

Name of The Work : E-tender for SUPPLY AND INSTALLATION OF WI-FI AT NATIONAL INSURANCE ACADEMY, PUNE

Answers to Pre-bid queries discussed in the meeting held on 03/02/2026

Sr.No.	Tender Clause Reference	Tender Clause / Specification	Pre-bid Query / Request	Remarks from Bidder	Reply to Pre-Bid Queries
1	18.1 Annexure -4A :Technical specifications of Wireless Access Points	Indoor 4x4 Wi-Fi 6 4x4 MU-MIMO 300 MBPS on 2.4 GHz 4.8 Gbps on 5 GHz 160 MHz	Request you to consider Indoor 2x2/4x4 Wi-Fi 6 2x2/4x4 MU-MIMO 600 MBPS on 2.4 GHz 2.4 Gbps on 5 GHz 80/160 MHz	Most end-user devices (mobiles and laptops) operate in 1x1 or 2x2 MIMO and do not utilize 160 MHz channels. Using 80 MHz channel width provides better spectrum reuse, lower interference, and more stable performance in dense environments. Hence, request to kindly consider 2x2 / 4x4 Wi-Fi 6 access points supporting 80/160 MHz channel width with realistic throughput, suitable for high-density campus usage.	If vendor does not have 4X4 AP, Each of the 4X4 APs can be replaced by two 2X2 APs.  Consideration for additional cabling along with casing and capping and PoE Power and PoE Ports on corresponding switches is required to be included.  <b>Specifications of Access Points from the tender Annexure 4A remain unchanged.</b>
2			Request you to consider Signle OEM for Active Networking Components ( Switches, Wireless Controller, Access Points, Modules and NMS)	This ensures end-to-end compatibility, unified management, single point of support, and overall accountability for the complete active network infrastructure.	Signle OEM for Active Networking Components is preferable but not compulsory.  All Access Points shall be from the same OEM and managed under a unified controller / cloud or hybrid platform.
3			Request you to kindly consider submission and approval of pre-installation documents before starting implementation to ensure proper installation and configuration of the network.	Pre-installation documentation helps in clear design validation, alignment on configurations, risk mitigation, and ensures smooth implementation with minimal rework or downtime.	Yes it is required.
4			Request you to kindly consider submission of network diagram and a complete post-implementation report along with SOP by the bidder after installation.	Post-installation documentation ensures clear visibility of the deployed network, supports operations and maintenance, enables knowledge transfer, and helps in future troubleshooting, audits, and handover.	Yes it is required.
5	18.1 – Annexure 4-A : Network Switches	Network Switches 740 W power budget 10G uplink ports	Request you to kindly provide detailed technical specifications for Network Switches or confirm whether equivalent specifications may be proposed. For network switches, only 740 W power budget and 10G uplink ports are specified in the tender. To recheck on power for connected devices, we suggest specifying minimum PoE budgets as below: 24-Port PoE Switch – Minimum 400 Watts 48-Port PoE Switch – Minimum 600 Watts	Detailed technical specifications are required to ensure uniform understanding of requirements, enable accurate technical compliance, allow fair comparison of bids, and help bidders propose scalable, reliable, and future-ready switching solutions aligned with the intended network design.	The number of Access Points (APs) per network rack is predefined and mentioned in tender document in section 8.2. In addition, Capacity to add Two (2) APs at a future date is required per network switch.  Bidders should size and propose switches with sufficient PoE power budget to support all APs with 802.11at (30 W PSE and 25.5W PD).  Bidders must submit detailed PoE power calculations and ensure that the proposed solution operates as required by NIA.
6	7. Scope of Work	Fiber port for 10 Gbps connectivity for hardware controller 10 Gbps network throughput	Request you to kindly consider network throughput up to 2 Gbps for the wireless controller instead of 10 Gbps Also confirm how many 10G Fiber ports is required		We will consider network throughput of 1 GBPS at a minimum but it should be able to handle load of 1500 concurrent users depending upon the functionality of the controller Current Internet Bandwidth: 200 + 200, Three year expected BW <= 1 GBPs

