

Implementation of Threat and Vulnerability management System for IT & OT assets in BRPL NIT NO: CMC/BR/25-26/FK/PR/KB/1238 PRE-BID QUIRIES						
Sl. No	Query Type Technical/ Commercial	Page No.	Clause No.	NIT Clause	Bidder Query	BRPL REPLY
1	Commercial	5	1.3	Delivery Schedule / period: Within 45 Days from date of PO / LOI	Is it delivery of materials on site or implementation? Kindly clarify	Delivery & Installation at BRPL Store/Sites
2	Technical	7	2	The Bidder must have completed minimum three (03) similar full cycle implementation of offered OT security systems in the last five (05) years prior to the date of bid submission of which at least one (01) implementation should be in Power/Energy/ Utility sector.	1. Since OT IDS technology is pretty much new in India the implementation we have done is for airport which is declared as critical infrastructure by Indian government, here we have also covered electricity substations which are dedicated for airports. would this credential be sufficient? 2. We have done few implementation globally Could you please consider as technology is same.3. Few Credentials might be from different OEM as we work with multiple OT IDS OEM's, request you to consider this as well.	Mix of Indian and Global experience will consider but out of 3 atleast one should be Indian experience in Power/Energy/Utility sector/ Big industrial project
3	Technical	7	3	The Bidder should have minimum Five (5) years' experience in providing at least 03 supply, implementation and technical support services for OT deployment engagements in Govt sector, power sector, energy, BFSI or critical sector and Out of which one (01) engagement should have at least 15 sites or 1000 assets being monitored and Should have at least two (02) in-house OEM and one (01) IEC62443 certified technical expertise on its payroll	Same as above point	Mix of Indian and Global experience will consider but out of 3 atleast one should be Indian experience in Power/Energy/Utility sector/ Big industrial project
4	Commercial	11	6.3.1 (i)	Power of attorney	Would a Letter of Authorization (LOA) on company letterhead be acceptable instead of a Power of Attorney (POA)?	Tender conditions prevails
5	Commercial	13	8.3	Qty Variation: The Company reserves the rights to vary the quantity by (+/-) 30% of the tender quantity	Prices will be increased or decreased based on the quantity. Please confirm if this approach is fine.	The prices shall remain firm during the entire contract period.
6	Commercial	18	6.1	At any time prior to the deadline for submission of Bids, the Company may for any reason(s), whether at its own initiative or in response to a clarification requested by a prospective Bidder, alter/amend/modify the tender documents by corrigendum/amendment.	If any such changes are requested which impacts the pricing needs to be considered as additional cost. Please confirm if you are fine with this approach.	Corrigendum / amendments will be issued prior to bid submission only. Price bid has to be submitted accordingly.
7	Commercial	23	27	THE COMPANY'S RIGHT TO VARY QUANTITIES: The Company reserves the right to vary the quantity i.e. increase or decrease the Numbers/ quantities without any change in terms and conditions before the award of Contract.	Prices will be increased or decreased based on the quantity. Please confirm if this approach is fine.	The prices shall remain firm during the entire contract period.
8	Commercial	29	7.01 (b)	The above supply prices shall also include unloading at BRPL Delhi/New Delhi stores/site.	Usually, the bidder sends the device to a central location. The customer then delivers it to other locations because it's hard to get access to the premises. The standard delivery time for devices is 6-8 weeks.	No change in clause. Clarification: Any permit/ site pass required for delivery/unloading will be arranged by customer.
9	Commercial	29	8.0 A)	For Supply of Equipment's (Part-A): MS-1: 70% of contract value for of Pricing schedule shall be released subject to fulfillment of following pre-requisites: (i) Submission of detailed project schedule. (ii) Submission and approval of detailed engineering documents, Design Documentation for Hardware & Software System, List of Deliverables. (iii) Delivery and installation of required hardware and licenses. (iv) Submission of 10% PBG of part A for entire period of warranty period. MS-2: 20% of contract value of Pricing schedule shall be released subject to fulfillment of following pre-requisites: (i) Implementation Closure: which includes integration with sites mentioned in the Scope of the RFP and also integration with the other solutions procured in this RFP, i.e. UAT, and receiving sign off. (ii) Closure of all exceptions including Availability of application, Applications tuning competition, (iii) Approval of Administration & Operator's User's Manual, (iv) Documentation & training. MS-3: 10% of contract value for shall be released after 1 months of successful system run without any issues.	Payment of Hardware & Software needs to be released as per the PO terms e.g.30 days. As installation of hardware will take longer period based on other dependencies such as approval from system owners, site visit approval etc.	As per Section-III, Clause :8 (Terms of Payment & Billing) Refer Corrigendum - I

10	Technical	30	8.0 C)	<p>For Operations (Part-C): Payment of Operations service shall be made after the following a) Post Go-Live Run (Closure of user findings, updated technical doc for changes and tuning as per the scope of work mentioned in section V) of system b) Submission of 10% PBG for Contract value of Part-C. The validity of BG should be equals to the contract period plus 3 months. - Quarterly payment of yearly value will be paid at the end of respective quarter on submission of all SLA reports duly certified by Engineer-in-charge. Note: Milestone payments shall be made in full upon the successful completion of the respective milestone. Payment terms shall be within 45 days from receipt of invoice supported by BRPL certification of completion of milestone.</p>	Kindly confirm OT monitoring will be done through IDS/CMC & not through SIEM ?	Yes through the system which bidder will be deploying through this NIT
11	Commercial	31	11.01	Each Performance Bond established under Clause 10.0 shall contain a statement that it shall be automatically and unconditionally forfeited without recourse and payable against the presentation by BRPL of this Performance Bond, to the relevant bank referred to above, together with a simple statement that supplier has failed to comply with any term or condition set forth in the Contract.	It cannot be unconditionally forfeited. Client has to provide evidence of non compliance.	Tender Condition prevails
12	Commercial		11.02	Each Performance BG established under will be automatically and unconditionally forfeited without recourse if BRPL in its sole discretion determines that supplier has failed to comply with any term or condition set forth in the contract.	Same as above point	Tender Condition prevails
13	Commercial	33	20.01	LIQUIDATED DAMAGES: If supply of items / equipment is delayed beyond the supply schedule as stipulated in LO/PO, then the Supplier shall be liable to pay the Purchaser for delay a sum of 1%(One percent) of the basic (ex-works) price for every week of delay or part thereof for individual mile stone deliveries.	This clause needs to be excluded as delay may occur due to WAR situation in Israel. or any situation beyond our control. We will notify such condition if occurs.	Tender Condition prevails
14	Commercial	33	20.02	The total amount for delay under the contract will be subject to a maximum of Ten percent (10%) of the total contract value of undelivered units.	Based on our observations from other OT implementation projects, delays are typically caused by the customer not providing the necessary details and approvals on time. Therefore, we request a relaxation of this clause.	Any delay caused because of customer will be decided during implementation of project.
