

**Notice Inviting Tender for Supply of Unified Threat Management Appliance at**  
**Central University of Andhra Pradesh**  
**Ananthapuramu**



Central University of Andhra Pradesh  
Transit Campus,  
JNTU IT Incubation Centre  
Chinamya Nagar,  
JNTU Road, Ananthapuramu-515002

**Notice Inviting Tender for Supply of Unified Threat Management Appliance at**  
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Central University of Andhra Pradesh, Ananthapuramu, invites sealed Tenders under “Two Bid” System from reputed Original Equipment Manufacturers/Authorised Dealers for supply of Unified Threat Management (UTM) appliance as mentioned in the Tender document.

Interested Bidders may submit their sealed tenders for supply of the UTM hardware appliance on High Availability(HA)mode. Bidders are requested to go through the Tender document carefully as given in Annexures 1 to 4 (Available at <https://www.uohyd.ac.in> under Tender Section with title “Tender for UTM at CUAP”

Annexure-1	Qualifying Criteria
Annexure-2	Technical Specifications cum Compliance Sheet
Annexure-3	Financial Bid Requirements
Annexure-4	Check-list

**Table 1.1**

The University follows **e-publishing mode** under the e-procurement mode of Government of India. The tender document and details of terms and conditions can be downloaded from any of the following websites: (a) <https://www.uohyd.ac.in/Tenders> (b) <http://www.eprocure.gov.in>

Release of Tender document	28 <sup>th</sup> January, 2020 at 3 pm
Pre-bid meeting*	Commences from January, 2020 based on Time slots**
Last date for bid submission	17 <sup>th</sup> February, 2020 at 3 pm
Opening of the technical bid	17 <sup>th</sup> February, 2020 at 3.30 pm
Opening of Financial bids	19 <sup>th</sup> February, 2020 at 4 pm, to be Intimated to the bidders who are found to be technically qualified.
Bid Submission and opening place	Assistant Registrar, Central University of Andhra Pradesh, Ananthapuramu

**Table 1.2**

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All bids **MUST** be submitted/posted to the below mentioned address in hard copy on or before the last date and time as indicated in the **Table 1.2.above**

**The Assistant Registrar,  
Central University of Andhra Pradesh,  
Transit Campus, JNTU Incubation Centre,  
Chinmaya Nagar, JNTU Road,  
Ananthapuramu-515002**

**INTRODUCTION:**

Central University of Andhra Pradesh, Ananthapuramu, intends to procure State of the Art **Unified Thread Management (UTM)** hardware appliance with High Availability (HA) mode to provide secured Internet services for its Campus having approximately 500 users. The Campus at present has both wired and Wi-Fi networks with 40 mbps Internet bandwidth via aggregation link from National Knowledge Network (NKN), Government of India. This could be further scaled up to 4 Gbps. The UTM must provide variety of the strategic features but not limited to the features as mentioned in Technical Specifications cum Compliance Sheet (Annexure-2).

**SCOPE OF THE TENDER:**

Supply, Installation, Configuring, Testing, Managing, Monitoring and Commissioning of Unified Thread Management Appliance.

**QUANTITY:**

One unit in HA mode (Active-Active)

**GENERAL TERMS AND CONDITIONS:**

The Bidders **MUST STRICTLY** adhere to the **Terms and Conditions** specified in the tender document as detailed below.

- 1) Central University of Andhra Pradesh, Ananthapuramu is an higher education Institute under MHRD and UGC; Bidders may quote their lowest price with all educational discounts.
- 2) Hand-written tenders and tenders sent through e-mail will not be accepted.
- 3) Tender document can be downloaded free of cost.
- 4) **Tenders incomplete in any respect** are liable to be rejected.
- 5) **Submission of EMD is mandatory.** The MSE units registered with MSME and certificates obtained from NSIC under the single Point Registration scheme (SPRS) shall be exempted from payment of Earnest money deposit (EMD) on production of requisite proof in respect of valid certification from NSIC.
- 6) One Bidder should quote for one solution only.
- 7) **Bids received after the due date and time** shall not be considered. Central University of Andhra Pradesh, Ananthapuramu will not be responsible for any postal delay.



