



UNITED INDIA INSURANCE COMPANY LIMITED  
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## **REQUEST FOR PROPOSAL**

**PROPOSAL FOR SELECTION OF VENDOR FOR ONBOARDING SYSTEM INTEGRATOR (SI) TO IMPLEMENT ENDPOINT SECURITY TOOLS.**

**Tender No.: 000100/HO IT/RFP/282/2025-2026**

**This is to inform all bidders that the bid submission deadline has been extended until 14.11.2025 at 03:00 PM**

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## RFP-SELECTION OF VENDOR FOR ONBOARDING SYSTEM INTEGRATOR (SI) TO IMPLEMENT ENDPOINT SECURITY TOOLS

### 1. Response to pre-bid queries

#	Page No (Tender Ref )#	Point / Section	Query from Bidder		UIC Response
1	15	2.5. Technical Scoring Criteria, Point # 7	<p>During the last 5 years the proposed OEM for Extended Detection and Response (EDR) should have been implemented for a minimum of 10000 endpoints for clients in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>· 2 References -&gt; 0 Marks</li> <li>· Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p><b>Corrigendum:</b> During the last 7 years the proposed OEM for Extended Detection and Response (EDR) should have been implemented for a minimum of 10000 endpoints for clients in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>• 2 References -&gt; 2 Marks</li> <li>• Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p>Bidder should Provide Purchase Order(s)/ contract and self-declaration from OEM stating successful implementation/ support along customer's details (email, mobile and landline). All documents shall be signed &amp; sealed by the bidder's signing authority.</p>	<p>Kindly clarify, if someone shared 3 references then what would be the mark?</p> <p>Pls clarify whether the 7 years old OEM reference submitted by bidder should have valid support contract till RFP date or not?</p>	<p>References within last 5 years from the date of RFP shall be accepted.</p>
2	27	4.2. TECHNICAL CONSIDERATIONS FOR ENDPOINT SECURITY TOOLS, 4.2.1. SIZING	<p>Endpoint Detection and Response; Endpoint, Servers, Mobiles (Android &amp; iOS), Tablets (Android &amp; iOS)</p> <p><b>Corrigendum:</b> Endpoints, Servers, Mobile and Tablets to be considered. Approx count: Desktop - 10000 Server - 2200 Laptop - 1500 Mobile - 1275 Tablet - 25</p>	<p>Thanks for sharing the quantity for each asset types.</p> <p>Kindly confirm if bidder has to quote for Endpoint Security for Desktops &amp; Laptops, Server Security for Servers and Mobile Security for Mobiles &amp; Tablets? If yes, we request UIC to specific the same in the price bid so that bidder can quote all the solutions separately.</p> <p>However, in the EDR/XDR technical specification corrigendum "<b>The solution should be compatible with multiple operating systems like Windows, Linux, Mac etc.</b>", it is clarified that the scope of the EDR/XDR will be for Windows, Linux and Mac. So can we assume that UIC is not looking for EDR/XDR for Mobiles and Tablets?</p>	<p>Endpoint security is required for mobiles and tablets. Bidder to include in the BOQ and accordingly quote for the same.</p>

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#	Page No (Tender Ref )#	Point / Section	Query from Bidder		UIIC Response
3	102	Point#8	<p>The solution must have professional OEM support for 24x7x365 (on-call/Remote)</p> <p><b>Corrigendum:</b> The solution must have Direct Support for 24x7x365 basis from the OEM as a Premium Support throughout the period of the contract with UIIC</p>	<p>Kindly modify the clause as "<b>The solution must have OEM Direct Premium Support for 24x7x365 basis with an dedicated OEM Technical Account Manager throughout the period of the contract with UIIC</b>"</p> <p><b>Justification:</b> As the Endpoint Security solution is very critical and complex, we request UIIC to have an OEM Technical Account Manager which comes with a Premium support program. Bidder has to factor this for entire period of the contract.</p>	Bidder to ensure professional/premium OEM support (highest support available) for 24x7x365 (on-call/Remote) is included in the bid.
4	103	Point#21	<p>The solution package size will include only the relevant components for deploying in a single installer</p>	<p>Kindly modify the clause as "<b>The On-Prem EPP and On-Prem Sandboxing solution capability can be delivered from a single agent. However, Hybrid EDR/XDR approach can be delivered with a separate EDR/XDR agent</b>".</p> <p><b>Justification:</b> Since the RFP is open for complete on-prem or Hybrid model, the mentioned technical feature is may not applicable for Hybrid model of deployment. The agents for On-Prem EPP and SaaS EDR/XDR are separate. Meaning, there will be 2 agent installers.</p>	Please adhere to RFP & Corrigendum 1
5	106	Point#84	<p>Must correlate endpoint activity with network telemetry to improve threat detection accuracy.</p> <p><b>Corrigendum:</b> The solution must support correlation of endpoint activity with available network activity data via integrations with network tools as applicable</p>	<p>Kindly remove this clause.</p> <p><b>Justification:</b> Network telemetry cannot be capture in endpoint EDR/XDR solution.</p>	Please adhere to RFP & Corrigendum 1
6	106	Point#94	<p>The unified endpoint agent must provide dedicated modules for Next-Gen AV, EDR, device control, rogue device detection, firewall, vulnerability detection, FIM, remote response, all accessible through a single console without relying on custom behaviour rules.</p> <p><b>Corrigendum:</b> The solution must provide dedicated modules for Next-Gen AV, device control, firewall, vulnerability detection, rogue device detection and integrated sandboxing. The agent should also deliver full EDR capabilities, including remote response, accessible through a single console and without reliance on custom behavior rules.</p>	<p>Kindly modify the clause as "<b>The solution must provide dedicated modules for Next-Gen AV, device control, firewall, vulnerability detection and protection, rogue device detection and integrated sandboxing. The agent should also deliver full EDR capabilities, including remote response, accessible through a single console and without reliance on custom behavior rules.</b>"</p>	Please adhere to RFP & Corrigendum 1

