

Pre-Bid Queries response for RFP Reference No- NTB/ISC/DLP/2024/04/021 for Supply, Installation, Implementation, Integration, Training and Maintenance of Data Leakage Prevention (DLP), Data Identification & Classification (DIC) and Web Security Solutions published on 16-04-2024					
Sr. No	Page No./ Section No	Clause No.	Reference/ Subject	Clarification Sought	Bank's Clarification
1	Page no. 22 4.31 Evaluation of Eligibility Criteria	Sr. No. 6	Must be net profit-making entity (from Indian operations only) for each year in the last three financial years that is financial years - 2020-21, 2021-22 and 2022-23.	Kindly amend the clause as: Must be net profit-making entity (from Indian operations only) for any three out of last five financial years - 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23.	The clause will remain same as per RFP.
2	Page no. 22 4.31 Evaluation of Eligibility Criteria	Sr. No. 7	Eligibility Criteria: The bidder should have implemented similar solution in any Government/PSUs/BFSI/Bank /Insurance organization. Supporting Required: Copy of letter of assignment & certification of satisfactory completion of assignment to be submitted from respective organization.	Kindly amend the clause as: Eligibility Criteria: The bidder should have implemented similar solution in any Government/PSUs/BFSI/Bank /Insurance organization. Supporting Required: Copy of letter of assignment / purchase order / certification of satisfactory completion of assignment to be submitted from respective organization.	Will be Considered as- "Copy of letter of assignment / purchase order / certification of satisfactory completion of assignment to be submitted from respective organization."
3	Page no. 23 4.31 Evaluation of Eligibility Criteria	Sr. No. 7	Bidder/OEM must have implemented the proposed solution for Data Leakage Prevention (DLP), Data Identification & Classification (DIC) and Web Security Solutions in at least One Scheduled Commercial Banks/RRBs/ Public Sector Bank/ Private Bank/ Co-Operative Bank* in	Kindly remove the clause: *The Co-Operative Bank must have the following criteria as on 31.03.2023. i) Branch Operations in at least three states in India. ii) Total Business of Rs. 25,000 crore or above in India.	The clause will remain same as per RFP.

			<p>India. *The Co-Operative Bank must have the following criteria as on 31.03.2023. i) Branch Operations in at least three states in India. ii) Total Business of Rs. 25,000 crore or above in India. (Copy of proof must be enclosed for both Point No i and ii)</p>	(Copy of proof must be enclosed for both Point No i and ii)	
4	Page no. 15	4.6	<p>As per recommendations of GOI (Government of India), Bank has decided to waive off EMD, tender cost (application money) and, Fees for proposed solution features for Micro and Small Enterprise MSE.</p>	<p>We understand this clause is also applicable for Bidders who are Resellers / System Integrators. Kindly confirm.</p>	<p>We confirm that this clause is also applicable for Bidders who are Resellers / System Integrators.</p>
5	Page no. 21	4.31	<p>Bidder/OEM must have implemented the proposed solution for Data Leakage Prevention (DLP), Data Identification & Classification (DIC) and Web Security Solutions. in at least One Scheduled Commercial Banks/RRBs/ Public Sector Bank/ Private Bank/ Co-Operative Bank* in India - *The Co-Operative Bank must have the following criteria as on 31.03.2023. i) Branch Operations in at least three states in India. ii) Total Business of Rs. 25,000 crore or above in India.</p>	<p>Request you to amend the clause as follows - Bidder/OEM must have implemented the proposed solution for Data Leakage Prevention (DLP), Data Identification & Classification (DIC) or Web Application Security Solutions. in at least One Scheduled Commercial Banks/RRBs/ Public Sector Bank/ Private Bank/ Co-Operative Bank* / Government Sectors / Private Financial Companies / Other Private Sectors in India.</p>	<p>The Clause will remain same as per the RFP.</p>

