

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

Sl. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
1(b)	53 of 69	Scope of Work (Point 1)	Perimeter Firewall and Sandbox solution should be from same OEM. Internal Firewall and Perimeter Firewall solution should be from different OEM.	Since Perimeter Firewall and Internal Firewall mentioned are Different OEMs' , please accept Lot wise Commercial RA /Bid Submission Either/Or and Both for Bidder	<p>The Clause will be amended as The Bidder should quote in Lot wise & the combination of the Lots will be as follows-</p> <p>Lot-1 : Internal Firewall(v1.0 &v1.2) from same OEM .</p> <p>Lot-2: Perimeter Firewall for both v1.0 +Sandbox from Same OEM .</p> <p>Lot-3: Perimeter Firewall v1.1</p> <p>Lot 1 & Lot2 should be proposed by different OEM. Lot3 can be proposed separately by Bidder from any OEM.</p>
2	16 of 69	Payment Terms	On delivery of the software complete in all respect and certification of acceptance by certified official, Associate shall submit the Bills/ Invoices in original along with all the requisite documents, in the name of TP Central Odisha Distribution Limited to Invoice Desk. The payment a payment of 60% of the Invoice basic value along with 100% tax as applicable, shall be made within 90 days of the submission of the invoices along with all the requisite documents However, for MSME Bidders, the payment shall be released within 45 days of the submission of the bills/invoice.	Kindly amend as " 80% Payment shall be release within 45days against delivery and rest 20% will be released after complete installation, being MSME	Remains as per the original clause of the Tender

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3	9 of 69	Qualification	The bidder should either be an OEM for tendered equipment's or an authorized channel partner of OEM. Authorization Letter from OEM to be submitted in this regard. The bidder must have at least 1 or more of the same OEM certified engineers. Installation will be carried out by OEM personnel only. All the compliances should be submitted in the Bidder's letter head.	For More Clarity , Please amed this Clause with OEM should Submit Complainence on their own Letter Head and to have more Clarity on the delverables , at most 2 Authorized Partner can Participate on the Bid as per Choice of OEM their Partner , as per Tender SLA . Installation to be carried out by OEM Personnel or OEM Authorized Person , but Responsibility will on OEM and will share on Letter Head.	<p>The Clause will be amended as follows as Compliance Criteria-</p> <ol style="list-style-type: none"> 1. OEM should Submit Complainence on their own Letter Head. 2. Maximum 3 nos. of Authorized Partner/Bidder can be participated in the Bid in lotwise manner as mentioned Point 1(a)&1(b), as per Tender SLA . 3. Accepted . Tha Clause can be ameneded as <p>Installation can be carried out by OEM Personnel or OEM Authorized Person/Bidder but OEM needs to share the declaration against the same on their Letter head as taking the responsibility of the installations to be completed on Time as per Tender Clause.</p>
4		Qualification Criteria	All the compliances should be submitted in the Bidder's letter head.	All the compliances should be submitted in the OEM's letter head. Since all products are from OEM.	<p>The Clause will be amended as follows as Compliance Criteria-</p> <ol style="list-style-type: none"> 1. OEM should Submit Complainence on their own Letter Head. 2. Maximum 2 nos. of Authorized Partner/Bidder can be participated in the Bid in lotwise manner as mentioned Point 1(a)&1(b), as per Tender SLA . 3. Installation to be carried out by OEM Personnel or OEM Authorized Person/Bidder but OEM needs to share the declaration against the same on their Letter head as taking the responsibility of the installations to be completed on Time as per Tender Clause.

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SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
5		General Query		<p>Quantity of firewall is not clear at TPCODL & TPWODL. As per annexure I Central DR at TPWODL Internal & external firewall are required in HA mode. But no Sanbox in HA mode required there. For individualual DC/DR infrasturcture at TPWODL only Internal firewall in HA mode required. At individualual DC/DR infrasturcture at TPCODL only External firewall in HA mode required. For Individual DC/DR INFRUSTRUCTRE only Snadbox are required in HA mode.</p>	<p>The query itself is not clear as not able to understand the reason of query however clarifying below the final requirements overall for TPWODL & TPCODL which needs to be followed by all Bidders for proposing product accordingly.</p> <p>As per Annexure 1- TPWODL requirements- =====</p> <ol style="list-style-type: none"> 1. SITC for Fully Populated Internal Firewall v1.0 in HA solution with 5 Yrs. Support - 1 Qty. For TPODL Central DR in SBP 2. SITC for Fully Populated Internal Firewall v1.1 in HA solution with 5 Yrs. Support- 1 Qty. For TPWODL DR in BBSR 3. SITC OF Perimeter Firewall v1.0 in HA and One Management Box with 5 Yrs. Support- FOR Central DR INFRUSTRUCTRE- 1 Qty For TPODL Central DR in SBP 4. SITC OF Perimeter Sandboxing in HA Solution with 5 Yrs. OEM Premium Support- 1 Qty. For TPODL Central DR in SBP <p>TPCODL Requirement</p>
6			<p>SITC OF Perimeter Firewall v1.1 in HA along One Management Box/ virtual appliance, one sandbox appliance and firewall analyzer with 5 Yrs. Support- For Individual DC/DR INFRUSTRUCTRE DC-DR Perimeter Firewall-v1.2 must follow.</p>	<p>There is no specification provided in RFP for DC/DR INFRUSTRUCTRE DC-DR Perimeter Firewall-v1.2. Please share it.</p>	<p>The specifications have been attached sperately. Please refer to the same for the required specifications.</p>

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SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
7(a)	(Page No-9)	1.0 Event Information, 1.7 Qualification Criteria, Point A	The average annual turnover requirement of the bidder shall be a minimum of Rs.20.0 Crore (average of best three Financial year out of five Financial years shall be considered - FY 18-19, FY 19- 20, FY 20-21, FY 21-22 & FY22-23). Copy of audited Balance Sheet and P&L Account to be submitted in this regard. Qualification Requirement of Financial Turnover for MSME registered in the State of Odisha shall be reduced to 20% of the existing criteria.	Deviation:- The average annual turnover requirement of the bidder shall be a minimum of Rs.10.0 Crore (average of best three Financial year out of five Financial years shall be considered - FY 18-19, FY 19- 20, FY 20-21, FY 21-22 & FY22-23). Copy of audited Balance Sheet and P&L Account to be submitted in this regard. Qualification Requirement of Financial Turnover for MSME registered in the State of Odisha shall be reduced to 20% of the existing criteria. Justification:- request to rephrase the clause to attract more bidder for competitive BID.	Remains same as per the original Tender clause.
7(b)	(Page No-9)	1.0 Event Information, 1.7 Qualification Criteria, Point E	The Bidder should be a CMMI Level - 3 or CMMI Level - 5 company. An undertaking to be submitted in this regard.	Request to remove this clause for wider bidder participation.	Remains same as per the original Tender clause.

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SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
7 (c)	(Page No-9)	1.0 Event Information, 1.7 Qualification Criteria, Point F	The bidder should have executed similar works for cumulative 6 Crore INR during last 3 years. Copy of work orders / completion certificate to be submitted in this regard. In case the Bidder have previous association with Tata Power or TPDDL/TPCODL / TPNODL / TPSODL / TPWODL/Discoms/Utilities/ Industries/PSU for supply of similar product, performance feedback of the same will be solely considered irrespective of the performance certificate issued by bidder's other customer.	Deviation:- The bidder should have executed similar works for cumulative 3.50 Crore INR during last 3 years. Copy of work orders / completion certificate to be submitted in this regard. In case the Bidder have previous association with Tata Power or TPDDL/TPCODL / TPNODL / TPSODL / TPWODL/Discoms/Utilities/ Industries/PSU for supply of similar product, performance feedback of the same will be solely considered irrespective of the performance certificate issued by bidder's other customer. Justification:- request to rephrase the clause to attract more bidder for competitive BID.	Remains same as per the original Tender clause.
8	Page-7	1.3. Calendar of Events	Last date and time of receipt of Bids: 25.10.2023, 17:00 Hours	In view of the upcoming Dussehra holidays and the size & complexity of the requirement we would request TPCODL to kindly extend the bid submission date to 3rd November 2023.	The Tender has been extended, please refer to the Corrigendum attached.