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#	Page No (Tender Ref )#	Point / Section	Query from Bidder		UIIC Response
7	106	Point#95	<p>The unified endpoint agent must be a standalone package from the same OEM, containing all required components without reliance on third-party or customer solutions. It must be identical across all systems, with all features integrated into a single agent.</p> <p><b>Corrigendum:</b> The endpoint agent must be from the same OEM, containing all required components without reliance on third-party or customer solutions. It must be identical across all systems, with all features integrated into the agent.</p>	<p>Kindly modify the clause as "<b>The endpoint EPP and EDR/XDR agents must be from the same OEM, containing all required components without reliance on third-party or customer solutions. It must be identical across all systems, with all features integrated into respective agents.</b>"</p> <p><b>Justification:</b> Since the RFP is open for complete on-prem or Hybrid model, the mentioned technical feature of unified standalone agent in a Hybrid model of deployment may not be applicable. The agents for On-Prem EPP and SaaS EDR/XDR are separate. Meaning, there will be 2 agents.</p>	Please adhere to RFP & Corrigendum 1
8	107	Point#99	Provide a solution that identifies Vulnerability tied to assets without deploying additional agents.	<p>These clauses are use-case under Patch Management &amp; Vulnerability Management which department is separately procuring as part of the same RFP.</p> <p>So, we request you to remove these clauses. This helps department to avoid solution duplicacy and costing involved.</p> <p>The similar Point #100, is already removed as part of the corrigendum.</p>	The clause stands deleted
9	107	Point#101	Deliver detailed insights for each vulnerability, including severity, vulnerable products, attack vector, number of affected hosts and patch recommendations.		The clause stands deleted
10	107	Point#102	Enable automatic closure of vulnerabilities upon patch installation without requiring user intervention.		The clause stands deleted
11	107	Point#103	Detect and highlight unpatched vulnerabilities that are actively targeted.		The clause stands deleted
12	107	Point#104	Offer comprehensive vulnerability management, not just reporting.		The clause stands deleted
13	107	Point#105	Prioritize unpatched vulnerabilities on systems generating detections.		The clause stands deleted
14	107	Point#106	Provide visibility into whether a system reboot is required after patch installation		The clause stands deleted
15	116	Data Classification & Discovery Technical Specifications; Data Classification-Point 7	The solution should enable the classification and should support all mainstream server, desktop ,mobile, tablet and laptop Operating Systems	Data classification will not be supported in Tablet, we request to kindly remove the <b>Tablet</b>	Support for tablets can be excluded
16	30	5.1	4. Infrastructure setup and base configuration (racking, cabling, OS, and solution installation). Within 10 weeks from the date of Purchase Order	Kindly clarify whether the <b>rack unit the both DC and DR should be provided by the bidder or UIIC incase to be provided by the bidder</b> kindly share any standard requirements to be followed.	Power and cooling shall be provided by UIIC. Racks shall be supplied by the bidders
17	20	4.1. General Requirements	Implement secure lifecycle management processes for encryption keys, access credentials, and related assets, with appropriate access controls and audit logging.	Kindly clarify the <b>log retention period in days to be factored</b> for each of the proposed solution.	180 days for each solution

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#	Page No (Tender Ref )#	Point / Section	Query from Bidder		UIIC Response
18	NA	Generic Clause	Backup & Storage solution required for the backup.	while we under stand this storage for backup is to be provisioned by the bidder, <b>Kindly clarify whether the backup to tape is to be provisioned and any specific backup software preferred by UIIC.</b> Incase bidder needs to procure the backup software.	UIIC shall provide existing solution (backup to tape) for backup purposes.  Bidder to perform the disk backups and support UIIC in moving the backups to tape.
19	38	8.4	If the solution, or any of its components behaves erroneously which results in monetary or business loss to the UIIC, then the entire amount of such loss shall be recovered from the bidder on actual basis.	Bidder requests to remove this as this is indirect damages in nature	Please adhere to RFP & Corrigendum 1
20	38	8.4	Maximum deducted penalty of one type will not affect any other type of penalty i.e. all the types of penalties can be levied up to their maximum limit simultaneously and shall not exceed 10% of the total contract value.	Bidder request to clarify that the cumulative capping for all the SLA penalties shall not exceed 10% of the quarterly charges per quarter	Please adhere to RFP & Corrigendum 1
21	40	10	PAYMENT TERMS AND PENALTY DUE TO DELAY:	Bidder request for payment of 80% on supply of HW and SW and 20% on go-live, this is in line with the cost incurred by bidder at each stage	Please adhere to RFP & Corrigendum 1
22	50	13.1	Contract Period: The contract will be valid for a period of 5 years from the date of issuance of purchase order. Irrespective of the period, the contract will deem to be operative until close of assigned projects as per agreed Scope of Work, and hence bidders deploying resources should ensure the resources availability until completion of the work in hand or till the extended period as per the project terms and conditions.	Bidder requests for clarity on the contract period as the contract period is given as 5 year 6 months in page 49 of RFP	Response provided in Corrigendum 1.  The contract will be valid for a period of 5 years and 6 months from the date of issuance of purchase order
23	50	13.1	Price discovered during the RFP will be valid till the completion of the project or the extended completion period as required by UIIC in respect of that project.	Bidder requests to clarify that price for any additional order placed beyond the initial delivery period shall be mutually agreed between the parties	Please adhere to RFP & Corrigendum 1
24	50	13.1	UIIC reserves the right to terminate the contract at any time without assigning any reasons thereof. However, there are specific termination clauses which must be adhered by the selected vendor for continuation of contract.	Bidder requests following for termination for convenience 1. 90 days notice 2. Payment for services rendered till the effect date of termination 3. Payment for any prepaid license/warranty charges paid by the bidder	Please adhere to RFP & Corrigendum 1
25	53	13.5.1	UIIC reserves the right to recover any dues payable by the Vendor/Bidder from any amount outstanding to the credit of the Vendor/Bidder, including the pending bills and security deposit, if any, under this contract or any other contract/order.	Bidder requests to clarify that any amount due from the bidder under this contract shall be set off against the amount payable to the bidder under this contract only. Bidder requests to remove the provision for intercontract set off	Please adhere to RFP & Corrigendum 1
26	60	13.23.	Preference to "Make in India"		No Query

