

**VALUE Rs. 100.00**

**Aryabhata Research Institute of  
Observational Sciences (ARIES)**

**REQUEST FOR PROPOSAL (RFP)**

**FOR**

**Supply and Installation of Network Equipments**

**This document has 13 pages including this cover page.**

### **Tender Notice**

The ARIES invites sealed offers from established manufactures/vendors for supply of Network at Devasthal (ARIES site) as per details given in the RFP. RFP forms can be purchased from ARIES, Nainital in working hours

Date of commencement of issue of RFPs	:	30 April 2007 at 1100 hours
Last date for submission of RFPs	:	27 June 2007 at 1100 hours
Opening of RFPs (Technical)	:	27 June 2007 at 1130 hours
Opening of RFPs (Financial)	:	04 July 2007 at 0200 hours

### **TABLE OF CONTENTS**

- 1- Eligibility Criteria**
- 2- Terms and conditions**

**Annexure A – Letter to the ARIES on vendors letter-head**  
**Annexure B – Technical Specifications**  
**Annexure C - Commercial offer**  
**Annexure D - Evaluation criteria**

## **Eligibility Criteria:**

1. Authorize dealers of OEM/Manufacturer or OEM (Whoever is quoting) should have reputed background and should be established in networking business in India for at least ten years. The ARIES prefers branded networking equipments.
2. The production unit / factory of the brand of the servers and networking equipments being quoted should be **ISO 9001:2000, ISO 14001**.
3. OEM should offer Three years comprehensive on site warranty only in original letter head. Against lightening, any failure during proper usages and any manufacturing defects for hardware.
4. Vendor must comply with all the above-mentioned criteria. Non-compliance of any of the criteria will entail rejection of the offer summarily. Photocopies of relevant documents / certificates should be submitted as proof in support of the claims made. ARIES reserves the right to verify / evaluate the claims made by the vendor independently.
5. All bids should be accompanied by a bid-security of Rs. 50,000/= (Rs Fifty thousand only) in the form of a Demand Draft/Bank Guarantee issued by a scheduled commercial bank favouring Director ARIES, payable at Nainital and **should be attached with technical bid**.
6. RFP document can be obtained against cash payment of Rs. 100/= or by bank draft issued by a scheduled commercial bank favouring Director ARIES, payable at Nainital.

## TERMS AND CONDITIONS

### **Scope of Work**

ARIES proposes to purchase Networking Equipments with installation from OEMs as per specifications given in the Annexure – B. The successful vendor will take total responsibility for supply and installation including civil work.

ARIES would prefer the OEMs to quote directly. However, OEMs are free to quote and route the delivery through franchisee, confirming to prescribe eligibility criteria, with appropriate specific authorisation letter. In either case service level agreement will be signed with the OEM. **Site visit can be done on any working day.**

### **Terms of execution of work**

The vendor shall deliver the Network equipments with complete installation at the respective sites within 16 week from the date of receiving the intimation from the ARIES, failing which the ARIES reserves its right to levy liquidated damages as prescribed hereunder.

### **Two Part Offer**

The offer will be in two parts; Technical & Commercial. Both the parts must be submitted at the same time but **in separate sealed covers**, giving full particulars, addressed to the ARIES and duly super-scribed "**Technical Offer for Network**" and "**Commercial Offer for Network**" on or before **1100 hours on 27<sup>th</sup> June 2007**.

### **Bid Security:**

Bid security of Rs. 50,000/= (Rs. Fifty thousand only) in the form of a demand draft/bank guarantee issued by a scheduled bank favouring Director ARIES, payable at Nainital must be submitted along with the offer. This amount will be forfeited if the vendor refuses to accept purchase order or having accepted the purchase order, fails to carry out his obligations mentioned therein. **No interest will be payable on the Bid Security amount.**

### **Offer Validity Period**

The offer should remain valid for a period of at least 90 days from the date of opening of tender.

### **Technical Offer (TO)**

The Technical offer (TO) should be complete in all respects and contain all information asked for in this document. ***It should not contain any price information. However TO should confirm that all required rates have been quoted in Commercial Offer (CO)***, without showing the actual amounts in the TO.