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SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
9	Page-9	1.7 Qualification Criteria	F. The bidder should have executed similar works for cumulative 6 Crore INR during last 3 years. Copy of work orders / completion certificate to be submitted in this regard. In case the Bidder have previous association with Tata Power or TPDDL/TPCODL / TPNODL / TPSODL / TPWODL/Discoms/Utilities/Industries /PSU for supply of similar product, performance feedback of the same will be solely considered irrespective of the performance certificate issued by bidder's other customer.	For promoting wider participation we would request TPCODL to kindly amend the clause as suggested below: The bidder or any member of the Group Company should have executed similar works for cumulative 3 Crore INR during last 5 years. Copy of work orders / completion certificate to be submitted in this regard. In case the Bidder have previous association with Tata Power or TPDDL/TPCODL / TPNODL / TPSODL / TPWODL/Discoms/Utilities/Industries /PSU for supply of similar product, performance feedback of the same will be solely considered irrespective of the performance certificate issued by bidder's other customer.	Remains same as per the original Tender clause.
10	Page-9	1.7 Qualification Criteria	F. The bidder should have executed similar works for cumulative 6 Crore INR during last 3 years. Copy of work orders / completion certificate to be submitted in this regard. In case the Bidder have previous association with Tata Power or TPDDL/TPCODL / TPNODL / TPSODL / TPWODL/Discoms/Utilities/Industries /PSU for supply of similar product, performance feedback of the same will be solely considered irrespective of the performance certificate issued by bidder's other customer.	Our understanding of "similar works" supply of any Firewall solution. Please confirm our understanding.	Firewall software solutions or any similar nature works.

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SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
11	Page-16	7.1. Special Conditions of Contract	f) Delivery period shall be 60 days from date of receipt of Release Order / CAT-A GTP approval, whichever is later.	Currently the IT industry is facing multiple challenges such as shortage of IC chips, international conflicts, disruption of supply chain etc. due to which there is a world wide crisis of availability of IT equipment. In view of the above, we would request TPCODL to kindly extend the delivery timeline to 180 days from date of receipt of Release Order / CAT-A GTP approval, whichever is later.	Remains same as per the original Tender clause.
12	Page-16	l) Terms of Payment:	a. Supply part: On delivery of the software complete in all respect and certification of acceptance by certified official, Associate shall submit the Bills/ Invoices in original along with all the requisite documents, in the name of TP Central Odisha Distribution Limited to Invoice Desk. The payment a payment of 60% of the Invoice basic value along with 100% tax as applicable, shall be made within 90 days of the submission of the invoices along with all the requisite documents However, for MSME Bidders, the payment shall be released within 45 days of the submission of the bills/invoice.	To align with the industry wide accepted payment terms for similar projects we would request TPCODL to kindly amend the clause as suggested below: a. Supply part: On delivery of the solution complete in all respect and certification of acceptance by certified official, Associate shall submit the Bills/ Invoices in original along with all the requisite documents, in the name of TP Central Odisha Distribution Limited to Invoice Desk. A payment of 70% of the Invoice basic value along with 100% tax as applicable, shall be made within 30 days of the submission of the invoices along with all the	Remains same as per the original Tender clause.

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SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
13	Page-16	l) Terms of Payment:	b. Installation, Testing & Commissioning: Upon Installation, Testing & Commissioning of the software complete in all respect and certification of acceptance by certified official, Associate shall submit the Bills/ Invoices in original along with all the requisite documents, in the name of TP Central Odisha Distribution Limited to Invoice Desk. The payment a payment of balance 40% of the Invoice basic value along with 100% tax as applicable, shall be made within 90 days of the submission of the invoices along with all the requisite documents. However, for MSME Bidders, the payment shall be released within 45 days of the	To align with the industry wide accepted payment terms for similar projects we would request TPCODL to kindly amend the clause as suggested below: b. Installation, Testing & Commissioning: Upon Installation, Testing & Commissioning of the software complete in all respect and certification of acceptance by certified official, Associate shall submit the Bills/ Invoices in original along with all the requisite documents, in the name of TP Central Odisha Distribution Limited to Invoice Desk. The payment a payment of balance 30% of the Invoice basic value along with 100% tax as	Remains same as per the original Tender clause.
14	Page-55	11 Liquidated Damages	In case uptime commitment of device (as mentioned in clause 2 (a), (c), 3, 5, 6, 7, 8)) of this SLA) is not met, the same would attract a Penalty @ Rs1000 per hour per device. The penalty money will be recovered from the payment due to vendor.	We would request TPCODL to kindly introduce a overall cap of the penalty charges. Please confirm that the cumulative maximum penalty charges for the project will be a maximum of 5% of the contract value.	Remains same as per the original Tender clause and GCC.

TECHNICAL QUERIES	Perimeter Firewall FW-TPDDL DR
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1	42 of 69	Solution General Description Point - 2.2	The Solution must be supported both Active-Passive and Active-Active High Availability options	Our hyperscale solution does not have a concept of passive device. All device pass traffic hence n+1 device will be proposed for redundancy. Kindly confirm if this acceptable.	Accepted. The clause can be amended as - The Solution must be supported both Active-Passive/Active-Active High Availability options but need to be deployed on Active-Active High Availability options
2			Each appliance of the Solution must be a purpose built chassis or hyperscale solution to deliver minimum 100 Gbps of NGFW throughput including firewall, application control & intrusion prevention (ips) features enabled from day 1 & scalable up to 250 Gbps in future. Each appliance of the Solution should support 100 Gbps IPS throughput from day 1 & scalable upto 250Gbps in future. The architecture should support on-demand scaling of throughput to accommodate future growth & expansion	Proposed External firewall spec is very high keeping in mind current & future requirement. It can be full filled by requirement suited spec which will help to save cost.	The requirement is catering the current & future need of Tata power keeping in mind various other parameters on the basis of generic approach so that maximum OEM can participate. Vendor has to do their due diligence & quote accordingly & we cannot make it vendor specific. All OEMs do not share this kind of datasheet, for fair participation & is against tatapower policies
3			Each appliance of the Solution must have minimum 6 x 25 GbE Fibre Ports along with 6 x 100G ports from day-1. Each appliance of the Solution device must have interface scalability for 4X 100G ports in future within the same appliance. All transceivers must be provided by the bidder. All SFR should be SR	Proposed External firewall spec is very high keeping in mind current & future requirement. It can be full filled by requirement suited spec which will help to save cost.	No change in clause. This is a basic functional requirement
4			vendor must be Leaders in Gartner magic quadrant for Enterprise Each appliance of the Solution for minimum 3 years	We request to change it to "The proposed firewall vendor must be in magic quadrant of Gartner Enterprise Firewall report of 2021 for last three years "	No change in clause. Leadership quadrant report must be the latest available.

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5			It should be able to protect against Denial of Service (DOS) attacks and able to block unwanted traffic of P2P file sharing, IM traffic if required	Since TATA power has already floated RFP for DDoS. This functionality must be removed from here. Since it does not add any value here. Plus it lower down the performance of firewall significantly. It is also not mentioned that what type of DDoS attack it will protect like L3, L4 or L7 and up to what Gbps of DDoS attack it will protect. IPS is statefull device for DDoS stateless device is required to protect DDoS attack.	No change in clause. This is a basic functional requirement
6	DC Perimeter - Clause 1		Firewall must be a purpose build hardware delivering minimum 100 Gbps of Firewall throughput, minimum 35Gbps of IPS and minimum 25 Gbps of NGFW Throughput. The devices should be quoted in HA	Firewall appliance should provide NGFW throughput of minimum 120 Gbps for 1500 Byte Layer 4 TCP packet size or minimum 60 Gbps for 64KB HTTP packet size by enabling Layer 7 inspection ON and logging enabled from day one with all the required hardware & software licenses.The proposed Firewall should support a minimum of Threat Prevention throughput of 30 Gbps (Threat Protection performance is measured with Firewall, IPS, Application Control ,Malware Protection, DNS Security enabled) considering 64 KB HTTP transaction size Justification : Raw throughput values have no	No such Clause published in the RFP

