

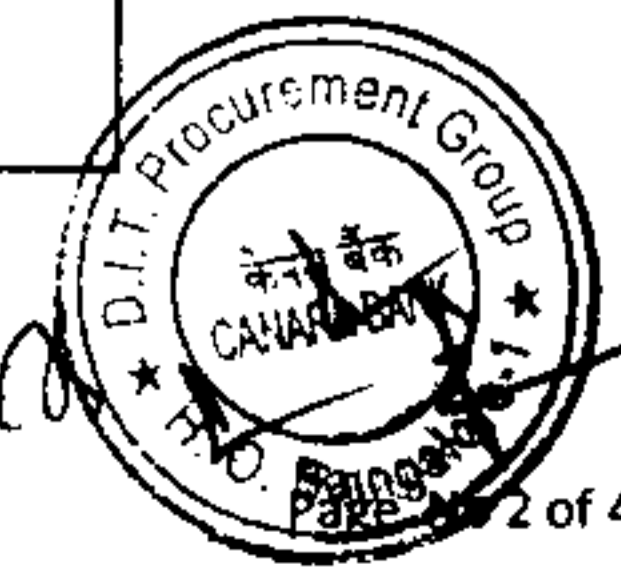
Pre Bid Queries and Bank's Replies for EOI 08/11-12 dated 08.12.2011 for Supply, Installation, Commissioning and Maintenance of IT Hardware/Software

Sl. No.	Page No. of EOI	EOI Clause No.	Bank's Requirements as per EOI	Query raised by the Bidder	Reply approved by the Purchase Committee
1	5	9	<p>The bidder desirous for empanelment for supply of the each types of following Printers</p> <ol style="list-style-type: none"> 1. Passbook Printers/ , 2. Dot Matrix Printers/ , 3. High Speed Printers/ , 4. Laser Jet Printers/ , 5. All above <p>The bidder should have supplied at least 1000 printers each year in the last two years (up to 30/09/2011).</p>	Is it 1000 numbers each for each category of printers per year of total of 1000 printers(all included)for each of the last two years?	The bidder should have supplied at least 1000 printers (all categories put together) each year in the last two years (up to 30/09/2011).
2	9	n	The Applicant shall be authorized dealer for Microsoft products, oracle software and other software items that the bank may purchase in implementation of various projects or shall have back to back agreement with original partner dealing with the above mentioned software items.	Since we are only a hardware vendor and also a direct named OEM of microsoft the above clause may not be applicable to us and also we would not be emapnelling for softwares as such request that the same be applicable only to applicants applying for empanelment for softwares.	The Applicant shall be the authorized Dealer for the software products that are supplied either along with Hardware or independently that the bank may purchase in implementation of various projects or shall have back to back agreement with original partner dealing with the above mentioned software items.
3	4	3	The IT turnover of the bidder should be minimum 100 crore per year during last 2 financial years.	Will notes on accounts of the annual report/balance sheet suffice?bank requested to clarify on the same?	<ol style="list-style-type: none"> 1. The Bidder must produce a certificate on the IT turnover from the Company's Chartered Accountant to this effect 2. Audited balance Sheet for last 2 Years.