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- 8) Bidders are advised to exercise adequate care in quoting the prices. No excuse for corrections in the quoted rate will be entertained once the financial bids are submitted.
- 9) **Bidders should carefully go through the eligibility criteria stipulated in the Technical Bid Requirements (Annexure-1).**
- 10) **The Price bids of technically qualified bidders will ONLY be considered for further evaluation and ranking before awarding the contract.**
- 11) **\*Pre-Bid Meeting:**
  - a The Bidders interested in participation will have an opportunity to clarify their queries about the specifications and other Technical details in the Pre-Bid meeting to be held from the date specified in the Tender document. The time slots will be assigned by the Director (Computer Centre & Campus Network Facility), University of Hyderabad.
  - b **\*\*TIME SLOTS** for attending the Pre-Bid meeting can be reserved **by sending email to [arcuap@gmail.com](mailto:arcuap@gmail.com) at least TWO days in advance.** The time slots will be provided at the discretion by Dean In-Charge, Central University of Andhra Pradesh, Ananthapuramu,
  - c The queries related to tender may be sent through email to the above address indicated in clause (a) above up to **17:30 hours on 7<sup>th</sup> February, 2020.**
  - d Only **TWO** representatives per Bidder will be allowed to participate in the Pre-bid conference. The representatives should submit the authorization letter from their respective firms/companies. **On the spot request** for attending the Pre-Bid meeting will not be entertained under any circumstances.
- 12) **Non-participation in Pre-Bid meeting** will not disqualify any Bidder from participation in the Tender process in submission of their bids.
- 13) Bidders should carefully submit all the required documents as mentioned in the annexures along with Check-list.
- 14) Central University of Andhra Pradesh, Ananthapuramu being a Central University, is exempted from Excise Duty/Customs Duty as per the rules of the Government of India. DSIR certificate can be provided for duty exemption.
- 15) The price quoted should be on the basis of CIF, Anantapuram. The details of taxes, insurance etc. should be indicated separately in the price bid.
- 16) Every Bidder is required to put his/her signature as a token of having read and understood the terms and conditions of this tender notice.
- 17) Every Bidder must submit a notarized affidavit duly stating that the bidder/OEM has not been blacklisted by any of the Government of India Departments/Agencies/PSUs as on the date of submission of their bids. The Bidder is required to furnish the reasons for banning/blacklisting and the period for which the firm/company has been blacklisted with all supporting documents.
- 18) Contract will be awarded to the lowest evaluated bidder whose bid has been found to be technically responsive and who stood is eligible and qualified to perform the contract satisfactorily as per the terms and conditions incorporated in this bidding document.
- 19) The Central University of Andhra Pradesh, Ananthapuramu reserves the right to reject any/all quotations or accept any offer part thereof without giving any reasons.
- 20) **Performance Bank Guarantee:** The successful bidder should furnish Performance Bank

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Guarantee from any nationalized bank in India. It should be for an amount of 10% of the value of the contract awarded. The same shall be valid for the **entire period of contract plus TWO months.**

- 21) **Delivery period:** The supplier should be able to deliver the items within a maximum period of **Four(4)** weeks from the date of issue of Purchase Order.
- 22) **Liquidated Damages:** The Manufacturer/Supplier or his Indian Representative shall pay to the University @1% of the total cost of the system/equipment/material per each week of delay in delivery of the system as liquidity damages; the total amount of liquidity damages will not exceed 5% of the total cost.
- 23) **Risk Purchase:** If successful tenderer fails to supply material within the stipulated delivery date, Central University of Andhra Pradesh reserves the right to procure same or equivalent material from alternative sources at the vendor's risk, responsibility and cost. Any extra cost incurred in the procurement of the material from alternative source will be recovered from the Security Deposit/ Bank Guarantee and if the value of the materials/goods under risk purchase exceeds, the amount of Security Deposit and/or Bank Guarantee retained by the University, the same may be recovered following the legal process.
- 24) The proposed system should be **FACTORY INTEGRATED** and no on-site integration and assembly is allowed. Only Installation, Configuring, Testing, Monitoring, Commissioning and other firmware updates/upgrades must be done onsite.
- 25) Payment will be released only after delivery and satisfactory commissioning and acceptance by the University.
- 26) The resultant contract shall be interpreted under Indian Laws.
- 27) **Warranty:** The bidders should offer a minimum period of 3 years warranty for all the quoted items from the date of successful installation of the equipment/item. The quoted price shall be inclusive of warranty costs. AMC/FMC charges for Fourth and fifth year shall be quoted separately, if applicable.
- 28) **Agreement:** An agreement in the format prescribed by the university of Hyderabad is required to be entered into by the suppliers or their authorised representative with the university in respect of Goods/services valuing Rs.10 lakh and above, with in a period of 15 days from the date of issue of Purchase order/work order. In cases of CAMC, agreements are to be entered into on case to case basis duly customizing the format of agreement. In cases of work awarded by university works department, template of agreement finalized by Internal Audit office, UoH(Mentor University) is to be adopted.
- 29) Resolution of disputes as jurisdiction of court. Any disputes arising out of this contract shall be referred to the university, and if any of the parties here to is dissatisfied with the decision, the dispute shall be referred to the decision of the arbitrator, who should be acceptable to both the parties, to be appointed by the vice chancellor of the university. The decision of such Arbitrator shall be final and binding on both the parties

