Minutes of Meeting against Tender No: SPMCIL/IT/50/17/3995 for "Supply, installation and commissioning of video conferencing solution with five years comprehensive AMC for SPMCIL" dated 14.10.2019

a) Company: - M/s Silver Touch

S. No.	RFP Document Reference & Page Number	Content of RFP Requiring Clarifications(s)	Points of Clarification	SPMCIL comments
1	o) OEM/ Bidder declaration Page 14	Additional Clause Please confirm if the Bidder has to submit OEM MAF along with the bid	We request the authority to ask for OEM MAF from the bidders. This will insure Back to Back OEM Support for the complete products.	Bidder need to submit MAF as mention in section XIV page 29
2	o) OEM/ Bidder declaration Page 14	Additional Clause OEM should have 24x7 TAC support. Also SPMCIL should have direct access to raise support case with OEM	We request the authority to consider the same as its required for smooth running of the Infrastructure and endpoints	No change
3	o) OEM/ Bidder declaration Page 14	Additional Clause OEM should have spare depot in India, preferably in Delhi.	We request the authority to consider the same as its required for smooth running of the Infrastructure and endpoints	No change
4	o) OEM/ Bidder declaration Page 14	Additional Clause OEM should experience of 2 similar projects with 1 MCU and 10 Endpoints in last 3 years	We request the authority to consider the same.	No change
5	1. Multi Point Control Unit (MCU): Page 16 General Requirement & System Capacity	MCU Port size should be with Minimum 20 ports. Which should support HD video conferencing at speed of 2Mbps per site in continuous presence mode at live video resolution of 1080p30 for both transmit as well as receive. The MCU should also support 40 Ports at HD 720p if required	We request the authority to consider support for 40 Ports HD 720p, as there may be a requirement to add more participants in future.	No change

6	1. Multi Point Control Unit (MCU): Page 16 General Requirement & System Capacity	Additional Clause The MCU should support Browser based calling, to allow users to join by clicking on the link. Users can join from PC or Mobile from Intranet or Internet	This feature is required to allow users to join form PC's or Mobile phones who are not in office or the user can be an external user - vendor or customer.	yes, The system should have option to allow users to join by from PC or Mobile from Intranet or Internet
7.	1. Multi Point Control Unit (MCU): Page 16 General Requirement & System Capacity	Additional Clause The MCU should support at least 20 Concurrent Meeting Rooms, which can be associated to the users, to create conferences on their own.	The number of concurrent conferences is not specified in the RFP. Hence we request the authority to add the clause. MCU should support minimum 20 Concurrent conferences associated to different users.	It should support min. 8 concurrent sessions
8.	1. Multi Point Control Unit (MCU): Page 16 General Requirement & System Capacity	b) There should not be any port loss while doing Simultaneous conferences on MCU. All the end points should be able to show all the MCU features (H.239 data collaboration, etc) without any port loss.	We request the authority to consider BFCP as an option to H.239. Both protocols are required for data collaboration and either of them can be used. H.239 is not supported by the OEM.	It should be read as " b) There should not be any port loss while doing simultaneous conferences on MCU. All the end points should be able to show all the MCU features (H.239 data collaboration/BFCP, etc) without any port loss.
9.	1. Multi Point Control Unit (MCU): Page 16 Video Standards and Protocols:	d) H.239 and Binary Flow Control Protocol (BFCP) over SIP. System should also support audio from PC used for content sharing.	We request the authority to consider BFCP as an option to H.239. Both protocols are required for data collaboration and either of them can be used. H.239 is not supported by the OEM.	To be read as "d) H.239 or Binary Flow Control Protocol (BFCP) over SIP. System should also support audio from PC used for content sharing.

