

Response to Queries Raised by Potential Suppliers/Bidders under Request for Proposals (RFP) RQ-1682 for the purchase of Hyper Converged Infrastructure (HCI) Solution (Hardware & Software)

S.No	Query	NRSP Response
1	The Clause# 5.5 (Eligibility Criteria of Supplier) is strict condition. It is therefore requested to please remove the clause to open the RFP for maximum number of participants.	<p>Due to nature of solution and its complexity we cannot remove the clause 5.5 completely as this will lead to have supplier having no previous experience of this solution. We are relaxing clause 5.5 as under:</p> <p>5.5 Supplier must have at least 2 years of experience in selling proposed type of solution (hardware and software).</p> <p>(Attach documentary evidence in shape of Purchase Orders / Contracts / completion certificates with complete solution detail)</p> <p>Hope this will increase the competition along with more experienced suppliers to handle this project.</p>
2	<p>Regarding the subject tender, I'd like to discuss the supplier eligibility criteria outlined in clause No. 5.5.</p> <p>Unfortunately, this clause requires suppliers to have at least 5 years of experience selling the proposed HCI solution, which excludes our participation and that of many other companies. This limitation could lead to unhealthy competition.</p> <p>It is kindly request reconsidering the removal of this clause to promote a more competitive and fair submission process.</p>	
3	I'm writing to address the supplier eligibility criteria outlined in the attached RFP, which unfortunately excludes our participation and that of numerous other companies, causing an un healthy competition. Kindly consider removing this criteria to facilitate broader participation and enhance competitive submissions	
4	Reference to subject tender, The clause No. 5.5 eligibility criteria of supplier "Supplier must have at least 5 year of experience selling proposed HCI solution attached documentation in shape of completion certificate" is very strict clause/condition. It will create hindrance for most of vendors to participate in subject tender. You are requested to please relax or remove this clause so that you may get healthy competition.	
5	Regarding clause No. 6 in your RFP tender no. NRSP/HCI/RQ1682, which mentions the "two-stage single envelop bid," we would like further clarification.	

	<p>As per PPRA regulations, the typical procedure is a two-stage, two-envelope process. In this process, bidders submit their technical proposals first, followed by the submission of their financial proposals once they have been qualified through the technical evaluation.</p> <p>Therefore, we kindly request clarification on whether the earnest money should be submitted along with the technical proposal or the financial proposal</p>	<p>updated. The revised clauses are appended below:-</p> <p>Clause 6 Proposals will be accepted and evaluated using Two Stage-Two Envelop Procedure, The Technical and Financial proposals shall be submitted in a separately. At first stage only Technical Proposals should be submitted marked as:- Technical Proposal - Tender No. NRSP/HCI/ RQ1682 Rev1.0</p> <p>Clause 6.2 The financial proposal shall contain the following information which will be called from the technically qualified suppliers at later stage:</p>
6	<p>Reference to clause no 6 in your RFP, please elaborate two stage singles envelope bid. Should we submit both Technical and Financial bid at same time or will you call the financial bid for technically qualified bidders only? Further, in case if you need only technical bid first should we attached the EM with Technical Bid or with financial bid afterward?</p>	<p>Clause 7.1 Supplier has to fulfill the eligibility criteria initially. After qualifying the eligibility criteria, technically compliance will be checked as per compliance sheet provided in this tender document. After technical compliance, financial bids will called from the technically qualified suppliers. Financially lowest proposal from the technically compliance proposals will be shortlisted for award. Complete tender will be awarded as turnkey.</p> <p>Earnest Money to be submitted with the financial proposal which will be called, at later stage, from technically qualified suppliers. (Revised RFP is attached with this document)</p>