

Insurance Regulatory and Development Authority of India

Information Technology Department

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**MINUTES OF IT PROCUREMENT COMMITTEE MEETING HELD ON
26TH Apr 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 Sumandeep Ghosh, Assistant (IT)
- (ii) Shri Aritha Chakraborty, Assistant (IT)
- (iii) Shri Akshat Singh Patel, AM (IT)

**Agenda No. 1: Finalisation of e-Tender for AMC of IT SYSTEMS & PERIPHERALS
IN IRDAI, HYD:**

With regard to the said agenda item, the committee noted the following:

1. As per the approval dt. 28/01/2019, e-tender RFP No. IRDAI/IT/18-19/15 and Tender ID – 2019_IRDAI_438007_1, dt – 01/02/2019 was published under 2 bid system through e-tendering mode in CPPP portal. The pre-bid meeting was done on 08/02/2019 at IRDAI Office and the last date for submission of bid was 21/02/2019.

2. The 2 Nos e-Packets containing EMD Fee and Technical Bids were opened digitally on 25/02/2019 by the following members who are authorised to open the Bids.

Mr. Mahesh Agarwal (DGM - IT)

Mr. Murthy Dasari (Manager – Admin).

3. The following 6 no's bidders have participated in the bidding process.

- (i) Backbone Technologies(I) Pvt Ltd

- (ii) Om Systems and Services Pvt Ltd
- (iii) Bharat IT Services Limited
- (iv) Microbase Computers
- (v) Puthur Infotech Private Limited
- (vi) Zenpaq Computers And Peripherals

4. Only One bidder submitted the EMD and the detail is as follows and rest of the bidders submitted NSIC / MSME certificates & accordingly they were exempted from submission of EMD.

Bidder Name	DD No. (Rs. 24,000/-)	Dt.
Bharat IT Services Limited	16749	Dt 12/02/2019

5. It was observed during Technical bid evaluation that M/s Zenpaq Computers And Peripherals did not submit the required documents as per "Pre-Qualification (PQ) / Eligibility Criteria" of the RFP. The bidder was requested to submit the required documents through shortfall section in CPPP portal. As per the rules of "Shortfall" in CPPP Portal, this option can be used only once by reviewer for each bidder with prior mentioned start date and end date. In addition to this, the bidder was also requested several times to submit the required documents via mail and asked more clarifications regarding their services and experience on the AMC Service. The bid was accepted as the bidder submitted all the required shortfall documents.

6. Major observations on the Technical Bid evaluation are as follows: –

- **Backbone Technologies (I) Pvt Ltd -**

The bidder did not qualify the minimum turnover as per Section 3.1 Eligibility Criteria (EC) – i.e., "Annual Turnover during each of the last three financial years should be a **minimum of 60 Lakh**"

As per the data submitted by the bidder, turnover details are (53.38 Lakhs, 32.85 Lakhs, 49.76 Lakhs respectively in last 3 financial years.)

Apart from that, bidder not submitted any proof as per Section 3.4 Eligibility Criteria (EC) – "Legal Entity - Presence in Hyderabad / Secunderabad".

Hence with the approved office note dt. 11/03/2019, the bidder was disqualified for further proceeding.

• **Other Bidders –**

Based on the technical evaluation, the below mentioned 5 No's bidders were qualified in Technical bid process and were found eligible for next process. (Financial evaluation)

- (i) Om Systems and Services Pvt Ltd
- (ii) Bharat IT Services Limited
- (iii) Microbase Computers
- (iv) Puthur Infotech Private Limited
- (v) Zenpaq Computers And Peripherals

The technical shortlist bidders were approved vide Office Note dt 11/03/2019 and the shortlisted list was published in our website. The financial bids of the above bidders were opened on 26/03/2019 digitally by the following members who are authorised to open the Bids.

Mr. Mahesh Agarwal (DGM - IT)

Mr. Murthy Dasari (Manager – Admin).

7. During the evaluation of Financial bids submitted by the bidders, it was observed that, M/s Zenpaq Computers and Peripherals quoted very less on one component (Engineer / Technician charges - ₹ 25,000/- per head, 75,000/- for 3 Person). To clarify the doubt, communication made with the bidder and got to know that, they submitted their entire quote for 1 year only.

In view of that, a formal clarification, vide mail dated 26/03/2019 was asked from M/s Zenpaq Computers and Peripherals, regarding their submitted quotation. They clarified (vide mail and telephonic conversion) that the quoted price in their bid was for **only 1 year, instead of 2 year as asked in RFP.**

As per the procedure of CPPP portal, period of work (**730 days** for this eTender), was already declared, along with all other necessary details (e.g. Bid validity, Critical Dates,

Tender value, EMD, PBG, Location of Works / delivery etc) , while creating the tender. The same was discussed in Pre-Bid meeting.