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SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
7	DC Perimeter - Clause 3	Each appliance of the Solution must have 8 x 10 GbE Ethernet Ports alongwith 2 x 40G and 2 x 100G ports from day-1 excluding Management and HA interface. Firewall device must have interface scalability for 4X 10G ports in future within the same appliance. All transceivers must be provided by the bidder.	Each appliance of the Solution must have 4 x 1/10 Gig Copper ,8 x 1/10 GbE Ethernet Ports alongwith 4 x 40/100G ports from day-1 excluding Management and HA interface. Firewall device must have interface scalability for 4X 10/25 G ports in future within the same appliance. All transceivers must be provided by the bidder. Justification : Every OEM has a specific Hardware I/O architecture. Please make the clause generic for wider OEM participation	No such Clause published in the RFP
8	DC Perimeter - Clause 7	Each appliance of the Solution must have hot swappable dual power supply and dual SSD Storage	Each appliance of the Solution must have hot swappable dual power supply and dual SSD Storage of 2 x 480 GB SSD in RAID1 Justification : Please specify the Storage drives so that OEM can accordingly quote	No such Clause published in the RFP

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SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
9	DC Perimeter - Clause 8		Each appliance of the Solution should support maximum concurrent sessions upto minimum 20 Million and support minimum 400K New Sessions/sec	The NGFW must be provided with least 30 Million Layer 4 concurrent sessions or minimum 5 Million Concurrent L7 sessions from day 1. The Proposed NGFW must be provided with at least 1 Million Layer 4 sessions per second or at least 360k New Layer 7 sessions per second from day 1 Justification : Layer 4 and Layer 7 benchmarking is completely different. There is minimum 80-85% degradation when Layer 4 sessions are correlated to layer 7 session count. Majority of the DC traffic flows will be Layer 7. So, Please include Layer 7 benchmarking in the specifications criteria	Solution clause can be amended as Solution should support maximum concurrent sessions upto minimum 60 Million and support minimum 700K New Sessions/sec
10	DC Perimeter - Clause 9		Each appliance of the Solution should have minimum 48 GB RAM	Each appliance of the Solution should have minimum 96 GB RAM Justification : RAM value is very critical for Sessions count handling, and other associated cache required for packet processing within the appliance. Considering the throughput/session benchmarking defined above, minimum RAM value should be 96GB	No such Clause published in the RFP

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Sl. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
11	DC Perimeter - Clause 38		Each appliance of the Solution should support IPv6 functionalities (like NAT64, NAT46 etc) from day one.	Each appliance of the Solution should support IPv6 functionalities (like NAT64 , NAT66/NPTv6 etc) from day one. Justification : NAT46 is not widely deployed in any WAN edge deployments. Please make the NAT46 ask optional and include NAT66/NPTV6 as requested in the <u>suggestion clause</u>	No such Clause published in the RFP
12	DC Perimeter - Clause 39		Each appliance of the Solution should have integrated SSL VPN solution to cater to 200 SSL VPN concurrent users.	NGFW Appliance should support Virtualization (i.e. Virtual Systems / Virtual Domains/Virtual Instances) with 15 minimum instances provisioned from day 1. The virtual system should have all the features as of physical device.Firewall should support up to 10000 Concurrent SSL VPN connectivity; in case of user-based license please provide license for 2500 users Justification : Please include Virtual Instances ask in the NGFW appliance and even there should not be a user based licensing binding to the IPSEC/SSL VPN usage. The complied platform should support the max capacity of the user base without	No such Clause published in the RFP

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SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
13	DC Perimeter - Clause 40		The management must be centralised and should be in a hardware form. It should support High Availability	The management must be centralised and should be in a hardware/Virtual form factor It should support High Availability. Any Hardware/Server required should be supplied by the SI Justification : Solution flexibility should be offered as part of the defined RFP ask	No such Clause published in the RFP
14	DC Perimeter - Clause 1		Firewall must be a purpose build hardware delivering minimum 100 Gbps of Firewall throughput, minimum 35Gbps of IPS and minimum 25 Gbps of NGFW Throughput. The devices should be quoted in HA	Firewall appliance should provide NGFW throughput of minimum 120 Gbps for 1500 Byte Layer 4 TCP packet size or minimum 60 Gbps for 64KB HTTP packet size by enabling Layer 7 inspection ON and logging enabled from day one with all the required hardware & software licenses.The proposed Firewall should support a minimum of Threat Prevention throughput of 30 Gbps (Threat Protection performance is measured with Firewall, IPS, Application Control ,Malware Protection, DNS Security enabled) considering 64 KB HTTP transaction size Justification : Raw throughput values have no relevance because NGFW and Threat Prevention	Clause is not there in the RFP

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SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
15	DC Perimeter - Clause 3		Each appliance of the Solution must have 4 x 1/10 Gig Copper ,8 x 1/10 GbE Ethernet Ports alongwith 4 x 40/100G ports from day-1 excluding Management and HA interface. Firewall device must have interface scalability for 4X 10/25 G ports in future within the same appliance. All transceivers must be provided by the bidder. Justification : Every OEM has a specific Hardware I/O architecture. Please make the clause generic for wider OEM participation		Clause is not there in the RFP
16	DC Perimeter - Clause 7		Each appliance of the Solution must have hot swappable dual power supply and dual SSD Storage of 2 x 480 GB SSD in RAID1 Justification : Please specify the Storage drives so that OEM can accordingly quote		Clause is not there in the RFP

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SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
17	DC Perimeter - Clause 8	The NGFW must be provided with least 30 Million Layer 4 concurrent sessions or minimum 5 Million Concurrent L7 sessions from day 1. The Proposed NGFW must be provided with at least 1 Million Layer 4 sessions per second or at least 360k New Layer 7 sessions per second from day 1 Justification : Layer 4 and Layer 7 benchmarking is completely different. There is minimum 80-85% degradation when Layer 4 sessions are correlated to layer 7 session count. Majority of the DC traffic flows will be Layer 7. So, Please include Layer 7 benchmarking in the specifications criteria		Clause is not there in the RFP
18	DC Perimeter - Clause 9	Each appliance of the Solution should have minimum 96 GB RAM Justification : RAM value is very critical for Sessions count handling, and other associated cache required for packet processing within the appliance. Considering the throughput/session benchmarking defined above, minimum RAM value should be 96GB		Clause is not there in the RFP

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SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
19	DC Perimeter - Clause 38	Each appliance of the Solution should support IPv6 functionalities (like NAT64 , NAT66/NPTv6 etc) from day one. Justification : NAT46 is not widely deployed in any WAN edge deployments. Please make the NAT46 ask optional and include NAT66/NPTV6 as requested in the suggestion clause		Clause is not there in the RFP
20	DC Perimeter - Clause 39	NGFW Appliance should support Virtualization (i.e. Virtual Systems / Virtual Domains/Virtual Instances) with 15 minimum instances provisioned from day 1. The virtual system should have all the features as of physical device. Firewall should support up to 10000 Concurrent SSL VPN connectivity; in case of user-based license please provide license for 2500 users Justification : Please include Virtual Instances ask in the NGFW appliance and even there should not be a user based licensing binding to the IPSEC/SSL VPN usage. The complied platform should support the max capacity of the user base without any additional user based license cost		Clause is not there in the RFP

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21	DC Perimeter - Clause 40		The management must be centralised and should be in a hardware/Virtual form factor It should support High Availability. Any Hardware/Server required should be supplied by the SI Justification : Solution flexibility should be offered as part of the defined RFP ask		Clause is not there in the RFP
22	DR Perimeter - Clause 1		Each appliance of the Solution must be a purpose built chassis , should provide NGFW throughput of minimum 150 Gbps for 1500 Byte Layer 4 TCP packet size or minimum 70 Gbps for 64KB HTTP packet size by enabling Layer 7 inspection ON and logging enabled from day one with all the required hardware & software licenses. The Solution should be scalable to 400 Gbps for 1500 Byte Layer 4 TCP packet size or minimum 200 Gbps with 64KB HTTP transaction size and the required hardware to meet scalability should be provided from the day one. No performance degradation based on packet sizes & protocol mixes.The proposed Firewall Chassis should support a minimum		The requirement is catering the current & future need of Tata power keeping in mind various other parameters on the basis of generic approach so that maximum OEM can participate. Vendor has to do their due diligence & quote accordingly & we cannot make it vendor specific. All OEMs do not share this kind of datasheet, for fair participation & is against tatapower policies