			(Copy of proof must be enclosed for both Point No i and ii)		
6	Page no 25	BIDDER's/OEM's Capability & Experience	1) BIDDER/OEM experience in implementation of proposed solution offered with respect to Supply, Installation, Implementation, Integration, Training and Maintenance of Data Leakage Prevention (DLP), Data Identification & Classification (DIC) and Web Security Solutions in Scheduled Commercial Banks/ RRBs/ Public Sector Bank/Private Bank/ Cooperative Bank* in India to be calculated as below:• Scheduled Commercial Banks/ RRBs /Public Sector Bank/ Private Bank each organization implementation will carry 2 marks• For each Co-Operative Bank implementation will carry 1 mark.*The Co-Operative Bank must have the following criteria as on 31.03.2023.i) Branch Operations in at least three states in India.ii) Total Business of Rs. 25,000 crore or above in India.(Copy of proof must be enclosed for both Point No i and ii)	1) BIDDER/OEM experience in implementation of proposed solution offered with respect to Supply, Installation, Implementation, Integration, Training and Maintenance of Data Leakage Prevention (DLP), Data Identification & Classification (DIC) or Web Application Security Solutions in Scheduled Commercial Banks/ RRBs/ Public Sector Bank/Private Bank/ Cooperative Bank* /Government Sectors / Private Financial Companies / Other Private Sectors in India to be calculated as below:• Scheduled Commercial Banks/ RRBs /Public Sector Bank/ Private Bank each organization implementation will carry 2 marks• For each Co-Operative Bank implementation will carry 1 mark.*The Co-Operative Bank must have the following criteria as on 31.03.2023.i) Branch Operations in at least three states in India.ii) Total Business of Rs. 25,000 crore or above in India.(Copy of proof must be enclosed for both Point No i and ii)	The Clause will remain same as per the RFP.

7	Page no. 26	BIDDER's/OEM's Capability & Experience	<p>3) BIDDER/OEM should have at least 5 years of experience in providing proposed solution offered with respect to Supply, Installation, Implementation, Integration, Training and Maintenance of Data Leakage Prevention (DLP), Data Identification & Classification (DIC) and Web Security Solutions in Scheduled Commercial Bank / RRBs / Public Sector Bank/ Insurance Sector/ Private Bank in India.</p> <p>BIDDER/OEM should have at least 5 years of experience in providing proposed solution offered with respect to Supply, Installation, Implementation, Integration, Training and Maintenance of Data Leakage Prevention (DLP), Data Identification & Classification (DIC) and Web Security Solutions in Scheduled Commercial Bank/ RRBs/Public Sector Bank/ Private Bank/ Co-Operative Bank* in India.</p> <p>Experience-:</p> <p>Category-1: Scheduled Commercial Bank / RRBs /Public Sector Bank / Private Bank in India.</p> <ul style="list-style-type: none"> • More than 5 years -10 Marks • Between 4 to 5 years -7 Marks • Less than 4 years -5 Marks <p>Category-2: Co-Operative Bank in</p>	<p>3) BIDDER/OEM should have at least 5 years of experience in providing proposed solution offered with respect to Supply, Installation, Implementation, Integration, Training and Maintenance of Data Leakage Prevention (DLP), Data Identification & Classification (DIC) or Web Application Security Solutions in Scheduled Commercial Bank / RRBs / Public Sector Bank/ Insurance Sector/ Private Bank in India.</p> <p>BIDDER/OEM should have at least 5 years of experience in providing proposed solution offered with respect to Supply, Installation, Implementation, Integration, Training and Maintenance of Data Leakage Prevention (DLP), Data Identification & Classification (DIC) or Web Application Security Solutions in Scheduled Commercial Bank/ RRBs/Public Sector Bank/ Private Bank/ Co-Operative Bank* / Government Sectors / Private Financial Companies / Other Private Sectors in India.</p> <p>Experience-:</p> <p>Category-1: Scheduled Commercial Bank / RRBs /Public Sector Bank / Private Bank in India.</p> <ul style="list-style-type: none"> • More than 5 years -10 Marks • Between 4 to 5 years -7 Marks • Less than 4 years -5 Marks <p>Category-2: Co-Operative Bank in India</p> <ul style="list-style-type: none"> • More than 8 years -10 Marks • Between 6 to 8 years-6 Marks • Less than 6 years -4 Marks 	The Clause will remain same as per the RFP.
---	-------------	--	---	---	---

