

Annexure I

1.1 Annexure 6A: Commercial Bill of Materials

This sections pertains to SOR-A. The template for commercial bill of material for this RFP titled supply, implementation, installation, commissioning and maintenance of mail messaging solution dated 15-July-2016 is attached as Annexure 6A - Commercial Bill of Material.

1.1.1 Cost Sheet – Unified communication based mail messaging solution

1.1.2 Table 1

| S. No. | Item | Quantity | Unit Price | Annual Price | Tax Amount | Grand Total |
|--------|---|----------|------------|--------------|----------------|-------------|
| | | | | (B)*(A) | (From table 3) | (C)+(D) |
| | | (A) | (B) | (C) | (D) | (E) |
| 1 | One-time set up cost (operationalization of the solution) | 1 | | | | |
| 2 | Usage charges for mail messaging solution for initial 4000 users. These 4000 users include 1000 users with basic + advanced + UC features, 1500 users with basic + advanced features and 1500 users with basic features | | | | | |
| 2a | Usage charges for unified communication based mail messaging solution (with “basic” + “advances” + “unified communication” functional requirements) (per user yearly rate) | 1000 | | | | |
| 2b | Usage charges for unified communication based mail messaging solution (with “basic” + “advances” functional requirements) including environmental softwares (per user yearly rate) | 1500 | | | | |
| 2c | Usage charges for unified communication based mail messaging solution (with “basic” functional requirements) including environmental softwares (per user yearly rate) | 1500 | | | | |
| 3 | Usage charges for UC based mail messaging solution (with “basic” + “advanced” + “unified communication” functional requirements) (per user yearly rate) | | | | | |
| 3a | 1,001-25,000 users | 1 | | | | |
| 3b | 25,001- 50,000 users | 1 | | | | |
| 3c | 50,001 – 1,00,000 users | 1 | | | | |
| 3d | > 1,00,000 users | 1 | | | | |
| 4 | Usage charges for UC based mail messaging solution (with “basic” + “advanced” functional requirements) (per user yearly rate) | | | | | |

| S. No. | Item | Quantity | Unit Price | Annual Price (B)*(A) | Tax Amount (From table 3) | Grand Total (C)+(D) | | | | | |
|-------------------|---|----------|------------|-------------------------|------------------------------|------------------------|-----|----------------------|-----|-----|-----|
| | | | | | | | (A) | (B) | (C) | (D) | (E) |
| | | | | | | | 4a | 1,501 – 25,000 users | 1 | | |
| 4b | 25,001- 50,000 users | 1 | | | | | | | | | |
| 4c | 50,001 – 1,00,000 users | 1 | | | | | | | | | |
| 4d | > 1,00,000 users | 1 | | | | | | | | | |
| 5 | Usage charges for UC based mail messaging solution (with “basic” functional requirements) (per user yearly rate) | | | | | | | | | | |
| 5a | 1,501 – 25,000 users | 1 | | | | | | | | | |
| 5b | 25,001- 50,000 users | 1 | | | | | | | | | |
| 5c | 50,001 – 1,00,000 users | 1 | | | | | | | | | |
| 5d | > 1,00,000 users | 1 | | | | | | | | | |
| 6 | Setup cost for scaling the services for additional 25,000 users (beyond the initial setup for 25,000 users) | 1 | | | | | | | | | |
| 7 | Operations & Maintenance support (Yearly rate) | 1 | | | | | | | | | |
| 8 | Data migration and Mail administration services (Man-month rates) | 12 | | | | | | | | | |
| 9 | Man-month rate for L1 resource for Server Management services | 12 | | | | | | | | | |
| 10 | Man-month rate for L1 resource for Database Management services | 12 | | | | | | | | | |
| 11 | Man-month rate for L2 resource for Server Management services | 12 | | | | | | | | | |
| 12 | Man-month rate for L2 resource for Database Management services | 12 | | | | | | | | | |
| 13 | Multifactor authentication for WWW/IMAP/PoP/ HTTP/ HTTPS/ Active Sync (per soft token) | 1000 | | | | | | | | | |
| 14 | Multifactor authentication for WWW/IMAP/PoP/ HTTP/ HTTPS/ Active Sync (per hard token) | 1000 | | | | | | | | | |
| | Total of column (E) in words | | | | | | | | | | |
| | Total of column (E) in words | | | | | | | | | | |
| Rate cards | | | | | | | | | | | |
| 11 | (Please specify name of variant and support rate per user per year) | | | | | | | | | | |