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SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
23	DR Perimeter - Clause 3	Each appliance of the Solution must have minimum 2 x 1/10 Copper, 10 x 1/10 GbE Fibre Ports and 2 x 100G ports from day-1. All transceivers must be provided by the bidder. All SFR should be SR Justification : Every OEM has a specific Hardware I/O architecture. Please make the clause generic for wider OEM participation		No change in clause. This is a basic functional requirement
24	DR Perimeter - Clause 8	The Solution must be provided with least 80 Million Layer 4 concurrent sessions or minimum 20 Million Concurrent L7 sessions from day 1 and scalable to minimum 160 million Layer 4 or minimum 40 million Concurrent L7 sessions within the same chassis appliance/solution.The Proposed Solution must be provided with at least 1.5 Million Layer 4 sessions per second or at least 700k New Layer 7 sessions per second from day 1 and should support scalability upto 3 million Layer 4 or minimum 1.5 million of new Layer 7 sessions per second within the same chassis Justification : Layer 4 and Layer 7 benchmarking is completely different. There is minimum 80-85%		Solution clause can be amended as Solution should support maximum concurrent sessions upto minimum 60 Million and support minimum 700K New Sessions/sec

Respose to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
25	DR Perimeter - Clause 9	<p>The proposed NGFW appliance/solution should have Control Plane separated from the Data Plane in the Device architecture itself, with each plane having dedicated CPUs and RAM modules to handle the processing functions with minimum 64 physical cores and 128GB RAM populated from day 1</p> <p>Justification : RAM value is very critical for Sessions count handling, and other associated cache required for packet processing within the appliance. Considering the throughput/session benchmarking defined above, minimum RAM value should be 96GB. Sufficient Core count should be mentioned as cores are directly linked to the throughput</p>		No change in clause. This is a basic functional requirement

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

Sl. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
26	DR Perimeter - Clause 34	<p>Appliance/Chassis should support Virtualization (i.e. Virtual Systems / Virtual Domains/Virtual Instances) with 20 minimum instances provisioned from day 1. The virtual system should have all the features as of physical device.</p> <p>Firewall should support up to 20000 Concurrent SSL VPN connectivity; in case of user-based license please provide license for 5000 users</p> <p>Justification : Please include Virtual Instances ask in the NGFW appliance and even there should not be a user based licensing binding to the IPSEC/SSL VPN usage. The complied platform should support the max</p>		<p>1st query is not relevant.</p> <p>As per Tender clause the proposed solution must provide minimum 200 remote VPN concurrent users from Day-1 as per TPODL basic minimum requirement. Bidders are free to propose on higher side post meeting the basic minimum criteria with no additional budgetory involvement</p> <p>User Based Licensing is followed by leading OEMs hence no change in clause.</p>
27	DR Perimeter - Clause 43	<p>The solution should support linear scalability in future as on when required. The solution should be able to support Acitve/Active or Acitve /Standby Redundancy from day-1. The solution should not be dependent for any 3rd party hardware/software to achieve redundancy. Justification : This is an OEM specific feature of appliance redundancy of N+1 clustering . Please make the clause generic stating Active/Active or Active/Passive HA deployment scenario in the stated RFP clause</p>		<p>Ok Accepted.This clause can be amended as the "The solution should support linear scalability in future as on when required as defined by DR Perimeter 1.0 - Clause 1. Proposed solution should be deployed in Active-Active HA but TPODL minimum ngfw throughput requirement (i.e 100 Gbps) should be met always. The solution should not be dependent for any 3rd party hardware/software to achieve redundancy</p>

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
28	DR Perimeter - Clause 45	<p>The management must be centralised and should be in a hardware/Virtual form factor It should support High Availability. Any Hardware/Server required should be supplied by the SI</p> <p>Justification : Solution flexibility should be offered as part of the defined RFP ask</p>		<p>Accepted but the Clause can be amended as "Bidder can propose Centralised Management in a hardware/Virtual form factor.</p> <p>In case of Virtual Centralised managements is proposed instead of hardward Form Factor, Bidder needs to follow the below guidelines additionally-</p> <ol style="list-style-type: none"> Needs to provide 2 nos. separate Hardware/Server to maintain HA. Each Virtual Centralised managements needs to be configured on separate VM which resides in separate physical Box. To achieve High Availability, VM level/hardware level clusterings needs to be configured by the bidder. All the maintenance & support services(i.e. Patchin,RMA,software upgrade etc..) needs to be provided by Bidder/SI for next 5 years against the above mentioned Physical Box/Virtual Server for management with no additional cost.
29	Perimeter Sandbox - Clause 1	<p>The sandboxing appliance should have atleast 24 VM instances internally and should emulate at least 14000 unique/real world files per day</p> <p>Justification : Every OEM has a different definition of unique file samples and computation logic. Baseline Hardware characteristics like CPU Cores and RAM should be the decision criteria along with a sampling rate. Please make the clause generic for wider OEM participation</p>		<p>No change in clause. This is a basic functional requirement</p>

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
30	Perimeter Sandbox - Clause 3		The sandboxing appliance should support interface support for both 2x 1/10 G Copper and 2 x 10G Interfaces , Redundant Power Supply and Management Port Justification: Throughput has no relevance in Anti-APT appliance and should be removed. Please request for redundant PSUs in the appliance to avoid single point of failure and specify the exact 10G port count. We have suggested minimum 2*10G interfaces to accomodate dual link connectivity		No change in clause. This is a basic functional requirement.The proposed solution should have redundant power supply.
31	Perimeter Sandbox - Clause 5		Sandbox security platform should be able to detect and prevent zero day threats infection through HTTP, HTTPS, FTP, SMTP, POP3, IMAP use by any of application used by the users (eg: Gmail, Facebook, MS outlook) Justification : Please make the clause generic as all these PDF and object specific actions are OEM specific.		Accepted .
32	Perimeter Sandbox - Clause 7		The APT should assist the team in discovering the infected host by providing Detailed analysis of every detected malicious file and Session data associated with the delivery of the malicious file, including source, destination, application, User and URL etc Justification: This is an OEM specific feature. Please make the clause generic for wider OEM participation		No change in clause. This is a basic functional requirement

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
33	Perimeter Sandbox - Clause 14	Malware analysis service should be able to perform dynamic threat analysis on such as EXEs/DLLs/ZIP files/PDF documents, Office Documents, Java/ Adobe Flash applets, Web pages that include high-risk embedded content like JavaScript. Justification: Please make the clause more detailed and generic in nature for wider OEM participation		No change in clause. This is a basic functional requirement & leading vendors support this feature
34	Page No. 42/ DR Perimeter Firewall-v1.0/ Solution General Description / Point No. 2.2	Our hyperscale solution does not have a concept of passive device. All device pass traffic hence n+1 device will be proposed for redundancy. Kindly confirm if this acceptable.		Accepted as Page No. 42/ DR Perimeter Firewall-v1.0/ Solution General Description/ Point No. 2.3 requires the solution to be deployed in active-active
35	Technical Specification for 'DR Perimeter Firewall-v1.0'	Proposed External firewall spec is very high keeping in mind current & future requirement. It can be full filled by requirement suited spec which will help to save cost.		No change in clause. This is a basic functional requirement
36	Technical Specification for 'DR Perimeter Firewall-v1.0'	Proposed External firewall spec is very high keeping in mind current & future requirement. It can be full filled by requirement suited spec which will help to save cost.		No change in clause. This is a basic functional requirement

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
37	Technical Specification for 'DR Perimeter Firewall-v1.0'	We request to change it to "The proposed firewall vendor must be in magic quadrant of Gartner Enterprise Firewall report of 2021 for last three years "		No change in clause. Leadership quadrant report must be the latest available.
38	Technical Specification for 'DR Perimeter Firewall-v1.0'	Since TATA power has already floated RFP for DDoS. This functionality must be removed from here. Since it does not add any value here. Plus it lower down the performance of firewall significantly. It is also not mentioned that what type of DDoS attack it will protect like L3, L4 or L7 and up to what Gbps of DDoS attack it will protect. IPS is statefull device for DDoS stateless device is required to protect DDoS attack.		No change in clause. This is a basic functional requirement