			<p>India</p> <ul style="list-style-type: none"> • More than 8 years -10 Marks • Between 6 to 8 years-6 Marks • Less than 6 years -4 Marks <p>Higher marks will be considered if BIDDER/OEM has experience in both category i.e. Category-1 and Category-2</p> <p>*The Co-Operative Bank must have the following criteria as on 31.03.2023.</p> <p>i) Branch Operations in at least three states in India.</p> <p>ii) Total Business of Rs. 25,000 crore or above in</p> <ul style="list-style-type: none"> • (Copy of proof must be enclosed for both Point No i and ii) 	<p>Higher marks will be considered if BIDDER/OEM has experience in both category i.e. Category-1 and Category-2</p> <p>*The Co-Operative Bank must have the following criteria as on 31.03.2023.</p> <p>i) Branch Operations in at least three states in India.</p> <p>ii) Total Business of Rs. 25,000 crore or above in</p> <ul style="list-style-type: none"> • (Copy of proof must be enclosed for both Point No i and ii) 	
8	Page 21	Evaluation of Eligibility Criteria		Kindly add below clause in Eligibility Criteria - "Bidder should be Cert-In empanelled"	The Clause will remain same as per the RFP.
9	Page 21	Evaluation of Eligibility Criteria		Kindly add below clause in Eligibility Criteria - "Bidder should have in-house certified resources of proposed solution / technology."	The Clause will remain same as per the RFP.
10	Page 21	Evaluation of Eligibility Criteria		Kindly add below clause in Eligibility Criteria - "Bidder should have in-house Certified IR resources to support breach investigation in case of any security Incident"	The Clause will remain same as per the RFP.
11	Page 23	4.32 Evaluation of Technical Bids / Scoring Matrix	<p>CMMI Level</p> <ul style="list-style-type: none"> - CMMI Level 3 - 1 Marks - CMMI Level 4 - 2 Marks - CMMI Level 5 - 3 Marks 	<p>Kindly amend the scoring pattern to following -</p> <ul style="list-style-type: none"> - CMMI Level 3 (Mandatory) - 3 Marks - CMMI Level 4 / 5 (Optional) 	The Clause will remain same as per the RFP.

12	Page 12	II	Instructions for Bid Submission/The Bidders who wish to take up the project shall be responsible for the following:	Resource requirement 2-3 yrs. is for operations after the roll out or since the commencement.	Since the commencement
13	Page 12	II	Instructions for Bid Submission/The Bidders who wish to take up the project shall be responsible for the following:	Supply of the hardware will be provided by the Bank itself?	Yes
14	Page 12	II	Instructions for Bid Submission/The Bidders who wish to take up the project shall be responsible for the following:	What will be the desired solution type e.g. on-prem, Cloud, SaaS	On-prem
15	Page 12	II	Instructions for Bid Submission/The Bidders who wish to take up the project shall be responsible for the following:	Do we also need to deploy any ssl off loader or decryption solution for Visibility over the encrypted data	Will be discussed during technical presentation
16	Page 11	II	Instructions for Bid Submission/Scope of RFP in brief is mentioned below:	DC Locations and existing network setup Implementation process will be on-site or remote	Will be discussed during technical presentation
17	Page 59	6.7	Payment Schedule	How is the payment plan considered? Is it for overall 40-30-30 or licence and services cost are separated.	The clause will remain same as per the RFP
18	Page 59	6.7	Payment Schedule	Please consider 100% upfront payment for the fees of software licence at the time of delivery itself.	The clause will remain same as per the RFP
19	Page 12	II	Instructions for Bid Submission/The Bidders who wish to take up the project shall be responsible for the following:	Total Number of users on Prem and Roaming Users Total of Devices with their OS and versions Connectivity model/type between branches and HQ /Data centre Is there any VPN solution is in use? Is the DC-Cloud VPN Firewalls in Data Centre?	Will be discussed during technical presentation