15	Technical	36	27	The Bidder's shall procure all equipment from BRPL approved sources as per attached specifications. The Bidder's shall submit 5 copies of Material/Type Test Certificates, O&M Manuals, and Approved & As-built drawings. The Bidder's shall ensure for the strict compliance to the specifications and Field Quality Procedures issued by BRPL Engineer in-charge.	Is Material/Type Test certificates required from OEM or any specific certification body? Could you please share the compliance specifications and Field Quality procedures?	For all hardware – Submission of valid Certificate of common criteria as per IEC /ISO 15408, issued by CPRI lab.
16	Commercial	36	28.01	Commissioning Spares shall be deemed to be included in the quoted	Spare devices will increase the project cost, hence, please confirm how many spare devices are required and these devices will be additional cost apart from the one which is mentioned in the RFP.	Tender Condition prevails
17	Commercial	46	b.	Bid Submission: During bid submission bidder must provide operating model for BRPL	Target operating model can be created once existing network architecture is shared.	Bidder need to share their modus operandi for project implementation and operations.
18	Technical	46		Implementation: OEM product who has successfully completed PoC of bid product in BSES Rajdhani Power Ltd with 100% discovery of IP connected devices (IP,Mac) and atleast 80% visibility of connected devices (make, model, firmware) for a given location, can participate in this bidding.	It should be excluded from the project implementation timeline and generally POC will be performed for max 30 days. Please confirm if you are fine with this approach.	Bidders require to provide the POC as per the BRPL request and requirement before finalization of the system. BRPL reserve the rights to qualify or disqualify bidder solution based on POC out come and deliverables. OEM product who has successfully completed PoC of bid product in BSES Rajdhani Power Ltd or BSES Yamuna Power Ltd, with 100% discovery of IP connected devices (IP, Mac) and at least 80% visibility of connected devices (make, model, firmware) for a given location, can only be taken for commercial opening of bid document.
19	Technical	47	g	Bidder must provide training periodic sessions on product use to BSES team for efficient, viable and fully functional system.	Operational/Knowledge transfer training will be arranged.	Admin and user level training to BRPL staff needs to be provided by OEM and Bidder at the time of kick-start and go-live. Halfyearly brush up training needs to be conducted including along any new features introduce in the system. Training should be Onsite.
20	Technical	47	h	Software and Firmware Licenses: Bidder shall ensure that all System Software Licenses offered shall be purchased under the name of purchaser (BRPL). For this project, the Licenses shall be Enterprise wide full use, perpetual without any restriction on access/usage of any kind of functionality during the Guarantee/maintenance support period, post completion of contract and handover all Software Licenses (latest version deployed) to purchaser.	OT IDS Software licenses will always be yearly renewable basis. Please confirm how many years' license is required (1Y, 3Y or 5Y)?	Bidder should provide support with 5 years warranty, support and operations. Support will be provided onsite, from respective BRPL site.
21	Technical	47	2. d)	Solution should be appliance based product which includes both hardware and software.	Our assumption from this point is BRPL is looking for cots product where all features are built-in. However, few OEMs only provide software and hardware/ virtualization procurement leave to the bidder. Do you accept this solution?	Site sensors or devices should be industrial grade hardened appliance based device only. No server VM based solutions. At central datacenter harden appliance or VM based solution can be acceptable. Sensors for site locations should have DC power input. Sensors for site should have atleast 3 x1G (copper) traffic capture/ monitoring ports and one management port.
22	Technical	48	3.a.i)	Authorization & Authentication: Supports multi-factor authentication for admin activities		OK

23	Technical	55	5. h)	For all hardware – Submission of valid Certificate of common criteria as per IEC /ISO 15408, issued by CPRI lab.	CPRI does not provide certification for Common Criteria (ISO/IEC 15408) and is primarily focused on testing, certification, and research in accordance with IEC standards related to the electrical power sector (OT devices only). Please remove this requirement from the specification as it is not applicable, as CPRI does not provide certification for IT products, and the product we are proposing falls under the category of IT products.	This clause is applicable only if the product falls under the said category of common criteria as per IEC / ISO 15408.
24	Technical & commercial	58	b.	All equipment, components, and parts fitted in the device/equipment are tested in the country, to check for any kind of embedded malware/Trojan/cyber threat and for adherence to Indian Standards. To comply with the requirement of the Ministry of Power, the Bidder has to provide artifacts/certificates against the below points along with or before delivery of material/invoice. i. All such testing has been done in certified laboratories designated by the Ministry of Power (MoP).	Cost for testing, shipping equipment to the testing facility will be charged additional apart from the contract value.	No additional cost . Tender Condition prevails
25	General Query			Usually OT IDS POC duration is max 30 days for a single site only	Please confirm if this is fine	ok
26	General Query			Required High level all sites architecture for OT IDS design	Please provide the architectures	Will be provided during POC OR Can be provided by technical team at given contacts in RFP.