10.	1. Multi Point Control Unit (MCU): Page 16 Video Resolution	c) H.239 or BFCP dual stream standards for simultaneous sending or receiving content/ presentation of resolution up to 1080p along with HD live video using H.263 /H.264 video coding with auto selection.	We request the authority to consider BFCP as an option to H.239. Both protocols are required for data collaboration and either of them can be used. H.239 is not supported by the OEM.	to be read as "c) H.239 or BFCP dual stream standards for simultaneous sending or receiving content/ presentation of resolution up to 1080p along with HD live video using H.263 /H.264 video coding with auto selection.
11.	1. Multi Point Control Unit (MCU): Page 16 and 17 Network Interface	e) Equipment shall support H.323, AES (Advance Encryption Standard), SRTP, H.239 (Dual Video) or BFCP, RTP, HTTP, HTTPS, DHCP, SNMP, NTP, IPv4 and IPv6. BFCP, RTP, HTTP, HTTPS, IPv6.	We request the authority to consider BFCP as an option to H.239. Both protocols are required for data collaboration and either of them can be used. H.239 is not supported by the OEM.	To be read " e) Equipment shall support H.323, AES (Advance Encryption Standard), SRTP, H.239 (Dual Video) or BFCP, RTP, HTTP, HTTPS, DHCP, SNMP, NTP, IPv4 and IPv6.
12.	1. Multi Point Control Unit (MCU):Page 17Network Interface	g) System should also provide support for NAT and firewall traversal.	Please confirm if the Firewall and Nat Traversal solution is required day one. This is required to call participants outside SPMCIL Network. Eg. To RBI or other banks etc.	Solution should be available from day one.
13.	1. Multi Point Control Unit (MCU): Page 17 Conference Features	b) It shall have provision to choose from multiple Layout skins. It shall be able to select lecture or presentation mode or important mode. It shall support multiple Conference profiles. It shall have conference	The proposed MCU supports Important Mode. Hence we request the authority to consider Important Mode as an option to Lecture and presentation mode.	to be read as " b) It shall have provision to choose from multiple Layout skins. It shall be able to select lecture or presentation

S. No.	RFP Document Reference & Page Number	Content of RFP Requiring Clarifications(s)	Points of Clarification	SPMCIL Comments
		templates.		mode or important mode or equivalent mode. It shall support multiple Conference profiles. It shall have conference templates.
14	2. High Definition End Point Page 19	e) Full HD 1080p camera, codec, Microphone Array, cables, and ~~remote control~~/ OEM-touch panel.	We request the authority to consider OEM Touch Panel with the Endpoints. Touch Panel is state of art new technology which easily allow users to join the calls through touch interface. Its very much easy to use as compared to Remote Control.	No Change

b) Company :- M/s SEC

S. No.	RFP Document Reference & Page Number	Content of RFP Requiring Clarifications(s)	Points of Clarification	SPMCIL Comments
1	(SECTION-VII) Technical Specification Point no. 1.2 on page no. 16	d) H.239 and Binary Flow Control Protocol (BFCP) over SIP. System should also support audio from PC used for content sharing.	This feature is of Video Conferencing End point. To be removed from MCU Specification	Shall be read as "System shall support H.239 or Binary Flow Control Protocol (BFCP) over SIP. System should also support audio from PC used for content sharing".
2	(SECTION-VII) Technical Specification Point no. 1.4 on page no. 16	g) System should also provide support for NAT and firewall traversal.	These features are supported on external device. So, a separate physical server should be provisioned for firewall transversal	Solution should support this feature
3	(SECTION-VII) Technical Specification Point no. 1.5 on page no. 16	b) The MCU shall have a built-in address book and built-in scheduling.	These features are supported thru sep. management server. Request to kindly change this to built-in/external	solution should support this feature

4	(SECTION-VII) Technical Specification Point no. 1.5 on page no. 16	e) The MCU shall allow different audio and video settings on individual conference basis i.e. different conferences with different profiles must exist simultaneously.	Kindly clarify this point	Two different units/individuals can simultaneously confrence with each other with different audio/video settings
5	(SECTION-VII) Technical Specification Point no. 1.5 on page no. 17	i) The MCU shall support forcing the video to all the connected endpoints in PAL standard.	This is an end point feature. To be removed from MCU specifications	No Change
6	(SECTION-VII) Technical Specification Point no. 1.6 on page no. 17	b) It shall have provision to choose from multiple Layout skins. It shall be able to select lecture and presentation mode. It shall support multiple Conference profiles. It shall have conference templates.	Kindly clarify - Conference templates	to be read as " b) It shall have provision to choose from multiple Layout skins. It shall be able to select lecture or presentation mode or important mode or equivalent mode. It shall support multiple Conference profiles. It shall have conference templates.
7	(SECTION-VII) Technical Specification Point no. 1.6 on page no. 17	e) It shall support conference chairperson. It shall have customizable GUI. It shall have speaker notification.	Clarity required	Chairperson means the person hosting the conference shall have a option to customize the settings e.g. Muting the audio of others/ self as an when required.
8	(SECTION-VII) Technical Specification Point no. 1.6 on page no. 18	f) Shall be possible display overlay text to all sites in conference and to individual sites.	Clarity required	Shall have an option to customize and send the group/individual message.
9	(SECTION-VII) Technical Specification Point no. 1.6 on page no. 18	h) Separate personal layout selection for different endpoints.	This feature is of Video Conferencing End point. To be removed from MCU Specification	MCU should allow/support separate layout by different endpoints.