Further, the responses were asked from the all Technical qualified bidders. It was observed that except M/s Zenpaq Computers and Peripherals, all other bidders submitted their quotes as per the RFP, i.e., for 730 days (2 years).

Hence, ***vide the approved office note dt 27/03/2019, the bid submitted by M/s Zenpaq Computers and Peripherals, was disqualified.***

8. The other 4 No's technically qualified bidders submitted their quotes as per the RFP and the abstract & summary of the financial bid evaluation are as followed –

Sl.No	Bidder Name	Amount	Bid Rank
1	Om Systems and Services Pvt Ltd	1440600.00	L1
2	Bharat IT Services Limited	1462100.00	L2
3	Puthur Infotech Private Limited	1774700.00	L3
4	Microbase Computers	1909200.00	L4

The Committee noted that M/S **Om Systems and Services Pvt. Ltd** has quoted the lowest price **14,40,600/- (excluding tax)** for a period of 2 years among the qualified bidders. The rates quoted by the bidder is for two years and and may be extended up to 1 more year based on the requirement.

Therefore, the committee recommended renewal of AMC with M/S **Om Systems and Services Pvt. Ltd** has quoted the lowest price **14,40,600/- (excluding tax)** for a period of 2 years.

Agenda 2: Finalisation of e-Tender - AMC of IT SYSTEMS & PERIPHERALS IN NDRO, IRDAI for 2 Years extendable up to one more year:

The committee noted the following:

1. The earlier tender on AMC for NDRO was cancelled, due to less no. of the bidder (Only 1 Bidder) and approval for retender has been obtained by the office note dt.

28/12/2018, RFP No. IRDAI/DRO/18-19/02 and Tender ID: 2018_IRDAI_429448_1, published on 11/01/2019, under 2 bid system through e-tendering mode in CPPP portal. The last date for submission of bid was 31/01/2019.

2. Technical Bids were opened digitally on 01/02/2019 by the following members who are authorised to open the Bids.

Mr. Mahesh Agarwal (DGM - IT) Mr. Murthy Dasari (Manager – Admin).

3. The following bidders have participated in the tendering process

1. M/s Brisk Infortech Solutions
2. M/s Groovy Communications India Pvt. Ltd.

No EMD was insisted upon, as the approximate cost was very less (1.40 Lakhs in 2 Years).

4. It was observed during Technical bid evaluation that M/s Groovy Communications India Pvt. Ltd. put some general terms and conditions, in which some conditions were against the RFP (e.g. – price excluding tax etc). Hence, shortfall documents **(including acceptance of all the terms and conditions of the RFP)** was requested from M/s Groovy Communications India Pvt. Ltd. The bidder submitted all the required documents and also accepted those rates are inclusive of taxes as per RFP.

5. Both the bidders have submitted general terms and conditions, after accepting all the terms and conditions of the RFP. Both of them satisfy the Eligibility Criteria of the Tender and accordingly, shortlisted for next stage of bidding.

6. The financial bids of the above bidders were opened on 26/03/2019 digitally by the following members who are authorised to open the Bids.

Mr. Mahesh Agarwal (DGM - IT)

Mr. Murthy Dasari (Manager – Admin).

The abstract & summary of the financial bid evaluation are as followed –



Sl.No	Bidder Name	Amount	Bid Rank
1	Groovy Communications India Pvt. Ltd.	59200.00	L1
2	BRISK INFOTECH SOLUTIONS	98360.00	L2

The committee noted that **M/S Groovy Communications India Pvt. Ltd.** has quoted the lowest price ₹ 59,200/- (including tax) for a period of 2 years among the qualified bidders and recommended to go-in for AMC with **M/S Groovy Communications India Pvt. Ltd.** The rates quoted by the bidder is for two years and the same may be extended up to 1 more year based on the requirement.

Agenda 03: Details of e-Tender - Supply of SAN Storages, data migration from existing storage to new SAN storages and Buy Back of Existing SAN storages - --- Cost: INR 1,45,33,936.00 /- plus taxes:

As per the decision of IT Procurement Committee held on 28-Mar-2019 and L1 bidder i.e) M/ Gowra Bits and Bytes Pvt. Ltd was granted some more time for working more competitively on providing the final reduced price to IRDAI.

The Committee was apprised of the following:

1. GBB had provided the initial discount of INR 50,000 vide its written letter and mail communication on 29-Mar-2019. IT team further deliberated on the provided discount and GBB provided its final discount of INR 1,00,000 (One Lakh rupees) (with the inability to provide further reduction).
2. IRDAI IT team also discussed with the OEM (Dell – whose products were quoted by GBB for the SAN storage tender) and learned that with the current SAN storage configuration, IRDAI had asked for 7 flash drives for each SAN storage box, increased storage capacity and seven (5+2) years (5 years OEM onsite warranty and further 2 years' warranty extension provision by OEM which should be renewed at the end of 5 years from the date of current contract). These were additional cost to the budgetary quotes provided by Dell in 2017 where flash drives were excluded, additional capacity was not included and the warranty tenure was

only for 3 years. Thus there was a considerable difference for the budgetary prices quoted by Dell for the same models in 2017-18 and the rates now quoted.