27	General Query			Are all 120 sites are centrally connected and not air-gapped?	Please confirm	Centrally Connected and OT is airgapped from IT
28	General Query			How many switches does not support SPAN/RSPAN/ERSPAN?	Please provide the quantity and locations	all switches support Span.
29	General Query			Are there any Network switch available for OOB configuration?	If not available BYPL network team to arrange Management connectivity for all sites	Network connectivity between Grid and control center will be provided by BRPL
30	General Query			Are any sites connected via wireless technologies?	We need to check whether wireless technologies such as Zigbee, LoraWAN, wirelessHART etc. are being used in the plant.	No Wireless at Site
31	General Query			Are there any air-gapped networks that need to be included in the security monitoring? If so, how many locations are there, and are IT switches available to provide management connectivity to IDS?	Please confirm	All OT location will connect to Central IDS
32	General Query			Which OT protocols are being used?	Please confirm	IEC 104, 103, Modbus, 61850, MMS, Goose etc
33	General Query			Number of network switches used in network per site?	Please confirm	1 to 3 Switch per site
34	General Query			Hardware vendors and model numbers of network switches?	Please confirm	Will provide during POC OR Can be provided by technical team at given contacts in RFP.
35	Technical	8	4 (Financial QR: iii)	Bidder must provide proof of having solvency of an amount equal to Rs 2.5 Crore from any nationalized/ scheduled commercial bank. It should not be older than 30 days from the date of submission of Techno-Commercial bid.	Could you please specify if there is a prescribed format for the solvency certificate as per the Financial Qualifying Requirements, Item (iii)?	Solvency to be provided by nationalised bank as per the Bank's formats
36	Technical	9	4 (Other Requirements: xxi)	The bidder should enclose performance certificates in support of relevant experience.	Regarding the performance certificate mentioned in the Financial Qualifying Requirements, item (xxi), is there a particular template that bidders are required to use?	Tender Condition prevails. However Bidders can submit their own template
37	Technical	9	4 (Other Requirements: vii) and Appendix VIII	Last three Financial Years (FY 21-22, FY 22-23 & FY 23-24) audited financial statement along with UDIN based CA certificate.	There appears to be a discrepancy between the requirement for the last three financial years' audited statements in section 4 and the request for financial data for the last five years as per Appendix VIII. Could you clarify whether submissions should cover the last three or five years? Additionally, if we provide financial data for the last five years certified by a Chartered Accountant as per Appendix VIII, is it still necessary to submit audited financial statements?	Last three Financial Years (FY 21-22, FY 22-23 & FY 23-24) audited financial statement along with UDIN based CA certificate is mandatory for Qualification criteria
38	Technical	9	4 (Other Requirements: vi, vii)	Organisation chart for execution of the contract comprising of qualified manager, Safety officer, HR manager, Technicians / Diploma / Graduate Engineers etc.	Could you clear the expectations for the "Organisation chart for execution of the contract" what is exactly required to be submitted and how is it different from "Organization Chart of the Bidders Company/Organization".	Organisation chart for execution of the contract required
39	Technical	9	4 (Other Requirements: ix)	Number of Employees & necessary details.	1. Could you specify the information needed, considering our organization's size and the diversity of our business units? 2. Do we need to submit the details for complete organization?	Number of Employees & necessary details required for execution of the contract
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41					3. What all details are considered under "necessary details".	
42	Technical	11	6.3 g)	Testing Facilities	Could you define the specific requirements for "Testing Facilities" as mentioned in Section 6.3?	Before Go-Live approach, solution to be used on test devices for 2-5 days and move to production.
43	Technical	11	6.3 n)	Qualified Manpower available & Organization chart	Is the "Qualified Manpower available & Organization chart" requirement in Section 6.3 identical to the one mentioned in the Financial Qualifying Requirements, item (vii)?	Yes
44	Technical	80	APPENDIX-XI	NON-DISCLOSURE AGREEMENT	The Non-Disclosure Agreement (NDA) format refers to "a company incorporated under the Companies Act, 1956 and having its registered office," but our entity is a limited liability partnership. May we amend the format accordingly since this is a no deviation bid? Furthermore, please confirm whether the NDA should be executed on the company's letterhead or on non-judicial stamp paper of INR 101/-.	Revised NDA format refer Corrigendum - 1 TO BE ISSUED ON RS 100/- STAMP PAPER
45	Technical	N.A.	N.A.	General	Could you provide the tentative timeline for the completion of the solution's implementation or the expected go-live date?	06 months
46	Technical	29	7.01	b) The above supply prices shall also include unloading at BRPL Delhi/New Delhi stores/site.	Is it correct to assume that the hardware will be delivered to the headquarters and that BSES will manage the logistics to the respective sites?	No change in clause. Clarification: Any permit/ site pass required for delivery/unloading will be arranged by customer.
47	Technical	29	7.01	c) Transit insurance will be arranged by Purchaser; however bidder to furnish required details in advance for arranging the same by Purchaser	Could you clarify the distinction between the bidder and purchaser as mentioned in Section 7.01?	Refer page no 20 , clause no 2
48	Technical	N.A.	N.A.	General	Is it the expectation that the hardware and software will be procured by the bidder, but the invoice will be issued in the name of BSES?	Invoice will be submitted by the bidder to BRPL for billing purpose
49	Technical	36	28.01	Commissioning Spares shall be deemed to be included in the quoted	What percentage should be considered for commissioning spares?	Tender conditions prevails

50	Technical	46	Section V (SCOPE AND TECHNICAL SPECIFICATIONS)	OEM product who has successfully completed PoC of bid product in BSES Rajdhani Power Ltd with 100% discovery of IP connected devices (IP, Mac) and at least 80% visibility of connected devices (make, model, firmware) for a given location, can participate in this bidding.	1. As per our understanding bidder can consider the OEM product which has successfully completed PoC in BSES Rajdhani Power Ltd as per the success criteria. Kindly clarify if there is any gap in our understanding? 2. Also, please share the details of the OEM products who meet the criteria defined in this clause.	OT Security solution whose POC is successfully conducted at BRPL OR BYPL.