S. No.	RFP Document Reference & Page Number	Content of RFP Requiring Clarifications(s)	Points of Clarification	SPMCIL Comments
10	(SECTION-VII) Technical Specification Point no. 1.7 on page no. 18	d) System shall have login access levels for web interface, whitelist feature for secure access i.e. list of IP addresses that can connect to codec over web interface.	This feature is of Video Conferencing End point. To be removed from MCU Specification	MCU should allow/support separate login access by different endpoints.
11	(SECTION-VII) Technical Specification Point no. 1.8 on page no. 18	STP (Shielded Twisted Pair) CAT-6 Cable should be compliant with latest EIA/TIA-568-B.2-1 standard for CAT 6 cable.	request to kindly change this to UTP/ STP CAT-6 cable	no change
12	(SECTION-VII) Technical Specification Point no. 2.5 on page no. 19	e) Equipment shall have voice prompts for Auto Attendance.	This feature is of MCU. To be removed from Video Conferencing End point Specification	End point should allow/support voice prompt with the MCU.
13	(SECTION-VII) Technical Specification Point no. 2.11 on page no. 21	STP (Shielded Twisted Pair) CAT-6 Cable should be compliant with latest EIA/TIA-568-B.2-1 standard for CAT 6 cable.	request to kindly change this to UTP/ STP CAT-6 cable	No Change

c) Company: - M/s Airtel

S. No.	RFP Document Reference & Page Number	Content of RFP Requiring Clarifications(s)	Points of Clarification	SPMCIL Comments
1	Page no. 11 Terms and Mode of Payment	i) 100% on Supply, successful installation & commissioning and acceptance of goods and on production of all required documents by the supplier.	Requesting to change the same as 70% on delivery of the material at site and 30% on successful installation & commissioning and acceptance of goods and on production of all required documents by the supplier.	No change

2	Page no. 11 Terms and Mode of Payment	ii) The payment of AMC shall be on quarterly basis. The vendor shall submit his bill in triplicate duly pre-receipted to the concerned officer SPMCIL.	Requesting to change the same as AMC shall be on Yearly Advance.	No Change
3	Page no. 12 LIST OF REQUIREMENTS	a) All units including corporate office connected with Data centre Noida via 2 Mbps bandwidth. (Primary 2 Mbps and Secondary 2Mbps)	As per design, Corporate office have 6 UNITS for VC. 2 Mbps bandwidth will not full fill the requirement.	MCU will be installed at Data Centre which is having 20 Mbps link.
4	Page no. 12 d) Connectivity Diagram	MCU Requirement	Looking for MCU installation in DC? Can Airtel central MCU can used for same. Request clarity for the same.	No Change
5	Page no. 14 l) Delivery Period	The successful bidder has to complete Supply, Installation, Commissioning and User training of Video Conferencing Solution at Corporate Office, Data Center and 9 units of SPMCIL within 3 months from the date of issue of LOI or purchase order whichever is earlier.	Requesting to change the same to 4 Months	No Change
6	Page no. 14 n) Training:	The successful bidder has to conduct Training in all locations & cost will be beared by supplier only.	Pls help to share the SCOPE of the Training for same.	End User training for smooth operation
7	General Query		Clarity on Bandwidth availability/requirement not mentioned against the locations. Please provide clarity whether this will be provided by SPMCIL or Bidder.	Bandwidth will be provoided by SPMCIL.

