



Dated Lahore the 26th Jan, 2017

Subject: **MINUTES OF PRE BID MEETING FOR UNIFIED COMMUNICATION SOLUTION ETC.**

Pre bid meeting regarding tender Unified Communication Solution & Revamping / up gradation of existing Passive and Active Network (Wired & Wireless) , Server Room was held on 25.01.2017 in the Committee Room # 3 of P&D Department in the presence of Evaluation Committee and prospective bidders. In the said meeting, the queries raised by participants and Departmental replies are summarized below:-

Name of the Firm	Query	Department Stance
M/S CMC (PVT) LTD. M/S Techaccess	As per the PPRA and other Govt related project which are based on turnkey basis, Joint Venture is always allowed.	There is also no such requirement PPRA to allow joint venture in small scale project. Keeping in view the size of the Project & to meet the strict timelines, Evaluation Committee decided to go for a single Company.
M/S Techaccess	RFP Page # 19 (ITB 13.3 (D) The bidder must have at least Two CCIE or JNCIE (R&S) or equivalent, One CCIE or JNCIE (Voice) or equivalent and one Network security certified resource on their payroll. (Please replace with two CCIE, HCIE or equivalent).	HCIE is already covered by the word (or equivalent) in the said clause.
M/S Techaccess	Minimum Four similar size projects i.e. 150 Plus IP Phone based Unified Communication Solution, 300 and above nodes and Data Center. Value, Size and Nature of Projects completed (Please change the numbers of phones and nodes) you may add with value (for	As per directions of Evaluation Committee, Bidder must have relevant experience of same size of minimum 04 Projects for the successful completion of the Project.

	example 1 million USD completed projects at least five projects)	
M/S CMC (PVT) LTD. M/S Techaccess	The average annual sale for the last 2 years shall not be less than twice number of similar type of units required (year-wise detail of sale required) (please make it generic with similar value of the projects)	This clause is according to the PPRA guidelines.
M/S Techaccess	You may add that vendor should have capacity of local technical resource to provide support and services	Already covered in ITB 13.3 (D) clause.
M/S Apollo	Please allow everyone to participate lotwise.	P&D Department is going for Integrated Solution so Evaluation Committee decided to go for turnkey basis.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Power Stacking between stack members for power redundancy / sharing. (Core Switch)	Stacking is a common feature which is supported by multiple brands. To get redundancy in Data as well as Power, said feature is demanded.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Dedicated ports for Stacking with at least 450Gbps of Stack throughput (Core Switch)	Ether channel is of different nature of technology than stacking.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Should support Integrated Wireless LAN functionality to have common features across wired and wireless users (Core Switch)	Backup WLAN Controller is dropped due to cost constraint.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Should support termination of CAPWAP tunnel termination on the switch (Core Switch)	CAPWAP is supported on all devices which have the capability for Wireless controller so it is not specific to WLC only.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Should be SDN ready (Core Switch)	word should means Switch should support SDN functionality.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays	The solution should include at least 50 end point licenses for Network Admission Control although NAC	This will add more cost to have a separate NAC server and licenses.

M/S Techaccess	solution is not required at this point. (Core Switch)	
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Should be stackable with a dedicated stacking module (Access Switch)	Uplink ports will not server the stacking feature. Vendor can quote such models which have built-in stacking module. Multiple brands offer stacking feature.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	The solution should include at least 50 end point licenses for Network Admission Control although NAC solution is not required at this point. (Access Switch)	This will add more cost to have a separate NAC server and licenses. Multiple brands offer NAC solution so it is not brand specific.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Private VLAN (Access Switch)	Vendor can if the quoted technology serves the purpose.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	TACACS + Server (Access Switch)	Vendor can quote if the quoted technology serves the purpose.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Should support Enterprise level Session Border Controller functionality (Router)	Support is required to cater the future needs but at the moment licenses are not demanded.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Should support Intelligent WAN features (Router)	Multiple brands support these feature by using other naming convention, Vendor can quote if the quoted technology serves the purpose.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Should support virtualized services (Router)	Support is required to cater the future needs.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Embedded hardware-accelerated VPN encryption (Router)	Other renowned brands also support the same feature.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Should support Wan link load balancing for redundant connections (Firewall)	WAN Link load balancing is required feature .Vendor can quote if the quoted technology serves the purpose

M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Solid-state drive (Firewall)	SSD technology is different from the SAS .Multiple brands offers the same.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Should support Application Visibility and Control (WLAN Controller)	Multiple brands offers the same.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	The software should support Virtualization Technology. (Call Controller)	For efficient use of resources, said feature is required.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	The platform should support running multiple applications on the same platform using Virtualization Technology (Call Controller)	For efficient use of resources, said feature is required.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	The platform should support up to 100 agents Call Center as well if required (Call Controller)	It is an optional Component to cater the future needs.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	The platform should support integration with existing Audio/video conferencing platforms as well (Call Controller)	The proposed System must communicate with already deployed Video Conference Setup by PITB in P&D Department.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	The platform should support renowned mobile platforms. (Call Controller)	Support of Android , IOS , windows etc.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	1920 x 1080, Full HD, 14-inch touch screen with at least 8 Mega Pixel camera. (Full HD Phone)	As required so will also act as Video end Point.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Should support SIP & H.323 Should support AAC-LD, G.722, G.722.1, G.711mu, G.711a, G.729ab, and G.729. The system should support android based software. (Full HD Phone)	Mentioned Protocols are Standard Protocols as equally supported by multiple brands
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers	Should support AES Should support automatic key	To ensure security, Standard encryption protocol are required.

M/S Makkays M/S Techaccess	generation and exchange(Full HD Phone)	
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Should have Minimum 800 × 480, 24-bit color, 5-inch. WVGA display and should support XML. (Video IP Phone)	Vendor can quote if the quoted product serves the purpose.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	Should have a stereo line in/out jack (for optional external headset, speakers, or headphones) (Video IP Phone)	Vendor can quote if the quoted product serves the purpose.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	The phone should have Bluetooth 4.1 LE or Higher (Video IP Phone)	Said feature is commonly used feature so required.
M/S Apollo M/S CMC (PVT) LTD. M/S Kokusai Computers M/S Makkays M/S Techaccess	The phone should be compatible with the Kensington Security Slot (K-Slot) antitheft system (Video IP Phone)	To secure the device, Said feature is required.

2. Keeping in view the strict timelines for the completion of the Project, Evaluation Committee also decided to not extend the deadline line for the submission of the tender document.