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30) **Instructions for submitting the bids:** Placements of Technical and Financial bids in the sealed envelope(s) should be as follows:

Envelope-1	Technical Bid-Tender for UTM at CUAP, J-11012/1/2020/UTM dated 28.01.2020.
Envelope-2	Financial Bid-Tender for UTM at CUAP, J-11012/1/2020/UTM dated 28.01.2020
Envelope-3	The above TWO envelopes 1 and 2 are required to be kept in ONE big sealed envelope or THIRD envelop duly super scribed as: Tender for UTM at CUAP, J-11012/1/2020/UTM dated 28.01.2020.

Table 1.3

**IMPORTANT NOTE:**

- (a) All the above three envelopes should contain the complete contact details of the Bidder.
- (b) All the Bidders are advised to submit a signed copy of the Tender document as a token having read and understood the contents of each clause/para.

Sd/-  
Asst Registrar  
Central University of Andhra Pradesh



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**Annexure – 1  
QUALIFYING CRITERIA**

1. Bidders should be a Company incorporated under the Companies Act 1956, or Limited Liability Partnership formed as per the Limited Liability Partnership Act 2008. **(Incorporation/Registration Certificate must be enclosed).**
2. Bidders should have provided similar services or have been providing similar services, at present, to at least **THREE** Customers in India during the last **FIVE** years ending 31-03-2019. The customers for the present context include Central Universities, IITs, IIMs, PSUs or Government of India Departments. **In support of the above, the bidders shall enclose copies of Purchase orders/Work orders issued by customers.**
3. The Bidder should have authorization from the OEM to quote their products, and should be an Authorized Business and Service partner of the OEM. **(Authorization Letter should be attached).**
4. The Bidders/OEM should have atleast one full-fledged Service Operating Centre (SoC) in India and should not outsource the SoC activities to any other Firm/Company. **(Particulars of the SoC to be enclosed)**
5. The Bidders' SoC should have been operational for a minimum of **TWO** years as on the date of issue of Tender Notice. **(Particulars of the SoC to be enclosed)**
6. The Bidders shall submit Income Tax Returns relating to the last **THREE** financial years ending 31<sup>st</sup> March 2019. The Bidders shall also submit Annual reports containing Balance sheets and Profit Less account/Income and Expenditure Account during the last **THREE** years ending 31<sup>st</sup> March 2019.
7. All technical/ detailed specifications of the appliance proposed including its leaflets, catalogue, product brochure, datasheets, technical literatures published from OEM shall be enclosed to the technical bid.
8. Latest Gartner Report of 2019 along with web link as on date shall be provided.
9. Latest NSS Labs Report of 2019 along with web link as on date shall also be provided.
10. Bidder's name, complete contact address, Website link, Landline No(s), Mobile No(s), Email address. **(All these details should be furnished on the letter head of the company)**
11. GST and PAN details. **(Details should be enclosed)**
12. **Technical Specifications cum Compliance Sheet should be enclosed.**
13. **Earnest Money deposit:** The Bidder shall submit the Earnest Money Deposit along with the Technical Bid in the form of a Account Payee Demand Draft/Banker's Cheque or Bank Guarantee from any commercial bank in India for an amount of INR 30,000/- (Rupees thirty thousand only). The account payee Demand Draft/Banker's Cheque shall be drawn in favor of "The Registrar, Central University of Andhra Pradesh", payable at SBI JNTU Branch, Ananthapuramu.
14. The EMD shall not carry any interest.
15. The EMD of successful bidder shall be retained by the University, until an agreement incorporating the terms and conditions are entered into with it.
16. The EMD in respect of unsuccessful bidders shall be returned to them at the earliest after the expiry of Final bid validity and latest on or before the 30<sup>th</sup> day after the award of the contract.
17. EMD submitted in the form of Bank Guarantee shall be valid for period of 165 days.
18. EMD should be in Indian Rupees only.
19. No bid shall be withdrawn, substituted or modified after the due date for receipt of bids.

