

Responses to prebid queries for EOI Ref : SBI/GITC/Data Centres & Cloud/2023/2024/47 dated : 11/09/2023

S. No.	EOI Page no.	EOI Clause No.	Existing Clause	Query/Suggestions	Banks response
1	2	Schedule of Events	Last date and time for Bid submission Upto 16:00 hrs. on 03-10-2023	Request Bank to consider extension of bid submission Upto 16:00 hrs. on 10-10-2023	No changes. As per the EOI clause.
2	5	1	Invitation to Bid	Request to include the following clauses:-1. Anti-Bribery and Anti-Corruption	No changes. As per the EOI clause.
3	5	1 iii	Consortium bidding is not permitted.	We are okay with this. However please can the bank allow sub-contracting	No changes. As per the EOI clause.
4	6	2 Background	Also have experience in Requirements Gathering, Location Analysis, Facility Assessment, Connectivity and Network Analysis, Security and Compliance, Service Level	Legal review shall be done by a Law firm. Requesting Bank to exclude the "Legal" review of the Contract	No changes. As per the EOI clause.
5	6	Clause 2	<i>"This EOI is issued to eligible bidders from the qualified, vendor-neutral IT Consultancy firms having in-depth expertise in Identification and Selection of Co-Located / Readily Available/ Built To Suit Tier IV / Rated 4 Certified Data Centre. Also have experience in Requirements Gathering, Location Analysis, Facility Assessment, Connectivity and Network Analysis, Security and Compliance, Service Level Agreements, Cost Analysis, DR and DC, Power and Cooling Capacity, Migration Planning, Environmental Sustainability, Legal and Contractual Review, Design and Tier standards."</i>	Please confirm if IT consultancy services can be Data center consultancy services where the consultant has advised on Identification and Selection of Co-Located / Readily Available/ Built To Suit Tier IV / Rated 4 Certified Data Centre.	No changes. As per the EOI clause.
6	7	Clause 3	<i>This EOI is issued to eligible bidders from the qualified, vendor-neutral IT Consultancy firms having in-depth expertise in Identification and Selection of Co-Located / Readily Available/ Built To Suit Tier IV / Rated 4 Certified Data Centre. Also have experience in Requirements Gathering, Location Analysis, Facility Assessment, Connectivity and Network Analysis, Security and Compliance, Service Level Agreements, Cost Analysis, DR and DC, Power and Cooling Capacity, Migration Planning, Environmental Sustainability, Legal and Contractual Review, Design and Tier standards."</i>	Requesting to change "Legal and Contractual review" to " Assistance in Legal and contractual review" as Consultant will facilitate review of documents between Service provider and Bank	No changes. As per the EOI clause.
7	8	5 I (a)	principal	By definition please can you explain what does principal mean here. Will it include a land owner/ developer/ operator?	No changes. As per the EOI clause.

Responses to prebid queries for EOI Ref : SBI/GITC/Data Centres & Cloud/2023/2024/47 dated : 11/09/2023

S. No.	EOI Page no.	EOI Clause No.	Existing Clause	Query/Suggestions	Banks response
8	10	9 Bid Preparation and Submission (ii)Bidders may please note	(c)It is mandatory for all the Bidders to have class-III Digital Signature Certificate (DSC) (in the name of person who will sign the Bid) from any of the licensed certifying agency to participate in this EOI. DSC should be in the name of the authorized signatory. It should be in corporate capacity (that is in Bidder capacity). (g)The Bid shall be typed or written and shall be digitally signed by the Bidder or a person or persons duly authorized.	Is DSC mandatory? Or can we approach through physical signature as specified in point (g) on page 11" <i>the Bid shall be typed or written and shall be digitally signed by the Bidder or a person or persons duly authorized</i> "	No changes. As per the EOI clause.
9	12	12 Bidding process/ Opening of Technical Bids (iv)	After examining the EOI, some or all of the Bidders may be asked to make presentation of the approach.	Indicative date for Presentation?	No changes. As per the EOI clause.
10	16	Clause 14 (v) (b) bullet point no. 10	<i>If there is strong justification for believing that the partners/directors/proprietor/agents of the firm/company has been guilty of violation of the code of integrity or Integrity Pact (wherever applicable), evasion or habitual default in payment of any tax levied by law; etc.</i>	Requesting to change " If proven in the court of law that the partners/directors/proprietor/agents of the firm/company has been guilty of violation of the code of integrity or Integrity Pact (wherever applicable), evasion or habitual default in payment of any tax levied by law; etc.	No changes. As per the EOI clause.
11	16	Clause 14 (v) (b) bullet point no. 9	<i>"Any other ground, based on which the Bank considers, that continuation of Contract is not in public interest"</i>	Requesting to change to " proven ground based on which the Bank considers, that continuation of Contract is not in public interest"	No changes. As per the EOI clause.
12	21	3c	Appendix B	Please can ongoing deals be allowed to be included	No changes. As per the EOI clause.
13	21	3c	Appendix B	Please can we include International deployments as well.	No changes. As per the EOI clause.
14	21	Appendix B	Appendix B	Can the bank suggest a format for the "certificates" required	No changes. As per the EOI clause.

