



**SUPPLY, IMPLEMENTATION, MAINTENANCE AND SUPPORT OF
DATA LOSS PREVENTION SOLUTION**

EXPRESSION OF INTEREST (EOI)

CORRIGENDUM # 2

(14th December 2020)
EOI: ReBIT/2020/CPO/018

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Following are the changes / clarification in the EOI terms. All the bidders are requested to refer the "Corrigendum / Revised Terms" column as below:

Page No	Clause No. & Heading	Existing Terms	Corrigendum / Revised Terms
16 of 30	Annexure C - Minimum Eligibility Criteria	The Bidder should have deployed DLP solution which have covered all data egress channel (such as endpoints, email, web upload, cloud storage and FTP etc.) at three BFSI companies/government agency.	Please read the clause as - "The Bidder should have deployed DLP solution which have covered all data egress channel (such as endpoints, email, web upload, cloud storage and FTP etc.) at three BFSI companies/ government agency/ Any other sector. However, deployed DLP Solution should be of minimum 500 Users and should have covered all egress channels.

Please read the aforesaid corrigendum along with the issued EOI document. All other terms and conditions which are not covered in this Corrigendum, will be as per the original EOI - Supply, Implementation, Maintenance and Support of Data Loss Prevention Solution Ref: ReBIT/2020/CPO/018 dated 02nd December 2020.



**SUPPLY, IMPLEMENTATION, MAINTENANCE AND SUPPORT OF
DATA LOSS PREVENTION SOLUTION**

EXPRESSION OF INTEREST (EOI)

RESPONSE TO PRE-BID QUERIES

(14th December 2020)
EOI: ReBIT/2020/CPO/018

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Sr. No.	Query Reference (Clause)	Query Reference (Page)	Existing Clause of the EOI	Query by the Bidder	ReBIT Response
1	4.1	7 of 30	SI in consultation with the OEM is expected to provide complete on premise DLP solution which will be required to detect and prevent information/data leakage from all possible egress channels such as endpoints, emails, web channel, and hard copies in the form of print. The solution proposed should cater for 400 user systems to start with and should be able to scale up when required.	1. Kindly clarify the current/future composition of end points 1. No of Windows clients 2. No of Mac clients 3. No of other than windows/mac OS clients. 2.Current email gateway. If exchange, then any plans of migration to O365 cloud 3. What is the maximum no of clients/ users going to use DLP or the scalability of the solution for which the solution needs to be designed? 4. Are any cloud storage like One Drive, Google Drive or Collaboration apps like MS Team's currently in use. If yes then, is access to such storage's /collaboration apps allowed only from company managed devices, or also from unmanaged device like mobile or tablets 5. Does the proposed DLP solution need to prevent leakage of data shared from such cloud storage / collaboration applications	1. Most of the clients are Window machines. Only 1% systems of the total count are MAC while 2-3% systems are running on Linux based OS system such as Ubuntu, CENT OS and other Linux flavour. 2. Google drive is in use and can be accessed from both managed and unmanaged devices. 3. Microsoft exchange server is in use and there is no plan in move to O365 in near future.
2	4	7 of 30	ReBIT already has an existing solution and hence the scope would also include migrating the existing policies from the previous system to the proposed solution	1. Kindly clarify the no of existing policies. Also, there might not be one to one replication of the policies. Also confirm if it's acceptable if the policies are redesigned in such a fashion to accomplish the same task accompanied by the earlier policies.	Count of DLP policies are around 70 and requirement is to migrate these policies and incident data into the new DLP system. Redesigning of policies can be considered if it is created in such a fashion to accomplish the same task accompanied by the earlier policies, but incident data has to be migrated into the new system as it is.
3	Annexure C Point no.6	16 of 30	DLP solution deployed by the Bidder should be for minimum 500 or more user systems.	Request to read clause as below: "DLP solution deployed by the Bidder should be for minimum 100 or more user systems".	No Change in EOI Terms
4	Annexure C Point no.6	16 of 30	The Bidder shall provide the required document proof in the form of purchase order, go-live certificate for delivered and installed projects	Signoff, go-live certificates are not available. Request to evaluate on the basis of Purchase order. Request to read clause as below: "The Bidder shall provide the required document proof in the form of purchase order or Signoff or go-live certificate for delivered and installed projects".	The bidder should submit required documents as per the EOI Document.