**Note: Non-submission of any or all the above DULY ATTESTED DOCUMENTS may lead to the REJECTION of the Bid.**

Stamp

Signature of Bidder

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**Annexure 2**

**TECHNICAL SPECIFICATIONS CUM COMPLIANCE SHEET**

<b>MAKE:</b>			
<b>MODEL:</b>			
S. No.	UTM Technical Specifications cum Compliance Sheet	Compliance (Yes/No)	Remarks
<b>A.</b>	<b>General</b>		
1	Integrated Security Appliance which is capable of supporting Firewall, VPN, IPS, Web filtering etc on the same appliance		
2	Proposed Firewall should support at least 1000 concurrent Users, device should be IPv6 ready, and should support multi-core architecture.		
3	Traffic management: Option to configure traffic shaping on a per policy basis for specific application/ Specific networks and should be able to define guaranteed bandwidth and maximum bandwidth per policy.		
4	Should support BGP, OSPF, RIP V1 and V2 routing protocol		
5	Bandwidth Control/ Restriction per IP Address group & per Policy should be available.		
6	Should support authentication using XAUTH/RADIUS, Active Directory, SSO, LDAP, Novell, Internal user database, terminal Services, Citrix		
7	Appliance should have support for DOS & DDOS scanning attacks and attack protection.		
<b>B.</b>	<b>Hardware and Interface Requirements</b>		
1	Number of network interfaces supported by the device should be mentioned exactly in the Bid. The product should have minimum of (20) 10/100/1000 copper gigabit, 4x1 GbE SFP, 2x10 GbE SFP+, 1 USB, 1 console interface available. Appliances should have dedicated management interface out of band.		
2	Solution should have built in SSD of minimum 32 GB and should be have storage option capable to 1TB if required.		
3	Should support RPS(Redundant Power Supply) from day one on the same appliance and should be hot swappable.		
<b>C.</b>	<b>Firewall Performance Requirement</b>		
1	Firewall inspection throughput at least 5.0 Gbps or higher		
2	The Firewall should have at least 2.5 Gbps of threat protection throughput or higher.		



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3	Should have minimum 1.1 Gbps or higher of Anti-Malware/Gateway AV inspection throughput.		
4	Should support SSL inspection of 1,45,000 connections.		
5	VPN throughput at least 3.0 Gbps or higher		
6	The Firewall should support at least 3 Million concurrent sessions and at least 40,000 new sessions per second.		
7	The Firewall should support minimum 1,000,000 connections with security services enabled including Gateway Antivirus.		
<b>D.</b>	<b>Licensing and Certification</b>		
1	All the UTM services should be quoted with 3 years support & services with HA.		
2	The OEM should be in the leader/challengers quadrant of Gartner UTM latest & being recommended by NSS Labs for at least 3 years.		
3	Product Support should be with complete security bundle and (24 x 7) for 3 yrs from day 1		
<b>E.</b>	<b>Bandwidth Management &amp; Application control</b>		
1	Bandwidth Control/ Restriction per IP Address group & per Policy should be available.		
2	Traffic management: Option to configure traffic shaping on a per policy basis for specific application/ Specific networks and should be able to define guaranteed bandwidth and maximum bandwidth per policy.		
3	Should have application control feature for 1800 or more applications		
4	Should support Quota based Bandwidth Management and should be Cyclic		
5	Should block P2P applications, block Anonymous proxies etc.		
6	Should support Application based routing.		
<b>F.</b>	<b>VPN</b>		
1	Should support at least 4000 IPSec Site-to-Site VPN tunnels and 2000 or more no of IPSec Client Remote access VPN		
2	Solution Should support Layer 2 Tunnelling protocol (L2TP)over IPSEC		
<b>G.</b>	<b>IPS, Web Content Filtering, Anti Virus</b>		
1	Should do real time scanning rather than proxy based scanning of all the traffic passing through the appliance.		
2	Signatures should have a severity level defined to it so that it helps the administrator to understand and decide which signatures to enable for what traffic (eg. For severity level: high, medium, low		