9	General Query		Clarity on router configuration responsibility In case of existing bandwidth.	Will be done by SPMCIL
10	GCC-Page No.22	Termination for Convenience	As the supplier would be investing considerable capital in the work, the agreement should not be terminated for convenience by either party	No Change
11	Page no. 16 General Requirement & System Capacity	b) There should not be any port loss while doing simultaneous conferences on MCU. All the end points should be able to show all the MCU features (H.239 data collaboration, etc) without any port loss.	Clarification : In the existing clause we would like to know how many simultaneous conferences are required on the MCU	It should support min. 8 concurrent sessions
12	Page no. 16 Video Standards and Protocols:	b) Should support video protocols as H.263/H.263+/ H.263++/ H.264 AVC/SVC/ H.264 High Profile / H.264 Baseline Profile/ H.265.	**Amend :** As there is a possibility of having Video calling with third party legacy VC systems having old video protocols hence request SPMCIL to Amend the specifciation to following : " b) Should support video protocols as H.263/H.263+/ H.263++, H.264 AVC/SVC, H.264 High Profile / H.264 Baseline Profile/ H.265."	No Change
13	Page no. 17 Conferences and Scheduling	g) The MCU should have easy to use tool on the GUI to adjust video and audio resources which should get activated without restarting the MCU.	**Amend :** " g) The MCU should be able to adjust video and audio resources **automatically/manually** without restarting the MCU."	No Change
14	Page no. 17 Conference Features	a) It shall be able to see all sites in continuous Presence Layout or higher. It shall provide option for Personal layout. It shall support auto layout. It shall be	**Delete :** " It shall be able to choose site to see."	It should be read as " a) It shall be able to see all sites in continuous Presence Layout or higher. It shall provide option for Personal layout. It

		able to choose site to see.		shall support auto layout."
15		c) It shall have Gathering Slide/Customized Welcome Slide/ It shall have Far-end camera control (FECC).	**Amend :** "It shall have Gathering Slide/Customized Welcome Slide/**Background** It shall have Far-end camera control (FECC)."	No Change
16	Page no. 18 Security	d) System shall have login access levels for web interface, whitelist feature for secure access i.e. list of IP addresses that can connect to codec over web interface.	**Amend :** " System shall have login access levels for web interface, whitelist feature for secure access i.e. list of IP addresses that can connect to **MCU** over web interface." as it's a MCU specification.	No Change.

2. High Definition End Point

17	Page no. 19 Video Standards and Protocols	a) System should support video protocols as H.263/ H.263+/ H.263++/ H.264 AVC/SVC/ H.264 High Profile / H.264 Baseline Profile/ H.265.	**Amend :** As there is a possibility of having Video calling with third party legacy VC systems having old video protocols hence request SPMCIL to Amend the specification to following : " a) Should support video protocols as H.263/H.263+/ H.263++, H.264 AVC/SVC, H.264 High Profile / H.264 Baseline Profile/ H.265."	No Change
18	Page no. 19 Audio Standard	e) Equipment shall have voice prompts for Auto Attendance.	**Delete :** As this feature is of MCU and we have complied to it in MCU specifications	No Change

19	Page no. 20 Inputs (Video/Audio)	d) It shall have 2 no. of Mic input with Minimum 7.5 Meters cable each should be supplied.	**Amend :** "d) It shall have 2 no. of Mic with Minimum 7.5 Meters cable each should be supplied." as our VC systems connects two or more microphones in cascading.	To be read as " It shall have 2 no. of Mic with Minimum 7.5 Meters cable each should be supplied".
20		e) It shall have 1 no. of Line-Level stereo in (RCA or equivalent or higher) for connecting external audio device.	**Amend :** " e) It shall have 1 no. of Line-Level stereo in (RCA or 3.5mm or equivalent or higher) for connecting external audio device."	To be read as "It shall have 1 no. of Line-Level stereo in (RCA or 3.5mm or equivalent or higher) for connecting external audio device."
21	Page no. 20 Outputs (Video/Audio)	c) It shall have 1 no. of RCA/3.5mm Jack for main monitor audio out or to external speaker system and 1 no. of RCA/3.5mm Jack or equivalent or higher.	**Amend :** " c) It shall have 1 no. of RCA/3.5mm Jack for main monitor audio out or to external speaker system."	No Change
22	Page no. 21 Security	c) The MCU should have strong password policy which can maintain password`s history check and their expiration time.	**Delete :** This caluse should be deleted from VC End point Section as it is part of MCU specifications already.	No Change
23	Additional	Aragon Research Globe	**Add :** OEM should be present in Leaders category in list of Aragon Research Globe in last available report for Web and Video Conferencing, 2019	No Change

d) Company: - M/s Progility

S. No.	RFP Document Reference & Page Number	Content of RFP Requiring Clarifications(s)	Points of Clarification	SPMCIL comments
1. Multi Point Control Unit (MCU):				

