understanding is correct.
25	16	2.3.1.5	At the DC and DRC the entire facility should have power supply from the transformer as the primary source and automatic switchover to DG set as a secondary source.	In case of utility service provider power failure, the DG autostarts and power is transferred up to the LT Panel automatically. From LT Panel downstream, the switchover is done manually. We are in the process of automating this switchover as well.	As per RFP
26	16	2.3.1.7	The Bidder is required to liaise with existing links provider to shift the links to new DC & DRC.	To be done by Network team and they need to call out of there is an issue for doing the same for other SP	Understanding is correct.

27	17	2.3.2.6		Please confirm if 60KVA power is running load power?	Understanding is correct.
28	17	2.3.2.6	The bidder shall provide adequate power points in the Server cage area allocated to the OICL. As per existing deployment approximately 60 KVA (525600 Units) is the load for both DC & DR Set-up separately. SP has to ensure the same load at Day-1. Additional power, if required shall be made available by the SP. OICL will pay only for consumed power. The bidder shall quote for the same in the bill of material Appendix 1 – Bill of Material.	Please note that additional power will be available with extra charge and subjected to feasibility at the time of order.	Clause is self explanatory.
29	17	2.3.2.8	The bidder shall provide 32 numbers of 32 amps industry standard sockets in the OICL's caged area. Bidder shall provide the costs for these sockets in the bill of material Appendix 1. If the OICL requires additional power sockets the same shall be provided by the bidder at the unit rates provided in their commercial and should be valid throughout the tenure of the contract. The quantities provided by the OICL are as per their best understanding at present and the same will be used for calculating the TCO. However OICL will pay for quantities deployed in actual.		18 numbers of three phase socket and 14 numbers of single phase socket.

30	17		The information provided is an estimated requirement and the OICL reserves the right to change the quantities. These figures are provided for the computation of total cost of ownership. The exact requirements will be provided to the successful bidder and the unit rates provided for these requirements would be considered for those changed requirements. The bidder will be responsible for the extension of links from the bidder's tele-communication room to server cage area irrespective of whether the communication links are taken from the bidder. The bidder shall extend such links from their network communication room to the server cage area provided to the OICL to host their DC and DRC infrastructure. Such cost should be included in the one-time charges table in the commercial sheet.	Bidder would like to understand, how many cross-connects are currently available and what is the bandwidth? Changes should be subject to feasibility.	Please refer RFP Clause 2.3.3.2
31	17	2.3.1.11	Gate passes to enter data centre premises for OICL's representatives and other related personnel- free of any cost	Request has to be raised by authorized personnel of OICL	Understanding is correct.
32	17	2.3.1.12		This clause cannot be committed because in current market scenarios DC space is being occupied in a faster rate hence it is difficult to block any space for customer also it is difficult to commit any availability of space in future. However we need projection from customer in order to block area accordingly How much timeframe and what is the number of rack spaces and additional power required in future? This will be subject to feasibility and on a best effort basis	Approximate 50% of current space and power. However since this is total 10 year contract, OICL may require even more space and power in future which should be made avaible by the SP on a best effort basis.

33		2.2	600 Sq. Ft. area in minimum Tier III Data Centre infrastructure to host the OICL's Data Centre (DC) Site at Bangalore. The Service Provider is required to provide	Industry wise the concept of collocation space in sq. feet has been discarded because of non effectivity derivation of usable rack space for end customer hence we would recommend you to provide us number of racks and power for each rack in order to derive out with effective costing for customer which is a win-win situation for both customer and DC provider. Request you to confirm the number and dimensions (width and depth) of racks which will be required right now and in future.	As per RFP
34	17			deployed with automatic power measurement. Energy meters are not	As per RFP
35	17		Single phase and three phase power should be made available to support OICL's equipment in the caged area.	How many 3 phase power is required (number of sockets and quantity of power). Details of how many sockets for single phase and 3 phase are required. As a standard offering, 1 pair of single phase 32 amp commando/industrial socket will be provided. Any deviation from the standard offering will attract extra commercials.	18 numbers of three phase socket and 14 numbers of single phase socket.