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7	7.10 – Scope of Work	Network Monitoring – Implementation of Network Monitoring solution for 750 devices consisting of Wireless Access Points, Network Switches, On-Prem Controller, and identified servers. Procurement of this item is optional and will be decided by NIA at actuals.	Request clarification on whether this item should be quoted separately as an optional line item and whether the cost will be considered for L1 price evaluation or excluded from L1 comparison. Also, request confirmation of the total number of network switches included within the 750 devices. Further, request you to consider Network Management System (NMS) from the same OEM from day one / make it mandatory.	Since SLA and penalty clauses are mentioned in Annexure 10, an OEM-native NMS is essential to proactively monitor the network, reduce downtime, ensure faster fault resolution, and effectively monitor and report SLA compliance.	We have made LMS as compulsory. So LMS price will also be considered for L1 price evaluation. Monitoring requirements are detailed separately in the Technical Bid Format Excel File in Annexure 4B: Network Monitoring Requirements.
8	18.2a – Annexure 4-B : Technical Specifications of Wireless Controller	a. Centralized Control of Wireless Access Points b. Centralized User Management c. Centralized Network Management	Request you to kindly confirm whether bidders are allowed to propose these as separate solutions/appliances. In the tender Wireless Management, User Management, and Network Management is asked as a single solution / appliance in a controller.	Because combining all three solutions / applications in a single hardware is not feasible for all OEMs and not all OEMs support all these functionalities in one device.	<p>The bidder to propose a wireless solution architecture as specified in the Technical Bid (Excel format). The proposed solution must support centralized management of Access Points (APs) and Users under one of the following deployment models:</p> <ol style="list-style-type: none"> <li>1. Cloud based AP Management with OnPrem User Management <ul style="list-style-type: none"> <li>o Access Points managed through a cloud based controller.</li> <li>o User authentication and management hosted on an onprem hardware or software system.</li> </ul> </li> <li>2. OnPrem Hardware or Software Controller for AP and User Management <ul style="list-style-type: none"> <li>o Both AP management and user management handled by a OnPrem hardware or software based controller.</li> </ul> </li> <li>3. Fully Cloud-Based Management <ul style="list-style-type: none"> <li>o Both AP management and user management handled through a cloud based controller platform.</li> </ul> </li> </ol> <p>OR</p> <p>Regardless of the proposed architecture, the solution must support:</p> <ul style="list-style-type: none"> <li>• Centralized AP Management</li> <li>• Centralized User Management</li> <li>• Integration with Active Directory (AD) for authentication with NIA AD.</li> <li>• Guest User Provisioning, including: <ul style="list-style-type: none"> <li>o Time based login credentials with auto expiry</li> <li>o Configurable username/password generation</li> </ul> </li> <li>• Seamless policy enforcement across cloud and/or onprem components as applicable.</li> </ul> <p>The bidder must clearly specify the proposed architecture option in the Technical Bid and provide detailed technical documentation supporting compliance with the above requirements.</p>
9	Point 7 (Page 20) – QoS Requirement		1. Request to provide clarity on the <b>Quality of Service (QoS)</b> requirement. Alternatively, please revise the wording to clearly specify whether basic QoS, application-based QoS, or advanced traffic prioritization is required.		<p>The QoS requirement in the tender is clarified as follows:</p> <p>Instead of application specific QoS (e.g., for video calls), the requirement is limited to per user bandwidth capping.</p> <p>Advanced application based QoS or traffic prioritization beyond enforcing per user bandwidth limits is not mandatory, and may be provided at the bidder's discretion if available in the proposed solution.</p>

