



Notification pertaining to Request for Proposal for procurement of All Flash Array Storages, NL SAS Storages and SAN Switches with 5 years warranty & 2 years AMC

1. About NPCI

NPCI is a Company registered under Section 25 of the Companies Act, 1956 (corresponding to Section 8 of The Companies Act, 2013) with its Registered Office in Mumbai, India. NPCI was promoted by 10 (Ten) banks in India under the aegis of the Indian Bank's Association with majority shareholding by Public Sector Banks. Presently, 54 (Fifty-Four) banks are shareholders of NPCI. Out of which 17 (Seventeen) are Public Sector Banks (PSB), 17 (Seventeen) Private Sector Banks, 3 (Three) Foreign Banks, 10 (Ten) Multi State Cooperative Banks and 7 (Seven) Regional Rural Banks.

The vision, mission and values of NPCI are: Vision - To be the best payments network globally, Mission – Touching every Indian with one or other payment services and to make our mission possible, we live and work by six core values: Passion for Excellence, Collaboration, Customer Centricity, Agility, Security and Innovation.

NPCI, during its journey, has made a significant impact on the retail payment systems in the country. Dedicated to the nation by our former President, Shri Pranab Mukherjee, endorsed by the Hon'ble Prime Minister, Shri Narendra Modi and later made the card of choice for the ambitious Pradhan Mantri Jan Dhan Yojana, RuPay is now a known name. RuPay is an indigenously developed Payment System – designed to meet the expectation and needs of the Indian consumer, banks and merchant eco-system. The alliances with international network partners (Discover Financial Services, Japan Credit Bureau and China Union Pay) provides valuable access to global acceptance footprint and offer world class payment solutions to RuPay cardholders.

NPCI aim is to transform India into a 'less-cash' society by touching every Indian with one or other payment services. With each passing year we are moving towards our vision to be the best payments network globally.

2. Objective of RFP

Based on the immediate projected requirement at NPCI, the objective of this RFP is to procure 1 no. of 1 PB NL-SAS Storages, 2 nos. of 1.5 PB AFA Storages along with 1000 ports SAN Switches with 5 years warranty and 6th and 7th year AMC.

3. Cost of the RFP

The Bidder shall bear all costs associated with the preparation and submission of its bid and NPCI will, in no case, be held responsible or liable for these costs, regardless of the conduct or outcome of the bidding process.

The bidder shall pay the Bid Cost through the following mode:

Remittance proof in favour of "National Payments Corporation of India" payable at Mumbai" amounting to Rs. 23,600/- (Rs. 20,000/- plus GST @18 %) towards bid purchase cost.

The electronic / wire transfer can be done to designated NPCI bank account as detailed below:

Account Name: National Payments Corporation of India

Bank Name: HDFC Bank

Account No: 00600530001133

IFSC Code: HDFC0000060

Address: Maneckji Wadia Bldg., Ground Floor, Naik Motwani Marg, Fort, Mumbai - 400023

BSR Code: 0510062

SWIFT Code: HDFCINBBXXX

4. Due Diligence

The Bidders are expected to examine all instructions, terms and specifications stated in this RFP. The Bid shall be deemed to have been submitted after careful study and examination of this RFP document. Failure to furnish all information or submission of a bid not responsive to this RFP will be at the Bidders' risk and may result in rejection of the bid. NPCI is not bound to disclose the grounds for rejection of Bid. The decision of NPCI regarding the final declaration of the successful Bidder shall be final.

The Bidder is requested to carefully examine the RFP documents and the terms and conditions specified therein, and if there appears to be any ambiguity, contradictions, inconsistency, gap and/or discrepancy in the RFP document, Bidder should seek necessary clarifications through Pre-Bid queries.

5. Ownership of this RFP

The content of this RFP is a copy right material of National Payments Corporation of India. No part or material of this RFP document should be published on paper or electronic media without the prior written permission from NPCI.