1	General Requirement & System Capacity	b) There should not be any port loss while doing simultaneous conferences on MCU. All the end points should be able to show all the MCU features (H.239 data collaboration, etc) without any port loss.	**Clarification :** In the existing clause we would like to know **how many simultaneous conferences are required on the MCU**	It should support min. 8 concurrent sessions
2	Video Standards and Protocols:	b) Should support video protocols as H.263/H.263+/ H.263++/ H.264 AVC/SVC/ H.264 High Profile / H.264 Baseline Profile/ H.265.	**Amend :** As there is a possibility of having Video calling with third party legacy VC systems having old video protocols hence request SPMCIL to Amend the specifciation to following : " b) Should support video protocols as (H.263/H.263+/ H.263++) and (H.264 AVC/SVC) and (H.264 High Profile / H.264 Baseline Profile/ H.265)."	No Change
3	Conferences and Scheduling	g) The MCU should have easy to use tool on the GUI to adjust video and audio resources which should get activated without restarting the MCU.	**Amend :** " g) The MCU should be able to adjust video and audio resources **automatically/manually** without restarting the MCU."	No Change
4	Conference Features	a) It shall be able to see all sites in continuous Presence Layout or higher. It shall provide option for Personal layout. It shall support auto layout. It shall be able to choose site to see.	**Delete :** " It shall be able to choose site to see."	To be read as " a) It shall be able to see all sites in continuous Presence Layout or higher. It shall provide option for Personal layout. It shall support auto layout."

		c) It shall have Gathering Slide/Customized Welcome Slide/ It shall have Far-end camera control (FECC).	**Amend :** "It shall have Gathering Slide/Customized Welcome Slide/**Background** It shall have Far-end camera control (FECC)."	No Change
5	Security	d) System shall have login access levels for web interface, whitelist feature for secure access i.e. list of IP addresses that can connect to codec over web interface.	**Amend :** " System shall have login access levels for web interface, whitelist feature for secure access i.e. list of IP addresses that can connect to **MCU** over web interface." as it's a MCU specification.	To be read as "System shall have login access levels for web interface, whitelist feature for secure access i.e. list of IP addresses that can connect to MCU over web interface."
2. High Definition End Point				
6	Video Standards and Protocols	a) System should support video protocols as H.263/ H.263+/ H.263++/ H.264 AVC/SVC/ H.264 High Profile / H.264 Baseline Profile/ H.265.	**Amend :** As there is a possibility of having Video calling with third party legacy VC systems having old video protocols hence request SPMCIL to Amend the specification to following : " a) Should support video protocols as (H.263/H.263+/ H.263++) and (H.264 AVC/SVC) and (H.264 High Profile / H.264 Baseline Profile/ H.265)."	No Change
7	Audio Standard	e) Equipment shall have voice prompts for Auto Attendance.	**Delete :** As this feature is of MCU and we have complied to it in MCU specifications	No Change
8	Inputs (Video/Audio)	d) It shall have 2 no. of Mic input with Minimum 7.5 Meters cable each should be supplied.	**Amend :** "d) It shall have 2 no. of Mic with Minimum 7.5 Meters cable each should be supplied." as our VC systems connects two or more microphones in cascading.	To be read as " It shall have 2 no. of Mic with Minimum 7.5 Meters cable each should be supplied".

		e) It shall have 1 no. of Line-Level stereo in (RCA or equivalent or higher) for connecting external audio device.	**Amend :** " e) It shall have 1 no. of Line-Level stereo in (RCA or 3.5mm or equivalent or higher) for connecting external audio device."	To be read as "It shall have 1 no. of Line-Level stereo in (RCA or 3.5mm or equivalent or higher) for connecting external audio device."
9	Outputs (Video/Audio)	c) It shall have 1 no. of RCA/3.5mm Jack for main monitor audio out or to external speaker system and 1 no. of RCA/3.5mm Jack or equivalent or higher.	**Amend :** " c) It shall have 1 no. of RCA/3.5mm Jack for main monitor audio out or to external speaker system."	No Change
10	Security	c) The MCU should have strong password policy which can maintain password`s history check and their expiration time.	**Delete :** This clause should be deleted from VC End point Section as it is part of MCU specifications already.	No Change
11	Additional	Aragon Research Globe	**Add :** OEM should be present in Leaders category in list of Aragon Research Globe in last available report for Web and Video Conferencing, 2019	No Change
12	k) Comprehensive-Annual Maintenance Contract (AMC) Terms and Conditions.		Kindly confirm whether Back to Back support from OEM is required or vendor needs to manage the AMC on his own.	No Change
13	m) EMD:		SPMCIL is requested to consider Bank Guarantee also as a Valid form of EMD	No Change
14	3. Capability: The firm should have installed atleast eight End Point/ location in any PSU/ Government/ bank /MNC during last 5 years.		MCU is the most important Hardware component in the bid hence it is requested to add that in additional to Endpoints bidder should have supplied a 20 Port MCU in the same Order also	No Change