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52	Technical	47	Section V (SCOPE AND TECHNICAL SPECIFICATIONS)	Support: Bidder should provide support with 5 years warranty, support and operations. Support will be provided onsite, from respective BRPL site.	As per the Scope and Technical Specifications section, clause f, is the bidder expected to coordinate with the OEM for warranty-related matters?	Bidder should provide support with 5 years warranty, support and operations.
53	Technical	47	Section V (SCOPE AND TECHNICAL SPECIFICATIONS)	Training: Bidder must provide training periodic sessions on product use to BSES team for efficient viable and fully functional system.	Regarding the Scope and Technical Specifications section, clause g, what is the anticipated frequency for training sessions to be provided to personnel?	Admin and user level training to BRPL staff needs to be provided by OEM and Bidder at the time of Kick-start and go-live. Halfyearly brush up training needs to be conducted including along any new features introduce in the system. Training should be Onsite.
54	Technical	54	Table 1 - Product / Solution Technical Specification	Encryption level and server hardening certificate.	What are the requirements for the encryption level and server hardening certificate?	Details of encryption and server hardening needs to be provided
55	Commercial	63	SECTION VI Price Format	NA	In reference to Section 6 price format, is the quantity of sensors/data collectors fixed at 120, and should the Bill of Quantities be prepared accordingly?	Tender Condition prevails
56	Commercial	63	SECTION VI Price Format	NA	The operations cost in the price format is requested for 3 years, whereas the support requirement is mentioned for 5 years. Could you please clarify this discrepancy?	Bidder should provide support with 5 years warranty, support and operations.
57	Commercial	56 and 71	7.03	NA	The clause for penalty in the delay of supply varies between 0.5% to 2% per week in different sections, with a maximum of 10% of the total contract value. Could you provide clarification on the applicable penalty rate?	Tender Condition prevails
58	Commercial	57	7.04	Max Penalty: will be to 5% of project cost, to be adjusted against PBG	Is the clause stating "Max Penalty: will be to 5% of project cost, to be adjusted against PBG" related to the Service Level Agreement (SLA) for support or for the implementation phase?	Tender Condition prevails
59	Technical	53	6.2	Scalable to add new device, grid / sub-station, network, subnet, without any change in dbase and storage.	Any change to any device such as communication change, asset change, vulnerability change, etc., is captured within the database and will therefore require result in a change to the backend database. (Threat Intel / Asset Intel)	Clause is clear
60	Technical	54	7.4	Hotfix / patch / upgrade to Operating system, (provided by OEM) of hosting environment for next 5 yrs	Does this mean the provided IDS solution patching ? Since IDS does not automatically patch or block anything.	It contains all devices which is provided as part of the project including hardware and software
61	Commercial		New clause	Termination for default	<u>We propose to add the new clause as per below:</u> In the event Purchaser materially breaches this Agreement or any statement of work, which breach is not cured within thirty (30) days after written notice specifying the breach is given to the Purchaser, the Supplier may terminate this Agreement or any portion thereof or the applicable statement of work by giving written notice to the Purchaser.	Not to included in the Tender
62	Commercial		New clause	Non-solicitation	<u>We propose to add the new clause as per below:</u> During the Term (including renewal term, if any) of the Agreement and for a period of one year thereafter, neither Party shall (either directly or indirectly through a third party) solicit to employ, cause to be solicited for the purpose of employment to any employee/s (including the employees who have been engaged to provide/perform the Services) of the other Party or aid any third person to do so, without the specific written consent of the other Party. This provision shall however not apply to any solicitation conducted through general advertisement of employment opportunities through placement agencies, public advertisement or otherwise which do not specifically target such employees. The said restriction shall also applies to each Party's affiliates, agents, vendors, contractors, and any third parties with whom such Party has a relationship (collectively, "Representatives"). Parties agree that representatives are equally prohibited from poaching or soliciting or inducing any employees of other Party to leave their employment or engagement with such other Party.	Not to included in the Tender
63	Commercial	29	8	Terms of Payment and Billing : For Supply of Equipment's (Part-A):	We propose for MS-1: 70% of contact value for of Pricing schedule shall be released subject to fulfillment on Delivery of required hardware and licenses, since installation is mention on MS-2: 20% of contact value itself.	Refer Corrigendum -1
64	Commercial	56	7	SLA: Delay in project execution will result in penalties and will be 2% of total order value cost per month, capping to 10% of total order value. No penalty will be chargeable on the bidder for the inability occasioned, if such inability is due to reasons entirely attributable to the BRPL	Penalty should NOT be on the TOTAL Value, and it should be un-delivered portion for the Percentage (%) of completion. We request you to kindly amend this clause as: Delay in project execution will result in penalties and will be 2% of total undelivered value of the total order value cost per month, capping to 10% of total undelivered portion of the total order value. No penalty will be chargeable on the bidder for the inability occasioned, if such inability is due to reasons entirely attributable to the BRPL.	Tender Condition prevails
65	Commercial	8 ii		The bidder should have net worth of Rs 3.5 Crore as on the last day of the preceding financial year on the date of bid submission.	Requesting BRPL to provide the relaxation till 1 Crore for MSE bidders on this clause.	Tender Condition prevails
66	Commercial	8 iii		Bidder must provide proof of having solvency of an amount equal to Rs 2.5 Crore from any nationalized/ scheduled commercial bank.	Please suggest what document is required to provide proof for solvency.	provide proof of having solvency of an amount equal to Rs 2.5 Crore from any nationalized/ scheduled commercial bank.