6. Scope of Work

The scope of work for storages includes the following:

- Kick-off conference and meeting to be conducted
- Pre-installation survey to be conducted & collection of user requirement
- Low level design to be provided for Storage configuration
- Hardware burning test (at NPCI office) to be conducted when needed
- Power on-off checking
- System Health check
- Periodical Firmware upgrade
- Onsite hardware setup & rack mounting
- All required FC or other cables (Storage to SAN switch/PDU/Network and vice versa) related to the Storage and SAN switches should be provided & cabling to be done by OEM/Bidder
- Integration with Switches
- Standard handover form (admin/password and equipment serial number)
- System Acceptance & System Performance Test
- IOMeter Test for validating IOPS requested
- Host integration documentation & Test
- Replication Setup & Testing Failover and UAT
- Systems should be integrated with NPCI Monitoring, Alerting mechanism and should be tested
- System hand-over briefing for system administrator
- Carry out installation job with customer requirements
- Detailed design & configuration documentation should be handed over to NPCI
- Complete product's classroom training for 10 NPCI employees on the product administration & troubleshooting
- Monthly reporting, Quarterly review meetings for system Health & Performance utilization discussion.
- The hardware / software quoted by bidder should not be declared as End of Sale (EOS) by the OEM for two years from the date of installation. In the event of the supplied equipment being declared EOS within the mentioned period, the bidder has to replace the equipment with equipment having equivalent or higher configurations. The software & Hardware quoted by the bidder should not be declared as End of Life/End of support by the OEM during the contract period. The bidder has to replace the equipment with equipment having equivalent or higher configurations.

The Scope of work for SAN Switches includes the following:

- Kick off conference and meeting
- Pre – Installation survey and collect user requirement
- Low level design for SAN Zone configuration
- Hardware burning test @NPCI data centre location
- Power on-off checking
- LED light checking
- Firmware upgrade periodically
- Onsite Hardware setup & rack mounting
- Cabling directly connecting between LIU & SAN Switch (Customer provide cable)
- Switch Zone configuration
- Supply, delivery and installation of SAN Switches
- Configuration and enablement of ISL (Inter witch link) to integrate existing SAN Switches
- Class room ILT, Training for 10 NPCI employees on supplied product
- Standard handover form (admin/password and equivalent serial no)
- System acceptance test
- 2-hour session system handover briefing for system administrator
- Carryout installation job with customer requirements
- Detail documentation along with design configuration.

The deliverable(s) should not have been declared End of Sale as on the date of submission of the bid and on the date of delivery.

If the deliverable(s) is declared End of Support anytime during the contract period, the successful bidder shall forthwith replace the equipment at no additional cost to NPCI.

Detailed technical specifications will be provided in the RFP document.

7. Eligibility Criteria

The invitation to Bid is open to all Bidders who qualify the Eligibility Criteria as given below:

A. Start-ups:

Sr. No	Eligibility Criteria
1	The bidder should be incorporated or registered in India under Companies Act/ Partnership Act/ Indian Trust Act (Annual filling with ROC) and should have the Certificate issued by Department for Promotion of Industry and Internal Trade (DPIIT) or in the process of applying the same and shall be submitted before a formal engagement with NPCI
2	The bidder's annual turnover should be less than Rs 100 crores as per audited financial statements in each of the financial years from the date of registration/ incorporation subject to compliance to Sr. No. 3 below
3	The date of incorporation of the bidder should be anywhere between 1 to 10 financial years.
4	The bidder shall have no continuing statutory default as on date of submitting the response to the tender. Necessary self-declaration along with extract of auditors' report.
5	Neither the OEM nor the Bidder should have been currently blacklisted by any Bank or institution in India or abroad.
6	The bidder should be authorized to quote and support for OEM products and services. The bidder shall not get associated with the distribution channel once in any other capacity once he is eligible for price discussion.
8	The bidder has paid the bid cost as given in the RFP at the time of purchasing the bid document or has paid or submitted along with the bid submission in case the bid document is downloaded from the NPCI website.
9	The Bidder has paid or submitted along with the bid submission required EMD as mentioned in the RFP.
10	The bidder is authorized to participate on behalf of only a single OEMs product.