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
39	DR Perimeter - Clause 9		Each appliance of the Solution should have minimum 128 GB RAM	The proposed NGFW appliance/solution should have Control Plane separated from the Data Plane in the Device architecture itself, with each plane having dedicated CPUs and RAM modules to handle the processing functions with minimum 64 physical cores and 128GB RAM populated from day 1 Justification : RAM value is very critical for Sessions count handling, and other associated cache required for packet processing within the appliance. Considering the throughput/session benchmarking defined above, minimum RAM value should be 96GB. Sufficient Core count should be mentioned as cores are directly linked to the throughput	No change in clause. This is a basic functional requirement

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
40	DR Perimeter - Clause 34		The Each appliance of the Solution should have remote VPN solution to cater to 200 remote VPN concurrent users.	Appliance/Chassis should support Virtualization (i.e. Virtual Systems / Virtual Domains/Virtual Instances) with 20 minimum instances provisioned from day 1. The virtual system should have all the features as of physical device. Firewall should support up to 20000 Concurrent SSL VPN connectivity; in case of user-based license please provide license for 5000 users Justification : Please include Virtual Instances ask in the NGFW appliance and even there should not be a user based licensing binding to the IPSEC/SSL VPN usage. The complied platform should support the max capacity of the user base without any additional user based license cost	1st query is not relevant. As per Tender clause the proposed solution must provide minimum 200 remote VPN concurrent users from Day-1 as per TPODL basic minimum requirement. Bidders are free to propose on higher side post meeting the basic minimum criteria with no additional budgetory involvement User Based Licensing is followed by leading OEMs hence no change in clause.
41	DR Perimeter - Clause 43		The solution should support linear scalability in future as on when required. The solution should be able to support N+1 Redundancy from day-1. The solution should not be dependent for any 3rd party hardware/software to achieve redundancy.	The solution should support linear scalability in future as on when required. The solution should be able to support Acitve/Active or Acitve /Standby Redundancy from day-1. The solution should not be dependent for any 3rd party hardware/software to achieve redundancy. Justification : This is an OEM specific feature of appliance redundancy of N+1 clustering . Please make the clause generic stating Active/Active or Active/Passive HA deployment scenario in the stated RFP clause	Ok Accepted. This clause can be amended as "The solution should support linear scalability in future as on when required as defined by DR Perimeter 1.0 - Clause 1. Proposed solution should be deployed in Active-Active HA but TPODL minimum ngfw throughput requirement (i.e 100 Gbps) should be met always. The solution should not be dependent for any 3rd party hardware/software to achieve redundancy

Respose to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
42	DR Perimeter - Clause 45		The management must be centralised and should be in a hardware form. It should support High Availability	The management must be centralised and should be in a hardware/Virtual form factor It should support High Availability. Any Hardware/Server required should be supplied by the SI Justification : Solution flexibility should be offered as part of the defined RFP ask	Ok Accepted . The Clause can be amended as "Bidder can propose Centralised Management in a hardware/Virtual form factor. In case of Virtual Centralised managements is proposed instead of hardward Form Factor, Bidder needs tofollow the below guidelines additionally- 1. Needs to provide 2 nos. separate Hardware/Server to maintain HA. 2. Each Virtual Centralised managements needs to configured on separate VM which resides in separate physical Box. 3. To achieve High Availability, VM level/hardware level clusterings needs to be configured by the bidder. 4. All the maintenence & support services(i.e. Patchin,RMA,software upgrade etc..) needs to be provided by Bidder/SI for next 5 years against the above mentioned

Respose to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.		Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
43	DR Perimeter - Clause 1		Each appliance of the Solution must be a purpose built chassis or hyperscale solution to deliver minimum 100 Gbps of NGFW throughput including firewall, application control & intrusion prevention (ips) features enabled from day 1 & scalable upto 250 Gbps in future. Each appliance of the Solution should support 100 Gbps IPS throughput from day 1 & scalable upto 250Gbps in future. The architecture should support on-demand scaling of throuhput to accomodate future growth & expansion	Each appliance of the Solution must be a purpose built chassis , should provide NGFW throughput of minimum 150 Gbps for 1500 Byte Layer 4 TCP packet size or minimum 70 Gbps for 64 KB HTTP packet size by enabling Layer 7 inspection ON and logging enabled from day one with all the required hardware & software licenses. The Solution should be scalable to 400 Gbps for 1500 Byte Layer 4 TCP packet size or minimum 200 Gbps with 64 KB HTTP transaction size and the required hardware to meet scalability should be provided from the day one. No performance degradation based on packet sizes & protocol mixes.The proposed Firewall Chassis should	No change in clause. This is a basic functional requirement
44		DR Perimeter - Clause 3	Each appliance of the Solution must have minimum 6 x 25 GbE Fibre Ports alongwith 6 x 100G ports from day-1. Each appliance of the Solution device must have interface scalability for 4X 100G ports in future within the same appliance. All transceivers must be provided by the bidder. All SFR should be SR	Each appliance of the Solution must have minimum 2 x 1/10 Copper, 10 x 1/10 GbE Fibre Ports and 2 x 100G ports from day-1. All transceivers must be provided by the bidder. All SFR should be SR Justification : Every OEM has a specific Hardware I/O architecture. Please make the clause generic for wider OEM participation	No change in clause. This is a basic functional requirement

TECHNICAL QUERIES	Perimeter Firewall FW-TPCODL DC
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Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

Sl. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response	
1	45 of 69	3	Firewall appliance must have 4x40 GE QSFP+ Slots populated with multimode transceiver, 10 x 10GE SFP+/SFP 28 slots populated with multimode transceiver, 8 x 1GE SFP slots populated with multimode transceiver & 10 x 1GE RJ45 interfaces from day one. All these interfaces should be available simultaneously from day one.	Kindly confirm if following combination is acceptable 4*100G & 8*10G ports or 16*10G ports or 12*10G & 8*1G	This clause to be read as "Firewall appliance must have 4x 40 GE QSFP+ Slots populated with multimode transceiver, 10 x 1/10GE SFP/SFP+ slots populated with multimode transceiver, 8 x 1GE RJ45 slots populated with multimode transceiver from day one. All these interfaces should be available simultaneously from day one. "
2	45 of 69	4	Firewall Throughput should be at least 85 Gbps	Kindly confirm if following combination is acceptable 4*100G & 8*10G ports or 16*10G ports or 12*10G & 8*1G	Tender Clause Stands
3	45 of 69	7	NGFW should have IPsec VPN throughput of at least 40 Gbps	Kindly confirm if 20 Gbps is acceptable as IPSEC throughput is too high compared to threat prevention throughput	This clause to be read as "NGFW should have IPsec VPN throughput of at least 20 Gbps"
4	45 of 69	8	NGFW should support more than 500 site-to-site VPN Tunnels.	We do not enforce a limit on the number of tunnels that can be created. Please confirm the real world value required here ?	This clause to be read as "there should be no restriction on number of site to site tunnels can be created. But OEM must ensure proposed firewall must be capable to handle that minimum 500 IPSEC tunnel seamlessly"
5	45 of 69	9	NGFW should support more than 500,000 new sessions per second	Can this is be reduced to 435 K connections per second. This is too high considering the throughput requirement	This clause to be read as "NGFW should support more than 350,000 new sessions per second"
6	45 of 69	11	NGFW should not introduce more than 10 microsecond latency. Vendor's claim must be available in publicly available documents like datasheet, admin guide etc. Claim on company's letterhead will not be acceptable.	Please provide an exception to this point. We do not publish this number on datasheet	Tender Clause Stands