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#	Page No (Tender Ref )#	Point / Section	Query from Bidder		UIIC Response
27	62	13.30.	If the Vendor/Bidder fails to deliver and install the Solution or to perform the services within the time period(s) specified in the contract, UIIC shall without prejudice to its other remedies under the contract, deduct from the contract price, as liquidated damages, a sum equivalent to the 1% of the contract price of the corresponding stage as in TCO for every week (seven days) or part thereof of delay, up to maximum deduction of 10% of the contract price of the stage. Once the maximum is reached, UIIC may have the sole option to termination of the contract.	Bidder request to remove this as phase wise penalty is already provided under clause 10 of the RFP	Please adhere to RFP & Corrigendum 1
28			New clause - Payment Term	Bidder requests to clarify that the payment shall be made by UIIC to the bidder within 30 days from the date of invoice	Please adhere to RFP & Corrigendum 1
29	94	ANNEXURE 8	COMMERCIAL BID FORMAT	Bidder requests the following clarity 1. Is the customer expecting an increase in quantity YOY 2. If yes, there is no provision in the pricing annexure to capture YOY quantity	Quantity to be kept same for all years. Format includes pricing for additional quantity separately
30	94	ANNEXURE 8	The quantity mentioned above is for price identification purpose only and additional licenses will be procured on actual requirement basis.	Bidder request to clarify that the price for such additional quantity will be valid only for XX months. Price for any order placed beyond this validity period shall be mutually agreed between the parties	The prices shall be valid during the entire contract period.
31	94	ANNEXURE 8	The Bidder is expected to provide a detailed break up of all products and services that are under the scope of facilities management as part of the technical bid, in the technical bill of materials i.e. the above format is expected to be replicated for each item to be covered under the scope of facilities management.	Bidder requests for further clarity on this requirement	Year wise cost to be provided for FMS
32	23	Section 4.1.4 – Mobile Device Management (MDM) for Laptops, Tablets	“The solution is expected to function like a unified endpoint management solution and shall be used for managing mobile devices such as laptops and tablets. The solution should also have the capability to manage desktops.”	Please clarify whether BYOD (Bring Your Own Device) smartphones are also in scope, or the requirement is strictly limited to laptops and tablets.	Laptops and Tablets only
33	23–24	Section 4.1.4 – MDM	“The bidder shall provide a centralized dashboard that displays hardware and software inventory, device status, health status, patch and vulnerability summaries, and alerts.”	Kindly confirm if integration with existing ITSM/Service Desk tools is mandatory, or if a standalone MDM dashboard is acceptable.	MDM dashboard shall be acceptable, however solution to be integrated with existing ITSM.
34	24	Section 4.1.4 – MDM	“The bidder shall support location-based tracking of devices using GeoIP technology to enhance asset management and security.”	Request clarification on whether continuous real-time GPS tracking is required, or only approximate location via IP-based tracking.	Response provided in Corrigendum 1.  Location through IP-based tracking

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35	152	Annexure 19 – Certificate For Local Content	Annexure 19 –Certificate For Local Content	Should the MII Certificate, as per Annexure 19, be submitted on the Bidder's letterhead or the OEM's letterhead?	Response provided in Corrigendum 1.  The System Integrator (SI) shall consolidate and provide the local content details for each proposed OEM. The information must be submitted on the bidder's letterhead along with relevant supporting documents or evidence.
36		General	General	Is UIIC expecting specific content for the technical proposal including Solution Overview, technical capabilities, architecture diagram, Implementation Methodology, configuration details etc. as part of submission checklist due on 8 Sep 2025	Yes
37	26	Section 4.1.6 – Patch Management	"The bidder should provide a patch management solution that supports automated patch detection, approval, deployment, verification, and rollback for all supported operating systems and third-party applications."	Request clarification on the specific third-party applications in scope for patching (e.g., Adobe, Java, browsers), so bidders can confirm compatibility.	Details will be shared with selected bidder
38	27	Section 4.1.6 – Patch Management	"The bidder should ensure compatibility with the organization's current patch management tools and workflows, including support for policy-driven patch scheduling and blackout windows."	Kindly clarify the existing patch scheduling process and blackout window policies at UIIC to ensure alignment with proposed solutions.	Details will be shared with selected bidder
39	27	Section 4.1.6 – Patch Management	"The patch management solution should have capability to extract customized report based on industry frameworks such as ISO27001."	Kindly confirm whether compliance reporting is limited to ISO27001 or if additional standards (PCI-DSS, RBI, IRDAI) are also required.	Industry accepted standards and regulatory guidelines
40	76 & 77	Annexure 3A - Manufacturers Authorisation Format- Point No 8	In the event of termination of production of such Products: a. advance notification to UIIC of the pending termination, in sufficient time to permit the UIIC to procure needed requirements; and b. Following such termination, furnishing at no cost to UIIC, the blueprints, design documents, operations manuals, standards and specifications of the Products, if requested.	Please help us with clarity on point no. 8 requirements of the MAF. It mentions covering the blueprint and design document, does this refer to the implementation blueprint, architecture design document, or is UIIC expecting something else?	In case of termination of OEM products supplied to UIIC, replacement to be provided at no cost along with the blueprints, design documents, operations manuals, standards and specifications of the new Products

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41	27	4.2.2. LICENSING MODEL	The licensing of the OEM should be on a perpetual model and not on a subscription model	Majority of industry Cyber Security product/solution OEMs are converting from perpetual to subscription model of license delivery. Also, all BFSI institutions of India are encouraging subscription model of license delivery. Our licensing model is also subscription based.  We request you to amend the clause as: "The licensing of the OEM can be on a perpetual/subscription model"	Please adhere to RFP & Corrigendum 1
42	109	DLP Technical Specifications; Point 22	The solution should have the capability of Threat intelligence and User behaviour analytics.	User behaviour analytics is part of our roadmap. We shall give this feature as part of our version upgrade in H1-FY26. Hence, we request you to please amend it as "The solution should have the capability of Threat intelligence"	Please adhere to RFP & Corrigendum 1
43	110	DLP Technical Specifications; Point 41	The solution should be able to define the policies for the inside and out of office endpoint machines. The endpoint solution should be able to perform discovery only when the endpoint is connected to external power or Machine is Idle.	We request to amend it as "The solution should be able to define the policies for the inside and out of office endpoint machines. The endpoint solution should be able to perform discovery only when the endpoint is connected to external power or Machine is Idle or by scheduling the discovery task".	Please adhere to RFP & Corrigendum 1
44	114	DLP Technical Specifications; Point 117	Network Data discovery tasks must have a scheduler option by: once, daily, weekly or continuously	We request to amend the clause as below: "Network Data discovery tasks must have a scheduler option by: once, daily, weekly or immediately"	Please adhere to RFP & Corrigendum 1
45	116	Data Classification & Discovery Technical Specifications; Data Classification-Point 7	The solution should enable the classification and should support all mainstream server, desktop, mobile, tablet and laptop Operating Systems	Data Classification on mobile & tablet devices would be required if users are working with BYOD's and these are managed by the MDM solution stated in the RFP.  We request to amend this as "The solution should enable the classification and should support all mainstream server, desktop, and laptop Operating Systems"	Please adhere to RFP & Corrigendum 1
46	116	Data Classification & Discovery Technical Specifications; Data Classification-Point 16	The solution should be capable of integrating with OpenOffice to classify documents being created with OpenOffice.	Please clarify if this is a "must to have" or "optional" functionality since this is part of our future roadmap.	Must have feature