67	PQC	7	3	The Bidder should have minimum Five (5) years' experience in providing at least 03 supply, implementation and technical support services for OT deployment engagements in Govt sector, power sector, energy, BFSI or critical sector	ICS Networks like Pharma and Mfg are also considered as critical in Nature. Please confirm PO from Pharma and Mfg will also be considered for this clause.	Same as S.No 1 & 2
68	PQC	7	3	The Bidder should have minimum Five (5) years' experience in providing at least 03 supply, implementation and technical support services for OT deployment engagements in Govt sector, power sector, energy, BFSI or critical sector	Please confirm Only one PO out of three needs to be older than 5 years to qualify in this clause.	Same as S.No 1 & 2
69	Technical	47	h	Software and Firmware Licenses: Bidder shall ensure that all System Software Licenses offered shall be purchased under the name of purchaser (BRPL). For this project, the Licenses shall be Enterprise wide full use, perpetual without any restriction on access/usage of any kind of functionality during the Guarantee/ maintenance support period, post completion of contract and handover all Software Licenses (latest version deployed) to purchaser	Please confirm this clause is valid till the entire contract duration only.	It is for a period of 5 years from the date of Go-live of the project.
70	Technical	48	d	Solution should be appliance based product which includes both hardware and software.	Kindly confirm VM bases solution can be acceptable for Middleware and Central Datacentre.	Site sensors or devices should be industrial grade hardened appliance based device only. No server VM based solutions. At central datacenter harden appliance or VM based solution can be acceptable. Sensors for site locations should have DC power input. Sensors for site should have atleast 3 x1G (copper) traffic capture/ monitoring ports and one management port.
71	Technical	a	46	Proposed Solution: OT Security Solution should be scalable, reliable and compliant to certification like ISA 62433 and should possess Threat detection capability.	Please confirm it is safe to read ISA 62433 as ISA 62443	OK
72	Technical	49	e	Passive scan, Safe Active query (Manual), Active Directory etc. Able to perform passive network traffic analysis and discover of all devices IT, OT, IOT, both with and without IP (serial connected devices using Modbus protocol). provide portable collectors to gain visibility of assets connected in unmanaged switch environment where passive monitoring is not feasible.	Without IP (serial connected devices using Modbus protocol) assets data will not come using Passive scan, Safe Active query (Manual), Active Directory, remove non IP Assets point.	Non IP devices are Optional
73	Technical	51	3,7	Should be able to perform VA of all IT & OT connected devices to network., all version of OS.	Need clarity on this.	Yes
74	Technical	54	7.2	Encryption level and server hardening certificate.	Request to remove the Server hardening certificate. OEM can provide a documentation with the details of Encryption level used in Data in Transit and Rest	Details of encryption and server hardening needs to be provided
75	Technical	55	h	For all hardware – Submission of valid Certificate of common criteria as per IEC / ISO 15408, issued by CPRI lab.	CPRI does not provide certification for Common Criteria (ISO/IEC15408) and is primarily focused on testing, certification, and research in accordance with IEC standards related to the electrical power sector (OT devices only). Please remove this requirement from the specification as it is not applicable.	This clause is applicable only if the product falls under the said category of common criteria as per IEC / ISO 15408.
76	Commercial	6	1.5	Only DD shall be accepted for tender fees.	Kindly relax this to include online transfer	Tender Condition prevails
77	Commercial	6	3	BG from nationalized / Scheduled Bank	Kindly confirm if e-pbg is acceptable	Tender Condition prevails
78	2.01 Technical Criteria:	7		The Bidder must have completed minimum three (03) similar full cycle implementation of offered OT security systems in the last five (05) years prior to the date of bid submission of which at least one (01) implementation should be in Power/ Energy/ Utility sector.	As per our understanding, you require the PO copies, performance criteria, or completion certificates for full-cycle implementations of the offered OT security systems to be from the Power/Energy/Utility sector executed either locally or globally. Please confirm if our understanding is correct.	Mix of Indian and Global experience will consider but out of 3 atleast one should be Indian experience in Power/Energy/Utility sector
79	1. SCOPE OF WORK	46 of 83		c) Implementation: Bidders require to provide the POC as per the BYPL request and requirement before finalization of the system. BRPL reserve the rights to qualify or disqualify bidder solution based on PoC out come and deliverables. OEM product who has successfully completed PoC of bid product in BSES Rajdhani Power Ltd , with 100% discovery of IP connected devices (IP, Mac) and at least 80% visibility of connected devices (make, model, firmware) for a given location, can only be taken for commercial opening of bid document.	Please confirm whether an OEM that has successfully completed a PoC in BSES Rajdhani Ltd will have the prior PoC considered valid, or if a new PoC is required for this specific bid ?	Successful POC of OT Security Solution at either BRPL OR BYPL, stands valid
80		Pg 47 of 83		i) Software and Firmware Licenses: Bidder shall ensure that all System Software Licenses offered shall be purchased under the name of purchaser (BYPL). For this project, the Licenses shall be Enterprise wide full use, perpetual without any restriction on access/usage of any kind of functionality during the Guarantee/ maintenance support period, post completion of contract and handover all Software Licenses (latest version deployed) to purchaser.	Some of the OEM licenses for the offered solution are subscription-based rather than perpetual licenses. In this case, could you please clarify the required duration for the subscription license? Should it be for a 3-year or 5 year period?	It is for a period of 5 years from the date of Go-live of the project.