It is mandatory to submit the technical details in the prescribed pro-forma (Annexure-B) duly filled in, along with the offer. ARIES , at its discretion, may not evaluate a TO in case of non-submission or partial submission of technical details.

The TO must be submitted in an organised and structured manner.No brochures/leaflets etc., should be submitted in loose form.

The TO should comprise of following:

1. Specific Authorisation, if franchisee is quoting in the tender
2. Covering letter on the prescribed format (Annexure-A)
3. Technical Specifications complete with all the columns filled in (Annexure-B).
4. Un Priced version of Bill of Material (Annexure-C).
5. Documentation (Product Brochures, leaflets, manuals etc.).
6. Bid security of Rs. 50,000/= (Rs. Twenty thousand only) in the form of a demand draft issued by a scheduled bank favouring Director, ARIES, payable at Nainital.
7. Certificate for production unit / factory of the brand of the Networking Equipments being quoted should be ISO 9001:2000 and ISO 14001 certified.
8. Three years on site comprehensive warranty against lightening, any failure during proper use and any manufacturing defeats for hardware.
9. Ten year service should be available.

10. Spares should be available for ten years.
11. Obsolescence should be conveyed one year in advance.
12. Extended warranty if available will be preferred.
13. The company should be reputed and well experienced in the field of networking.
14. OEM (original equipment manufactures) will be preferred.
15. This system should support to Wi-fi Technology.
16. OEM should certify installation and Service engineer.
17. Documentation of networking installation will be required.
18. All civil work will also be included in this bid.
19. In case of any breakdown/problems, service for the product should be available on the same day and should be offered by OEM's only in original letter head.
20. Best possible customer care and maintenance facilities.

#### **Commercial Offer (CO)**

The Commercial Offer (CO) will give all relevant price information and will quote **prices only in Indian Rupees**. The CO should not contradict the TO in any manner. The CO should comprise of Commercial Version of Bill of Material as per Annexure-C. This must contain all price information.

#### **Erasures or Alterations**

Technical details must be completely filled up. The corrections or alterations, if any should be authenticated.

#### **Price Composition**

The price quoted should be only in Indian rupees and inclusive of following

1. Cost of the item.
2. All taxes, duties and levies.
3. Three-year comprehensive on site warranty maintenance covering all parts, service, and visits to the concerned offices of ARIES in Uttarakhand, if any. Warranty should be offered by OEM's only in original letter head.
4. Transportation and Forwarding charges to respective sites, if applicable.
5. Insurance to cover from transit period till installation.

Prices which are not quoted as above will be summarily rejected.

Total cost of ownership for the items specifically mentioned in the bill of material will be taken for cost comparison.

#### **Opening of Offers and Evaluation Criteria**

Technical Offers will be opened on 27<sup>th</sup> June 2007 at 1500 hrs at ARIES. No separate intimation will be given in this regard to the vendors, for deputing their representatives.

Vendors will be evaluated on various parameters details of which are given in the annexure - A, B and D.

#### **No Price Variations**

The commercial offer shall be opened on 04<sup>th</sup> July, 2007 at 1500 Hrs at a fixed price basis. **No upward revision in the price would be considered on account of subsequent increases in, excise tax, sales tax, etc.** However, if there is any reduction on account of government levies/taxes, during the validity of offer, the same shall be passed on to the ARIES.

#### **No Commitment to Accept Lowest or Any Tender**

The ARIES shall be under no obligation to accept the lowest or any other offer received in response to this notice and shall be entitled to reject any or all offers without assigning any reason whatsoever.

### **Right to Alter Quantities**

The ARIES will be free to either reduce or increase the quantity to be purchased on the same terms and conditions. The ARIES reserves the right to alter quantities.

### **Price Freezing**

The price and configuration finalised should be valid for a period up to 12 months, subject to review at quarterly intervals for downward revision of price. The vendor should pass on the benefit of any reductions in the price in the interim period.

### **Payment Terms**

The terms of payment will be as follows:

1. No advance payment against purchase order.
2. 90% of the value of the equipment will be paid after inspection at the institute after getting delivery. The payment will be made only against delivery challans and invoices.
3. The balance 10% will be paid after successful installation of the equipments and against a performance Bank Guarantee of 10 % of total order value, valid for the warranty period.