After deliberations the committee recommended that the final price provided by **Gowra Bits and Bytes Private Limited** who has emerged as L1 and quoted for an amount **INR 1,46,63,936/-** (One Crore forty-six lakhs sixty-three thousand nine-hundred thirty-six rupees only) excluding all taxes, after a discount of Rs.1 lac provided by them. The final price for the entire work would be Rs. **1,45,3,936/- plus taxes as per the following**

1	SAN Storages and data migration for BAP	Qty		Amount
2	SAN storage for Data Center with mentioned configuration and quantity as per Annexure A (Annexure A-DC) of RFP	1	Nos	4512980.00
3	SAN storage for NDR with mentioned configuration and quantity as per Annexure A (Annexure A-NDR) of RFP	1	Nos	3570446.00
4	SAN storage for Disaster Recovery with mentioned configuration and quantity as per Annexure A (Annexure A-DR) of RFP	1	Nos	4080510.00
5	One time Installation, configuration and implementation charge.	1	Nos	300000.00
6	Combined Data migration charge for DC , NDR and DR from existing to new storages.	1	Nos	2200000.00
	Total cost of the equipments			1,46,63,936.00
7	Buy Back price of existing DC storage (To be deducted from the total amount)	1	Nos	(-)10000.00
8	Buy Back price of existing NDR storage (To be deducted from the total amount)	1	Nos	(-)10000.00
9	Buy Back price of existing DR storage (To be deducted from the total amount)	1	Nos	(-) 10000.00
	Total			1,46,33,936.00
	Less (Discount)			1,00,000.00
	Net Price			1,45,33,936.00

Thus the final effective price would be **INR 1,45,33,936.00** (One Crore forty-five lakhs thirty-three thousand nine-hundred thirty-six rupees only – exclusive of all taxes)



Agenda: 04: Details – Proposal for extension of email service from Google for one quarter ---- Cost: Rs 3,12,228/- including taxes.

The committee noted the following:

- 1) As per approval of Chairman, IRDAI IT department has initiated the process of email migration from Google to NIC email service and Google email service is due for renewal on 22nd April 2019.
- 2) Previously, NIC confirmed that the data migration from Google server to NIC server would be taken care by themselves. However, when migration process started, NIC suggested to take backup of all old emails account from Google in Outlook as data migration won't be possible from Google due to Google's security.
- 3) As each and every email account of IRDAI has to be configured in outlook, the process of downloading emails is likely to continue for some more time.
- 4) Also, it is important to make this transition process without any data loss.
- 5) The committee also noted that a request was placed before M/s Shivaami Cloud services ltd, the service provider for Google to continue the service for two months at the previous cost i.e. 125/- per user per month. But, M/s Shivaami Cloud service confirmed that Google has itself increased the price and the new rate is 210/- per user per month.

The existing and revise price details are as follows:

Particulars	Cost per user per month	Total cost per month	Total cost for one quarter
Google Apps mail box – 420 Users	Rs 210/-	Rs 88200/-	Rs 2,64,600/-
	GST@18%	Rs 15876/-	Rs 47,628/-
Total cost			Total:3,12,228/-

CGM(IT) explained the need of renewal of the existing messaging services mainly for downloading of existing e-mail contents, documents etc and smooth migration to the new services.



The committee felt that it is inevitable to continue the services with Google services for a period of 3 months for smooth transition but suggested that the payment may be made on monthly basis in advance instead of quarterly advance payment.

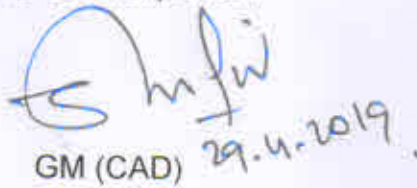
The committee recommended renewal of Google messaging services for a period of 3 months as per the new rates (Rs. 210/mail box/month) to the total cost of Rs. 3,12,228/- (inclusive of all).

The meeting ended with thanks to Chairperson



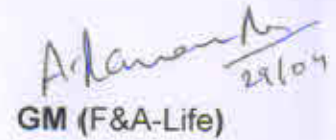
CGM (IT)

Member-Convener



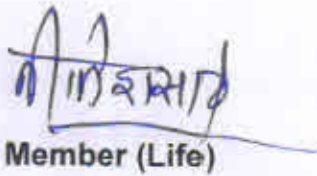
GM (CAD) 29.4.2019

Member



GM (F&A-Life) 29/04

Member



Member (Life)

Chairperson