

ROMANIA
NATIONAL AGENCY FOR FISCAL ADMINISTRATION
REVENUE ADMINISTRATION MODERNIZATION PROJECT

Network Improvement for Data Centers

PRE-BID MEETING

Bucharest; February 18th, 2016

Background

According to the provisions of Clause 10.2 of Section II. *Bid Data Sheet* in the Bidding Documents dated November 26th, 2015 (and amended on February 8, 2016), all prospective bidders were invited to attend a second pre-bid meeting at the Purchaser's headquarters (Room 203, ANAF's head offices, Apolodor Street, 17, Bucharest).

The purpose of this meeting is to facilitate a better understanding of the main provisions of the bidding documents and to clarify to the extent possible all aspects that need further explanations.

Proceedings

The meeting started at 10.00 hours on February 18th, 2016 in the presence of NAFA representatives involved in this procurement. Representatives of prospective bidders attended the meeting, as per the attached Register of Attendance.

Representatives of NAFA made a brief summary of the clarifications and amendments issued so far under this procurement.

In addition to the technical discussions, NAFA representative drew the prospective bidder's attention to the following procedural/contractual matters (reiterated from the Minutes of the 19th January 2016 Pre-Bid Meeting):

- Careful attention must be paid to adhering to the format, validity and currency of the bid security.
- Careful attention must be paid to the general and special conditions of contract – including the clauses on payment and performance securities. These are the contract conditions that must be accepted by the bidder if awarded the contract. Any concerns need to be flagged prior to bid submission. Reservations included in the bid are most likely to result in the rejection of the bid.
- Under a single-stage bidding process, once the bids have been submitted, the scope for the Evaluation Committee to seek clarifications is sharply limited (i.e., bidder clarification cannot lead to changes in the technical and commercial feature of the submitted bid).
- Careful attention must be paid to the hierarchical structure of the price schedules. ITB 26.2 mandates that the Evaluation Committee correct any arithmetic errors in the price schedules (including ambiguities and inconsistencies) by starting with unit prices

and quantities and building up the subtotals built from this basis. Bid ranking must be made on the basis of these corrected totals (if they differ from the overall bid price).

- The bidders should use the format of the Technical Responsiveness Checklist to present the item-by-item response to the Purchaser's Technical Requirements. It is essential that the technical bid embodied in the completed Checklist: (i) is complete vis-à-vis the Purchaser's Technical Requirements; (ii) substantiates the compliance of the technical bid for each requirement; (iii) and is fully cross-referenced to supporting materials in the bid.

The attendants asked questions and requests for clarifications, which received the following answers from the Purchaser's representatives:

Q1: Regarding Technical Requirements 7.20: How many ports must be equipped with small form-factor pluggable (SFP/SFP+) transceivers for the Spine Layer functional blocks in the proposed configuration of the Datacenter Fabric Subsystem?

A1: The number is dependent on the bidder's proposed technology. At a minimum, each Spine Layer Functional block in the Datacenter Fabric Subsystem must be fully equipped (including small form-factor pluggable (SFP/SFP+) transceivers) to comply with the Technical Requirements 7.20 and to achieve the capacity requirements for non-blocking uplink and switching capacity (as specified in Technical Requirement 7.19.7 and 7.19.8).

Q2. Regarding Technical Requirements 7.19: How many ports must be equipped with small form-factor pluggable (SFP/SFP+) transceivers for the Leaf Layer functional blocks in the proposed configuration of the Datacenter Fabric Subsystem?

A2. The number is dependent on the bidder's proposed technology. At a minimum, each Leaf Layer Functional block in the Datacenter Fabric Subsystem must be equipped (including small form-factor pluggable (SFP/SFP+) transceivers) to comply with all the Technical Requirements 7.19 and to achieve the capacity requirements for non-blocking uplink and switching capacity also specified in Technical Requirement 7.19.

Q3: Regarding the Section VI – Technical Requirements, page 157 and clarification answer no. 3: The requirement for a non-blocking network with leaf-spine clos type network component or equivalent is for "Access" and / or "Distribution"?

A3: The Technical Requirements are for "Access AND Distribution". The technical solution should be a non-blocking network built with a Datacenter Fabric Subsystem (including "Access" and "Distribution" equivalent functional components, or Layers, and a Network Management and Orchestration Component) together with Datacenter Core Subsystem (including core datacenter-core network Communication Services Layer and

network Communication Security Layer). For this reason we require a leaf-spine clost type network or equivalent both for “Access” and “Distribution” equivalent functional components. The integration of the supplied solution is the responsibility of the Supplier.

Q4: *Regarding technical Requirement 9.4.1 Training: Which are the professional certifications required for the Supplier’s “qualified trainers”?*

A4: Bidders must demonstrate that the trainers are qualified to deliver the technical training for the bid technologies. A “professional trainer” certification is not requested.

Q5: *Regarding Invitation for Bids (IFB), par. 4.a. LOT 1 (Acceleration and Protection Subsystem): What must be demonstrated by the Bidder?*

“... configuration of Acceleration and Protection Subsystems using F5 Network technologies.”

A5: The Invitation for Bids (IFB), par. 4.a. LOT 1 (Acceleration and Protection Subsystem) has been amended (item no. 2). It now reads: “The Bidder must document (including reference contact information) the fact that they have successfully completed during the 36 (thirty-six) months prior to the date of bid submission at least one (1) contract for the supply, installation and configuration of Acceleration and Protection Subsystems using the brand name products bid.”

Q6: *Regarding the Bidding Document, the amendments and clarifications: In order to avoid any mistakes working with the .PDF documents (bidding document, amendments and clarifications) would it be possible to distribute a Bidding Document with all the changes and amendments before the dead-line for clarification questions?*

A6: The Bidding Document, amendments and clarification documents will be distributed also in editable format, via the RAMP project Internet site.

No written questions or requests for clarifications were received.

The meeting was adjourned at 11.00 hours.

Representatives of the Purchaser:

Virgiliu Păun (DGIT)

Aron Emil Tătaru (PMU)

Ciprian Gheorghe (DGIT)

Leonard Teiușanu (PMU)

Răzvan Vâlceanu (DGIT)

Alexandru Cătălin Mihai (DGTI)

Paul Vasilescu (DGIT)

Theodor Stănescu (PMU Consultant)

Craig Neal (PMU Consultant)

Representatives of potential bidders:

Dragoș Maximilian Nedelea (Romsys)

Aurel Munteanu (SC DataNet Systems)

Dana Niculescu (Telekom)

Cosmin Nerodea (Novatech)

Răzvan Pria (Teamnet International)

Alexander Tecuceanu (SC DataNet Systems)

Gabriel Radu (Telekom)