e) Company:- M/s Godrej

S. No.	RFP Document Reference & Page Number	Content of RFP Requiring Clarifications(s)	Points of Clarification	SPMCIL comments
1	o) OEM/ Bidder declaration Page 14	Additional Clause Please confirm if the Bidder has to submit OEM MAF along with the bid	We request the authority to ask for OEM MAF from the bidders. This will insure Back to Back OEM Support for the complete products.	Bidder need to submit MAF as mention in section XIV page 29
2	o) OEM/ Bidder declaration Page 14	Additional Clause OEM should have 24x7 TAC support. Also SPMCIL should have direct access to raise support case with OEM	We request the authority to consider the same as its required for smooth running of the Infrastructure and endpoints	No change
3	o) OEM/ Bidder declaration Page 14	Additional Clause OEM should have spare depot in India, preferably in Delhi.	We request the authority to consider the same as its required for smooth running of the Infrastructure and endpoints	No change
4	o) OEM/ Bidder declaration Page 14	Additional Clause OEM should experience of 2 similar projects with 1 MCU and 10 Endpoints in last 3 yrs	We request the authority to consider the same.	No change
5	1. Multi Point Control Unit (MCU): Page 16 General Requirement & System Capacity	MCU Port size should be with Minimum 20 ports. Which should support HD video conferencing at speed of 2Mbps per site in continuous presence mode at live video resolution of 1080p30 for both transmit as well as receive. The MCU should also support 40 Ports at HD 720p if required	We request the authority to consider support for 40 Ports HD 720p, as there may be a requirement to add more participants in future.	No change
6	1. Multi Point Control Unit (MCU): The MCU should support	Additional Clause	This feature is required to allow users to join form PC's or Mobile	No change

		Page 16 General Requirement & System Capacity	Browser based calling, to allow users to join by clicking on the link. Users can join from PC or Mobile from Intranet or Internet	phones who are not in office or the user can be an external user - vendor or customer.	
7		1. Multi Point Control Unit (MCU): Page 16 General Requirement & System Capacity	Additional Clause The MCU should support atleast 20 Concurrent Meeting Rooms, which can be associated to the users, to create conferences on their own.	The number of concurrent conferences is not specified in the RFP. Hence we request the authority to add the clause. MCU should support minimum 20 Concurrent conferences associated to different users.	No change
8		1. Multi Point Control Unit (MCU): Page 16 General Requirement & System Capacity	b) There should not be any port loss while doing simultaneous conferences on MCU. All the end points should be able to show all the MCU features (H.239 data collaboration/BFCP, etc) without any port loss.	We request the authority to consider BFCP as an option to H.239. Both protocols are required for data collaboration and either of them can be used. H.239 is not supported by the OEM.	No change
9		1. Multi Point Control Unit (MCU): Page 16 Video Standards and Protocols:	d) H.239 or Binary Flow Control Protocol (BFCP) over SIP. System should also support audio from PC used for content sharing.	We request the authority to consider BFCP as an option to H.239. Both protocols are required for data collaboration and either of them can be used. H.239 is not supported by the OEM.	No change
10		1. Multi Point Control Unit (MCU): Page 16 Video Resolution	c) H.239 or BFCP dual stream standards for simultaneous sending or receiving content/ presentation of resolution up to 1080p along with HD live video using H.263 /H.264 video coding with auto selection.	We request the authority to consider BFCP as an option to H.239. Both protocols are required for data collaboration and either of them can be used. H.239 is not supported by the OEM.	No Change