36	18	at communication area / meet me room (MMR) to extend bandwidth connectivity to OICL.	Bidders data center are having an agreement with number of service providers to bring in their telecom connectivity up to MMR. Contract of providing space for telecom equipment is separately done between us and SP which is subject to feasibility at the time of order. At the Network MMR there are mux racks placed by different service providers from where the cross connects are extended to the customer racks. In case a dedicated mux rack space is required for OICL, this would attract additional commercials for space and power and will be subject to feasibility from all service providers.	As per RFP
37	18	20 Pairs of Fiber/Copper connectivity to be provided from communication area / MMR to OICL cage area as and when required for the duration of contract.	Need details of the bandwidth of cross connect required. Also need clarification on how many are fiber and copper cross connects and whether all these are being extended from bidders links or other service providers	Approximate 15 Fiber & 5 Copper cross connects. Cabling from communication area / MMR to OICL cage area is responsibility of bidder.
38	18	the any network links provided by the OICL appointed link (telecom) service providers.	Bidder have agreement with major Telcos for their presence in our DCs. Network links can be terminated in the MMR as the last point of handoff to the bidder. We are carrier neutral and any responsibility of setting up mux rack in our MMR will lie with the respective service provider.	Understanding is correct.
39	18	The link extension from the DC & DRC's communication room till the server cage area will be done by the bidder.	Will be like a standard cross connect and will incur charges (one time and recurring) for the same	As per RFP

40	18	2.3.4.1	The bidder shall provide Access cards, Gate passes to the OICL's personnel / OICL appointed Vendor(s), System Integrator(s) as and when they would visit the site. Bidder should agree that such access can be provided 24 X 7 and will not have any time restriction	There has to be an advance notification for the same and the SOP has to be followed to do the same as per Colocation Guidelines ver 2.8	As per RFP
41	18	2.3.4.2	The bidder shall regularly monitor the access to OICL's Server room / cage by means of access control systems, physical security, Biometric access and CCTV and should always make sure that they are functional 24X7 days.	Dedicated camera and access control for monitoring the access to OICL cage will incur extra commercials. Number of cameras required need to be mentioned.	Please refer RFP Clause 2.3.4.7
42	18	2.3.5.1	OICL requires seating space for 8 Seats at DC and 7 Seats at DR Site.	This is subject to feasibility prior to order login	Clause is self explanatory.
43	18	2.3.5.2	SP shall factor for approximate 30 sq. ft. work area per seat. In addition SP shall provide adequate space for the movement within the enclosed seating area.	Bidder has adopted best optimized way to design the floor areas in DCs hence we provide running counter type seats which provide lots of area to be shared. Please confirm.	Clause is self explanatory.
44	18	2.3.5.3	The UPS / generator backup power facility needs to be available to the proposed seating area. SP shall provide UPS backed up 3 power points per seat.	Bidder, In optimized style of services and cost benefits, by default we give 1 raw and 1 ups point per seat. Please confirm	As per RFP
45	38	13	DC Power (UPS output/OICL power input)	Bidder would like to understand the amount of DC power is required?	Currently there is no requirement of DC Power, however provision should be made available as and when required.
46	38	18	The server hall should have advanced fire detection & suppression systems through systems like VESDA & FM 200/FE 227 respectively	Our systems are equipped with INERGEN Fire Suppression Systems . Please confirm	Understanding is correct.
47	39	21	The bidder shall provide the electrical cabling of the racks to be hosted in the proposed server room.	Please provide cabling scope. Structured cabling: connection within racks - what is the scope and details? This is offered as a professional services and price is dependent on scope.	Clause refers to electrical cabling only.

48	39	A power meter that can measure the exact power consumption by the OICL's equipment shall be setup in the caged area.	We have BCMS installed for all racks which will measure the power being supplied to the cage at the PDU level. This is not a dedicated setup for a single customer but we will be able to provide you with your power consumptions report or details.	Clause is self explanatory.
49	39	Power sockets will be made available by Bidder	As a standard offering 1 pair of 32 Amp single phase industrial sockets are provided for each rack.	18 numbers of three phase socket and 14 numbers of single phase socket.
50	39	Availability of single and three phase, 4 wire power system.	How many pairs of 32 Amps 3 phase socket is required?	18 numbers of three phase socket and 14 numbers of single phase socket.
51	39	There should be CCTV monitoring for surveillance of the server hall area. The CCTV surveillance should cover OICL's server caged area and other critical areas where OICL's components are placed. Activities should be recorded and the archival should be kept by the bidder for	CCTV video clips or logs are stored only for 30 days	Please refer following RFP Clause 2.3.4.7 There should be CCTV monitoring for surveillance of building entrance, exits and other critical areas where OICL's components are placed.
52	39	The bidder should share the video monitoring data in case required by OICL within a period of 3 days post official request raised by OICL at no additional cost		Activities to be recorded and the archival should be provided to OICL in readable media format on monthly basis.
53	40	Adequate locker facility should be provided in the seating area. The seating area furniture should be modular furniture with Keyboard tray for each table	Bidder would like to understand the type of locker is required?	Standard locker facility in the seating area funiture.