| S. No. | Item | Quantity | Unit Price | Annual Price (B)*(A) | Tax Amount (From table 3) | Grand Total (C)+(D) | | | | | |
|--------|---|----------|------------|-------------------------|------------------------------|------------------------|-----|---|-----|-----|-----|
| | | | | | | | (A) | (B) | (C) | (D) | (E) |
| | | | | | | | 12 | (Please specify name of variant and support rate per user per year) | | | |
| 13 | (Please specify name of variant and support rate per user per year) | | | | | | | | | | |
| | ... (bidder may add more rows if required) | | | | | | | | | | |

1.1.3 Table 2 Environmental Software cost break-up

| S. No. | Item | Name, make and version (A) | Per user cost (B) |
|--------|--|-------------------------------|----------------------|
| | | | |
| 2 | Back-up solution | | |
| 3 | (Any other, please specify details) | | |
| 4 | (Any other, please specify details) | | |
| 5 | (Any other, please specify details) | | |
| 6 | (Any other, please specify details) | | |
| 7 | (Any other, please specify details) | | |
| 8 | (Any other, please specify details) | | |
| | ... (bidder may add more rows if required) | | |
| | Total | | |

1.1.4 Table 3 Applicable taxes

| Sr | Item/Details | Tax Detail | Percentage applicable | Tax Detail | Percentage applicable | Tax Detail | Percentage applicable | Total tax amount |
|----|--|------------|-----------------------|------------|-----------------------|------------|-----------------------|------------------|
| 1 | One Time set up cost including one year warranty for 4000 users | | | | | | | |
| 2 | Usage charges for mail messaging solution for initial 4000 users | | | | | | | |
| 2a | Usage charges for unified | | | | | | | |

| Sr | Item/Details | Tax Detail | Percentage applicable | Tax Detail | Percentage applicable | Tax Detail | Percentage applicable | Total tax amount |
|----|--|------------|-----------------------|------------|-----------------------|------------|-----------------------|------------------|
| | communication based mail messaging solution (with “basic” + “advances” + “unified communication” functional requirements) (per user yearly rate) | | | | | | | |
| 2b | Usage charges for unified communication based mail messaging solution (with “basic” + “advances” functional requirements) including environmental softwares (per user yearly rate) | | | | | | | |
| 2c | Usage charges for unified communication based mail messaging solution (with “basic” functional requirements) including environmental softwares (per user yearly rate) | | | | | | | |
| 3 | Usage charges for UC based mail messaging solution (with “basic” + “advances” + “unified communication” functional requirements) | | | | | | | |
| 3a | 1,001-25,000 users | | | | | | | |
| 3b | 25,001- 50,000 users | | | | | | | |
| 3c | 50,001 – 1,00,000 users | | | | | | | |
| 3d | > 1,00,000 users | | | | | | | |
| 4 | Usage charges for UC based mail messaging solution (with “basic” + “advances” + functional requirements) | | | | | | | |
| 4a | 1,501-25,000 users | | | | | | | |
| 4b | 25,001- 50,000 users | | | | | | | |
| 4c | 50,001 – 1,00,000 users | | | | | | | |
| 4d | > 1,00,000 users | | | | | | | |
| 5 | Usage charges for UC based mail messaging solution (with “basic” | | | | | | | |