### **Liquidated Damages**

Notwithstanding the ARIES's right to cancel the order, 0.5% of the order value per week per system would be payable to the ARIES for every week's delay in the execution of this purchase order beyond the specified delivery/installation schedule subject to a maximum of 5% of the value of the systems ordered. ARIES reserves its right to recover these amounts by any mode such as adjusting from any payments to be made by the ARIES to the firm. Part of week will be treated as a week for this purpose.

### **Order Cancellation**

If the vendor fails to deliver the successful installation of Servers and Networking Equipments within the stipulated time schedule or the extended date communicated by the ARIES, it will be a breach of contract and will result in forfeiture of bid security money along with cancellation of his tender.

The ARIES reserves its right to cancel the order in the event of delay in delivery / installation / commissioning of the items.

### **Guarantees**

Vendor should guarantee that the items delivered to the ARIES are brand new. The vendor should also guarantee that all the Servers and Networking Equipments supplied by the vendor is licensed and legally obtained. The Servers and Networking Equipments should be delivered in open condition & also insuring that all the items supplied are from OEM's which can be checked by ARIES at any point of time from OEM's.

### **Media and Documentation**

The vendor is expected to provide 1 set of media and documentation with every equipment.

### **Warranty**

The offer must include comprehensive on-site three years warranty from the date of successful installation and commissioning of the Network Equipments. Warranty should be from OEM's only (Letter in this respect should be enclosed in technical bid). Failing which the bank guarantee may be forfeited.

Vendor shall be fully responsible for the manufacturer's warranty in respect of proper design, quality and workmanship of the Network Equipment covered by the offer. Vendor must warrant the Networking Equipments against any manufacturing defect during the warranty period. During the warranty period vendor shall maintain replace all the defective good at the installed site, at no additional charge to the ARIES.

### **Training**

Minimum one week training and transfer of Technology should be provided by Certified Engineer of OEM/Manufacturer to the 5 people of ARIES staff.

### **Annual Maintenance Contract**

Should the ARIES decides to do so, the vendor is expected to maintain the equipment and networking supplied for at least 2 years after the expiry of warranty period. The vendor is expected to ensure same maintenance standard as during warranty period. Failing which the contract will be dealt as per the terms and conditions of the AMC

At the same time, the vendor is also expected to make the spare parts for the systems for at least two years after the expiry of warranty period. Thereafter, vendor will give at least twelve months notice prior to discontinuation of support services. If any of the peripherals, components etc. are not available or difficult to procure or if the procurement is likely to be delayed, the replacement shall be carried out with equipment of equivalent capacity or higher capacity at no additional charges to the ARIES, during the currency of warranty period and AMC.

## Annexure – A

(Letter to the ARIES on the vendor's letterhead)

To  
The Director  
ARIES , Manora Peak  
Nainital-263129

Dear Sir,

Sub: **RFP for Network.**

With reference to the above RFP, having examined and understood the instructions, terms and conditions forming part of the RFP, we hereby enclose our offer for the supply of the Networking Equipments with installation as detailed in your above referred RFP. We also submit required information in following format:

Parameter	Vender's response
Specify name of OEM whose product is offered (enclose Specific authorization letter) - Networking Solution	
Year of establishment for : - Networking Solution in India	
Confirm that manufacturing unit of the brand of Networking Equipments being quoted has ISO 9001:2000, ISO 14001 certification (enclose photocopy) - Networking Solution	

We further confirm that the offer is in conformity with the terms and conditions as mentioned in your above referred letter and enclosures.

We also confirm that the offer shall remain valid for ninety days from the date of the opening.

We also understand that the ARIES is not bound to accept the offer either in part or in full and that the ARIES has right to reject the offer in full or in part without assigning any reasons whatsoever.