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

Sl. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response	
7	45 of 69	17	The proposed solution should support Virtualization (Virtual Firewall, Security zones and VLAN) with minimum 4 Virtual Firewall license.	Please confirm if virtual firewall will be used in deployment & licenses need to be proposed ?	This clause to be read as "The proposed solution should support Virtualization (Virtual Firewall, Security zones and VLAN) with minimum 4 Virtual Firewall license from day 1"
8	45 of 69	21	The system should support IPSEC site-to-site VPN and remote user IPsec VPN in transparent mode.	Please confirm if the firewall will be deployed in transparent mode ? The use case is for firewalls in transparent mode. Kindly confirm the use case here	This clause to be read as "The system should support IPSEC site-to-site VPN and remote user IPsec VPN."
9	46 of 69	Intrusion Prevention System Point - 34	NGFW should have capabilities to limit number of parameters in URL, number of cookies in request, number of headers lines in request, total URL and Body parameters in length to block advanced HTTP layer attacks.	Kindly elaborate the use case here ? Our IPS can block advanced HTTP attacks. Is the requirement here to have an HTTP/HTTPS proxy ?	Tender Clause Stands
10	46 of 69	Application Control Features Point - 38	Firewall must have capability to do Cloud application-based routing not by means of manually adding IPs and or FQDNs i.e. firewall should have database of 0365 readily available to select as destination address in firewall policy and destination address in static route configuration to give particular ISP path	Our routing functions & policy function are different. Same object cannot be used at both places. Please provide an exception	Tender Clause Stands
11	46 of 69	Anti-Malware & Advanced Persistent Threat Point - 40	NGFW should offer both anti-virus scanning options - Proxy mode and Flow (streaming) mode.	Please confirm the use & its relevance to efficiency in detection capabilities	Tender Clause Stands
12	47 of 69	Web & DNS Security Functionalities Point- 48	The NGFW must have in-built Web Proxy functionality for HTTP and FTP protocols.	Please elaborate on the use case here & also the require for ftp proxy.	Tender Clause Removed

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

Sl. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response	
13	47 of 69	52	The NGFW must have capability to filter Youtube videos by using channel ID	This point is specific to a vendor. Kindly confirm the exact use & please provide exception to quote with various you tube categories available with us or using regex	TP Odisha discoms has their youtube channels. We would like to permit those only.
14	47 of 69	Data Leakage Prevention Point- 61	DLP actions should be : Log only, block, quarantine user/IP/Interface	Rules based on interface is specific to some vendors. Kindly provide an exception to achieve the use case with the other options	This clause to be ready as "DLP actions should be : Log only, block, quarantine user/IP/Interface or any other effective way"
15	48 of 69	High Availability Point- 67	The NGFW must provide Load sharing mode along with redundancy in case multiple virtual firewalls are created on it.	Please confirm if virtual firewall will be used in deployment & licenses need to be proposed ?	Already answer in point 17 (The proposed solution should support Virtualization (Virtual Firewall, Security zones and VLAN) with minimum 4 Virtual Firewall license.)
16	48 of 69	71	The NGFW must have provision of fail-over in case of high memory utilisation on primary appliance.	This point is specific to a vendor. Please let us know use the case here as failing over due to memory issues will not solve the underlying problem. We support multiple memory options in all our boxes & memory can be increased if capacity is available. Kindly let us know of exception can be provided here.	No change in clause. This is a basic functional requirement
17	50 of 69	114	Minimum number of Interfaces - 4x G	We have 2*1G & 2*40G/25G/10G. Kindly confirm is this is acceptable	Yes
18			The proposed firewall vendor must be in Leader's quadrant of Gartner Enterprise Firewall report for last 3 years	We request to change it to "The proposed firewall vendor must be in magic quadrant of Gartner Enterprise Firewall report of 2021 for last three years "	This clause to be read as "The proposed firewall vendor must be in Leader's quadrant of Gartner Enterprise Firewall report for last 5 years "

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

Sl. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
19		Firewall appliance must have 4x40 GE QSFP+ Slots populated with multimode transceiver, 10 x 10GE SFP+/SFP 28 slots populated with multimode transceiver, 8 x 1GE SFP slots populated with multimode transceiver & 10 x 1GE RJ45 interfaces from day one. All these interfaces should be available simultaneously from day one.	Proposed External firewall spec is very high keeping in mind current & future requirement. It can be full filled by requirement suited spec which will help to save cost.	This clause to be read as "Firewall appliance must have 4x 40 GE QSFP+ Slots populated with multimode transceiver, 10 x 1/10GE SFP/SFP+ slots populated with multimode transceiver, 8 x 1GE RJ45 slots populated with multimode transceiver from day one. All these interfaces should be available simultaneously from day one. "
20		NGFW should not introduce more than 10 microsecond latency. Vendor's claim must be available in publicly available documents like datasheet, admin guide etc. Claim on company's letterhead will not be acceptable.	Request to take confirmation regarding this in writing from OEM that how they will assure and prove it to TATA power.	No change in clause. This is a basic functional requirement
21		The proposed system should have integrated Traffic Shaping functionality for both inbound and outbound traffic.	Request to take confirmation regarding this in writing from OEM that how they will achive traffic shaping on internet link. How they will provide QoS on internet link.	No change in clause. This is a basic functional requirement
22		IPS solution should have capability to protect against Denial of Service (DOS) and DDOS attacks. Should have flexibility to configure threshold values for each of the Anomaly. DOS and DDOS protection should be applied, and attacks stopped before firewall policy lookups.	Since TATA power has already floated RFP for DDoS. This functionalty must be removed from here. Since it does not add any value here. Plus it lower down the performance of firewall significantly. It is also not mentioned that what type of DDoS attack it will protect like L3, L4 or L7 and up to what Gbps of DDoS attack it will protect. IPS is statefull device for DDoS stateless device is required to protect DDoS attack.	No change in clause. This is a basic functional requirement

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

Sl. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
23		NGFW should have functionality of Content Disarm and Reconstruction (CDR) to remove all active content from attachment in real-time before passing it to user.	Request to take confirmation regarding this in writing from OEM that it will not add any latency to user.	No change in clause. This is a basic functional requirement
24		The NGFW must have DNS Sinkhole functionality from day one to block and redirect malicious request to custom defined web portal.	A DNS sinkhole cannot prevent malware from being executed and also being spread to other computers. Also, by using a DNS sinkhole, malware cannot be removed from an infected machine. A dedicated DNS security solution is required to protect from DNS attack. Plus it reduces the performance of firewall.	No change in clause. This is a basic functional requirement
25		NGFW should have in-built DLP functionality without requiring any additional hardware or software license	Firewall can have DLP extensions, protecting against malware or ransomware that enters your system through emails or dangerous websites. But it won't do much in terms of network DLP or protecting data in the cloud. As such, integrated DLP can't be as comprehensive as a dedicated DLP solution.Plus it reduces the performance of firewall.	No change in clause. This is a basic functional requirement
26		The endpoint solution should be able to prevent attacks from known and unknown malwares	Please remove this clause .Since this RFP for firewall not for endpoint solution	The clause can be removed.
27		In case uptime commitment of device (as mentioned in clause 2 (a), (c), 3, 5, 6, 7, 8)) of this SLA) is not met, the same would attract a Penalty @ Rs1000 per hour per device. The penalty money will be recovered from the payment due to vendor.	Please modify penalty @ Rs 200 per hour & uptime should be consider for HA not for individual devices.	Remains as per the original clause of the Tender

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
30	DR Perimeter - Clause 8	The Solution should support maximum concurrent sessions upto minimum 20 Million and support minimum 400K New Sessions/sec	The Solution must be provided with least 80 Million Layer 4 concurrent sessions or minimum 20 Million Concurrent L7 sessions from day 1 and scalable to minimum 160 million Layer 4 or minimum 40 million Concurrent L7 sessions within the same chassis appliance/solution. The Proposed Solution must be provided with at least 1.5 Million Layer 4 sessions per second or at least 700 k New Layer 7 sessions per second from day 1 and should support scalability upto 3 million Layer 4 or minimum 1.5 million of new Layer 7 sessions per second within the same chassis Justification : Layer 4 and Layer 7 benchmarking is completely different. There is minimum 80-85%	This clause to be read as "The Solution should support minimum concurrent sessions upto minimum 10 Million and support minimum 350K New Sessions/sec