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10	18.2.d	41	18.2 Annexure-4B :Technical Specifications of Wireless Controller. d. Specific considerations for On-Prem User Management System - Storage - 1 TB Controller Storage at a minimum.	Need to delete this Point since any Controller has RAM and Flash Memory,	Removed requirement of 1 TB Storage for the controller.
11	Point 7 (Page 20) – NAC Requirement		Kindly clarify whether a <b>separate Network Access Control (NAC) device/solution</b> is required as part of the scope, or if <b>NAC functionality integrated within the WLAN/controller solution</b> is acceptable		The tender document does not specify a requirement for a separate Network Access Control (NAC) device or solution. Accordingly, a standalone NAC solution is not required as part of the scope.  Any NAC or access control functionality that is natively integrated within the proposed WiFi Device / controller solution, if provided by the bidder, may be included at no additional cost, but it is not mandatory for compliance with the tender.
12	Point 18.2.C (Page 41) – Rogue AP Feature		Request clarity on the scope of the <b>Rogue AP feature</b> : Whether only detection of rogue APs is required, or Detection along with prevention/containment is required		The tender requires detection of rogue access points only. Rogue AP prevention or containment is not required as part of the scope, unless such functionality is inherently available within the proposed WLAN solution at no additional cost.
13	Technical Compliance & MAF		Kindly confirm that <b>all technical compliance documents</b> shall be submitted on <b>OEM letterhead</b> , along with an <b>authorized, bid-specific Manufacturer Authorization Form (MAF)</b> .		Yes
14	Fiber Switch – Uplink Requirement		Remove the 40G / 100G uplink clause, as the same is not intended to be used considering the project scope and budget constraints. Accordingly, <b>40G modules may also be removed from the requirement</b> .		Currently we require 10G connectivity. Existing two switches are having 40G/100G uplink. In view of this we require third switch of 40G/100G so that in future we can have 40G/100G connectivity.
15	Point no 7 : 11 Page no 21	Scope of Work : Civil Work	You have Mentioned about Digging /Trenching etc as per the requirement Can You elaborate with detailed line items and with quantities so it is easier to quote, and every SI will be on same page.		A. Laying down armored Fiber cable through HDPE pipe of total 800 meter 1. From Jubilee Park to Conference Hall 2. Jubilee Park to Director Bungalow B. Laying down two armored CAT6 A cable through HDPE pipe of total 160 meter from Director Bungalow to clinic
16	Point no 7 : 12 : Page no 21	Scope of Work : Any Other Material required for implementation:	You have Mentioned about which is really a random T&C it will be really grate if you defined in proper way with quantities so every SI will be on same page. Additionally, for point no 15 & 16 if it is not properly defined then from Accounting prospect & GST Prospective also have issue as every SI need to Give HSN code wise Invoicing for Material and Supply.		You can mention additional material in Price bid. Cost of additional material should not be more than 0.75% of the total bid value quoted by you

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17	<b>Point no 8.1 Page No. 22</b>	Wireless Access Points	you have mentioned all access Points should be compatible 802.3 af or 802.3at standards of POE so kindly update as you need Three types of Ap Verity so it will be grate if you elaborate more on the same to switches POE Budget, Also It will be grate if you give more detailed generic specifications of each Ap you are looking		<p>The inclusion of both IEEE 802.3af and IEEE 802.3at PoE standards in the tender is to allow flexibility in AP selection and solution design.</p> <p>The tender does not intend to restrict bidders to a specific PoE class per AP type; rather, it ensures compatibility with standard PoE infrastructure while leaving the final AP and switch design to the bidder.</p>
18	<b>Point no 8.2 Page No.22 location wise AP</b>	Location Wise Access Points	You have given per AP Users wireless AP performances is always calculated concurrent user session based only		<p>In Wi Fi networks, a concurrent user session equals one associated client device (STA), irrespective of the number of applications or network connections running on that device.</p> <p>Wireless Access Point performance is calculated based on the number of concurrently associated client devices (users), not on the number of application or TCP sessions per user.</p> <p>In IEEE 802.11ax, each user device is treated as a single station (STA) regardless of how many applications or network sessions it runs.</p> <p>Therefore, specifying the number of concurrent sessions per user is neither required nor relevant for AP capacity planning. Concurrent connection specifications are required for stateful network devices such as firewalls, NAT gateways, load balancers, etc.</p> <p>The proposed AP should support the specified number of concurrent users well within vendor recommended limits.</p>