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#	Page No (Tender Ref )#	Point / Section	Query from Bidder		UIIC Response
47	General	General	General	Please confirm whether we can utilize the existing infrastructure components such as the Load Balancer or other security solution (ex - Web Application Firewall (WAF)) for the proposed solution, or if the bidder is expected to provision and supply new components as part of the proposal.	Necessary/Applicable solution available with UIIC shall be provided.
48	General	General	General	We request UIIC to consider revised selection criteria as either QCBS or RA and kindly relax on both put together	Please adhere to RFP & Corrigendum 1
49	93	ANNEXURE 8 - COMMERCIAL BID FORMAT	ANNEXURE 8 - COMMERCIAL BID FORMAT	We request UIIC to revise the commercial bid format with 3 years upfront + 2 Years AMC/ATS	Please adhere to RFP & Corrigendum 1
50	93	ANNEXURE 8 - COMMERCIAL BID FORMAT	ANNEXURE 8 - COMMERCIAL BID FORMAT	Initial RFP was released without Hardware scope and Commercial bid format was designed accordingly. Hence, we request UIIC to amend the commercial bid format as per the corrigendum which includes hardware delivery, One time Implementation field and AMC fields	Cost for hardware to be provided as per Row #1 of Commercial Bid Format. Payments shall be made as per defined payment milestones
51	116	Data Classification & Discovery Technical Specifications	The solution should enable the classification and should support all mainstream server, desktop ,mobile, tablet and laptop Operating Systems	Endpoint Data Classification is supported only on Desktop & Servers (Windows10/11, Windows Server 2019 & above , Mac.) it is not recommended to put agent on mobiles for classification. Request UIIC to remove support for mobile , tablet.	Support for mobile and tablets can be excluded
52	116	Data Classification & Discovery Technical Specifications	The solution shall have capability to send emails from mobile with classification applied for both IOS and Android based mobiles.	Endpoint Data Classification is supported only on Desktop & Servers (Windows10/11, Windows Server 2019 & above , Mac.) it is not recommended to put agent on mobiles for classification. Request UIIC to remove support for mobile , tablet.	Support for mobile and tablets can be excluded
53	120	Data Classification & Discovery Technical Specifications	The solution should have a capability to deploy, upgrade, uninstall the component without the use of any 3rd party software	This is not the feature of Data Classification solution. It is recommended to use 3rd party solution to deploy the software, i.e. Group Policy, SCCM, InTune, etc, Request UIIC to remove this clause	The clause means that the solution should have capability to manually deploy the endpoint agents

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54	120	Data Classification & Discovery Technical Specifications	The solution shall deploy the client in the background and shall have no interface with the end user on whose PC the solution is being deployed. Same shall be applicable for upgrades, updates and uninstallation.	This is not the feature of Data Classification solution. It is recommended to use 3rd party solution to deploy the software, i.e. Group Policy, SCCM, InTune, etc, Request UIIC to remove this clause	The clause stands deleted
55	121	Data Classification & Discovery Technical Specifications	The solution should have AI/ML capability to reduce false positives	Our proposed Data Classification solution utilizes Pattern, Regex to do content scanning. AI/ML feature will introduce lots of false positive, it consumes a lot of time & is not accurate, Bidder requests UIIC to remove this clause.	Desirable feature
56	121	Data Classification & Discovery Technical Specifications	The solution should have Pre trained AI models to identify images with Aadhaars Numbers, Credit cards , PAN Card, Password, Driving licenses of different states.	Our proposed Data Classification solution utilizes Pattern, Regex to do content scanning. AI/ML feature will introduce lots of false positive, it consumes a lot of time & is not accurate, Bidder requests UIIC to remove this clause.	Desirable feature
57	121	Data Classification & Discovery Technical Specifications	The solution should have Ability to identify sensitive data in data bases - which tables , which columns contains sensitive data	Data Classification solution is not recommended to scan database, as they are in encrypted form. Bidder request UIIC to remove this point.	The clause stands deleted
58	122	Data Classification & Discovery Technical Specifications	The solution should have a capability to deploy, upgrade, uninstall the component without the use of any 3rd party software	This is not the feature of Data Classification solution. It is recommended to use 3rd party solution to deploy the software, i.e. Group Policy, SCCM, InTune, etc, Request UIIC to remove this clause	The clause means that the solution should have capability to manually deploy the endpoint agents
59	122	Data Classification & Discovery Technical Specifications	The solution should be able to send policy and further changes to the clients without any need or intervention of a 3rd party software.	The labelling policy consisting of various settings and policy get published into a distribution point from which the client retrieves using either HTTP(s), SMB or LDAP protocol. Request UIIC to remove this clause.	The clause means that solution should have capability to update the agents without any dependency on 3rd party software
60	123	Data Discovery	The solution should support optical character recognition (OCR) to discover sensitive data within image-based files (e.g., scanned documents, PDFs).	Our proposed solution supports discovery & classification based on file type , OCR is not supported. Request UIIC to remove this clause.	Please adhere to RFP & Corrigendum 1
61	124	Data Discovery	The solution should include role-based access controls (RBAC) to ensure that only authorized personnel can access sensitive discovery results or configure scan rules.	Solution can only be accessed by administrators, RBAC Can be achieved with windows AD integration. Kindly clarify.	The clause means that solution should have capability to create different user roles to ensure authorized persons can only access sensitive discovery results

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62	124	Data Discovery	The solution must support multi-tenancy to enable logical separation of discovery results by business unit, department, or customer (in MSSP environments).	Multi-Tenancy is only required for Managed Service Provider environments , Request UIC to remove this clause.	The clause stands deleted
63	124	Data Discovery	The solution must be able to scan compressed archives (.zip, .rar, .7z) and nested folder structures to locate hidden sensitive data.	Compressed files need to be controlled at DLP level , it is not a Discovery Feature. Request UIC to remove this clause.	The clause stands deleted

