

REQUEST FOR PROPOSAL OF CISCO SECURITY DEVICES - CISCO FMC, FTD, AND CISCO ISE APPLIANCES LICENSES ALONG WITH SUPPORT

Sr. No.	Reference Section / Page No.	Clause	Query	Response
1	Eligibility Criteria Sr. No. 5 Page No. 8	<p>Criteria- Bidder should have minimum 3 years of experience in managing Cisco Security devices licenses along with support from the RFP date:</p> <ul style="list-style-type: none"> • Three similar completed works each costing not less than the amount equal to Rs. 80 lakhs each OR • Two similar completed works each costing not less than the amount equal to Rs. 1 crores each OR • One similar completed work costing not less than the amount equal to Rs. 1.6 crores <p>Documents to be submitted by bidder- PO/Completion certificate should be attached and signed by Authorised signatory</p>	Sn 5) We are a exclusive Cyber Security System Integrator for more than 23 Years and we have executed 1600+ projects across the country, projects ranging from 20L to 20CR but the projects are across leading Security OEM's like Fortinet, CheckPoint, PaloAlto, CyberArk, ForcePoint,Zscaler and many others, since the technology of Security is same only the OEM's are different request please consider our vast two+ decades of successfully executing Cyber Security projects.	No change
2	Eligibility Criteria Sr. No. 6 Page No. 9	<p>Criteria- Bidder must be Tier 1 Gold - Authorized Partner or Service Provider with OEM (Cisco) for the past three years (from RFP date) in a row.</p> <p>Documents to be submitted by bidder- Certificate from OEM to be submitted.</p>	Sn 6) We are a Premier Integrator Cisco Authorized partner, kindly consider the same as we have more than 100+ Certified, experience Technical resources who can implement and manage your Cisco Security Infrastructure successfully.	No change
3	Eligibility Criteria Sr. No. 6 Page No. 9	<p>Criteria- Bidder must be Tier 1 Gold - Authorized Partner or Service Provider with OEM (Cisco) for the past three years (from RFP date) in a row.</p> <p>Documents to be submitted by bidder- Certificate from OEM to be submitted.</p>	Request SHCIL to relax this Clause as - Bidder must be Tier 2 Partner who are Advanced Security Certified with OEM (Cisco)	No change
4	Eligibility Criteria Sr. No. 6 Page No. 9	<p>Criteria- Bidder must be Tier 1 Gold - Authorized Partner or Service Provider with OEM (Cisco) for the past three years (from RFP date) in a row.</p> <p>Documents to be submitted by bidder- Certificate from OEM to be submitted.</p>	We have previously worked alongside cisco on many projects, and we are currently a Premier Partner. We are complying with all asked Pre-Qualification criteria apart from the one that states that the company must be a Gold Partner.We can deliver the needed work and, in our opinion, needing to be a gold partner is not important in this case. Hoping that this point can be altered.	No change