54	39	43	Telecom junction box, multiplexers of various service providers to be available in and around the building	We are a carrier neutral data center and do not stop any service provider to come to our data centers and place their racks to provide service to their respective customers	Understanding is correct.
55	40		The UPS / generator backup power facility should be provided to the proposed seating area. SP shall provide UPS backed up 3 power points per seat.	By default 1 point is provided. Number of sockets will be discussed and agreed upon.	As per RFP
56	40		Bidder should provide a storage cabinet of approximate 6 ft. x 3 ft. with multiple shelves to keep documents.	Is the requirement for a fireproof cabinet?	No
57	16		The Bidder shall provide a co-hosted environment with sufficient electrical connections, Air conditioning, backup power through UPS and Generator, network communication facilities, surveillance, access control system, fire suppression system, water leak detection, physical security and soft services, etc. The complete electrical cabling has to be performed by the Service Provider. Bidder shall also be responsible for extending all links from their communication room to the server cage area allocated to OICL. OICL will at no point bear any additional cost for any Data Centre facility provided by bidder to co-host OICL's DC & DRC, that bidder may have to repair, upgrade, power, capacity enhancement etc. to support OICL's equipment's unless OICL requests for any additional space or power requirements or brings in additional major equipment's that would impact the infrastructure allocated to OICL by bidder for the period of the contract.	1. how many cross connect needed for extending service provider links and its bandwidth required? 2. Do you need CCTV for each Row of CAGE along with entry and exit of cage. 3. Do you need biometric system access of cage? 4. What is the time period of log required for biometric access system? 5. Are you ok to have camera feed through internet or you need CCTV log file? if log file required then please advise time period of log files?	1. how many cross connect needed for extending service provider links and its bandwidth required? - Please refer RFP clause 2.3.3.2 2. Do you need CCTV for each Row of CAGE along with entry and exit of cage Please refer RFP Clause 2.3.4.7 3. Do you need biometric system access of cage? - Please refer RFP Clause 2.3.2.3 4. What is the time period of log required for biometric access system? - Please refer RFP Clause 2.3.4.7 5. Are you ok to have camera feed through internet or you need CCTV log file? if log file required then please advise time period of log files? - Please refer RFP Clause 2.3.4.7

58	38	Annexure1 - 13 a	Uptime- target 100%	It is not acceptable to us TCL can offer 99.982%	As per RFP
59	39	Annexure1 - 34	There should be CCTV monitoring for surveillance of the server hall area. The CCTV surveillance should cover OICL's server caged area and other critical areas where OICL's components are placed. Activities should be recorded and the archival should be kept by the bidder for contract period.	Please advise, if we need to provide CCTV at every row of cage area in addition to entry and exit. Logs for CCTV need to be defined as it is going to be very costly for storage for entire contract period logs.	Please advise, if we need to provide CCTV at every row of cage area in addition to entry and exit Please refer RFP Clause 2.3.4.7 Logs for CCTV need to be defined as it is going to be very costly for storage for entire contract period logs Please refer RFP Clause 2.3.4.7
60		4.8 Penalties on Non Compliance of SLA	In case of non-readiness of the site (as per specifications within the defined timelines, OICL shall levy a penalty @ 0.5% of the total contract value for each week of delay, subject to 5% of the total contract value being the overall cap for penalties. Thereafter the contract will be cancelled. The total contract value in this context will include all the charges as defined and calculated in Appendix 1 – Bill of material details.	For delay bidder agrees on LD clause of 0.5% of ARC for each week of delay in delivery up to a maximum capping of 5% of the Annual Contract Value	As per RFP
61	26	4.9 Liquidated Damages	If the bidder fails to deliver the services within the specified time lines as per Section 1.5, OICL shall without prejudice to its other remedies under the contract, deduct from the contract price, as liquidated damages, a sum equivalent to 0.5% of the contract price for every week (seven days) or part thereof of delay, up to maximum deduction of 10% of the contract price. Once the maximum is reached, OICL may consider termination of the contract.	For delay bidder agrees on LD clause of 0.5% of ARC for each week of delay in delivery up to a maximum capping of 5%. Delivery timeline shall be 8-10 weeks from the date of signing of COF.	As per RFP