				is the DC-Cloud Dedicated Connectivity (Internet, private line circuits)?	
20	47	6	It should 32GB RAM with minimum 4 x 10/100/1000 Base-T interfaces and future Scalability to have minimum 2x10G interfaces. It should have minimum 900 GB useable space in RAID configuration with Dual Power supply. The Appliance should be covered under 24x7 warranty for RMA.	We understand that from the RFP, bank is looking for installing DLP, Web gateway and classification on virtual machines which bidder will provided. Please let us know whether our understanding is correct?	We confirm the same.
21	48	14	The solution should have at least 40+ million websites in its URL filtering database and' should have pre-defined URL categories and application protocols along with YouTube, Facebook, X (Formerly Twitter) and linked-in controls. Solution vendor should ensure that 120+ predefined categories & 150+ pre- defined protocols should be available on product from day 1. Also, in- addition solution should have ability to configure custom categories for organization.	OEMs have different way of categorising URLs. We have consolidated URL categories to make it more resilient and efficient. We have 90+ categories and we would like to know bank's view whether this is fine.	The same shall be clarified at the time of technical presentation.
22	53	4.3	Solution should allow to set distribution lists that are used to define a dissemination control to put	Our understanding from the clause is that the AI part of Data classification will enable intelligence to enforce at the endpoint level. Is our understanding correct?	The same shall be clarified at the time of technical presentation.

			limitations on the distribution of intelligence		
23	52	2.9	Solution should gather information about data classification, access rights, and how users are accessing data for further analytics and insight	We would request you to remove the clause as it is not part of data classification.	The same shall be clarified at the time of technical presentation.
24	22/4.31	7	The bidder should have implemented similar solution in any Government/PSUs/BFSI/Ban /Insurance organization.	Kindly make this as bidder/OEM should have implemented similar solution in any Government/PSUs/BFSI/Bank/Insurance organization, as all DLP vendors provide implementation support	Considered as amendment: “Kindly make this as bidder/OEM should have implemented similar solution in any Government/PSUs/BFSI/Bank /Insurance organization, as all DLP vendors provide implementation support”.
25	23/4.31	12	Bidder/OEM must have implemented the proposed solution for Data Leakage Prevention (DLP), Data Identification & Classification (DIC) and Web Security Solutions. in at least One Scheduled Commercial Banks/RRBs/ Public Sector Bank/ Private Bank/ Co-Operative Bank* in India. *The Co-Operative Bank must have the following criteria as on 31.03.2023. i) Branch Operations in at least three states in India.	Kindly allow implementation in any customer of this size	The Clause will remain same as per the RFP.

			ii) Total Business of Rs. 25,000 crore or above in India. (Copy of proof must be enclosed for both Point No i and ii)		
26	Page no.59	6.7 Payment Schedule	1 On delivery of application software/license along with licence keys & copy of licence to the Bank - 40% 2 First installation of proposed solution on Bank's infrastructure - 30% 3 Successful GO-LIVE of the proposed solution - 30%	Kindly amend the Payment Terms as follows: 1 On delivery of application software/license along with licence keys & copy of licence to the Bank - 80% 2 First installation of proposed solution on Bank's infrastructure - 10% 3 Successful GO-LIVE of the proposed solution - 10%	The Clause will remain same as per the RFP.
27	Page no.63	7.1 Bidder Profile. Point no. 18	Turn Over (from data centre operations)	Turnover from Data Centre Operations is not relevant to the scope of this RFP. We request you to kindly remove this.	The Clause will remain same as per the RFP.
28	Page no. 37	5.5 Facility Management	The Bidder must provide onsite (Haldwani, Uttarakhand) one (1) resources for facility management services from the period commencing from date of execution of Purchase order by both parties till six months from the date of Go-Live (preparation / foundation period) for integration, implementation, support, sustenance phases etc.	Please clarify the support window/working time of requested one onsite resource.	The Clause will remain same as per the RFP (Will be discussed during technical presentation).
29	Page no. 71	7.8 Commercial Bid Format	Cost of SITC of Supply, Installation, Implementation, Integration, Training and Maintenance of Data Leakage Prevention (DLP), Data Identification & Classification (DIC)	We understand that the solution should be provided for 1500 users from day 1 and its hardware should be sized to support 3000 user's scalabilities. Please clarify our understanding. Secondly is there any performance parameter	The Clause will remain same as per the RFP.

