

	Minutes of Pre-Bid Meeting (Clarifications and Amendments)
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Subject	PROCUREMENT OF SERVICE OF A SERVICE PROVIDER FOR PROVIDING BARE-METAL SERVER FACILITIES FOR GENERAL CLUSTER OF LANKA GOVERNMENT CLOUD 2.0 (ICTA/GOSL/SER/NCB/2016/35)
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Date and Time of the Pre-bid meeting	July 20, 2016 at 1400 Hrs
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Meeting Participants

<p>Representatives from Bidders;</p> <p>Mr. Susil Peiris - Metropolitan Office (Pvt) Ltd Mr. Manoj Mohinani - Independent Consultant Mr. Indika De Soyza – Intel Mr. Suresh Se Sliva – EMC Mr. Manodha Gamage - RMI Holdings Mr. Lakshitha Paranawithana - SLT Mr. Rochana Perera – Dialog Mr. Sanjaya Pussegoda - VSIS Mr. Reze Junaid – Softlogic Mr. Shamal Senevirathna - KBSL Mr. Malinda Jayarathna - Millennium IT Mr. Shah Navaz - Just in Time</p> <p>The Panel</p> <p>Mr. Muhunthan Canagey, MD/CEO, ICTA(Member, Procurement Committee) Mr. G V S Seneviratne, Director, Ministry of Telecommunication and Digital Infrastructure (Chairperson, Technical Evaluation Committee) Mr. Sujith Jayasuriya, Programme Manager, ICTA (Respective Programme Manager, ICTA) Mr. Duminda Jayasuriya, Systems Engineer, ICTA (Member, Technical Evaluation Committee) Ms. Rosemary Boudewyn, Procurement Officer, ICTA (Officer from Procurement Division, ICTA)</p>

#	Queries (Q) raised by the vendors and Clarifications (C)
1	<p>Q: The scope of the services for this tender limits for providing bare-metal server facilities. The bidders would be having more options if the Hypervisor on-top of the bare-metals could also be included in the scope.</p> <p>C: The purpose of breaking into parts was to get a wider choice and not to exclude bidders, and this procurement intends the services for bare-metal servers only. Separate tenders will be published soon for required application stack. Bidders may propose bare-metals with Hypervisors, but no credit would be given for the evaluation and Hypervisor may not be used with the cloud application stack.</p>

2	<p>Q: Can bidders consider Hyper converged technology? Is there any possibility for it?</p> <p>C: IaaS will be based on OpenStack and bidders may consider compatible hyper-converged technology which shouldn't be vendor-locked and can be fully integrated with OpenStack framework. However bidders will not get any advantage with hyper-converged options.</p>
3	<p>Q: Increase or decrease in quantity of related services such that a change of 25% of change of total monthly value (ref: Bidding Data Sheet, item-32) would create problem since there is no direct correlation between the monthly value and the equipments to be used for providing services. Furthermore, the bidder will be quoting the monthly price considering the total bill of materials obtained from the principal hardware manufacturers and suppliers.</p> <p>C: While appreciating the difficulties of suppliers, it must be understood that this model of procurement on OPEX model was derived to achieve quick responses to changes in demand. The demand at the point of ordering may vary as is with CAPEX procurements. However this is a procurement which involves much equipment and the changes in demand reflect on the change in equipment so installed. Although the traditional practice is to use indicative prices for the future the only way out under the current situation is to use for the present as well. Thus any variation in the initial order can be effected only to the extent of a change of 25% of the monthly price payable initially from the initial order.</p>
4	<p>Q: Does the 'Annual volume of Services' (ref: Instructions to Bidders, Item 5.5a) relate only for providing bare-metal services?</p> <p>C: No, the volume of all services provided.</p>
5	<p>Q: Clause 2.6.3 under 'General Conditions of Contract' says that the contract may be terminated upon the event that the GOSL suspends the funds to the Employer, from which part of the payments to the Service Provider are being made. This will create uncertainties and thus the rates on insurance policies to be taken would be increased.</p> <p>C: This project is performed on Funds of GOSL, a separate entity from ICTA as such it is nothing but fair some appropriate action be taken if the most unlikely event were to take place. Hence this is a legal-bound clause and is available as a general requirement for any GOSL funded contract. ICTA has no intension to discontinue, and it is very unlikely that GOSL will suspend funds for a critical and important infrastructure of this nature, unless the most unlikely even such as Parliament defeating the budget takes place, which would affect the whole Government.</p>
6	<p>Q: Elaborate the “slice and package” mentioned in clause 32.2 under 'Instructions to Bidders'.</p> <p>C: This particular clause does not apply to this procurement.</p>
7	<p>Q: What is the requirement of 'power of attorney' requested in clause 5.3(a) under 'Instructions to Bidders'?</p> <p>C: The bid should be signed by the proprietor if the business is a sole proprietorship, partners if the business is a partnership or the two Directors with Common seal if it is a company. Any other person so authorized to sign on behalf of the institution must have a valid power of attorney to do so.</p>
8	<p>Q: Details of the 'Site Visit' as mentioned in clause 8 under 'Instructions to Bidders'.</p> <p>C: In this case, the relevant site would be the data center where the bare-metal server facilities will be co-located. A separate tender will be published for selecting the service provider for this purpose.</p>
9	<p>Q: Can we have a clause 'Exchange rate calculated at a rate of 148; any change over 2% change is adjustable'?</p> <p>C: Currency for bidding is in Sri Lanka Rupees and as such the issue of exchange rates cannot arise.</p>