Responses to prebid queries for EOI Ref : SBI/GITC/Data Centres & Cloud/2023/2024/47 dated : 11/09/2023

S. No.	EOI Page no.	EOI Clause No.	Existing Clause	Query/Suggestions	Banks response
15	21	Appendix B (3b) Documents to submitted	<i>The Bidder should have experience in DC Design, DC setup, Project execution, DC Audit/Certification, Assisting in Acquisition/Hiring DC (full / Partial) for Clients etc. for minimum 3 years.</i>	Requesting bank to accept email testimonials from clients instead of certificates	No changes. As per the EOI clause.
16	21	Scope of Work Sr. No (2.3)	<i>Should provide best practices, guidelines, specification requirement, design, drawing, layouts for the following key areas but not limited to: 2.1 Architectural/Structural 2.2 Electrical including provision of backup source 2.3 Data Center logical & Physical Security 2.4 Telecommunications 2.5 Building infrastructure 2.6 Data Center Infrastructure 2.7 Data Centre Tier standard (Tier III / IV or Rated 3 / 4)</i>	Please elaborate on what has to be covered under Logical security	No changes. As per the EOI clause.
17	21	Appendix-B, Bidder's Eligibility Criteria, 3a	The bidder must be in Core Business of providing Consultancy for Data Centre related activities for minimum 5 years in India.	We are world's largest provider of IT infrastructure services and also provide DC consultancy, design, project implementation, project governance and build services for more than 10 years in India & abroad. Pls include IT infrastructure services provider in eligibility criteria.	No changes. As per the EOI clause.
18	21	Appendix B-3b (Bidder's Eligibility Criteria)	The Bidder should have experience in DC Design, DC setup, Project execution, DC Audit/Certification, Assisting in Acquisition/Hiring DC (full / Partial) for Clients etc. for minimum 3 years.	This is consulting RFP, so request you to remove the DC setup experience. The suggested clause " <i>The Bidder should have experience in DC Design, Project execution, DC Audit/Certification, Assisting in Acquisition/Hiring DC (full / Partial) for Clients etc. for minimum 3 years</i> "	No changes. As per the EOI clause.
19	22	Appendix B Bidder's Eligibility criteria (6)	Bidder should have experience of minimum 3(Three) years in providing the required products/services/solution. Copy of the order and / or Certificate of completion of the work. The Bidder should also furnish user acceptance report.	We request Bank also to accept invoice copies masking critical data indicating completion of the project	No changes. As per the EOI clause.
20	22	4	Appendix B	FY22-23 statements are under audit and they will be completed by Nov. Can we submit previous 3 years	No changes. As per the EOI clause.

Responses to prebid queries for EOI Ref : SBI/GITC/Data Centres & Cloud/2023/2024/47 dated : 11/09/2023