			and Web Security Solutions for 1500 User License with One Year Support	related to sized H/W that needs to be take care off in sustenance phase.	
30	Page no. 37	5.6 Training	The training for the first batch of Bank staff/employees should be completed before go-live date and for the remaining batches, the Bank will decide the schedule after confirming with the Bidder. The Bidder should provide the entire training to Bank employees without any extra cost.	Please share the training schedule required in operations/sustenance phase.	The Clause will remain same as per the RFP.
31	NA	NA	Implementation	Please specify the implementation timelines.	The Clause will remain same as per the RFP (Will be discussed during technical presentation.
32	Page No. 21 - Eligibility Criteria Page No. 24 Scoring Matrix	All clauses in Eligibility Criteria and Technical Scoring Criteria pertaining to bidder's credentials	All clauses in Eligibility Criteria and Technical Scoring Criteria pertaining to bidder's credentials	We understand that demerged entities (by virtue of corporate restructuring exercise, etc.) may bid in this RFP in line with Office Memorandum No. F.8/78/2023-PPD dated 12.10.2023 of (Department of Expenditure (DoE), Ministry of Finance (MoF), Government of India. Kindly confirm if our understanding is correct.	Considered as amendment: “In line with OM No.F.8/78/2023-PPD DTD 12.10.2023 issued by DOE, Ministry of Finance, credentials of the original/parent entity of the bidder shall be considered to fulfil the Pre-Qualification Criteria subject to meet the

					requirement of said OM in all respects.”
33	Page no 23- 4.31 Evaluation of Eligibility Criteria	12	<p>Bidder/OEM must have implemented the proposed solution for Data Leakage Prevention (DLP), Data Identification & Classification (DIC) and Web Security Solutions. in at least One Scheduled Commercial Banks/RRBs/ Public Sector Bank/Private Bank/ Co-Operative Bank* in India.</p> <p>*The Co-Operative Bank must have the following criteria as on 31.03.2023.</p> <p>i) Branch Operations in at least three states in India.</p> <p>ii) Total Business of Rs. 25,000 crore or above in India.</p> <p>(Copy of proof must be enclosed for both Point No i and ii)</p>	<p>We request Nainital Bank to modify the clause as "Bidder/OEM must have implemented the proposed solution for Data Leakage Prevention (DLP) in at least One Scheduled Commercial Banks/RRBs/ Public Sector Bank/Private Bank/ Co-Operative Bank* in India. We have the capability of implementing Data Identification & Classification (DIC) and Web Security Solutions."</p> <p>We are the Indian OEM and have been providing cyber security solutions for more than 2 lacs endpoints across. Please give us the opportunity to serve your prestigious organization by considering the requested clauses modification.</p>	The Clause will remain same as per the RFP
34	Page no 47- Technical and Functional Specifications Table	7.7	The OEM should be listed in Gartner Peer Insight with 4.5 and above on rating of more than 300 reviews. Make & Model (Specify the model no.)	We request Bank to delete this clause. We are not certified by Gartner, but we are being recognised by them. We will not be able to provide the certificates so request to delete this clause.	The Clause will remain same as per the RFP. The Gartner peer insight is used for marking only and it is not a qualifying criterion.
35	Page no. 71- 7.8 Commercial Bid Format		Cost of SITC of Supply, Installation, Implementation, Integration, Training and Maintenance of Data Leakage Prevention (DLP), Data Identification & Classification (DIC)	We request Bank to confirm whether all the solutions are required from 1 OEM, or it can be provided from multiple OEMs and supplied by the Bidder to serve the purpose of the RFP requirements.	The Clause will remain same as per the RFP. Consortium is not allowed (Refer