TECHNICAL QUERIES	DR SANDBOX
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1	Perimeter Sandbox - Clause 1	The sandboxing appliance should have at least 24 VM instances internally and should emulate at least 2200 unique/real world files per hour	The sandboxing appliance should have at least 24 VM instances internally and should emulate at least 14000 unique/real world files per day Justification : Every OEM has a different definition of unique file samples and computation logic. Baseline Hardware characteristics like CPU Cores and RAM should be the decision criteria along with a sampling rate. Please make the clause generic for wider OEM participation.	No change in clause. This is a basic functional requirement
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Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
2	Perimeter Sandbox - Clause 3	The sandboxing appliance should support a minimum throughput of 2 Gbps along with support for both 1G and 10G Interfaces	The sandboxing appliance should support interface support for both 2x 1/10 G Copper and 2 x 10G Interfaces , Redundant Power Supply and Management Port Justification: Throughput has no relevance in Anti-APT appliance and should be removed. Please request for redundant PSUs in the appliance to avoid single point of failure and specify the exact 10G port count. We have suggested minimum 2*10G interfaces to accomodate dual link connectivity.	No change in clause. This is a basic functional requirement.The proposed solution should have redundant power supply.
3	Perimeter Sandbox - Clause 5	The solution must be able to clean/remove the following active content types: Database queries Embedded objects Fast save data Linked objects Macros and code PDF GotoR actions PDF launch actions PDF URI actions PDS sound actions PDF movie actions	Sandbox security platform should be able to detect and prevent zero day threats infection through HTTP, HTTPS, FTP, SMTP, POP3, IMAP use by any of application used by the users (eg: Gmail, Facebook, MS outlook) Justification : Please make the clause generic as all these PDF and object specific actions are OEM specific.	Accepted .

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
4	Perimeter Sandbox - Clause 7	The sandbox must have the capability to open password protected ZIP files	The APT should assist the team in discovering the infected host by providing Detailed analysis of every detected malicious file and Session data associated with the delivery of the malicious file, including source, destination, application, User and URL etc Justification: This is an OEM specific feature. Please make the clause generic for wider OEM participation	No change in clause. This is a basic functional requirement
5	Perimeter Sandbox - Clause 14	supports archive type files: Zip,Cab,7z,rar,tgz,tar	Malware analysis service should be able to perform dynamic threat analysis on such as EXEs/DLLs/ZIP files/PDF documents, Office Documents, Java/ Adobe Flash applets, Web pages that include high-risk embedded content like JavaScript. Justification: Please make the clause more detailed and generic in nature for wider OEM participation	No change in clause. This is a basic functional requirement & leading vendors support this feature

	TECHNICAL QUERIES	INTERNAL FIREWALL DR		
1	DR Internal Firewall -Clause 3.1	Each Firewall appliance of the Solution must have 2 x GE RJ45 MGMT Ports, 2 x 10 GE SFP+ / GE SFP,HA Slots, 16 x GE RJ45 Ports, 8 x GE SFP Slots, 12 x 25 SFP28 / 10 GE SFP+/GE SFP Slots, 4 x 100 GE QSFP28 / 40 GE QSFP+ Slots interfaces from day one. All these interfaces should be available simultaneously.	Each firewall appliance must have 4 x 1/10 Gig Copper ,8 x 1/10, 4 x 10/25 GbE Ethernet Ports alongwith 4 x 40/100G ports from day-1 excluding Management and HA interface. All transceivers must be provided by the bidder. Justification : Every OEM has a specific Hardware I/O architecture. Please make the clause generic for wider OEM participation	Each Firewall appliance of the Solution must have below ports from day-1 2 x GE RJ45 MGMT Ports, 2 x 10 GE SFP+ / GE SFP, HA Slots, 16 x GE RJ45 Ports, 8 x GE SFP Slots, 12 x 25 SFP28 / 10 GE SFP+ / GE SFP Slots, Without changing the Appliance,the below ports must be available for future scalability 4 x 100 GE QSFP28 / 40 GE QSFP+ Slots

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
2	DR Internal Firewall -Clause 3.2	Each Firewall appliance of the Solution must have minimum 4 x 100 Gbe Ethernet Ports along with 8 x 25G ports from day-1 excluding Management and HA interface. Single Mode SFP (Fiber/Copper) for all ports needs to be provide	Redundant Clause as Clause 3.1. Should be removed	No Change as it is mendatory criteria. Clause No 3.1 specifies the required port capability of each applicance of the proposed solution whereas Clause no 3.2 specifies the minimum quantity of SFP /SFP+/SFP28/QSFP28/QSFP+ needs to be provided by bidder with each applicance of the proposed solution from Day-1 <u>without any additional cost</u>
3	DR Internal Firewall -Clause 4	Each Firewall appliance of the Solution FW throughput should be at least 140 Gbps	Firewall appliance should provide FW throughput of minimum 100 Gbps for 1500 Byte Layer 4 TCP packet size or minimum 50 Gbps for 64 KB HTTP packet size by enabling Layer 7 inspection ON and logging enabled from day one with all the required hardware & software licenses. Justification : Raw throughput values have no relevance because NGFW and Threat Prevention throughput define the correct benchmarking values. The throughput values should be defined by clearly specifying the Layer 7 HTTP flow mix and even transaction size because without mentioning this, there is no baseline on how the value has to be computed. Throughput values degrade a lot if these	No change in clause. This is a basic functional requirement.

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

Sl. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
4	DR Internal Firewall -Clause 5	Each Firewall appliance of the Solution Threat Prevention (including FW, IPS, Application Control & Antivirus) throughput must be at least 15 Gbps with real-world / enterprise MIX traffic	The proposed Firewall should support a minimum of Threat Prevention throughput of 25 Gbps (Threat Protection performance is measured with Firewall, IPS, Application Control ,Malware Protection, Sandboxing, DNS Security and loggingenabled) considering 64 KB HTTP transaction size Justification : The Threat Prevetion throughput values should be defined by enabling all the features on the NGFW by clearly specifying the Layer 7 HTTP flow mix and even transaction size because without mentioning this, there is no baseline on how the value has to be computed. Throughput values degrade a lot if these parameters are not defined in the initial	No change in clause. This is a basic functional requirement.

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
5	DR Internal Firewall -Clause 6	Each Firewall appliance of the Solution NGFW (including FW, IPS, Application Control) throughput must be at least 17 Gbps with real-world / enterprise MIX traffic	Firewall appliance should provide NGFW throughput minimum 50 Gbps for 64KB HTTP by enabling Layer 7 inspection ON and logging enabled from day one with all the required hardware & software licenses. Justification : NGFW and Threat Prevention throughput define the correct benchmarking values. The throughput values should be defined by clearly specifying the Layer 7 HTTP flow mix and even transaction size because without mentioning this, there is no baseline on how the value has to be computed. Throughput values degrade a lot if these parameters are not defined in the initial benchmarking considerations	No change in clause. This is a basic functional requirement.
6	DR Internal Firewall -Clause 7	Each Firewall appliance of the Solution NGFW should have IPsec VPN throughput of at least 55 Gbps	Each Firewall appliance of the Solution NGFW should have IPsec VPN throughput of at least 25 Gbps considering 64 KB HTTP transaction size Justification : Every OEM has a different computation logic. Fee leading OEMs compute IPSEC VPN throughput on Layer 4 TCP/UDP frame size whereas NGFW appliances will handle majority of Layer 7 HTTP flows. So, the benchmarking value should be defined on Layer 7 Flows with a transaction size for correct platform comparison	Each Firewall appliance of the Solution NGFW should have IPsec VPN throughput of at least 25 Gbps

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
7	DR Internal Firewall -Clause 8	Each Firewall appliance of the Solution NGFW should support 20000 site-to-site VPN Tunnels.	Each Firewall appliance of the Solution NGFW should support 15000 site-to-site VPN Tunnels Justification : Please make the clause generic with a count of minimum 15000 and 15000 is also a huge number from Site to Site tunnel configuration	Each Firewall appliance of the Solution NGFW should support 15000 site-to-site VPN Tunnels.
8	DR Internal Firewall -Clause 9	Each Firewall appliance of the Solution NGFW should support more than 750000 new sessions per second	The Proposed NGFW must be provided with at least 1 Million Layer 4 sessions per second or at least 250k New Layer 7 sessions per second from day 1 Justification : Layer 4 and Layer 7 benchmarking is completely different. There is minimum 8085% degradation when Layer 4 sessions are correlated to layer 7 session count. Majority of the DC traffic flows will be Layer 7. So, Please include Layer 7 benchmarking in the specifications criteria.	No change in clause. This is a basic functional requirement.
9	DR Internal Firewall -Clause 10	Each Firewall appliance of the Solution should support atleast 12 Million concurrent sessions	The NGFW must be provided with least 20 Million Layer 4 concurrent sessions or minimum 3 Million Concurrent L7 sessions from day 1. Justification : Layer 4 and Layer 7 benchmarking is completely different. There is minimum 80-85% degradation when Layer 4 sessions are correlated to layer 7 session count. Majority of the DC traffic flows will be Layer 7. So, Please include Layer 7 benchmarking in the specifications criteria.	No change in clause. This is a basic functional requirement.