S. No.	EOI Page no.	EOI Clause No.	Existing Clause	Query/Suggestions	Banks response
21	22	Appendix-B, Bidder's Eligibility Criteria, 7	Client references and contact details (email/ landline/ mobile) of customers for whom the Bidder has executed similar projects in India. (Start and End Date of the Project to be mentioned) in the past (At least 3 client references are required)	We have done consultancy, design and build of Data Center in India & abroad. Pls include telecommunication industry DC reference in eligibility criteria besides FS and Banks	No changes. As per the EOI clause.
22	22	Anexure - B, Serial No. 08	Brief details of litigations, disputes, if any are to be given on Company's letter head.	we request you to kindly modify the undertaking/qualification criteria to the effect that the bidders are required to submit only a declaration (without mentioning litigation history) stating that there is no material pending litigation which if adversely determined would impact the ability of the Bidder to perform services under the RFP.	No changes. As per the EOI clause.
23	24	Appendix-C Technical Criteria/Scope of Work, 2.1	To find the most competitive Tier 4/Rated 4 Data Centre with the feature and benefits to keep business running consistently and securely, considering price, scalability, uptime, reliability, location and other factors but not limited to:	Consultant shall assist and review details provided by service provider. Consultant shall not perform any testing i.e soil testing, air quality, structural testing etc. Pls confirm whether understanding is correct.	No changes. As per the EOI clause.
24	24	Appendix-C Technical Criteria/Scope of Work, 2.1	Should provide best practices, guidelines, specification requirement, design, drawing, layouts for the following key areas but not limited to: 2.1 Architectural/Structural	Consultant shall provide best practices, guidelines, specification requirement and review DC service provider architectural/structural design & drawings are in line with input provided by consultant. Pls confirm whether understanding is correct.	No changes. As per the EOI clause.
25	24	Appendix-C-7 (Technical Criteria)	Assist the Bank to get Financial Tax benefits	Request you to provide the details of what type of financial tax benefits.	No changes. As per the EOI clause.
26	26	Appendix-C Technical Criteria/Scope of Work, 31	Assist the Bank for any other legal formalities.	Does the Consultancy work includes the Legal consulting as well? To what extent the legal advisory is expected?	No changes. As per the EOI clause.
27	27	Annexure 3	Annexure 3	Can the minimum marks for qualification be revised to 50	No changes. As per the EOI clause.
28	27	Annexure-3 Technical Evaluation Criteria	Minimum marks to be obtained by the bidder for qualification is 70. Only qualified.	Please clarify that Only qualifying eligibility criteria and obtaining minimum 70 marks in technical evaluation are the qualifying criteria for this EOI.	No changes. As per the EOI clause.
29	28	3 (A) 1. Bidder's Capabilities & Past experiences	Documentary/Certification proofs from clients are to be enclosed to substantiate the claims made	We request Bank to consider acceptance of the agreement/PO or invoices masking the critical details ?	No changes. As per the EOI clause.

Responses to prebid queries for EOI Ref : SBI/GITC/Data Centres & Cloud/2023/2024/47 dated : 11/09/2023

S. No.	EOI Page no.	EOI Clause No.	Existing Clause	Query/Suggestions	Banks response
30	28	Annexure 3A	1 Industry Experience	Please can the (ii) item be not made mandatory	No changes. As per the EOI clause.
31	28	Annexure 3A	Prior Experience	We have confidentiality clauses by default with our customers. Whilst in our endeavour to secure the requirement will in all earnestness ensure we try getting their confirmation. Will bank be open to do a call with the customer incase the customer is not able to provide a written "certificate"	No changes. As per the EOI clause.
32	28	Annexure 3(A) Bidder's Capabilities, Past Experiences & Team Profile	if the criteria are met for 3 or more Banks / Govt. Financial Institutions in India	We have done consultancy, design and build of Data Center in India & abroad. Pls allow telecommunication industry DC as a reference and not limit it purely to Banks and FIs.	No changes. As per the EOI clause.
33	28	Annexure 3(A) Bidder's Capabilities, Past Experiences & Team Profile	Should have prior experience in consultancy & management of projects comprising of following functionality/services in each project in last 5 years - i) Selection of Colo DC/ Building of Data Centre or shifting of Data Centre ii) Disaster Recovery or evaluating Collocated DC facilities based on the customers requirement. iii) Business Continuity Plan. iv) IT infrastructure, Data Center services and collocation finalization. v) RFP preparation, vendor evaluation, contract signing, project implementation, project governance etc.	We have done consultancy, design,project implementation, project governance and build of Data Center for similar capacity in India & abroad. Pls confirm whether we can submit same as a reference.	No changes. As per the EOI clause.

Responses to prebid queries for EOI Ref : SBI/GITC/Data Centres & Cloud/2023/2024/47 dated : 11/09/2023

S. No.	EOI Page no.	EOI Clause No.	Existing Clause	Query/Suggestions	Banks response
34	28	Annexure 3(A) Bidder's Capabilities, Past Experiences & Team Profile	Should have prior experience in consultancy & management of projects comprising of following functionality/services in each project in last 5 years - i) Selection of Colo DC/ Building of Data Centre or shifting of Data Centre ii) Disaster Recovery or evaluating Collocated DC facilities based on the customers requirement. iii) Business Continuity Plan. iv) IT infrastructure, Data Center services and collocation finalization. v) RFP preparation, vendor evaluation, contract signing, project implementation, project governance etc.	Pls confirm whether can we submit separate project references for each functionality/services mention in this point.	No changes. As per the EOI clause.
35	29	3 (A) 1. Bidder's Capabilities & Past experiences	Consultancy provided for the procurement of Rack-space in one single project (nos) in the last 3 years. 15 Marks – more than 500+ Rackspace 10 Marks – for 300 to 500 Rackspace 5 Marks – for 100 - 299 Rackspace 2 Marks - less than 100 Rackspace and more than 50	Requesting the Bank to consider "Consultancy provided for the procurement of Rack-space in the last 3 years"	No changes. As per the EOI clause.

