

**INSURANCE REGULATORY AND DEVELOPMENT AUTHORITY OF INDIA
HYDERABAD**

Information Technology Department

Minutes of the IT Procurement Committee held on 28-Mar-2019

Present:

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| (i) Shri. Nilesh Sathe, Member (Life) | – Chairperson |
| (ii) Shri. A. Ramana Rao, GM (F&A-Life) | – Member |
| (iii) Shri. T.S. Naik, GM (CAD) | – Member |
| (iv) Shri. A.R. Nithiyantham, CGM (IT) | – Member Convener |

Other Invitees:

- (i) Shri Sumandeeep Ghosh, Assistant (IT)
- (ii) Shri Ankit Rana, AM (IT)
- (iii) Shri Akshat Singh Patel, AM (IT)
- (iv) Shri Anand Jawdekar, Manager (IT)

Agenda: 01: E-Tender- Supply and installation of 60 Mbps Internet Leased Line (OFC)

The committee noted the following:

- (i) eTender was published on CPPP website www.eprocure.gov.in for 60Mbps Internet Leased Line (OFC 1:1) on 9th Jan 2019 after obtaining in-principle approval for replacing / upgrading the existing internet backup leased line to 60 Mbps from the Competent Authority. The last date for submission of bids was 28th Feb 2019.
- (ii) The Technical Bids were opened by the Tender Opening Committee on 1st Mar 2019.



- (iii) The following bidders have submitted bids in the eProcurement portal.
- M/s Railtel Corporation
 - M/s Reliance Jio Infocom
 - M/s Tata Communication

The shortfall documents were submitted by the bidders via CPPP and email.

- (iv) All the above mentioned bidders were found eligible for next stage of tender process i.e. financial bidding.
- (v) The technical shortlisting and date of financial bid opening was published on IRDAI website www.irdai.gov.in on 26th Mar 2019.
- (vi) The financial bids were opened on 27th Mar 2019

The compiled information of financial bids is as follows:

Sl.No	Bidder Name	Amount	Bid Rank
1	RELIANCE JIO INFOCOMM LIMITED	1041000.00	L1
2	TATA Communications Ltd	1790000.00	L2
3	RailTel Corporation of India limited	1909353.89	L3

- (vii) M/s Reliance Jio InfoCom quoted **Rs.10,41,000/-** excluding all taxes for a contract period of 3 years and emerged as L1 bidder (**Rs. 21000/-** plus taxes is one time charges to be paid on first year and **Rs. 340000/-** plus taxes is recurring charges per annum for 3 years' period) .

The committee recommended the proposal of procurement of 60Mbps ILL (1:1 OFC) from M/s Reliance Jio Infocom (who is L1) to the total cost of Rs. 10,41,000/- plus taxes.

Agenda 2: Renewal of hosting and AMC with M/s Revalsys for maintenance for Consumer education portal www.policyholder.gov.in

Consumer Education Portal (policyholder.gov.in) was initially designed, developed and maintained by M/s JWT Mindset till 31/03/2016 through M/s Revalsys. A proprietary Content Management Solution of M/s Revalsys is being used for policyholder.gov.in for maintaining the contents of Consumer education portal. After 31/03/2016, M/s JWT was not ready to renew the AMC and AMC is directly handled through M/s Revalsys as per the following rates:

1. Hosting Charges of Rs. 50,000/- plus service tax on annual basis,
2. AMC Charges of Rs. 1,00,000/- plus service tax, (payable on half year basis in advance).

Since the Communication wing had requested for renewal of the existing contract, the matter was taken up with M/s Revalsys and the service provided agreed to provide the services as per the existing rates stated above.

The Committee felt since the Consumer education portal uses the proprietary software of service provider for managing the contents, it is essential to continue the maintenance services with M/s Revalsys. The committee also noted that the services of M/s Revalsys are satisfactory.

In view of the above, the committee recommended renewal of the above contract for period of two years, i.e. up to 31/03/2021, at the rate of Rs. 1,50,000/- p.a. (Plus Service Taxes) towards hosting and AMC charges.

Agenda 03: e-Tender - Supply of SAN Storages, data migration from existing storage to new SAN storages and Buy Back of Existing SAN storages ---- Cost: INR 1,46,33,936.00 /- plus taxes:

- (i) A tender for procurement of new storages for BAP was released in CPP Portal on 24-Sep-2018 to remove the space crunch issues for BAP project after



obtaining due approval from the competent authority vide ON dated **10-Sep-2018** for procurement of 3 storages for DC, DR and NDR site of BAP on a buy back basis including installation, configuration and data migration from the existing storages to new storages with OEM warranty of 7 years. eTender was published on CPPP website www.eprocure.gov.in on 24-Sep-2018. The last date and time for submission of bids was 27-Nov-2018, 03:00 PM.