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

Sl. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
10	DR Internal Firewall -Clause 13	Each Firewall appliance of the Solution should support NAT64, NAT46, DNSv6 & DHCPv6	Each Firewall appliance of the Solution should support NAT64, NAT66/NPTv6, DNSv6, DHCPv6 relay Justification : NAT46 is not widely deployed in any WAN edge deployments. Please make the NAT46 ask optional and include NAT66/NPTV6 as requested in the suggestion clause. There are few OEM specific capabilities which should be made generic as requested in the clause	No change in clause. This is a basic functional requirement.
11	DR Internal Firewall -Clause 27	Solution must support at least 10 Gbps SSL-VPN Throughput	Solution must support at least 15 Gbps IPSEC/SSL-VPN Throughput Justification: Few OEMs do not publish SSL VPN throughput value. Please make the clause generic with inclusion of IPSEC VPN throughput for wider OEM participation	No change in clause. This is a basic functional requirement.
12	DR Internal Firewall -Clause 31	The NGFW should readily available integration with SDN platforms - Kubernetes, Vmware ESXi and NSX, OpenStack, Cisco ACI, Nuage Networks and Nutanix	The NGFW should readily available integration with SDN platforms - Kubernetes, Vmware ESXi and NSX, OpenStack/ Cisco ACI, Nuage Networks/ Nutanix Justification : Please make the clause generic for wider OEM participation	The NGFW should readily available integration with SDN platforms - Kubernetes, VMware ESXi and NSX, OpenStack/ Cisco ACI, Nuage Networks/ Nutanix
13	DR Internal Firewall -Clause 33	Each Firewall appliance of the Solution IPS system should have at least 11,000 signatures	Each Firewall appliance of the Solution IPS system should have at least 20 ,000 signatures Justification: More IPS signatures will ensure better security efficacy	No change in clause. This is a basic functional requirement.
14	DR Internal Firewall -Clause 45	NGFW should have functionality of Content Disarm and Reconstruction (CDR) to remove all active content from attachment in real-time before passing it to user.	To removed , This is properity to one OEM	Clause will be remain as per RFP. Vendor are free to give similar technology which will must be validated with proper documentation.

Response to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
15	DR Internal Firewall -Clause 47	The proposed solution should utilize a state-full attack analysis to detect the entire infection lifecycle, and trace the stage-by-stage analysis of an advanced attack, from system exploitation to outbound malware communication protocols leading to data exfiltration.	To removed , This is properity to one OEM	Clause will be remain as per RFP. Vendor are free to give similar technology which will must be validated with proper documentation.

TECHNICAL QUERIES

INTERNAL FIREWALL DC

1	DC Internal Firewall -Clause 3.1	Each Firewall appliance of the Solution must have 2 x GE RJ45 MGMT Ports, 2 x 10 GE SFP+ / GE SFP,HA Slots, 16 x GE RJ45 Ports, 8 x GE SFP Slots, 12 x 25 SFP28 / 10 GE SFP+/GE SFP Slots, 4 x 100 GE QSFP28 / 40 GE QSFP+ Slots interfaces from day one. All these interfaces should be available simultaneously.	Each firewall appliance must have 4 x 1/10 Gig Copper ,8 x 1/10, 4 x 10/25 GbE Ethernet Ports alongwith 4 x 40/100G ports from day-1 excluding Management and HA interface. All transceivers must be provided by the bidder. Justification : Every OEM has a specific Hardware I/O architecture. Please make the clause generic for wider OEM participation	Each Firewall appliance of the Solution must have below ports from day-1 2 x GE RJ45 MGMT Ports, 2 x 10 GE SFP+ / GE SFP, HA Slots, 16 x GE RJ45 Ports, 8 x GE SFP Slots, 12 x 25 SFP28 / 10 GE SFP+/ GE SFP Slots, Without changing the Appliance,the below ports must be available for future scalability 4 x 100 GE QSFP28 / 40 GE QSFP+ Slots
2	DC Internal Firewall -Clause 3.2	Each Firewall appliance of the Solution must have minimum 4 x 100 Gbe Ethernet Ports along with 8 x 10G port & 16x1G ports from day-1 excluding Management and HA interface. Single Mode SFP (Fiber/Copper) for all ports needs to be provide as mentioned above	Redundant Clause as Clause 3.1. Should be removed	No Change as it is mendatory criteria. Clause No 3.1 specifies the required port capability of each applicance of the proposed solution whereas Clause no 3.2 specifies the minimum quantity of SFP /SFP+/SFP28/QSFP28/QSFP+ needs to be provided by bidder with each applicance of the proposed solution from Day-1 without any additional cost

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SI. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
3	DC Internal Firewall -Clause 4	Each Firewall appliance of the Solution FW throughput should be at least 140 Gbps	<p>Firewall appliance should provide FW throughput of minimum 100 Gbps for 1500 Byte Layer 4 TCP packet size or minimum 50 Gbps for 64 KB HTTP packet size by enabling Layer 7 inspection ON and logging enabled from day one with all the required hardware & software licenses.</p> <p>Justification : Raw throughput values have no relevance because NGFW and Threat Prevention throughput define the correct benchmarking values. The throughput values should be defined by clearly specifying the Layer 7 HTTP flow mix and even transaction size because without mentioning this, there is no baseline on how the value has to be computed. Throughput values degrade a lot if these</p>	No change in clause. This is a basic functional requirement.

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6		DC Internal Firewall -Clause 7	Each Firewall appliance of the Solution NGFW should have IPsec VPN throughput of at least 55 Gbps	<p>Each Firewall appliance of the Solution NGFW should have IPsec VPN throughput of at least 25 Gbps considering 64 KB HTTP transaction size Justification : Every OEM has a different computation logic. Fee leading OEMs compute IPSEC VPN throughput on Layer 4 TCP/UDP frame size whereas NGFW appliances will handle majority of Layer 7 HTTP flows. So, the benchmarking value should be defined on Layer 7 Flows with a transaction size for correct platform comparison</p>	Each Firewall appliance of the Solution NGFW should have IPsec VPN throughput of at least 25 Gbps

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8		DC Internal Firewall -Clause 9	Each Firewall appliance of the Solution NGFW should support more than 750000 new sessions per second	The Proposed NGFW must be provided with at least 1 Million Layer 4 sessions per second or at least 250k New Layer 7 sessions per second from day 1 Justification : Layer 4 and Layer 7 benchmarking is completely different. There is minimum 80-85% degradation when Layer 4 sessions are correlated to layer 7 session count. Majority of the DC traffic flows will be Layer 7. So, Please include Layer 7 benchmarking in the specifications criteria.	No change in clause. This is a basic functional requirement.
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Respose to Pre-bid queries for the Open Tender: TPCODL / CCG / 23-24 / 039 - Rate Contract for Rate contract for SITC of Firewall and Sandbox.

Sl. No.	Tender Reference	Description as per Tender Doc.	Pre-Bid Query raised by Bidder	CCG/CEQG (TP-Odisha) response
14	DC Internal Firewall -Clause 47	The proposed solution should utilize a state-full attack analysis to detect the entire infection lifecycle, and trace the stage-by-stage analysis of an advanced attack, from system exploitation to outbound malware communication protocols leading to data exfiltration.	To removed , This is properitery to one OEM	Clause will be remain as per RFP. Vendor are free to give similar technology which will must be validated with proper documentation.