We enclose Demand Draft/BG for Rs 50,000/= favoring ARIES and payable at Nainital, towards bid security, details of the same are as under:

1. Demand Draft/BG No. :
2. Date of Demand Draft/BG :
3. Name of Issuing Bank :

Yours faithfully,

Authorized Signatories  
(Name & Designation, seal of the firm)

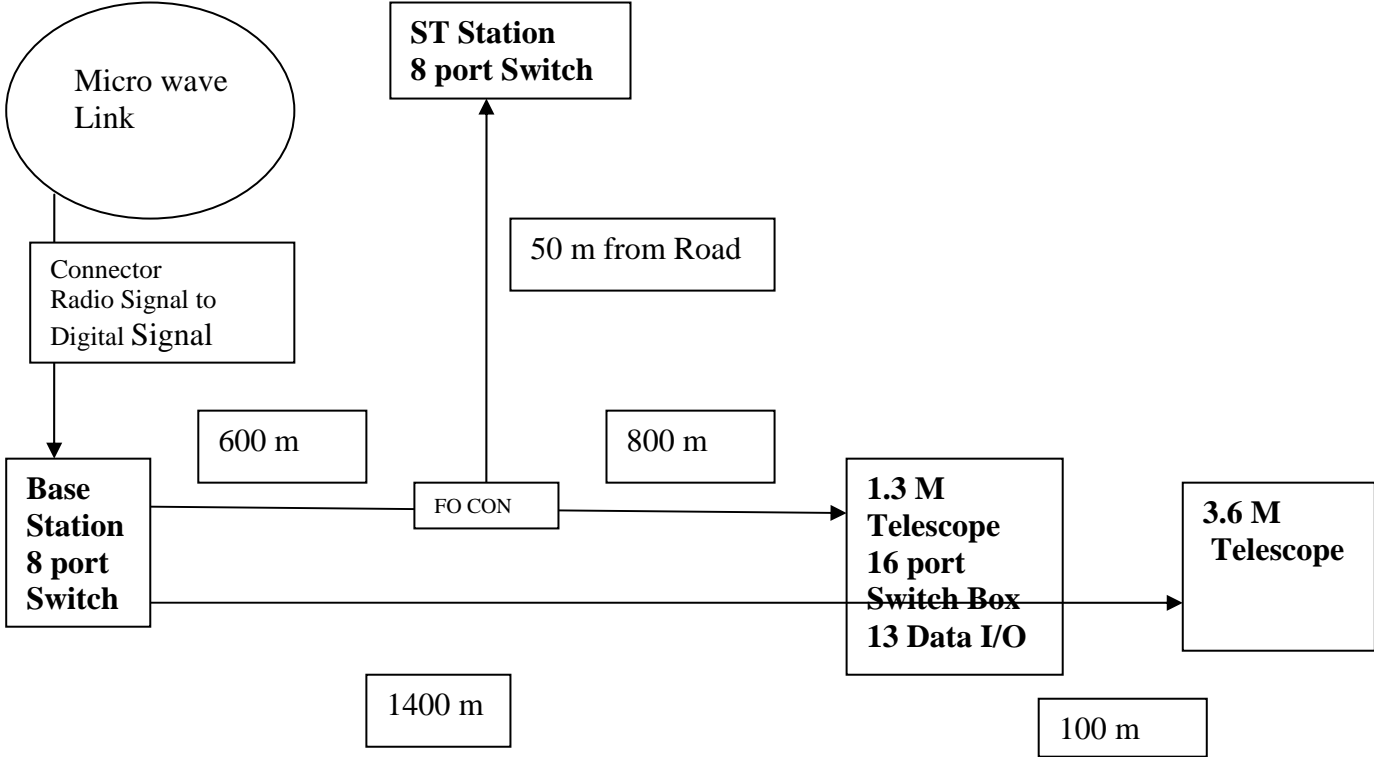
Date:

**ANNEXURE B**  
**Technical Specifications**

Sr. No	Items	Specification	Vender's Response
A	<p style="text-align: center;"><b>ACTIVE COMPONENTS</b></p>	<p><b>LAN based Gigabit Layer 3 or higher switches with following specifications:</b></p> <p>LAN based on Gigabit Layer 3 or higher switches (Chassis based, stackable and non stackable)with following specifications:            PORTS: 24/16/8            RAM :32 MB or Higher            Flash Memory:12 MB or higher            Remote Management Protocol: SNMP 1, RMON 1, RMON 2, RMON 3, RMON 9, Telnet, FTP, SNMP 2c            Support: 10/100/1000 BASE-T, 10/100/1000 BASE – SX, FX, LX/LH            Data Transfer Rate: 1Gbps or higher            Compliant standards: IEEE 802.3, IEEE 802.1D, IEEE 802.1Q, 802.1p, IEEE 802.3ad (LACP), IEEE 802.1 w, IEEE802.1x, 802.3af Power over Ethernet            Features: Modular Design, Network monitoring, hot swap module replacement, layer 3 switching, Layer 2 switching, IP-routing, DHCP support, MDI/MDI-X switch, BOOTP support, ARP support, trunking, Cisco fast Ethernet Channel, load balancing. VLAN support manageable.</p>	
1	<p style="text-align: center;"><b>SWITCHES</b></p>		
2	<p style="text-align: center;"><b>Connector</b></p>	<p>Radio Signal to Digital Signal converter and Vice versa.            Digital to Optical signal converter and Vice versa</p>	
3	<p style="text-align: center;"><b>CABLES</b></p>	<p>Items Required:</p> <ul style="list-style-type: none"> <li>▪ Outdoor Fiber Cable 6 Core MM / 50 micron or higher</li> <li>▪ UTP Cable CAT 6</li> <li>▪ MM Fiber Connector –SC.</li> </ul>	
B	<p style="text-align: center;"><b><u>PASSIVE COMPONENTS</u></b></p>	<p>Items Required:</p> <ul style="list-style-type: none"> <li>▪ Switch Rack panel</li> <li>▪ Jack Panel</li> <li>▪ Fully loaded 6 core MM Fiber patch panel SC Type.</li> <li>▪ Fiber Patch Cord MM (Duplex) (Type: As per Switch requirement).</li> <li>▪ UTP Patch Cord</li> <li>▪ MM Fiber Connector – SC.</li> </ul>	