11	1. Multi Point Control Unit (MCU): Page 16 and 17 Network Interface	e) Equipment shall support H.323, AES (Advance Encryption Standard), SRTP, H.239 (Dual Video) or BFCP, RTP, HTTP, HTTPS, DHCP, SNMP, NTP, IPv4 and IPv6.	We request the authority to consider BFCP as an option to H.239. Both protocols are required for data collaboration and either of them can be used. H.239 is not supported by the OEM.	No change
12	1. Multi Point Control Unit (MCU): Page 17 Network Interface	g) System should also provide support for NAT and firewall traversal.	Please confirm if the Firewall and Nat Traversal solution is required day one. This is required to call participants outside SPMCIL Network. e.g. To RBI or other banks etc.	Solution should be available from day one.
13	1. Multi Point Control Unit (MCU): Page 17 Conference Features	b) It shall have provision to choose from multiple Layout skins. It shall be able to select lecture or presentation mode or important mode. It shall support multiple Conference profiles. It shall have conference templates.	The proposed MCU supports Important Mode. Hence we request the authority to consider Important Mode as an option to Lecture and presentation mode.	No change
14	2. High Definition End Point Page 19	e) Full HD 1080p camera, codec, Microphone Array, cables, and remote control/ OEM-touch panel.	We request the authority to consider OEM Touch Panel with the Endpoints. Touch Panel is state of art new technology which easily allow users to join the calls through touch interface. Its very much easy to use as compared to Remote Control.	No Change
15	Terms and Mode of Payment 22 Page: 11	100% on Supply, successful installation & commissioning and acceptance of goods and on production of all required documents by the supplier.	1. we recommend there should be milestone base payment in project like 80% ondelivery and remaining 20% on successful installation	No change
16	General Query	Site not ready case.	Please clarify how	All sites are ready

S.No	Description	Specification Parameter	Requested Change/Clarification Required	SPMCIL Comments
17	Page: 21, 3, LED SPECS	c) Shall have one VGA or latest input along with Audio input, e) Shall have LAN (RJ-45), one USB. f) One HDMI port connectivity (either directly or through external device without sharing any input as specified above) to direct presentation/ applications to display on to the LED monitor. i) OEM supplied table top stand and wall mount kits,	payment will process if site is not ready. 1: Display must have latest DP and DVI port inbuilt, 2, wake up on LAN, 3. Commercial Display comes with only wall mount kit, we recommend table top to be customised. 4. We recommend additional HDMI port should be asked internal only to avoid any quality issue. 5. Inbuilt wifi, 6. Since UHD model has been asked in tender we recommend minimum Brightness s hould be 500 nits or above. 7. Safety certificate like UL and FCC should be specified to supply the quality products.	No change

f) Company: - M/s Genius Presentation Pvt ltd.

S.No	Description	Specification Parameter	Requested Change/Clarification Required	SPMCIL Comments
1	General Requirement & System Capacity	b) There should not be any port loss while doing simultaneous conferences on MCU. All the end points should be able to show all the MCU features (H.239 data collaboration, etc.) without any port loss.	Clarification: In the existing clause we would like to know how many simultaneous conferences are required on the MCU	It should support min. 8 concurrent sessions
2	Video Standards and	b) Should support video	Amend : As there is a possibility of having Video	No Change

	Protocols:	protocols as H.263/H.263+/ H.263++/ H.264 AVC/SVC/ H.264 High Profile / H.264 Baseline Profile/ H.265.	calling with third party legacy VC systems having old video protocols hence request SPMCIL to Amend the specification to following : " b) Should support video protocols as H.263/H.263+/ H.263++, H.264 AVC/SVC, H.264 High Profile / H.264 Baseline Profile/ H.265."	
3	Conference Features	a) It shall be able to see all sites in continuous Presence Layout or higher. It shall provide option for Personal layout. It shall support auto layout. It shall be able to choose site to see.	Delete: " It shall be able to choose site to see."	It should be read as " a) It shall be able to see all sites in continuous Presence Layout or higher. It shall provide option for Personal layout. It shall support auto layout."
4		c) It shall have Gathering Slide/Customized Welcome Slide/ It shall have Far-end camera control (FECC).	Amend: "It shall have Gathering Slide/Customized Welcome Slide/Background It shall have Far-end camera control (FECC)."	No Change
5	Security	d) System shall have login access levels for web interface, whitelist feature for secure access i.e. list of IP addresses that can connect to codec over web interface.	Amend: " System shall have login access levels for web interface, whitelist feature for secure access i.e. list of IP addresses that can connect to MCU over web interface." as it's a MCU specification.	No Change
2 High Definition End Point				