- (ii) Out of five responses , received from the bidders, the technical bids of the following four bidders were opened on 27-Nov-2018, 03:00 PM by tender opening committee except M/s Vama Industries Ltd. which did not submit EMD as on last-date for submission (as detailed below)

Bidder Name	EMD submission status at the time of technical bid opening	Bidder status after submitting EMD by 27-Nov-2018, 03:00 PM as per RFP
Larsen and Toubro InfoTech Limited	EMD hardcopy received by 27-Nov-2018, 03:00 PM	Accepted for technical bid opening
Hitachi systems Microclinic Pvt. Ltd.	EMD hardcopy received by 27-Nov-2018, 03:00 PM	Accepted for technical bid opening
Gowra Bits and Bytes Pvt. Ltd	EMD hardcopy received by 27-Nov-2018, 03:00 PM	Accepted for technical bid opening
M/S Akshara Enterprises India Pvt. Ltd.	EMD hardcopy received by 27-Nov-2018, 03:00 PM	Accepted for technical bid opening
<u>Vama Industries Ltd.</u>	EMD hardcopy not received by 27-Nov-2018, 03:00 PM	<u>Rejected due to non-submission of EMD hard copy to IRDAI by 27-Nov-2018, 03:00 PM</u>

- (iii) The above shortlisted bidders made a detailed technical presentation to the IT Committee on 18th Jan 2019. As the IT Committee noticed certain shortfall in the information provided by the bidders, the Committee decided to provide some time to the bidders to submit the short-fall information.
- (iv) The Technical Committee met on 8th Mar 2019 and shortlisted the bidders as per the following:

Bidder Name	Score obtained by the bidder after combined technical evaluation	Bidder status after technical evaluation – passing criteria > 75
Larsen and Toubro InfoTech Limited	87.84	Accepted for financial bid opening
Hitachi systems Micro clinic Pvt. Ltd.	77.34	Accepted for financial bid opening
Gowra Bits and Bytes Pvt. Ltd	79.17	Accepted for financial bid opening
<u>M/S Akshara Enterprises India Pvt. Ltd.</u>	<u>66.00</u>	<u>Rejected due to obtained technical score < 75</u>

- (v) The summary result of qualified and dis-qualified bidders after technical evaluation was uploaded on CPP Portal on 12-Mar-2019.
- (vi) The financial bids were opened on 14-Mar-2019 by the same Tender Opening Committee members mentioned above for the technical bid opening

The summary information of financial bids is as follows:

Sl.No	Bidder Name	Amount (INR)	Bid Rank
1	GOWRA BITS AND BYTES PRIVATE LIMITED	1,46,93,936.00	L1
2	Larsen and Toubro Infotech Limited	1,75,44,574.30	L2

3	Hitachi Systems Micro Clinic Pvt Ltd	2,84,70,000.00	L3
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- (vii) From the information furnished above, it may be observed that **Gowra Bits and Bytes Private Limited** has emerged as L1 and quoted for an amount **INR 1,46,93,936.00** (One Crore forty-six lakhs ninety-three thousand nine-hundred thirty-six rupees only) excluding all taxes.
- (viii) As per the office note of IT department dated 18th March 2019, negotiations were held with the representatives of L1 bidder on supply of SAN-Storage devices for BAP application mainly due to the huge variations in respective of data migration charges quoted by the bidders. The representative from OEM of L1 bidder was also present during the negotiations. After deliberations with the bidder on understanding the quoted cost, the committee had agreed to grant few days' time to the bidder for working more competitively on providing the final reduced price to IRDAI.

Agenda: 04: Details – Annual Maintenance Contract (AMC) proposal for Access, Biometric and Attendance system installed in the new Headquarter building.

CGM(IT) elaborated in detail the installation of VIRDI hardware and associated software for access, attendance and biometric systems installed through a tender issued by CPWD. The tender was awarded to M/S KPC Projects Ltd. M/S KPC Projects had subcontracted the work to M/S Sify Technologies Ltd, who in turn subcontracted the access, attendance and biometric system installation and commissioning to M/S Ortus Automation Pvt Ltd.

As the defect liability period of biometric devices had expired after one year, M/S Ortus Automation Pvt Ltd was requested to submit a detailed AMC proposal. The AMC proposal was received along with a manufacturer authorization certificate to the effect that M/S Ortus Automation Pvt Ltd is the exclusive distributor of VIRDI Products in India who are authorized to quote, sales, services, solutions and support for VIRDI products in India.



The committee deliberated on these conditions due to which the AMC contract requires to be awarded on the nomination basis due to the vendor being the exclusive distributor of VIRDI products in India.

The committee discussed the total comprehensive annual maintenance charges for more than 200 access control and biometric hardware and associated software (INR 6,05,000 + 18% GST), which the committee found to be within reasonable limits (17.87%).

The committee discussed the existing clientele of M/S Ortus Automation Pvt Ltd which according to the AMC proposal provided include Sena Bhavan, DRDO, Indian Army, NIA, TCS, UTI, SBI Life Insurance among others.

The Committee felt that ensuing proper support for Biometric system is highly essential as the entire access to the office building is controlled through these devices. The recent issues on attendance system also necessitates ensuring of proper support for Biometric system. As the M/S Ortus Automation Pvt Ltd is the sole authorized service provider for VIRDI Biometric products using by IRDAI and there is an urgent need of having AMC for biometric equipments, the committee decided to go ahead with the AMC contract with M/S Ortus Automation Pvt. Ltd for INR 6,05,000 + 18% GST i.e. final cost of INR 7,13,900/-

CGM (IT)

Member-Convener

GM (CAD)

Member

GM (F&A-Life)

Member

Member (Life)

Chairperson