81	1. SCOPE OF WORK	Pg 47 of 83		h) Training: Bidder must provide training periodic sessions on product use to BYPL team for efficient, viable and fully functional system.	As per our understanding, the bidder will provide the initial user and admin training to kick-start the operation of the entire system. This training will consist of a maximum of 2 batches, with 10 trainees in each batch. If this is not the case, kindly provide answers to the following queries: 1. How often are the periodic training sessions expected to occur (e.g., monthly, quarterly, etc.), and how many batches and trainees will be included in each session? 2. What is the expected duration for each training session? 3. Is there a preferred mode of delivery for the training sessions (Onsite, Remote)?	Admin and user level training to BRPL staff needs to be provided by OEM and Bidder at the time of kick-start and go-live. Halfyearly brush up training needs to be concluded including along any new features introduce in the system. Training should be Onsite.

82	3. Architecture (IT & OT):	Pg 47 of 83		d) Solution should be appliance-based product which includes both hardware and software.	As per our understanding, you need a solution with integrated hardware and software, which means we can consider either an appliance-based solution or a VM-based solution that can be hosted on any embedded hardware. Please confirm if our understanding is correct.	Solution with integrated hardware and Software. Site sensors or devices should be industrial grade hardened appliance based device only. No server VM based solutions. At central datacenter hardened appliance or VM based solution can be acceptable. Sensors for site locations should have DC power input. Sensors for site should have atleast 3x1G (copper) traffic capture/ monitoring ports and one management port.
83	13. Scope of Work: Operations	82		Provide resources 2 Nos, L1 in 8 hr. shift. Resource should be certified on the offered and deployed solution.	As per our understanding, you require site engineers only at the central location to monitor and manage all assets distributed across 65 sites. 1. Could you please clarify the number of resources required at central site for monitoring? The RFP specifies 24*7 monitoring, and on page 82, paragraph 13, under the "Scope of Work - Operation" section, it is mentioned that 2 resources (L1) are required for 8-hour shifts. 2. Could you please clarify whether you require a resident engineer for 24*7 operation, or if the engineers will be supporting the customer site team remotely?	2 persons in general shift only. No night shift.
84						
85	7. Secure Design & Access:	80		a. Authorization & Authentication: i. Supports multi-factor authentication for admin activities ii. Least privilege System, allow granular permission levels, to assets and Sites, access times for each user or group, user and group permissions for file transfers and file access etc.	As per our understanding, bidders will only provide man-hour support for integrating the OT users with the existing MFA solution. All required licenses or subscriptions for adding OT users will be provided by BSES. Please confirm if our understanding is correct.	a. Authorization & Authentication: i. Supports multi-factor authentication for admin activities ii. Least privilege System, allow granular permission levels, to assets and Sites, access times for each user or group, user and group permissions for file transfers and file access etc.
86	12. Project Completion & Sign-Off			h. For all hardware – Submission of valid Certificate of common criteria as per IEC / ISO 15408, issued by CPRI lab.	CPRI does not provide certification for Common Criteria (ISO/IEC 15408) and is primarily focused on testing, certification, and research in accordance with IEC standards related to the electrical power sector (OT devices only). Please remove this requirement from the specification as it is not applicable, as CPRI does not provide certification for IT products, and the product we are proposing falls under the category of IT products.	This clause is applicable only if the product falls under the said category of common criteria as per IEC / ISO 15408.
87	11. Deployment & Training:	81		b. Grid will be said complete, only when it's all connected assets are visible in solution, baseline established, alerts & reports are configured, with user acceptance.	As per our understanding, all connected assets refer to the assets that have an IP address and must be visible within the solution. Please confirm.	Ok
88						
89	7 SERVICE LEVEL AGREEMENT & PENALTY	page 55 of 83		14. SERVICE LEVEL AGREEMENT & PENALTY ; h. Max Penalty: will be to 5% of project cost, to be adjusted against PBG	As per the delay Penalty Table provided in Clause 14, the Penalty is to be calculated on the Monthly/Quarterly Amount declared in the Section C of the price schedule . The Penalty shall not be on the Total Project value. SLA penalty as defined in Tender Clause 14 •2% of monthly charges for 98% - 96% •3% of monthly charges for 96% •5% of monthly charges for less than 94%	Clause no 14 does not pertain in NIT Refer Corrigendum 1 for Clause no 7 (a) Others Tenders conditions prevails
90	Delay in Project execution	page 56 of 83 , Page 71 of 83		Page 56 of 83 - Delay in project execution will result in penalties and will be 2% of total order value cost per month, capping to 10% of total order value. Page 71 of 83 1% of basic price for every week delay subject to maximum of 10% of total PO/WO value of undelivered units/ remaining work	The clauses are contradictory . Please clarify the exact Penalty clause.	Refer corrigendum -1 for point 1 For delivery only - Page 71 of 83 1% of basic price for every week delay subject to maximum of 10% of total PO/WO value of undelivered units/ remaining work
91	QUALIFYING REQUIREMENTS	7	4	The Bidder must have completed minimum three (03) similar full cycle implementation of offered OT security systems in the last five (05) years prior to the date of bid submission of which at least one (01) implementation should be in Power/ Energy/ Utility sector.	The Bidder/OEM must have completed minimum three (03) similar full cycle implementation of offered OT security systems in the last five (05) years prior to the date of bid submission of which at least one (01) implementation should be in Power/ Energy/ Utility sector.	Same as S.No 1 & 2
92	QUALIFYING REQUIREMENTS	7	4	The Bidder must have completed minimum three (03) similar full cycle implementation of offered OT security systems in the last five (05) years prior to the date of bid submission of which at least one (01) implementation should be in Power/ Energy/ Utility sector.	The Bidder must have completed minimum three (03) similar full cycle implementation of offered OT/IT security systems in the last five (05) years prior to the date of bid submission of which at least one (01) implementation should be in Power/ Energy/ Utility sector.	Same as S.No 1 & 2
93	QUALIFYING REQUIREMENTS	7	4	Should have at least two (02) in-house OEM	Please provide clarification	No Change in RFP.
94	Technical	5.1.f	47	Bidder must provide training periodic sessions on product use to BSES team for efficient, viable and fully functional system.	Training can be provided once during SAT. Does it requirement is for periodic training? If yes how many times should the training to be considered?	OEM & Bidder must provide Onsite Trainings for Admin and user level, at the time of kick-start, configuration and go-live. Post Go-Live, Onsite / Online sessions to be conducted at Halfyearly brush up sessions, any new features or changes etc.