6	Video Standards and Protocols	a) System should support video protocols as H.263/ H.263+/ H.263++/ H.264 AVC/SVC/ H.264 High Profile / H.264 Baseline Profile/ H.265.	Amend : As there is a possibility of having Video calling with third party legacy VC systems having old video protocols hence request SPMCIL to Amend the specification to following : " a) Should support video protocols as H.263/H.263+/ H.263++, H.264 AVC/SVC, H.264 High Profile / H.264 Baseline Profile/ H.265."	No Change
7	Audio Standard	e) Equipment shall have voice prompts for Auto Attendance.	Delete : As this feature is of MCU and we have complied to it in MCU specifications	No Change
8	Inputs (Video/Audio)	d) It shall have 2 no. of Mic input with Minimum 7.5 Meters cable each should be supplied.	Amend: "d) It shall have 2 no. of Mic with Minimum 7.5 Meters cable each should be supplied." as our VC systems connects two or more microphones in cascading.	To be read as " It shall have 2 no. of Mic with Minimum 7.5 Meters cable each should be supplied".
		e) It shall have 1 no. of Line-Level stereo in (RCA or equivalent or higher) for connecting external audio device	Amend: " e) It shall have 1 no. of Line-Level stereo in (RCA or 3.5mm or equivalent or higher) for connecting external audio device."	To be read as "It shall have 1 no. of Line-Level stereo in (RCA or 3.5mm or equivalent or higher) for connecting external audio device."
9	Outputs (Video/Audio)	c) It shall have 1 no. of RCA/3.5mm Jack for main monitor audio out or to external speaker system and 1 no. of RCA/3.5mm Jack or equivalent or higher.	Amend: "c) It shall have 1 no. of RCA/3.5mm Jack for main monitor audio out or to external speaker system."	No Change
10	Security	c) The MCU should have strong	Delete: This clause should be deleted from VC End	No Change

Sr. No.		Content	Clarification	
		password policy which can maintain password`s history check and their expiration time.	point Section as it is part of MCU specifications already.	
11	Additional	Aragon Research Globe	Add : OEM should be present in Leaders category in list of Aragon Research Globe in last available report for Web and Video Conferencing, 2019	No Change

g) Company: M/s CMS

Sr. No.	RFP Document Reference & page no	Content of RFP requiring Clarifications(s)	Points of clarification required	SPMCIL Comments
1	Page no-11, Section-V Point 4 Terms and Mode of Payment	i) 100% on Supply, successful installation & commissioning and acceptance of goods and on production of all required documents by the supplier.	Request you to kindly allow some amount of money on delivery of equipment. The payment terms may be considered as minimum of 70 % against Delivery of equipment.	No Change
2	Page no-14, Point m	EMD: Tender should be accompanied with Earnest Money Deposit (Non-interest bearing) of Rs **5,00,000(Rupee five lakh only)** in any of the following forms (a) Account Payee Demand Draft or (b) Fixed Deposit Receipt of any Scheduled commercial bank in India or (c) Banker's cheque	Request you to allow the EMD in the form of Bank guaranty.	No Change
3	Page no 16 SECTION-VII Point 1.4 Network Interface	D) Equipment shall have status LED to monitor status of equipment.	Request you to delete this point as LED status for the MCU will not be required.	No Change

4	Page no 17 SECTION-VII Point 1.5 Conferences and Scheduling	J) The MCU shall support self-view when in a continuous presence layout. It shall be able to turn this on or off.	Self-view in a continuous presence layout is there, but turning off /on this feature is not required so request you to delete the ON/OFF for self-view.	No Change
5	Page no 17-18 SECTION-VII Point 1.6 Conferences features	L) Chair control.	Request you to kindly elaborate this point.	Chair person means the person hosting the conference shall have an option to customize the settings e.g. Muting the audio of others/ self as an when required.
6	Page no 18, SECTION-VII Point 1.7 Security	c) The MCU should have strong password policy which can maintain password`s history check and their expiration time.	The MCU has a strong password policy as required. But to maintain history of old passwords is not required. So request you to remove this feature.	No Change
		d) System shall have login access levels for web interface, whitelist feature for secure access i.e. list of IP addresses that can connect to codec over web interface.	Kindly elaborate this point	No Change
7	Page no 19 SECTION-VII Point 2.5 Audio standard	e) Equipment shall have voice prompts for Auto Attendance.	This is a OEM specific feature so request you to remove this point to allow other OEMs also to bid.	No Change
8	Page no 21 SECTION-VII Point 2.9 Security	c) The MCU should have strong password policy which can maintain password`s history check and their expiration time.	Request you to remove this as well for the end point as mentioned in sl no 6.	No Change
		e) It should be possible to define the system access password policy, disable web based	Request you to delete "disable web based remote access for security reasons" as it is not required as the system can be accessed	No Change

		remote access for security reasons.	through the valid IP and followed by user name and strong passwords.	
9		OEM experience	Request you to add OEM experience in implementing similar kind of project with at least 120 port installation and with minimum 20 port MCU installation in government department in, last 3 years	No Change