5	Annexure C Point no.7	16 of 30	The Bidder should have deployed DLP solution which have covered all data egress channel (such as endpoints, email, web upload, cloud storage and FTP etc.) at three BFSI companies/ government agency	Request to read clause as below: "The Bidder should have deployed DLP solution which have covered all data egress channel (such as endpoints, email, web upload, cloud storage and FTP etc.) at three BFSI companies/ government agency/ Any other sector".	Please read the clause as - "The Bidder should have deployed DLP solution which have covered all data egress channel (such as endpoints, email, web upload, cloud storage and FTP etc.) at three BFSI companies/ government agency/ Any other sector. However, deployed DLP Solution should be of minimum 500 Users and should have covered all egress channels.
6	Annexure C Point no.7	16 of 30	The Bidder should have deployed DLP solution which have covered all data egress channel (such as endpoints, email, web upload, cloud storage and FTP etc.) at three BFSI companies/ government agency. The Bidder shall provide the required document proof with detailed scope of work, features.	Request to read clause as below: "The Bidder shall provide the required document proof i.e. PO copy or signoff.	No Change in EOI Terms
7	Annexure C, Clause 5	16	The Bidder should have deployed DLP solution to a minimum three organizations in the BFSI / Any other Sector. At least One of the deployments should be covering all the above stages required by ReBIT such as Supply, design, implementation, maintenance and training.	Is this ask specific to deploying DLP Technology or DLP Solution of a specific OEM	As Per the EOI Terms. DLP Solution deployed by bidder in past should be of minimum 500 endpoint systems and solution should have covered all egress channels along with entire stages as mentioned in EOI document.
8	Annexure C, Point 2	15	Bidder should have average annual turnover of ₹50.00 Crore during the last three financial years (2017-18, 2018-19 & 2019-20). This must be the individual company turnover and not that of any group of companies.	We request you to allow exemption/ relaxation to MSME sector companies to giving level playing field for the tender.	Exemption will be provided on submission of relevant documents as per the norms on relaxation by Govt. of India guidelines.
9	Supply 4.1	7	The solution proposed should cater for 400 user systems to start with and should be able to scale up when required.	Request you to kindly share below bifurcation: Out of the 400 quantities, how many will be Windows, Mac and Linux.	Most of the Systems are Windows based, 1% with Mac and 2-3% with Linux.
10	Annexure C, Point 5	16	Instead of "The Bidder" should have deployed DLP solution to a minimum three organizations in the BFSI sector.	Requested to make it as "Bidder/ OEM" should have deployed DLP solution to a minimum three organizations in the BFSI sector.	No Change in EOI Terms

11	Annexure C, Point 6	16	DLP solution deployed by the Bidder/OEM should be for minimum 500 or more user systems.	Requested to make it as "Bidder/ OEM" should have deployed by the Bidder/OEM should be for minimum 500 or more user systems.	No Change in EOI Terms
12	Annexure C, Point 7	16	The Bidder should have deployed DLP solution which have covered all data egress channel.	Requested to make it as "Bidder/ OEM" should have deployed DLP solution which have covered all data egress channel.	No Change in EOI Terms
13	Annexure C, Point 7	16	DLP solution proposed by Bidder should be widely accepted across the industry and available in the market from last five years.	Requested to make it as "Bidder/ OEM" DLP Solution should have widely accepted across the industry and available in the market from last five years.	No Change in EOI Terms
14	9	16	The Bidder should have minimum three certified DLP technical analysts.	Please make it, The Bidder should have minimum One certified DLP technical analysts.	No Change in EOI Terms

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