## 2. Corrigendum 2

#	Page No (Tender Ref )#	Point / Section	Existing Clause	Query	Revised Clause
1	104	Point#47	<p>The solution must have scrubbing capabilities with no added hardware. Incoming files will be extracted of all potential malicious content such as scripts, macros and active content</p> <p><b>Corrigendum:</b> The solution must provide content scrubbing and sandboxing capabilities (hardware or software based), ensuring that all incoming files are sanitized by removing potential malicious content such as scripts, macros, and active elements.</p>	<p>Kindly modify the clause as "<b>The solution must provide content scrubbing or sandboxing capabilities (hardware or software based), ensuring that all incoming files are sanitized by removing potential malicious content such as scripts, macros, and active elements.</b>"</p> <p><b>Justification:</b> Scrubbing technologies are part of network based solutions where at the network level the content gets scrubbed and shared the filtered version. Only network based OEM can delivered these by integrating with network security solutions. In the scope of endpoint security and EDR/XDR, this requirement is limiting the participation of OEMs who are specialized in Endpoint security. Kindly modify the clause as mentioned above to have the participation of the best of breed endpoint security solution.</p>	<p>The solution must provide content scrubbing or sandboxing capabilities (hardware or software based), ensuring that all incoming files are sanitized by removing potential malicious content such as scripts, macros, and active elements.</p>
2	104	Point#48	<p>When scrubbing, the original file must be accessible by end user if is found to be benign by the sandbox</p>	<p>Kindly modify the clause as " When scrubbing or sandboxing, the original file must be accessible by end user".</p> <p><b>Justification:</b> Scrubbing technologies are part of network based solutions where at the network level the content gets scrubbed and shared the filtered version. Only network based OEM can delivered these by integrating with network security solutions. In the scope of endpoint security and EDR/XDR, this requirement is limiting the participation of OEMs who are specialized in Endpoint security. Kindly modify the clause as mentioned above to have the participation of the best of breed endpoint security solution.</p>	<p>When scrubbing or sandboxing, the original file must be accessible by end user if is found to be benign by the sandbox</p>
3	123	Data Classification & Discovery Technical Specifications; Data Discovery- Point 10	<p>The solution must support integration with cloud-native APIs for platforms such as AWS (S3, RDS), Azure (Blob, SQL), and Google Cloud (GCS, BigQuery) for deep and scalable data discovery.</p>	<p>Our solution will support AWS, Microsoft, SharePoint ,OneDrive at this point of time. <b>We request you kindly clarify whether we can score 2 points or 1 point in the technical scoring.</b> W.r.t. technical specification.</p>	<p>The solution must support discovery of data on cloud platforms (AWS, Google, Azure)</p>

## RFP-SELECTION OF VENDOR FOR ONBOARDING SYSTEM INTEGRATOR (SI) TO IMPLEMENT ENDPOINT SECURITY TOOLS

#	Page No (Tender Ref )#	Point / Section	Existing Clause	Query	Revised Clause
4	36	8	1. ₹1,000 per incident exceeding SLA by one hour will be recovered from the bidder  2. Uptime <99.9% - 0.01 % of Solution cost for every 1 hour or part thereof in excess of U >=99.90 subject to Maximum of 10% of Solution cost. Beyond which UIIC may terminate the contract.	1. Bidder requests for a cumulative capping for all the SLAs 10% of the quarterly AMC/warranty charges. 2. SLAs for missing the target uptime shall be calculated as 0.01% of the quarterly AMC/Warranty charges and not on the solution cost, capped to 10% of the quarterly AMC/warranty charges	Uptime <99.9% - INR 1000 per every 1 hour or part thereof in excess of U >=99.90 subject to Maximum of 10% of Solution cost. Beyond which UIIC may terminate the contract
5	108	DLP Technical Specifications; Point 2	The solution should be compatible with multiple operating systems like Windows, Linux, Mac, Android, IOS etc.	DLP solution is generally deployed on systems running with Windows & Mac OS platforms.  Please clarify whether UIIC is having systems running with Linux, Android, IOS which need this solution.	The solution should be compatible with multiple operating systems like Windows, and MAC, etc.
6	Corrigendum - 16	Revised Payment Terms and Penalty Due To Delay	AMC (Updates & Upgrades) - Payable quarterly in arrears	We request to amend the existing AMC/ATS payment clause to <b>Payable Yearly in advance</b> , as all the respective OEMs will get 100% upfront payment from System Integrators	AMC (Updates & Upgrades) - Payable six months in advance
7	120	Data Classification & Discovery Technical Specifications	The solution should provide Auto update features for agents. User should be able to push the agents automatically after every release.	This is not the feature of Data Classification solution. It is recommended to use 3rd party solution to deploy the software, i.e. Group Policy, SCCM, InTune, etc, Request UIIC to remove this clause	The solution should provide auto update features for agents.
8	121	Data Classification & Discovery Technical Specifications	The solution should have Ability to view the actual file data or table from the centralized console to validate the results easily	Data Classification solution is not recommended to scan database, as they are in encrypted form. Bidder request UIIC to remove this point.	The solution should have Ability to view the actual file data from the centralized console to validate the results easily
9	121	Data Classification & Discovery Technical Specifications	The solution must have the capability to replace the sensitive data as a Remediation action if required.	Solution supports remediation action like Move, delete, flag a file in inventory, copy & rename for data at rest. Replacing the sensitive data is not a recommended action, Request UIIC to modify the clause as below - The solution must have the capability to Move, delete, flag a file in inventory, copy & rename for data at rest as a Remediation action if required.	The solution must have the capability to Move, delete, flag a file in inventory, copy & rename for data at rest as a Remediation action if required.
10	122	Data Classification & Discovery Technical Specifications	The solution should provide Minimal impact for end points . User should be able to choose low, medium and high usage for agents	Solution provide minimal impact for endpoint. It is not recommended to allow the users to choose usage , Request UIIC to remove this clause	The solution should provide Minimal impact for end points.
11	122	Data Classification & Discovery Technical Specifications	The solution should provide Auto update features for agents. User should be able to push the agents automatically after every release.	This is not the feature of Data Classification solution. It is recommended to use 3rd party solution to deploy the software, i.e. Group Policy, SCCM, InTune, etc, Request UIIC to remove this clause	The solution should provide auto update features for agents.