10	Q: What is the total number of racks to be used? C: The bidder will have to specify, based on the hardware proposed.												
11	Q: Nothing is mentioned about advanced payments. Is it applicable? C: No. This is a service contract and advanced payments are not applicable.												
12	Q: The durations given for completion of 1/3 capacity and full capacity are not sufficient. Is it possible to increase by 15 and 10 days respectively? C: Yes. Accordingly, the 'Schedule of Deliverable' under 'Description of Services' to be amended as below;												
	<table border="1"> <thead> <tr> <th>No</th> <th>Task</th> <th>Deadline</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Complete hardware and network architecture (documentation)</td> <td>ED + 10 days</td> </tr> <tr> <td>2</td> <td>Completed environment with necessary configurations with 1/3 of the capacity</td> <td>ED + 60 days</td> </tr> <tr> <td>3</td> <td>Completed environment with necessary configurations with full capacity and management platform access</td> <td>ED + 70 days</td> </tr> </tbody> </table>	No	Task	Deadline	1	Complete hardware and network architecture (documentation)	ED + 10 days	2	Completed environment with necessary configurations with 1/3 of the capacity	ED + 60 days	3	Completed environment with necessary configurations with full capacity and management platform access	ED + 70 days
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13	Q: What is the requirement of having both storage nodes and SAN? C: Storage nodes will be used for back-end cloud distribution storage.												
14	Q: Provide the performance indication for Storage Array/ SAN. C: 500,000 read IOPS.												
15	Q: Provide the scalability requirement (maximum) for Storage Array/ SAN. C: Support up-to145 TB effective capacity (RAID5) (<i>refer section 3.1 Minimum Hardware Specifications, under Description of Services</i>).												
16	Q: Is it essential to provide 40TB of effective storage capacity on SSD? C: Yes. But storage array should be support for SAS, NL-SAS and flash drives. Moreover, SAN-SSD should support OpenStack API.												
17	Q: Can bidders propose any other SDN technologies instead of OpenFlow? C: No. Support for OpenFlow 1.3 or above is required.												
18	Q: Can bidders propose 2 devices for SAN, one with SSD and other with supported SAS/NL-SAS? C: Yes, but it should be interconnected.												
19	Special Note: Any extensions will NOT be provided for the deadline of bid submission.												

Please note and comply with the above clarifications and amendments.

Gamini Karunaratne

Director-Procurement

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August 02, 2016

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