**Replies to Prebid Queries for RFP 23/2020-21 dated 21/11/2020 for Supply, Installation, Implementation, Roll Out, Operations and Maintenance of Breach Simulation Solution in Canara Bank.**

| Sl. No. | Page No. | Section | RFP Clause | Clause/Technical Specification | Bidder's Query | Bank's Reply |
|---|---|---|---|---|---|---|
| 1 | 2 | A. BID SCHEDULE& ABBREVIATIONS | BID SCHEDULE | Tender Fee(Non-refundable):<br>Rs.5,900/-( including 18% GST) | As per Government guideline kindly exempt MSME bidder from submitting the tender fee/Cost of Bid | Kindly Refer Section H. Bidder to comply with RFP Terms |
| 2 | 2 | A. BID SCHEDULE& ABBREVIATIONS | BID SCHEDULE | Earnest Money Deposit (Refundable):<br>Rs.15,00,000/- | As per Government guideline kindly exempt MSME bidder from submitting the EMD | Kindly Refer Section H. Bidder to comply with RFP Terms |
| 3 | 18 | C. DELIVERABLES & SERVICE LEVEL AGREEMENTS (SLAS) | Payment Terms | 6.1. Payment schedule for Required Hardware for Breach & Attack Simulation Solution with required OS, Database License and other Licenses will be as under:<br><br>Payment Stage:<br>Delivery of Required Hardware for Deception solution with required OS, Database License and other Licenses as per clause 1.2.1<br><br>% of Payment:<br>40% of the Invoice Value of these Hardware for Breach & Attack Simulation Solution with required OS, Database License and other Licenses | Product Payment 100% on delivery and implementation 50% with with product delivery and 50% on implementation.<br><br>OR<br><br>90% on product delivery 10% on BG submission and implementation 50% with with product delivery and 50% on implementation. | Bidder to Comply with RFP Terms |
| 4 | 18 | C. DELIVERABLES & SERVICE LEVEL AGREEMENTS (SLAS) | Payment Terms | 6.1. Payment schedule for Required Hardware for Breach & Attack Simulation Solution with required OS, Database License and other Licenses will be as under:<br><br>Payment Stage:<br>Installation, Configuration, Integration and Commissioning of Hardware Appliance/Items (including OS Database License and other Licenses) as per clause 1.3.1<br><br>% of Payment:<br>50% of the Invoice Value of these Hardware for Breach & Attack Simulation Solution with required OS, | Product Payment 100% on delivery and implementation 50% with with product delivery and 50% on implementation.<br><br>OR<br><br>90% on product delivery 10% on BG submission and implementation 50% with with product delivery and 50% on implementation. | Bidder to Comply with RFP Terms |

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| 5 | 18 | C. DELIVERABLES & SERVICE LEVEL AGREEMENTS (SLAS) | Payment Terms | 6.1. Payment schedule for Required Hardware for Breach & Attack Simulation Solution with required OS, Database License and other Licenses will be as under:<br><br>Payment Stage:<br>After Completion of Warranty Period (i.e. three year). Warranty period will start from the date of acceptance of solution by the Bank.<br><br>% of Payment:<br>10% of the Invoice Value of these Hardware for Deception solution with required OS, Database License and other Licenses<br>Or<br>On submission of BG equivalent to warranty payment. | Product Payment 100% on delivery and implementation 50% with with product delivery and 50% on implementation.<br><br>OR<br><br>90% on product delivery 10% on BG submission and<br>implementation 50% with with product delivery and 50% on implementation. | Bidder to Comply with RFP Terms |
| 6 | 18 | C. DELIVERABLES & SERVICE LEVEL AGREEMENTS (SLAS) | Payment Terms | 6.1. Payment schedule for Required Hardware for Breach & Attack Simulation Solution with required OS, Database License and other Licenses will be as under:<br><br>Payment Stage:<br>AMC for Required Hardware for Deception solution with required OS, Database License and other Licenses.<br><br>% of Payment:<br>Quarterly in Arrears. | Request: Annually in advance | Bidder to Comply with RFP Terms |

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| 7 | 18 | C. DELIVERABLES & SERVICE LEVEL AGREEMENTS (SLAS) | Payment Terms | 6.2. Payment schedule for Breach & Attack Simulation Solution will be as under:<br><br>Payment Stage:<br>Delivery of Breach & Attack Simulation Solution as per clause 1.2.2<br><br>% of Payment:<br>40% of the Invoice Value of Breach & Attack Simulation Solution. | 90% on product delivery 10% on BG submission | Bidder to Comply with RFP Terms |
| 8 | 18 | C. DELIVERABLES & SERVICE LEVEL AGREEMENTS (SLAS) | Payment Terms | 6.2. Payment schedule for Breach & Attack Simulation Solution will be as under:<br><br>Payment Stage:<br>Installation, Configuration, Integration and Commissioning of Breach & Attack Simulation Solution as per clause 1.3.2<br><br>% of Payment:<br>40% of the Invoice Value of Breach & Attack Simulation Solution. | 90% on product delivery 10% on BG submission | Bidder to Comply with RFP Terms |