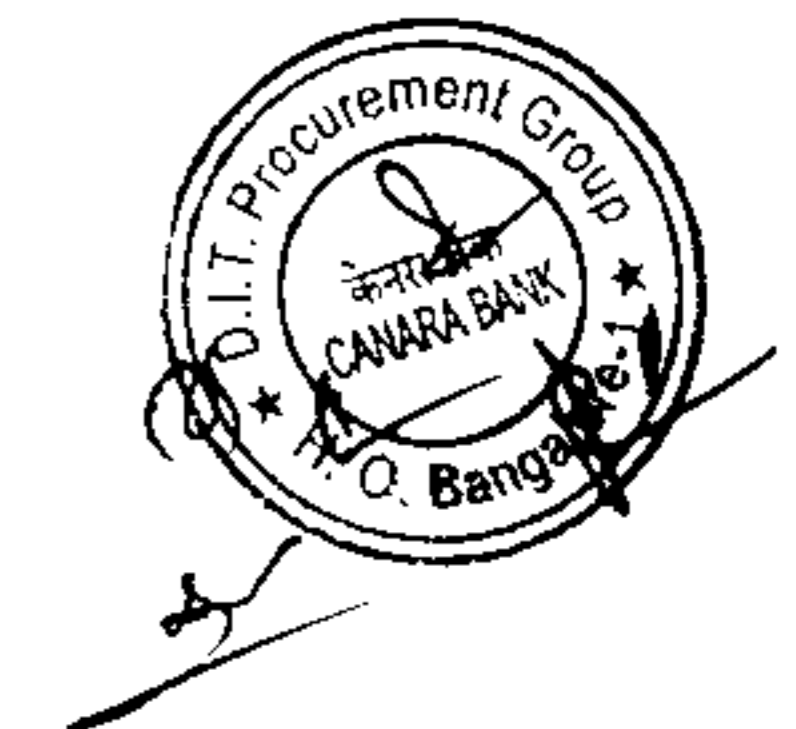
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4	9	m	The applicant shall produce Microsoft certificate, Linux certificate, DMI Certificate, ERTL Certificate, TCO Certificate, MPR II Certificate or any other certificate available for the respective hardware items manufacture / marketed by them.	Since this is only EOI and not RFP and no specs are given and certificates being model specific how do we submit certifications which are product based bank requested to clarify on the same.	The bidder should submit relevant certificates like Microsoft certificate, Linux certificate, DMI Certificate, ERTL Certificate, TCO Certificate, MPR II Certificate or any other certificate available for the respective brand/make of hardware items manufactured / marketed by them.
5	5	6	The bidder desirous for empanelment for supply of desktops should have supplied at least 25000 desktops each year in last two years (30/09/2011).	We request Bank to kindly amend this Clause to produce the PO copies for 25000 desktops along with the OEM and hence enable us to participate and put in our competitive bid. We CMS info Systems are not manufacturers of desktops, laptops and servers , but however we have partnered with many OEM's and have won tenders in many PSU Bank's and other Reputed Firms. The following are a few recent wins we have had by pertaining with OEM's - 1. Vijaya Bank - 3800 Desktop (OEM - Acer) 2. LIC - 8000 desktops (OEM - Acer) 3. Allahabad Bank - 3000 desktops(OEM - Lenovo) 4. Syndicate Bank - 2400 desktops (OEM - HP).	EOI terms to be complied with. Please note that the purchase order issued by the Bank, Reputed Companies & Public Sector Undertaking should be addressed in the name of the bidder.
6	5	7	The bidder desirous for empanelment for supply of Servers should have supplied at least 200 Servers each year in last two years (30/09/2011)	We request Bank to kindly amend this Clause to produce the PO copies for 200 Servers along with the OEM and hence enable us to participate and put in our competitive bid. We CMS info Systems are not manufacturers of desktops, laptops and servers , but however we have pertained with many OEM's and have won tenders in many PSU Bank's and other Reputed Firms. The following are a few recent wins we have had by pertaining with OEM's - 1. LIC - Servers (OEM - Dell) 2. Corporation bank - Servers(OEM -IBM) 3. Syndicate Bank -servers(OEM - HP).	EOI terms to be complied with. Please note that the purchase order issued by the Bank, Reputed Companies & Public Sector Undertaking should be addressed in the name of the bidder.



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7	5	8	The bidder desirous for empanelment for supply of Laptops should have supplied at least 1000 Laptops each year in last two years (30/09/2011)	We request Bank to kindly amend this Clause to produce the PO copies for 1000 Laptops along with the OEM and hence enable us to participate and put in our competitive bid. We CMS info Systems are not manufacturers of desktops, laptops and servers , but however we have pertained with many OEM's and have won tenders in many PSU Bank's and other Reputed Firms. The following are a few recent wins we have had by pertaining with OEM's - 1. Karunya university - Laptops (OEM - Lenovo) 2. Corporation bank- Laptops (OEM - Acer)	EOI terms to be complied with. Please note that the purchase order issued by the Bank, Reputed Companies & Public Sector Undertaking should be addressed in the name of the bidder.
8	4	2	Bidders shall be the Original Equipment Manufacturers (OEM) of Desktops, Laptops, Servers, Printers & other Computer hardware Peripherals and other off-the-shelf software items detailed above.(OR) An authorized dealer.	Request to add "The authorized dealer must have a proven record of engagement with the OEM for the last 5 years. The agreement of being an Authorised Dealer must have been signed atleast 5 years prior to 2011 and must be valid to date"	EOI terms to be complied with.



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9	4	3	The IT turnover of the Bidder should be minimum ₹100 Crore per year during last two financial years.	Request to add "Since the value of orders released by Canara Bank to the empaneled vendors might be crossing 200 Crores, request that the vendor selected must have atleast 5 times the capacity to support Canara Bank ie; atleast a turn over of 1000 Crores."	EOI terms to be complied with.
10	5	6	The bidder desirous for empanelment for supply of Desktop should have supplied at least 25000 desktops each year in last two years (up to 30/09/2011)	Request that for 25K desktops supply, an Audited Chartered Accountants report be accepted, else the documentation involved is very huge.	EOI terms to be complied with.
11	5	10	The bidder should have supplied, installed and maintaining Servers, Desktops, Printers etc to at least 2 Public Sector Banks in India (incl SBI and its Associate Banks) other than Canara Bank in Multi locations during last 2 years.	Request that a quantity be put to the performance proof. Like - 1000 desktops, 200 Servers and 1000 printers.	EOI terms to be complied with.

Date : 22.12.2011
Place : Bangalore

[Signature]
Deputy General Manager