			and Web Security Solutions for 1500 User License with One Year Support		to point 4.21) in the RFP
36	Page no .41- Technical Specifications - Network Data & Cloud Monitoring and Prevention	1.1	The solution should detect and prevent content getting posted or uploaded to specific websites, blogs, and forums accessed over HTTP, HTTPS. The solution should be able to enforce policies by URL's, domains or URL categories either natively or by integrated Web Security solution. The solution should be able to monitor FTP traffic including fully correlating transferred control information and should be able to monitor IM traffic even if it's tunnelled over HTTP protocol.	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP
37	Page no .41- Technical Specifications - Network Data & Cloud Monitoring and Prevention	1.4	The proposed solution work as an MTA to receive mails from mail server and inspect content before delivering mails to next hop and should quarantine emails that are in violation of company policy.	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP
38	Page no .41- Technical Specifications - Network Data & Cloud Monitoring and Prevention	1.6	The solution should support Email DLP in Microsoft Azure/on prem for G-suite. All licenses required for the same should be included and management should be from the same centralized management platform	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP

39	Page no .42- Technical Specifications - Network Data & Cloud Monitoring and Prevention	1.7	The solution should be able to identify data leaked in the form unknown and known encrypted format like password protected word document. The solution should be able to identify malicious traffic pattern generated by Malware infected PC to prevent future data leakage by the malware. The solution should support quarantine as an action for email policy violations and should allow the sender's manager to review the mail and provide permissions for him to release the mail without logging into the UI	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP
40	Page no .42- Technical Specifications - Network Data & Cloud Monitoring and Prevention	2.4	The solution should Provide "Cloud Storage Applications" group which monitor sensitive content accessed by this cloud storage application on the endpoint and prevent sensitive data from uploading to the cloud. For Example (Should support from day 1(Windows 10,11 and MAC OSX) -Amazon Cloud Drive, Box, Dropbox, Google Drive, SkyDrive, iCloud.	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP
41	Page no .42- Technical Specifications - Network Data & Cloud Monitoring and Prevention	2.6	Endpoint solution should support win 32 and 64 bit OS, Mac & Windows OS, Support wide variety of platforms (Below support from Day1): Windows 8, Windows 8.1, and 10, Windows server 2012 R2,	We are ready with windows all versions and can support the other versions of Mac OS	The Clause will remain same as per the RFP

			Windows server 2016, Windows server 2019, Mac OS X - 10.14.X,10.15.x,11.x VDI (Citrix and VMWare)		
42	Page no .43 - Technical Specifications - Network Data & Cloud Monitoring and Prevention	2.12	The solution should support the multiple Endpoint Profile Creation for the Better Security between the different departments. Encryption Keys are also should be isolated between the different departments. The endpoint installed should have the capability to create the Bypass ID after validation by the administrator by generating the Passcode.	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP
43	Page no .44 - Technical Specifications - Network Data & Cloud Monitoring and Prevention	3.4	The solution should be able to do full binary fingerprint of files and should be able to detect even if partial information gets leaks from fingerprinted files or folders	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP
44	Page no .44 - Technical Specifications - Network Data & Cloud Monitoring and Prevention	3.6	The solution should be able to fingerprint only specific fields or columns within a database and should be able to identify information from databases by correlating information residing in different columns in a database	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP