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#	Page No (Tender Ref )#	Point / Section	Existing Clause	Query	Revised Clause
12	123	Data Discovery	The solution must support integration with cloud-native APIs for platforms such as AWS (S3, RDS), Azure (Blob, SQL), and Google Cloud (GCS, BigQuery) for deep and scalable data discovery.	Our proposed solution supports discovery of data on aws s3 storage & Google Drive, can discover & classify data. Request UIIC to modify the clause as -- The solution must support discovery of data on aws s3 storage & Google Drive, can discover & classify data.	The solution must support discovery of data on cloud platforms (AWS, Google, Azure)
13	123	Data Discovery	The solution should support data lineage tracking, showing the movement and transformation of sensitive data over time.	Data Lineage Tracking is not part of Discovery & Classification , it is vendor specific & this clause should be removed.	The solution should provide visibility into the flow and lifecycle of sensitive data across systems.
14	124	Data Discovery	The solution should provide data ownership attribution, identifying the user or group responsible for each file, based on file metadata or access patterns.	Data Ownership attribution is not a discovery requirement, Request UIIC to remove this clause.	The solution should have capability to identify the user or group responsible for each file, based on file metadata or access patterns.
15	124	Data Discovery	The solution should support data risk scoring based on sensitivity, exposure, and usage patterns, allowing prioritization of remediation efforts.	Remediation can be done on basis of organization policies , it is recommended to be done at time of implementation , this clause is vendor specific , Request UIIC to remove this clause.	The solution should support data risk scoring based on sensitivity, exposure, and usage patterns.
16	124	Data Discovery	The solution should provide APIs or SDKs for integration with third-party tools and for custom workflows or dashboard creation.	This is vendor specific, Request UIIC to remove this clause.	The solution should support integration with third-party tools via various mediums such as APIs

### 3. Revised Eligibility Criteria

#	Eligibility Criteria for Bidders	Revised Eligibility Criteria for Bidders	Documentary Proof Required
1	The Bidder should be a Registered Company in India under the 'Companies Act' and should be in business in India for more than ten years as on 31.03.2025.	No Change	Copy of the Certificate of Incorporation issued by Registrar of Companies.
2	The bidder should have an average annual financial turnover of at least ₹500 Crore for the last three financial years' viz. 2021-2022, 2022-2023, and 2023-2024 or 2022-2023, 2023-2024 and 2024-2025. For startups and MSMEs, the average annual financial turnover should be at least ₹50 Crore for the last three financial years' viz. 2021-2022, 2022-2023, and 2023-2024 or 2022-2023, 2023-2024 and 2024-2025.	No Change	Audited financial statements / Certificate from Auditor.
3	Bidder must have net profit in any of the two years during the last three completed financial years - 2021-2022, 2022-2023, and 2023-2024 or 2022-2023, 2023-2024 and 2024-2025.	No Change	Audited financial statements / Certificate from Auditor.
4	The bidder should not have been blacklisted/ debarred by any Government Departments, Agencies or Public Sector Undertakings in India as on the date of submission of the tender.	No Change	As per Annexure 2: No Blacklist declaration
5	The bidder must have its own support centers or offices in at least ten (10) locations across Tier 1 and Tier 2 cities out of which mandatorily should be in Mumbai, Hyderabad and Chennai to provide telephonic and remote assistance services. In case of exigencies or onsite support requirements at various branch locations of UIIC	The bidder must have its own support centers or offices in at least five (05) locations across Tier 1 and Tier 2 cities out of which mandatorily should be in Mumbai, Hyderabad and Chennai to provide telephonic and remote assistance services.	Self-Declaration along with the details of the support centers and service locations across India must be submitted as part of the bid.

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#	Eligibility Criteria for Bidders	Revised Eligibility Criteria for Bidders	Documentary Proof Required
	across India, the bidder shall arrange timely support.	In case of exigencies or onsite support requirements at various branch locations of UIIC across India, the bidder shall arrange timely support.	
6	<p>During the last 5 years, the bidder should have supplied, implemented, and supported the below tools for clients in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>• Data Loss Prevention (DLP),</li> <li>• Endpoint Detection and Response (EDR),</li> <li>• Data discovery and Data classification</li> </ul> <p>For each of the above tools, a minimum of two (02) references to be provided, out of which one should be of proposed OEM.</p> <p>The minimum deployment size required is as follows:</p> <ul style="list-style-type: none"> <li>• For Startups and MSMEs: Minimum 3000 endpoints for each tool</li> <li>• For rest of the bidders: Minimum 5000 endpoints for each tool</li> </ul>	<p>During the last 7 years, the bidder should have implemented/ supported the below tools for at least one (01) client each within India.</p> <ul style="list-style-type: none"> <li>• Data Loss Prevention (DLP) of the proposed OEM for a minimum of 3000 Endpoints</li> <li>• Endpoint Detection and Response (EDR) of the proposed OEM for a minimum of 3000 Endpoints</li> <li>• Data discovery and Data classification for a minimum of 1000 Endpoints</li> </ul> <p>Note: For Startups and MSMEs – all above clauses remain same except minimum 1000 endpoints for each tool.</p>	<p>Bidder should Provide Purchase Order(s)/ contract and self-declaration stating successful implementation/ support along customer's details (email, mobile). All documents shall be signed &amp; sealed by the bidder's signing authority.</p> <p>Note: Post technical evaluation and prior to opening commercials bids, UIIC at its own discretion may schedule discussions for customer references or request for confirmation over email. Bidder shall arrange for the discussions/ email confirmation from their customers.</p>
7	<p>During the last 5 years, the proposed OEM should have been implemented for minimum two (02) clients with at least one in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>• Data Loss Prevention (DLP) for minimum 10000 endpoints,</li> <li>• Endpoint Detection and Response (EDR) for minimum 10000 endpoints,</li> </ul>	<p>During the last 7 years, the proposed OEM should have been implemented for minimum two (02) clients with at least one in PSU /Government organization /BFSI within India and one out of two should be currently implemented and functional in any organization.</p> <ul style="list-style-type: none"> <li>• Data Loss Prevention (DLP) for a minimum of 10000 endpoints,</li> </ul>	<p>Bidder should Provide Purchase Order(s)/ contract and self-declaration from OEM stating successful implementation/ support along customer's details (email, mobile and landline). All documents shall be signed &amp; sealed by the bidder's signing authority.</p>



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#	Eligibility Criteria for Bidders	Revised Eligibility Criteria for Bidders	Documentary Proof Required
	<ul style="list-style-type: none"> <li>Data discovery and Data classification for minimum 10000 endpoints,</li> <li>Mobile Device Management (MDM) for minimum 2000 endpoints,</li> <li>Patch Management Solution for minimum 10000 endpoints,</li> <li>Key Management Solution for BitLocker key.</li> </ul>	<ul style="list-style-type: none"> <li>Endpoint Detection and Response (EDR) for a minimum of 10000 endpoints,</li> <li>Data discovery and Data classification for a minimum of 10000 endpoints,</li> <li>Patch Management Solution for a minimum of 10000 endpoints,</li> </ul>	Note: Post technical evaluation and prior to opening commercials bids, UIIC at its own discretion may schedule discussions for customer references or request for confirmation over email. Bidder shall arrange for the discussions/ email confirmation from their customers.
8	New Clause	<p>During the last 7 years, the proposed OEM should have been implemented for minimum two (02) clients in PSU /Government organization /BFSI/ Enterprise within India and one out of two should be currently implemented and functional in any organization.</p> <ul style="list-style-type: none"> <li>Mobile Device Management (MDM) for a minimum of 1000 endpoints (If same OEM of patch management solution, then PO of patch management shall be considered, else, separate reference to be provided)</li> <li>Key Management Solution for BitLocker key.</li> </ul>	<p>Bidder should Provide Purchase Order(s)/ contract and self-declaration from OEM stating successful implementation/ support along customer's details (email, mobile and landline). All documents shall be signed &amp; sealed by the bidder's signing authority.</p> <p>Note: Post technical evaluation and prior to opening commercials bids, UIIC at its own discretion may schedule discussions for customer references or request for confirmation over email. Bidder shall arrange for the discussions/ email confirmation from their customers.</p>