B. Other than Start-ups:

Sr. No.	Criteria	MSME	Other than MSME
1.	Registration and incorporation	<p>The bidder is a Company registered under the Companies Act/ Partnership / LLP at least since last three (3) years.</p> <p>a) In case the bidder is the result of a merger / acquisition, at least one of the merging companies should have been in operation for at least two (2) years as on date of submission of the bid.</p> <p>b) In case the bidder is the result of a demerger / hiving off, at least one of the demerged company or resulting company should have been in operation for at least two (2) years as on the date of submission of bid.</p>	<p>The bidder is a Company registered under the Companies Act/ Partnership / LLP at least since last five (5) years.</p> <p>c) In case the bidder is the result of a merger / acquisition, at least one of the merging companies should have been in operation for at least five (5) years as on date of submission of the bid.</p> <p>In case the bidder is the result of a demerger / hiving off, at least one of the demerged company or resulting company should have been in operation for at least five (5) years as on the date of submission of bid.</p>
2.	Turnover & profitability	<p>The bidder should have reported minimum annual turnover of Rs. 40 Crores as per audited financial statements in each of the last three financial years (i.e. 2017-2018, 2018-2019 and 2019-2020) and should have reported profits (profit after tax) as per audited financial statements in at least two of last three financial years (i.e. 2017-2018, 2018-2019 and 2019-2020).</p> <p>In case audited financial statements for 2019-2020 are not ready, then management certified financial statement shall be considered for 2019-2020; however, this exception is not available in case of previous financial years.</p> <p>In case the bidder is the result of a merger or acquisition or demerger or hive off, due consideration shall be given to the past financial results of the merging entity or demerged entity as the case may be for the purpose of determining the minimum annual turnover for the purpose of meeting the eligibility criteria; should the bidder be in operation for a period of less than 2 financial years. For this purpose, the decision of NPCI will be treated as final and no further correspondence will be entertained on this.</p>	<p>The bidder should have reported minimum annual turnover of Rs. 100 Crores as per audited financial statements in each of the last three financial years (i.e. 2017-2018, 2018-2019 and 2019-2020) and should have reported profits (profit after tax) as per audited financial statements in last 3 financial years (i.e. 2017-2018, 2018-2019 and 2019-2020).</p> <p>In case audited financial statements for 2019-2020 are not ready, then management certified financial statement shall be considered for 2019-2020; however, this exception is not available in case of previous financial years.</p> <p>In case the bidder is the result of a merger or acquisition or demerger or hive off, due consideration shall be given to the past financial results of the merging entity or demerged entity as the case may be for the purpose of determining the minimum annual turnover for the purpose of meeting the eligibility criteria; should the bidder be in operation for a period of less than 2 financial years. For this purpose, the decision of NPCI will be treated as final and no further correspondence will be entertained on this.</p>
3.	Governance – Statutory obligations	There shall be no continuing statutory default as on date of submitting the response to the tender. Necessary self-declaration along with extract of auditors' report.	There shall be no continuing statutory default as on date of submitting the response to the tender. Necessary self-declaration along with extract of auditors' report.
4.	Manufacturer authorization (MAF)	The bidder should be authorized to quote and support for OEM products and services. The bidder shall not get	The bidder should be authorized to quote and support for OEM products and services. The bidder shall not get