45	Page no .44 - Technical Specifications - Network Data & Cloud Monitoring and Prevention	3.8	The Solution should have advanced Machine Learning – Ability to automatically learn sensitive information from copies of information that needs to be protected and also automatically learn false positives	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP
46	Page no .44 - Technical Specifications - Network Data & Cloud Monitoring and Prevention	3.11	The solution should be able to identify data leaked in the form unknown and known encrypted format like password protected word document	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP
47	Page no .44 - Technical Specifications - Network Data & Cloud Monitoring and Prevention	3.15	DLP Solution must have data Identification, classification integration and the integration with Data classification tools such as Bolden James, Titus, AIP to import classification labels into the DLP system and to correct the mistakenly classified labels in DLP discovery as per the DLP defined policies	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP
48	Page no.47 - FUNCTIONAL SPECIFICATION	3	Proposed solution should be able to inspect malicious information leaks even over SSL by decrypting SSL natively. Solution should also provide the decryption bypass to be done for the privacy categories. The solution should provide the information protection and data exfiltration based on the 1700+ predefined templates and the flexibility to define the policies	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP

			based on the data type, with specific categories and geo location.		
49	Page no.49 - FUNCTIONAL SPECIFICATION	18	The solution should support same policy enforcement in real time policy sync for users even when they access Internet outside the corporate network, this should be enforced through the same proxy agent (not VPN or Mobility client) deployment on roaming endpoints. Agent should support both PAC based and PAC-Less agent & Roaming user traffic should not be filtered from in house proxy	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP
50	Page no.50 - FUNCTIONAL SPECIFICATION	25	The solution should provide geo-location awareness for security incidents. The solution should provide inbuilt capability malicious content of password and unknown encryption files.	This is an RFP scope requirement; we have the capability of developing the requirement	The Clause will remain same as per the RFP
51	Page no 23- 4.31 Evaluation of Eligibility Criteria	12	Bidder/OEM must have implemented the proposed solution for Data Leakage Prevention (DLP), Data Identification & Classification (DIC) and Web Security Solutions. in at least One Scheduled Commercial Banks/RRBs/ Public Sector Bank/Private Bank/ Co-Operative Bank* in India. *The Co-Operative Bank must have the following criteria as on 31.03.2023. i) Branch Operations in at least three	We request Nainital Bank to modify the clause as "Bidder/OEM must have implemented the proposed solution for Data Leakage Prevention (DLP) in at least One Scheduled Commercial Banks/RRBs/ Public Sector Bank/Private Bank/ Co-Operative Bank* in India. We have the capability of implementing Data Identification & Classification (DIC) and Web Security Solutions. " We are representing an 100% MII class 1 OEM and have been providing cyber security solutions for more than 2 lacs endpoints	The Clause will remain same as per the RFP

			states in India. ii) Total Business of Rs. 25,000 crore or above in India. (Copy of proof must be enclosed for both Point No i and ii)	across. Please give us the opportunity to serve your prestigious organization by considering the requested clauses modification.	
52	Page no 47- Technical and Functional Specifications Table	7.7	The OEM should be listed in Gartner Peer Insight with 4.5 and above on rating of more than 300 reviews. Make & Model (Specify the model no.)	We request Bank to delete this clause. We are not certified by Gartner, but we are being recognised by them. We will not be able to provide the certificates so request to delete the clause. This will restrict the bid for only certain OEM, request you to consider our country vision of MII and Atma Nirbhar Bharat and remove this clause	Gartner certificate is required only for marking purpose.
53	Page no. 71- 7.8 Commercial Bid Format		Cost of SITC of Supply, Installation, Implementation, Integration, Training and Maintenance of Data Leakage Prevention (DLP), Data Identification & Classification (DIC) and Web Security Solutions for 1500 User License with One Year Support	We request Bank to confirm whether all the solutions are required from 1 OEM, or it can be provided from multiple OEMs and supplied by the Bidder to serve the purpose of the RFP requirements. We are representing an Indian OEM and have been providing cyber security solutions for more than 2 lacs endpoints across. Please give us the opportunity to serve your prestigious organization by considering the requested clauses modification.	The Clause will remain same as per the RFP.
54	Page No-26 Scoring Parameter	4	CMMI Level CMMI Level 3 - 1 Marks CMMI Level 4 - 2 Marks CMMI Level 5 - 3 Marks	we request bank to remove this clause as CMMI certification is considered for software engineering practice but as this is of supply and implementation case, ISO certifications should be considered only	The Clause will remain same as per the RFP.

*****END OF DOCUMENT*****