95	Technical	5.1.g	47	Bidder shall ensure that all System Software Licenses offered shall be purchased under the name of purchaser (BRPL). For this project, the Licenses shall be Enterprise wide full use, perpetual without any restriction on access/usage of any kind of functionality during the Guarantee/ maintenance support period, post completion of contract and handover all Software Licenses (latest version deployed) to purchaser.	This product requires frequent signature updates hence license cannot be perpetual, it should be subscription based, 5 year subscription will be provided in the offer. Please confirm.	Same as S.No 20 It is for a period of 5 years from the date of Go-live of the project.
96	Technical	5.1.h	47	Scope includes all cost related to procurement of all devices (Grid Sensor, Central Server, Network cable, software license, etc), design, engineering, supply, implementation effort, integration with SIEM, etc as per table: "Product / Solution Technical Criteria".	Which SIEM is used by BSES ?	SIEM is not yet finalized. OT Security product must be capable of : 1. integrating with SIEM. 2. Logs of grid device alerts and activities in OT Security tool

97	Technical	5.1	47	a. Bidder / partner must evaluate the existing architecture and propose a deployment architecture.	Please provide the existing architecture	Architecture to be provided in POC Meeting. OR Can be provided by technical team at given contacts in RFP.
98	Technical	5.2.a	47	The device should collect the IT & OT traffic and sent the processed or meta-data to the Central Monitoring server deployed in the Control Center, to have consolidated view of assets collected from different Locations.	What is the available bandwidth between Control Center and Remote Locations	Control center is connected to grid locations through 2 Mbps MPLS RF link in redundancy
99	Technical	5.2.c	48	Logs must be maintained for all attempts to log on (both successful and unsuccessful), any privilege change requests (both successful and unsuccessful), user actions affecting security (such as password changes), attempts to perform actions not authorized by the authorization controls, all configuration changes etc. Additionally, the access to such logs must be controlled in accordance to the least-privilege concept mentioned above, so that entries may not be deleted, accidentally or maliciously. Logs must be maintained for 180 days.	Are these logs mentioned for logs generated by proposed monitoring solution? Or by the endpoints which are being monitored?	OT Security product must be capable of : 1. Integrating with SIEM. 2. Logs of grid device alerts and activities in OT Security tool
100	Technical	5.3.d	49	Data Gathering Techniques: Passive scan, Safe Active query (Manual), Active Directory etc. Able to perform passive network traffic analysis and discover of all devices IT, OT, IOT, both with and without IP (serial connected devices using Modbus protocol). provide portable collectors to gain visibility of assets connected in unmanaged switch environment where passive monitoring is not feasible.	Devices communicating over serial non-ip communication cannot be detected? Is it acceptable?	Accepted: Devices communicating over serial non-ip communication cannot be detected.
101	Technical	3.2.d (1.1)	55	Provide resources 02 nos, L1 in 8 hr / general shift. Resource should be certified on the offered and deployed solution. Bidder must provide following:	We understand this is 2 persons in day shift and 1 person in night shift - Please confirm ?	2 persons in general shift only. No night shift.
102	Technical	4	7	The Bidder must have completed minimum three (03) similar full cycle implementation of offered OT security systems in the last five (05) years prior to the date of bid submission of which at least one (01) implementation should be in Power/ Energy/ Utility sector.	Honeywell C12.0 is based on SCADAfence and was acquired in 2023 Oct. In this short time, we have received several orders from PSU's across sectors. As on date - 2 sites commissioned - MRPL, Yara fertilisers. We have PO's for 4 NTPC projects in hand, which will be commissioned by 2025 end, the 1st of which will be commissioned by April 2025 Please confirm we may bid.	Mix of Indian and Global experience will consider but out of 3 atleast one should be Indian experience in Power/Energy/Utility sector
103	Technical	4	7	The Bidder should have minimum Five (5) years' experience in providing at least 03 supply, implementation and technical support services for OT deployment engagements in Govt sector, power sector, energy, BFSI or critical sector and Out of which one (01) engagement should have at least 15 sites or 1000 assets being monitored and Should have at least two (02) in-house OEM and one (01) IEC62443 certified technical expertise on its payroll.	Honeywell C12.0 is based on SCADAfence and was acquired in 2023 Oct. Ever since there has been substantial research and development on the tool. The combined asset size for the NTPC Cyber Insights deployment should be near the 1000 point bid requirement (4 POs received, 2 in pipeline). This will be implemented by 2026 Q2 Please confirm we may bid.	Mix of Indian and Global experience will consider but out of 3 atleast one should be Indian experience in Power/Energy/Utility sector
104	Commercial	20.1	33	If supply of items / equipment is delayed beyond the supply schedule as stipulated in LOI/PO, then the Supplier shall be liable to pay the Purchaser for delay a sum of 1% (One percent) of the basic (ex-works) price for every week of delay or part thereof for individual mile stone deliveries.	We understand LD is on undelivered portion only, please confirm.	Tender condition prevails
105	Commercial	7a	56	Delay in project execution will result in penalties and will be 2% of total order value cost per month, capping to 10% of total order value. No penalty will be chargeable on the bidder for the inactivity occasioned, if such inactivity is due to reasons entirely attributable to the BRPL	We understand this penalty refers to 10% of the order value of section C (operations), please confirm.	It is part of Operations .