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#	Eligibility Criteria for Bidders	Revised Eligibility Criteria for Bidders	Documentary Proof Required
9	The bidder should have deployed a minimum of at least 10 (L1 & L2) OEM certified resources/ personnels for the Proposed /Similar solutions in scope for at least one (01) PSU/ Government /BFSI client (and) Bidder should have at least 10 personnel (OEM certified) out of which 4 personnel certified for any of the proposed OEM on their direct payroll.	The bidder should have deployed a minimum of 5 (L1 & L2) experienced resources/ personnels for the similar solutions in scope for at least one (01) client within India. (and) Bidder should have at least 5 personnel (OEM certified) on their direct payroll out of which 3 personnel certified for any of the proposed OEM in scope of RFP.	Details of resources, copy of certificates, purchase order along with self-declaration mentioning number of resources/ FMS deployed and stating resources are on payroll of the bidder.
10	Bidder should submit the Land Border Clause as per Annexure 13.	No Change	Bidder needs to Submit Annexure 13 on letter head dully signed by Authorized signatory.

#### 4. Revised Technical Scoring

#	Technical Evaluation Criteria – Parameters	Revised Technical Evaluation Criteria – Parameters	Maximum Score
1	<p>During the last 5 years bidder should have experience in supplying, implementing and supporting Mobile Device Management (MDM) for a minimum of 2000 endpoints for PSU /Government organization /BFSI client within India.</p> <ul style="list-style-type: none"> <li>2 References -&gt; 0 Marks</li> <li>Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p>(Supporting Document: Bidder should Provide Purchase Order(s) with the performance certificate as per Annexure 18 signed &amp; sealed by the respective Bidder's customers along with their contact details (email, mobile and landline))</p>	<p>During the last 7 years bidder should have experience in implementing/ supporting Mobile Device Management (MDM) for clients within India for a minimum endpoint count of:</p> <ul style="list-style-type: none"> <li>Greater than or equal to 2000 endpoints -&gt; 4 Marks</li> <li>Greater than or equal to 1000 endpoints -&gt; 2 Marks</li> </ul> <p>Bidder should Provide Purchase Order(s)/ contract and self-declaration stating successful implementation/ support along customer's details (email, mobile). All documents shall be signed &amp; sealed by the bidder's signing authority.</p>	4
2	<p>During the last 5 years bidder should have experience in supplying, implementing and supporting Patch Management for a minimum of 5000 endpoints for PSU /Government organization /BFSI client within India.</p> <ul style="list-style-type: none"> <li>2 References -&gt; 0 Marks</li> <li>Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p>(Supporting Document: Bidder should Provide Purchase Order(s) with the performance certificate as per Annexure 18 signed &amp; sealed by the respective Bidder's customers along with their contact details (email, mobile and landline))</p>	<p>During the last 7 years bidder should have experience in implementing/ supporting Patch Management for clients within India for a minimum endpoint count of:</p> <ul style="list-style-type: none"> <li>Greater than or equal to 5000 endpoints -&gt; 4 Marks</li> <li>Greater than or equal to 3000 endpoints -&gt; 2 Marks</li> </ul> <p>Bidder should Provide Purchase Order(s)/ contract and self-declaration stating successful implementation/ support along customer's details (email, mobile). All documents shall be signed &amp; sealed by the bidder's signing authority.</p>	4
3	<p>During the last 5 years bidder should have experience in supplying, implementing and supporting Key Management Solution for BitLocker keys for PSU /Government organization /BFSI client within India.</p> <ul style="list-style-type: none"> <li>1 Reference -&gt; 0 Mark</li> <li>2 References -&gt; 2 Marks</li> </ul> <p>(Supporting Document: Bidder should Provide Purchase Order(s) with the performance certificate as per Annexure 18 signed &amp; sealed by</p>	<p>During the last 7 years bidder should have experience in implementing/ supporting Key Management Solution for BitLocker keys for clients within India.</p> <ul style="list-style-type: none"> <li>1 Reference -&gt; 1 Mark</li> <li>2 References -&gt; 2 Marks</li> </ul> <p>Bidder should Provide Purchase Order(s)/ contract and self-declaration stating successful implementation/ support along</p>	2

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#	Technical Evaluation Criteria – Parameters	Revised Technical Evaluation Criteria – Parameters	Maximum Score
	the respective Bidder's customers along with their contact details (email, mobile and landline)	customer's details (email, mobile). All documents shall be signed & sealed by the bidder's signing authority.	
4	<p>During the last 5 years the proposed OEM for Data Loss Prevention (DLP) should have been implemented for a minimum of 10000 endpoints for clients in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>• 2 References -&gt; 0 Marks</li> <li>• Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p>(Supporting Document: Bidder should Provide Purchase Order(s) with the performance certificate as per Annexure 18 signed &amp; sealed by the respective Bidder's customers along with their contact details (email, mobile and landline).</p>	<p>During the last 5 years the proposed OEM for Data Loss Prevention (DLP) should have been implemented for a minimum of 10000 endpoints for clients in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>• 2 References -&gt; 2 Marks</li> <li>• Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p>Bidder should Provide Purchase Order(s)/ contract and self-declaration from OEM stating successful implementation/ support along customer's details (email, mobile and landline). All documents shall be signed &amp; sealed by the bidder's signing authority.</p>	4
5	<p>During the last 5 years the proposed OEM for Data Classification and Data Discovery should have been implemented for a minimum of 10000 endpoints for clients in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>• 2 References -&gt; 0 Marks</li> <li>• Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p>(Supporting Document: Bidder should Provide Purchase Order(s) with the performance certificate as per Annexure 18 signed &amp; sealed by the respective Bidder's customers along with their contact details (email, mobile and landline).</p>	<p>During the last 5 years the proposed OEM for Data Classification and Data Discovery should have been implemented for a minimum of 2000 endpoints for clients in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>• 2 References -&gt; 2 Marks</li> <li>• Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p>Bidder should Provide Purchase Order(s)/ contract and self-declaration from OEM stating successful implementation/ support along customer's details (email, mobile and landline). All documents shall be signed &amp; sealed by the bidder's signing authority.</p>	4
6	<p>During the last 5 years the proposed OEM for Extended Detection and Response (EDR) should have been implemented for a minimum of 10000 endpoints for clients in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>• 2 References -&gt; 0 Marks</li> </ul>	<p>During the last 5 years the proposed OEM for Extended Detection and Response (EDR) should have been implemented for a minimum of 10000 endpoints for clients in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>• 2 References -&gt; 2 Marks</li> </ul>	4