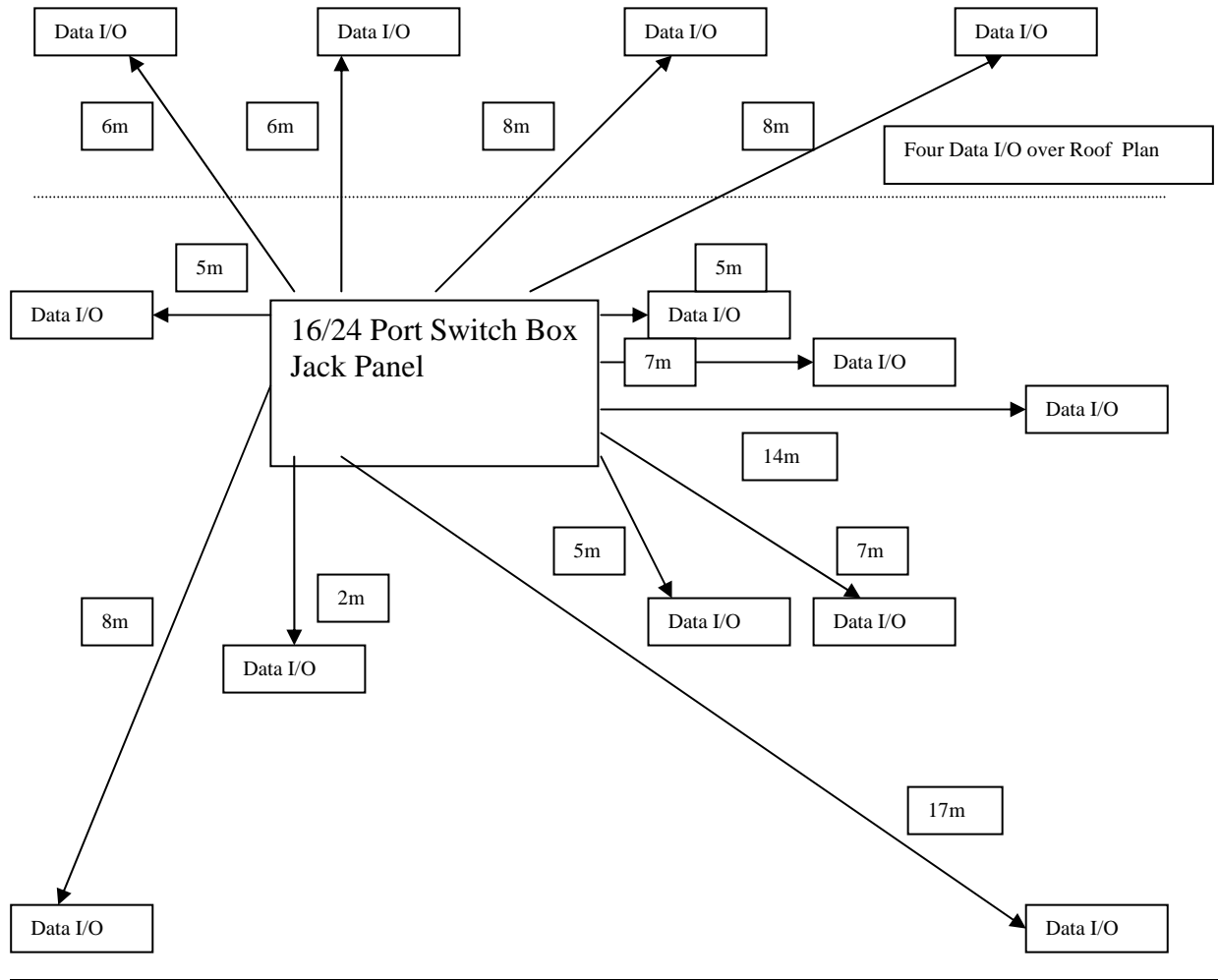
C	<b><u>SERVICES</u></b>	<ul style="list-style-type: none"> <li>▪ RJ – 45 wall OUTLET Single with face plate.</li> <li>▪ RJ – 45 wall OUTLET Double with face plate.</li> <li>▪ PVC Conduit ISI STD 1”</li> <li>▪ PVC Conduit ISI STD 2”</li> <li>▪ Networking Enclosure with glass door, Fan tray, Power distribution Strip and cable manager. (As per switch requirement)</li> </ul> <p><b>Required:</b></p> <ul style="list-style-type: none"> <li>▪ Item Description.</li> <li>▪ Rack Installation.</li> <li>▪ Jack Panel Installation.</li> <li>▪ I/O Fixing.</li> <li>▪ Termination AT I/O &amp; Jack Panel.</li> <li>▪ UTP Laying.</li> <li>▪ Fiber Laying with cable marker and bricks.</li> <li>▪ Trenching 3-4 feet under ground / Back Filling Hard Surface.</li> <li>▪ Trenching 3-4 feet under ground / Back Filling Soft Soil.</li> <li>▪ Fiber Connectorisation + Fiber Testing.</li> <li>▪ UTP Testing.</li> <li>▪ Testing, Commissioning &amp; Documentation.</li> </ul>	
---	------------------------	--	--

### Devasthal Network Diagram



**Note: Measurements given are approximate. Vendors have to verify the quantity of components and measurements during site visit/inspection.**

**1.3 M Telescope Building Layout for Data Input/Output Ports**



# Annexure C

## Commercial Offer

### BILL OF MATERIAL AND PRICE SCHEDULE

I - Items to be considered for total cost of ownership

Sr. No.	Items	Specification	Vender's Response
A.	<b>ACTIVE COMPONENTS</b>	<b>AS PER ANNEXURE B</b>	
1.	<b>SWITCHES</b>		
2.	<b>CONNECTOR</b>		
3.	<b>CABLES</b>		
B.	<b>PASSIVE COMPONENTS</b>		
C	<b>SERVICES</b>		

## Annexure - D

### Evaluation Criteria

Parameters	Vender's Response
Specific Authorization	
Security Amount submitted (mentioned details)	
The production unit / factory of the brand of the networking equipments being quoted should be ISO 9001:2000, ISO 14001	
Compliances as mentioned in specification ( <b>ANNEXURE B</b> ) of networking equipments	
Three Year Comprehensive warranty from OEMs (enclosed certificate)	

If any deviation, show separately.