		4.28 Limitation of Liability:	Limitation of Liability: Bidder's cumulative liability for its obligations under the contract shall not exceed the Contract value and the bidder shall not be liable for incidental / consequential or indirect damages including loss of profit or saving.	collected by SP.	As per RFP
63	28	4.15	Rights of Visit: OICL reserves the right to visit any of the SP's premises without prior notice to ensure that OICL's equipment hosted at the site are not misused.	We need notice to have resources in place	As per RFP
64	23	3.15	Other RFP Requirements 3.15.1 Technical Inspection and Performance Evaluation - OICL may choose to carry out a technical inspection/audit and performance of the site. 3.15.2 The Bidder would permit OICL or any person / persons appointed by OICL to observe the technical and performance evaluation / benchmarks carried out by the Bidder. 3.15.3 The Bidder's representative and local office at New Delhi will be the contact point for OICL.	What is the scope of inspection/audit.	To verify the defined scope of work and technical requirement mentioned in this RFP.
65	28	4.16	In the event of OICL terminating the contract in whole or in part, pursuant to above mentioned clause, OICL may procure, upon such terms and in such manner, as it deems appropriate, goods and services similar to those undelivered and the bidder shall be liable to OICL for any excess costs incurred for procurement of such similar goods or services (capped at 5% differential value). However, the bidder shall continue performance of the contract to the extent not terminated.	When appropriate amount of LD/Penalties are paid by Bidder then no need for replacement cost to be charged from bidder for any failure/termination of service. Requesting to delete the clause	As per RFP

66	28	Termination for Convenience Either party may, by 90 calendar days written notice sent to the other party, terminate the contract, in whole or in part at any time of their convenience. The notice of termination shall specify the extent to which performance of work under the contract is terminated, and the date upon which such termination becomes effective	In such event of termination the OICL shall pay the service fees in respect of the services delivered up to the effective date of termination and the following amounts: (i) an amount equal to the total of any and all waived installation charges as reflected on the terminated order(s), (ii) an amount equal to one hundred percent (100%) of the service fees payable for the unexpired remainder of the order period plus (iii) any documented third party expenses not covered by (i) and (ii) above that are incurred by bidder in respect of the terminated order (including any local loop charges)	As per RFP
67	15	The bidder should have minimum experience of providing hosting services for last 5 years	15 1.8 (8) Pursuant to the Order dated 24 January 2014 passed by the Hon'ble Bombay High Court, the data center division of Tata Communications Limited was hived off into Tata Communications Data Centers Private Limited (Company), a wholly owned subsidiary of Tata Communications Limited, with effect from 1st March 2014, on a going concern basis together with all its assets, liabilities, existing contracts, employees, technology know how and all other things that is required to manage and conduct a data center. Accordingly, the Company has inherited the experience in building, managing, maintaining 400,000 square feet of data center set up in the cities like Mumbai, Delhi, Calcutta, Chennai, Bangalore, Hyderabad and other cities in India. We request you to please accept Colocation/hosting experience of Tata Communications Limited prior to 1st	Bidder should meet the qualifying criteria as mentioned in the RFP.

68	15	The Bidder should have a minimum turnover of Rs.200 crores per annum in any two of the following financial years (2011-12, 2012-13, 2013-14, 2014-15).		Required Supporting documents are mentioned in RFP Section 1.8
69	15	•		Required Supporting documents are mentioned in RFP Section 1.8
70		Turnover Clause :- 200 Cr Per Annum	Should be Relaxed to 100 Cr	As per RFP
71		Location of DC :- Bangalore Only	Should be Relaxed to similar seismic zone in Southern India, Ex Hyderabad / Chennai etc	As per RFP