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3	The OEM should have regular update of its attack signature database and the same should be configurable to update the signatures automatically without manual intervention.		
4	The new attack signatures and new major software releases should be available in OEM website for free download.		
5	Should be integrated solution with appliance based firewall on a single chassis with multi core processor.		
6	Antivirus should provide real-time detection of viruses and malicious code at the gateway for SMTP, POP3, HTTP, FTP etc internet traffic.		
7	Antivirus gateway should have option to configure to respond to virus detection in several ways		
8	Should not buffer traffic before scanning for virus or IPS.		
9	Should have facility to block files based file extensions.		
10	Should have capacity to scan unlimited file size without buffering them.		
11	The proposed solution should be scalable and offer fault tolerance to safeguard against hardware failures. The failover should be capable of taking over the traffic without any manual intervention and session loss.		
12	Web content filtering solution should work independently without the need to integrate with proxy server, there should not any proxy inbuilt into the UTM.		
13	Should have facility to block the URL's based on categories and should support minimum 60+ URL Categories.		
14	Appliance should support SD WAN feature on the same Appliance with intelligence to qualify ISP link based on multiple parameters like Latency, Jitter etc.		
15	Should be able to block different categories / sites based on users/groups.		
16	Should have facility to configurable policy options to block web sites based on banned words.		
17	Appliance should be able to re rate website into custom URL category.		
18	The solution should have options to block java applets, active X as well as cookies.		
19	Solution should have the abilities to block the application not based on port and protocols.		
20	Should support policy based on FQDN, Mac address, along with IP address.		

**Signature of Bidder & Stamp**

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**Annexure - 3**

**FINANCIAL BID REQUIREMENTS**

1. All prices should be in **Indian currency** only.
2. Hardware cost and licensing cost should be quoted separately.
3. Cost should include overall end to end solution for **Supply, Installation, Configuring, Testing, Managing, Monitoring and Commissioning of Unified Threat Management (UTM) Appliance.**
4. All taxes and duties, etc. applicable should be indicated separately and the amounts should also be quoted separately.
5. The technical training should be provided free of cost.
6. The **warranty and licensing cost must be valid for THREE years.**
7. **Postwarrantyannualmaintenancechargesfor4thand5thyearshouldbementioned separately.**
8. The prices quoted should be **firm for a period of 120 days** from the date of opening of technical bids. This validity period should be documented clearly.

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Stamp

Signature of Bidder



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**Annexure – 4  
CHECKLIST**

S.NO.	CHECKLIST	ENCLOSED (YES/NO)
	<b>TECHNICAL BID</b>	
1.	Bidders should be a Company incorporated under the Companies Act 1956 (as amended), or Limited Liability Partnership formed as per the Limited Liability Partnership Act 2008, for the last <b>THREE</b> years. (Incorporation/Registration Certificate must be closed).	
2.	Bidders should have provided similar services (UTM) or have been providing similar services, at present, to at least <b>THREE</b> Customers in India during last <b>FIVE</b> years ending 31 <sup>st</sup> March 2019. The customers for the present context include Central Universities, IITs, IIMs, PSUs or Government of India Departments. (Copies of Purchase orders/Work orders shall be enclosed).	
3.	The Bidder should have authorization from the OEM to quote their products, and should be an Authorized Business and Service partner of the OEM. (Authorization Letter should be attached).	
4.	The Bidders should have at least one full-fledged Service Operating Centre (SoC) in India and should not outsource the SoC activities to any other Firm/Company. (Particulars of the SoC to be enclosed).	
5.	The SoC should have been operational for a minimum of <b>TWO</b> Years as on the date of issue of tender notice from the date of commencement of services. (Particulars of the SoC including the date of commencement service activities shall be enclosed).	

**Signature of Bidder & Stamp**

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**Annexure – 4**

<b>S.NO.</b>	<b>CHECKLIST</b>	<b>ENCLOSED (YES/NO)</b>
6.	The Bidders should enclose IT Returns, Balance sheets, Profit and Loss statements/Income and expenditure accounts for the last THREE financial years ending 31 <sup>st</sup> March 2019 shall also to be enclosed.	
7.	All technical detailed specifications of the appliance proposed including its leaflets, catalogue, product brochure, datasheets, technical literatures published from OEM (In original and no photocopies) shall be enclosed.	
8.	Latest Gartner Report of 2019 along with web link as on date shall be provided.	
9.	Latest NSS Labs Report of 2019 along with web link as on date shall be provided	
10.	Bidders' Name, Contact Address, Website link, Landline No., Mobile No., Email address. (All these details should be enclosed in the letter head of the company).	
11.	GST and PAN details. (Details should be enclosed)	
12.	Technical Specifications cum Compliance Sheet should be enclosed.	
13.	Earnest money deposit shall be enclosed along with the Technical Bid.	
14	<b><u>Financial Bid</u></b>	
	The Bidders should enclose the Cost of Warranty for Hardware and Licensing cost for The. 4 <sup>th</sup> and 5 <sup>th</sup> year	

**Signature of the Bidder  
Stamp**