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| 9 | 18 | C. DELIVERABLES & SERVICE LEVEL AGREEMENTS (SLAS) | Payment Terms | 6.2. Payment schedule for Breach & Attack Simulation Solution will be as under:<br><br>Payment Stage:<br>Escrow agreement<br><br>% of Payment:<br>10% of the invoice value will be released after signing Escrow Agreement and depositing of source code. | 90% on product delivery 10% on BG submission | Bidder to Comply with RFP Terms |
| 10 | 18 | C. DELIVERABLES & SERVICE LEVEL AGREEMENTS (SLAS) | Payment Terms | 6.2. Payment schedule for Breach & Attack Simulation Solution will be as under:<br><br>Payment Stage:<br>After Completion of Warranty Period (i.e. three year). Warranty period will start from the date of acceptance of solution by the Bank.<br><br>% of Payment:<br>10% of the Invoice Value of Breach & Attack Simulation Solution<br>Or<br>On submission of BG equivalent to warranty payment. | 90% on product delivery 10% on BG submission | Bidder to Comply with RFP Terms |

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| 11 | 18 | C. DELIVERABLES & SERVICE LEVEL AGREEMENTS (SLAS) | Payment Terms | 6.2. Payment schedule for Breach & Attack Simulation Solution will be as under:<br><br>Payment Stage:<br>ATS for Breach & Attack Simulation Solution<br><br>% of Payment:<br>Quarterly in Arrears. | Request: Annually in advance | Bidder to Comply with RFP Terms |
| 12 | 22 | C. DELIVERABLES & SERVICE LEVEL AGREEMENTS (SLAS) | Escrow arrangement during Contract period | 15.2. The Bidder will place the Source Code (and the procedures necessary to build the source into executable form) along-with flow diagrams and technical write up for the Software, within Thirty (30) days of implementation in escrow with a reputable agency acceptable to both the parties. The modalities of the versions to be kept etc., can be finalized at the time of lodging the software for escrow. | Our proposed solution(software) is proprietry and not customized therefore source code cannot be made available. | Bidder to Comply with RFP Terms |
| 13 | 18 | C. DELIVERABLES & SERVICE LEVEL AGREEMENTS (SLAS) | Payment Terms | 6.1. Payment schedule for Required Hardware for Breach & Attack Simulation Solution with required OS, Database License and other Licenses will be as under:<br><br>Payment Stage:<br>Delivery of Required Hardware for Deception solution with required OS, Database License and other Licenses as per clause 1.2.1<br><br>% of Payment:<br>40% of the Invoice Value of these Hardware for Breach & Attack Simulation Solution with required OS, Database License and other Licenses | Looks like there is a typo, it has to be corrected to BAS solution and not deception | Kindly Refer Amendment 1. |

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| 14 | 43 | Annexure-7 | Technical & Functional Requirement of Breach and Attack Simulation Solution | A. TECHNICAL REQUIREMENTS:<br>1.INFRASTRUCTURE:<br>1.1. Bidder to provide details of the infrastructure, hardware, software, power supply, storage and connectivity details. | Would the bank provide necessary virtual infrastructure to deploy the sensors and the solution? Or should we include that in the proposal? | Bidder to Comply with RFP Terms |
| 15 | 45 | Annexure-7 | Technical & Functional Requirement of Breach and Attack Simulation Solution | Not Available(NA) | How many network zones are in scope? How many sensors need to be deployed, considering one per one network zone? | Details will be shared with the Selected Bidder |
| 16 | 45 | Annexure-7 | Technical & Functional Requirement of Breach and Attack Simulation Solution | NA | What SIEM tool is used by the Bank? | Details will be shared with the Selected Bidder |
| 17 | 45 | Annexure-7 | Technical & Functional Requirement of Breach and Attack Simulation Solution | NA | What is the ITSM tool used by the bank? | Details will be shared with the Selected Bidder |
| 18 | 45 | Annexure-7 | Technical & Functional Requirement of Breach and Attack Simulation Solution | NA | Do bank expect the sensors to be installed on cloud instances? If yes, what cloud platforms are they? (GCP, Azure or AWS) | Please refer functional requirement of the RFP. Bidder has to comply the clause accordingly. |
| 19 | NA | NA | NA | NA | Is it mandatory that the solution needs to be on-prem and not a public cloud based one? | Please refer Point no 68 of the FUNCTIONAL REQUIREMENTS for more detail. |
| 20 | NA | NA | NA | NA | The key BAS platforms have the ability to encrypt attack traffic over TLS 1.2 or 1.3 to make an attack complex, do you expect the platform to support encrytpion of TCP attack traffic? | Please refer functional requirement of the RFP. |

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| 21 | NA | NA | NA | NA | We did not see a reference of the need for the BAS tools ability to include evasion techniques. Do you expect the proposed BAS tool to support manipulation of attack traffic to include various evasion techniques? | Please refer functional requirement of the RFP. |
| 22 | NA | NA | NA | NA | What cloud platforms need to be supported by the BAS tool? | Please refer functional requirement of the RFP. Any further detail will be provided to selected bidder. |
| 23 | NA | NA | NA | NA | Does the attack traffic need to be hyper realistic stateful traffic so that it is as good as real attacks? | Please refer functional requirement of the RFP. |

Place Bengaluru
Date 04-12-20

Deputy General Manager

D.I.T. Wing, Procurement Group CANARA BANK HO, Bengaluru - 560 001