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#	Technical Evaluation Criteria – Parameters	Revised Technical Evaluation Criteria – Parameters	Maximum Score
	<ul style="list-style-type: none"> <li>Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p>(Supporting Document: Bidder should Provide Purchase Order(s) with the performance certificate as per Annexure 18 signed &amp; sealed by the respective Bidder's customers along with their contact details (email, mobile and landline).</p>	<ul style="list-style-type: none"> <li>Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p>Bidder should Provide Purchase Order(s)/ contract and self-declaration from OEM stating successful implementation/ support along customer's details (email, mobile and landline). All documents shall be signed &amp; sealed by the bidder's signing authority.</p>	
7	<p>During the last 5 years the proposed OEM for Mobile Device Management (MDM) should have been implemented for a minimum of 10000 endpoints for clients in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>2 References -&gt; 0 Marks</li> <li>Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p>(Supporting Document: Bidder should Provide Purchase Order(s) with the performance certificate as per Annexure 18 signed &amp; sealed by the respective Bidder's customers along with their contact details (email, mobile and landline).</p>	<p>During the last 5 years the proposed OEM for Mobile Device Management (MDM) should have been implemented for a minimum of 1000 endpoints for clients in PSU /Government organization /BFSI /Enterprise within India.</p> <ul style="list-style-type: none"> <li>2 References -&gt; 2 Marks</li> <li>Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p>Bidder should Provide Purchase Order(s)/ contract and self-declaration from OEM stating successful implementation/ support along customer's details (email, mobile and landline). All documents shall be signed &amp; sealed by the bidder's signing authority.</p>	4
8	<p>During the last 5 years the proposed OEM for Patch Management should have been implemented for a minimum of 10000 endpoints for clients in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>2 References -&gt; 0 Marks</li> <li>Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p>(Supporting Document: Bidder should Provide Purchase Order(s) with the performance certificate as per Annexure 18 signed &amp; sealed by the respective Bidder's customers along with their contact details (email, mobile and landline).</p>	<p>During the last 5 years the proposed OEM for Patch Management should have been implemented for a minimum of 10000 endpoints for clients in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>2 References -&gt; 2 Marks</li> <li>Every additional reference -&gt; 2 Marks subjected to maximum 4 marks</li> </ul> <p>Bidder should Provide Purchase Order(s)/ contract and self-declaration from OEM stating successful implementation/ support along customer's details (email, mobile and landline). All documents shall be signed &amp; sealed by the bidder's signing authority.</p>	4

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#	Technical Evaluation Criteria – Parameters	Revised Technical Evaluation Criteria – Parameters	Maximum Score
9	<p>During the last 5 years the proposed OEM for Key Management Solution for BitLocker should have been for clients in PSU /Government organization /BFSI within India.</p> <ul style="list-style-type: none"> <li>2 Reference -&gt; 0 Marks</li> <li>4 References -&gt; 4 Marks</li> </ul> <p>(Supporting Document: Bidder should Provide Purchase Order(s) with the performance certificate as per Annexure 18 signed &amp; sealed by the respective Bidder's customers along with their contact details (email, mobile and landline)</p>	<p>During the last 5 years the proposed OEM for Key Management Solution for BitLocker should have been for clients in PSU /Government organization /BFSI / Enterprise within India.</p> <ul style="list-style-type: none"> <li>2 Reference -&gt; 2 Marks</li> <li>4 References -&gt; 4 Marks</li> </ul> <p>Bidder should Provide Purchase Order(s)/ contract and self-declaration from OEM stating successful implementation/ support along customer's details (email, mobile and landline). All documents shall be signed &amp; sealed by the bidder's signing authority.</p>	4
10	<p>Bidder should have OEM certified personnel for in-scope solutions on their direct payroll</p> <ul style="list-style-type: none"> <li>Up to 20 certified resources -&gt; 5 Marks</li> <li>For every additional 5 certified resources -&gt; 5 Marks subjected to maximum 20 marks</li> </ul> <p>(Supporting Document: Details of such personnel along with copy of OEM certificates along with declaration stating resources are on payroll)</p>	<p>Bidder should have OEM certified personnel for in-scope solutions on their direct payroll</p> <ul style="list-style-type: none"> <li>10 certified resources -&gt; 5 Marks</li> <li>For every additional 2 certified resources -&gt; 5 Marks subjected to maximum 20 marks</li> </ul> <p>(Supporting Document: Details of such personnel along with copy of OEM certificates along with declaration stating resources are on payroll)</p>	20
11	<p>Presentation to be made by the Bidder on understanding of the requirements and proposed methodology including but not limited to:</p> <ul style="list-style-type: none"> <li>Depth of understanding and relevance of proposed approach and methodology to the scope of work</li> <li>Demonstrated experience in similar engagements with proven outcomes and domain-specific implementations</li> <li>Proposed team's qualifications, certifications, and experience aligned to support the engagement requirements effectively</li> </ul> <p>(60 Minutes presentation which includes demonstration of solutions functionalities)</p>	No Change	6
12	<p>The OEM's ability to meet Technical Specification (Annexure 10). For each requirement, the OEM has to do self-assessment and update score as either 0, 1 or 2</p> <ul style="list-style-type: none"> <li>0 – Feature is not feasible.</li> </ul>	No Change	40

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#	Technical Evaluation Criteria – Parameters	Revised Technical Evaluation Criteria – Parameters	Maximum Score
	<ul style="list-style-type: none"><li>1 – Feature is not available as part of the solution but will be provided as part of customization. OEM to provide detailed information about how the customization shall be done.</li><li>2 – Feature is available as part of the solution</li></ul> <p>Scoring out of a maximum of 40 marks can be calculated as below: Score = (Marks obtained / Total Marks) * 40 (rounded off to 3 decimal places)</p>		
<b>Total</b>			<b>100</b>