106	Commercial	7	56	2% of monthly charges for 98% - 96% 3% of monthly charges for 96% 5% of monthly charges for less than 94%	We understand this penalty refers to respective % of the order value of section C (operations), please confirm.	It is part of Operations .
107	Technical	General	NA	NA	Can BRPL provide PC resources for hosting - 1 VM at each location, resource requirements of which will be provided by Honeywell	Site sensors or devices should be industrial grade hardened appliance based device only. No server VM based solutions. At central datacenter harden appliance or VM based solution can be acceptable. Sensors for site locations should have DC power input. Sensors for site should have atleast 3 x1G (copper) traffic capture/ monitoring ports and one management port.
108	Technical	General	NA	NA	Would BRPL be interested in a single Governance Dashboard to track compliance vis-à-vis IEC62443, NIST, other Cyber Frameworks and Standards.	Can be checked during POC, optional
109	Technical	1.1	Partial	Asset Discovery Scan: e. Data Gathering Techniques: Passive scan, Safe Active query (Manual), Active Directory etc. Able to perform passive network traffic analysis and discover of all devices IT, OT, IOT, both with and without IP (serial connected devices using Modbus protocol). provide portable collectors to gain visibility of assets connected in unmanaged switch environment where passive monitoring is not feasible. f. Range & Protocol: Able to support varied range of IT, OT and IOT devices and their protocols. Allows to set IP range for active probing, Network connection through SPAN / Port Mirror / ERSPAN through managed switches, TAP with non-intrusive query. a. Provide asset information like: Device type / Category, Manufacturer, Model, Host name, Serial Number, IP, MAC, Purdue Level, Firmware, OS, End of (Life, Sale, etc), Protocol used, Risk Level, last Seen, Modified by, backplane etc) from network and nested devices to enable enhanced visibility, segmentation, and vulnerabilities. g. Hostname & DNS: Identify windows host names, and host names from DNS. Able to query DNS servers for asset names (reverse DNS) h. Process Value Identification: actual process values being read from / written to on OT devices (e.g. a CIP read occurred at this address).	Please change this point - "g. Hostname & DNS: Identify windows host names OR host names from DNS OR Able to query DNS servers for asset names (reverse DNS)"	Tender condition prevails
110	Technical	1.7	Partial	Vendors: Support ABB, Schneider, Siemens, Synergy, GE, Kyland, etc	do you have "Synergy" equipments in place because we do not support	Tender condition prevails
111	Technical	3		Vulnerability, Threat & Risk:		
112	Technical	3.4	Partial	Risk Alert: Solution should be able to throw alert on End of Life / Sale, Known vulnerabilities, External communication, USB (connected / Open), Hardware, software ports.	For End of Life / Sale is part of OT vendor software solution and not part of this, hence please remove this also Remove USB	Tender condition prevails
113	Technical	3.6	Partial	Threat action & Correlation: It should have Ability to disable individual Signatures, Ability to add customer Signatures, Ability to add third party Signatures. Also it should have AI-Based Anomaly Detection capability and discovery of Unknown Threats. correlation to provide detailed insight and rapid remediation	Please remove "AI-Based Anomaly Detection"	Tender condition prevails
114	Technical	3.8	Partial	CVE Match: Full, Program, Operating system, Model Match, Remote Applications installed, outdated firmware.	Please remove "outdated firmware"	Tender condition prevails

115	Technical	3.10	No	Incident: Provide MITRE attack framework and correlation	Please remove "MITRE attack framework and correlation" because this is part of customer existing SIEM solution and not part of this solution	Tender condition prevails
116	Technical	3.11	Partial	CVE Match: Full, Program, Operating system, Model Match, Remote Applications installed, outdated firmware.	Please remove "outdated firmware"	Tender condition prevails
117	Technical	4		CHANGE MANAGEMENT & CUSTOMIZATION		
118	Technical	4.1	Partial	<p>Alerts at following:</p> <p>a. Assets: Inactive / not communicating, Install new / Change / Removal of asset.</p> <p>b. Configuration: Change in firmware / Code, Exceed threshold values</p> <p>c. Network: Change in network path, Port (Open / close / Scan), ARP Scan, etc, Malicious combination of source / destination / ports / protocols etc (For Example: RDP, SSH and Telnet connections (together or separately) made to engineering stations, originating from outside the local network), IP conflict.</p> <p>d. Accessibility: Failed login attempts, un-authorized authentication, malicious reconnaissance or IP theft activity.</p> <ul style="list-style-type: none"> • Any of Blacklisted (Network Port / Protocols, Host / IP Address) • Activities performed by Non-White listed IP (Network Port / Protocols, Host / IP Address) • Write command of tag / group of pre-defined tags. • changes (Including download / upload) during work hours and non-hours, • malicious combination of sources / destinations / engineering station commands / un-schedule activities (Firmware download, non-working hours etc) 	Please remove "non-working hours etc" it is not required	Tender condition prevails
119	Technical	5		INTEGRATION & SERVICES		
120	Technical	5.1	Partial	<p>Solution should be able to integrate with:</p> <p>a. SIEM solution for SOC,</p> <p>b. Firewall (Next generation, Diode, etc),</p> <p>c. SMS, E-Mail (Lotus),</p> <p>d. Remote Access Solution (used in IT & OT)</p> <p>e. Active Directory etc</p> <p>f. Multi-Factor Authentication (Instasafe)</p>	<p>Please remove following -</p> <p>c. SMS, E-Mail (Lotus),</p> <p>e. Active Directory etc</p> <p>f. Multi-Factor Authentication (Instasafe)</p>	Tender condition prevails
121	Technical	7		COMPLIANCE FRAMEWORK		
122	Technical	7.1	Partial	MITRE Attack, NIST, IEC 62443, NCIIPC, NIST-CRP etc	please change the clause as below - MITRE Attack / NIST, IEC 62443 / NCIIPC / NIST-CRP etc	OK