		associated with the distribution channel once in any other capacity once he is eligible for price discussion.	associated with the distribution channel once in any other capacity once he is eligible for price discussion.
5.	Blacklisting	Neither the OEM nor the Bidder should have been currently blacklisted by any Bank or institution in India or abroad.	Neither the OEM nor the Bidder should have been currently blacklisted by any Bank or institution in India or abroad.
6.	Bid cost	The bidder has paid the bid cost as given in the RFP at the time of purchasing the bid document or has paid or submitted along with the bid submission.	The bidder has paid the bid cost as given in the RFP at the time of purchasing the bid document or has paid or submitted along with the bid submission.
7.	Bid earnest money (EMD)	The Bidder has paid or submitted along with the bid submission required EMD as mentioned in the RFP.	The Bidder has paid or submitted along with the bid submission required EMD as mentioned in the RFP.
8.	Bid participation	The OEM can authorize multiple bidders to participate on the OEMs behalf, however, in such a case, the OEM will not be allowed to participate on itself. The bidder is authorized to participate on behalf of only a single OEMs product.	The OEM can authorize multiple bidders to participate on the OEMs behalf, however, in such a case, the OEM will not be allowed to participate on itself. The bidder is authorized to participate on behalf of only a single OEMs product.

8. Technical requirement

All the technical specifications/ requirements are mentioned in the RFP document.

9. Bid Schedule and Address

Sr. No.	Description	
1.	Name of Project	RFP for procurement of All Flash Array Storages, NL SAS Storages and SAN Switches with 5 years warranty & 2 years AMC
2.	RFP reference Number	NPCI/RFP/2021-22/IT/08
3.	Date of commencement of sale of bidding documents	25/08/2021
4.	Last date and time for sale of bidding documents	30/08/2021
5.	Last date of receiving pre-bid clarifications in writing from vendors	02/09/2021
6.	Date and Time for Pre-bid Meeting	Not applicable
7.	Last date and time for Bid Submission	08/09/2021, 5:00 PM
8.	Address for Sale of Bidding Document and Place of Bid Submission	<p>Electronic bid response submission is acceptable to the following email address:</p> <p>Envelope/Folder A (Eligibility) & Envelope/Folder B (Technical): nolan.dsouza@npci.org.in nilesh.tavate@npci.org.in ashwini.kurdi_fut@npci.org.in</p> <p>Envelope/Folder C: Commercial bid should be password protected. The password to Commercial bid needs to be shared only upon notification of technical qualification.</p>
9.	Date and Time of Eligibility & Technical bid Opening	08/09/2021, 6:00 PM
10.	Date and Time of Commercial Bid Opening	Bidder to submit their best price. NPCI reserves the right to discover the lowest price through <u>Reverse auction</u> OR <u>Price discussion mechanism</u> . NPCI will inform the method of price negotiation to technically qualified bidders.

11.	Name and Address for communication	Head – Strategic IT Procurement National Payments Corporation of India, Unit no. 202, 2nd floor, Raheja Titanium, CTS No. 201, Western Express Highway, Goregaon East, Mumbai 400063
12.	Bid Related Queries	The consolidated list of pre-bid queries will be shared with the NPCI personnel mention herein under: <ul style="list-style-type: none"> • Ravi M Contact: +91 9962163390 Email ID: ravi.muthu@npci.org.in • Bharanitharan Contact: +91 9791089695 Email ID: bharanitharan@npci.org.in • Nolan Dsouza Contact: +91 7506446552 Email ID: nolan.dsouza@npci.org.in • Nilesh Tavate Contact: +91 9152085731 Email ID: nilesh.tavate@npci.org.in • Ashwini Kurdi Contact: +91 8369035537 Email ID: ashwini.kurdi_fut@npci.org.in
13.	Bid cost	Rs. 23,600/- (Rs. 20,000/- plus GST @18 %)
14.	Bid Security	Rs. 15,00,000/- (Rupees Fifteen lakhs only)

Note:

1. Bid Cost: Online transfer shall be made in favor of “National Payments Corporation of India” for an amount of Rs. 23,600/- inclusive of taxes (Non-Refundable) payable at Mumbai.