Responses to prebid queries for EOI Ref : SBI/GITC/Data Centres & Cloud/2023/2024/47 dated : 11/09/2023

S. No.	EOI Page no.	EOI Clause No.	Existing Clause	Query/Suggestions	Banks response
36	29	3 (A) 1. Bidder's Capabilities & Past experiences	<p>Consultancy provided for the procurement of Rack-space in one single project (nos) in the last 3 years.</p> <p>15 Marks – more than 500+ Rackspace 10 Marks – for 300 to 500 Rackspace 5 Marks – for 100 - 299 Rackspace 2 Marks - less than 100 Rackspace and more than 50</p> <p><u>Note: Document/Certificate proofs are to be enclosed to substantiate the claims made.</u></p>	<p>For consultancy assignments, while the scope of work is captured in the agreement/Purchase Order, number of racks/rackspace requirements are decided by the clients at a later stage.</p> <p>Hence request Bank to consider a self declaration stating the contracted racks along with the engagement letter/Purchase order for the respective clients</p>	No changes. As per the EOI clause.
37	29	Annexure 3A	Professional Certification like PMP etc.	Please can the bank revise this to 1 Mandatory certificate and not 2.	No changes. As per the EOI clause.
38	29	Annexure 3A	Professional Certification like PMP etc.	Please can the certificates also include Agile and Prince2 as other alternative certificate	No changes. As per the EOI clause.
39	29	Annexure 3(A) Bidder's Capabilities, Past Experiences & Team Profile	Consultancy provided for the procurement of Rack-space in one single project (nos) in the last 3 years	We have done consultancy, design and build of Data Center for similar capacity in India & abroad. Pls confirm whether we can submit same as a reference.	No changes. As per the EOI clause.
40	29	Annexure 3(A)- 1.Bidder Capabilities, Past Experiences (Bidder's Capabilities, Past Experiences & Team Profile)	<p>Consultancy provided for the procurement of Rack-space in one single project (nos) in the last 3 years</p> <p>Note: Document/Certificate proofs are to be enclosed to substantiate the claims made.</p>	<p>Request you change the clause to be specific to Data Center instead of procurement of rack space.</p> <p>Suggested Clause: "Consultancy provided for the setting up data center in one single project (nos) in the last 3 years"</p>	No changes. As per the EOI clause.

Responses to prebid queries for EOI Ref : SBI/GITC/Data Centres & Cloud/2023/2024/47 dated : 11/09/2023

S. No.	EOI Page no.	EOI Clause No.	Existing Clause	Query/Suggestions	Banks response
41	29	Annexure 3(A)- 1. Bidder Capabilities, Past Experiences (Bidder's Capabilities, Past Experiences & Team Profile)	Professionals in company should have minimum two of the following certifications: ITSM / PMP or equivalent BCP related certifications. ATS/ADS from uptime Institute or CDCP. Note: Documentary/Certification proofs are to be enclosed to substantiate the claims made	Please clarify one certificate is required from ITSM / PMP or equivalent BCP related certifications. And one certificate from ATS/ADS from uptime Institute or CDCP. Suggested Clause <i>Request you to ask for two certificates by combining all certificates list.</i> <i>ITSM, PMP, BCP related certifications, ATS/ADS from uptime Institute, CDCP</i>	No changes. As per the EOI clause.
42	30	3 (A) 1. Bidder's Capabilities & Past experiences	Consultancy provided for the selection / setup / Project Management Consultancy of Tier IV / Rated 4 Data Centre in the last 3 years. Note: Document/Certificate proofs are to be enclosed to substantiate the claims made.	Kindly explain the scope	No changes. As per the EOI clause.
43	30	Annexure 3A	Tier 4 Datacentre	Please can Tier 4 be excluded from this definition as these are by large quite few and may not be relevant to the subsequent RFP.	No changes. As per the EOI clause.
44	30	Annexure 3(A) Bidder's Capabilities, Past Experiences & Team Profile	Consultancy provided for the selection / setup / Project Management Consultancy of Tier IV / Rated 4 Data Centre in the last 3 years	We have done Tier-4 DC consultancy for international telecommunication customer. Pls confirm whether we can submit same as a reference.	No changes. As per the EOI clause.
45	31	Annexure 3(B)- Presentation	Presentation	There is 30 marks in presentation, request you to clarify how we are using this 30 marks in evaluation is not clear in the EOI.	No changes. As per the EOI clause.
46	34	Appendix F Size of Project	Value of Work Order (In Lakh) (only single work order)	Due to confidentiality and NDA Terms, we request Bank to accept order copies/agreement/invoices masking the price/ commercials.	No changes. As per the EOI clause.