| Sr | Item/Details | Tax Detail | Percentage applicable | Tax Detail | Percentage applicable | Tax Detail | Percentage applicable | Total tax amount |
|--------------|---|------------|-----------------------|------------|-----------------------|------------|-----------------------|------------------|
| | functional requirements) | | | | | | | |
| 5a | 1,501-25,000 users | | | | | | | |
| 5b | 25,001- 50,000 users | | | | | | | |
| 5c | 50,001 – 1,00,000 users | | | | | | | |
| 5d | > 1,00,000 users | | | | | | | |
| 6 | Setup cost for scaling the services for additional 25,000 users (beyond the initial setup for 25,000 users) | | | | | | | |
| 7 | Operations & Maintenance support (Yearly rates) | | | | | | | |
| 8 | Data migration and Mail administration services (Man-day rates) | | | | | | | |
| 9 | Man-month rate for L1 resource for Server Management services | | | | | | | |
| 10 | Man-month rate for L1 resource for Database Management services | | | | | | | |
| 11 | Man-month rate for L2 resource for Server Management services | | | | | | | |
| 12 | Man-month rate for L2 resource for Database Management services | | | | | | | |
| 13 | Multifactor authentication for WWW/IMAP/PoP/HTTP/ HTTPS/ Active Sync (per soft token) | | | | | | | |
| 14 | Multifactor authentication for WWW/IMAP/PoP/ HTTP/ HTTPS/ Active Sync (per hard token) | | | | | | | |
| Total | | | | | | | | |

**User may add columns to the table above if the type of taxes applicable are more than 3*

Note:

- 1 The Bidder is expected to quote unit price in Indian Rupees (without decimal places) for all components and services on a fixed price basis as part of the commercial Bid inclusive of all costs and taxes like customs duty, import taxes, freight, forwarding, insurance, delivery, installation, training etc. at the respective delivery location of RailTel **but exclusive of only applicable (in India) Sales Tax/VAT, Service Tax and Excise Duty / equivalent local authority cess, which shall be paid / reimbursed on actual basis on production of bills.** Taxes and Duties shall be payable extra on actual. Documentary evidence wherever applicable shall be furnished. The rates as prevailing on the date of submitting tenders shall be specified by parties.
- 2 In case of discrepancy between figures and words, the amount in words shall prevail.
- 3 Per user monthly rate = (corresponding per user yearly rate) / 12
- 4 Quarterly rate for any item (mentioned in the bill of material above) = (Yearly rate for the corresponding item) / 4
- 5 Fields in the tables above which are highlighted in grey color need not be filled by the bidder.
- 6 Quantity mentioned in S. No 3, 3a, 3b, 3c, 3d, 4, 4a, 4b, 4c, 4d, 5, 5a, 5b, 5c, 5d, 6, 8, 9, 10, 11, 12 and 14 in table 1 is for only commercial evaluation purposes. Payment shall be made on actuals (as per usage) and as per the payment terms mentioned in the RFP.
- 7 In column (B) of table 1, inputs for S. No. 3a, 3b, 3c, 3d should not exceed the input for S. No. 2a.
- 8 In column (B) of table 1, inputs for S. No. 4a, 4b, 4c, 4d should not exceed the input for S. No. 2b.
- 9 In column (B) of table 1, inputs for S. No. 5a, 5b, 5c, 5d should not exceed the input for S. No. 2c.
- 10 All prices mentioned in column (B) of table 1 shall be valid for 5 years. In case RailTel decides to extend the contract, RailTel shall negotiate the rates mentioned in column (B) of table 1.
- 11 Inputs for quantities mentioned in S. No 2a, 2b, 2c, 3a, 3b, 3c, 3d, 4a, 4b, 4c, 4d, 5a, 5b, 5c, 5d in table 1 should be **should have the cost input from the OEM ONLY**. RailTel shall negotiate the rates for every requirement in order to submit a competitive proposal to its prospective customers.
- 12 Functional and Technical specifications of variants mentioned under the rate card should be submitted along with the technical proposal

1.2 Annexure 6B: Commercial Bill of Materials

This sections pertains to SOR-B. The template for commercial bill of material for this RFP titled supply, implementation, installation, commissioning and maintenance of mail messaging solution dated 15-July-2016 is attached as Annexure 6B - Commercial Bill of Material.

1.2.1 Cost Sheet – Basic mail messaging solution

1.2.2 Table 1

| S. No. | Item | Quantity | Unit Price | Annual Price | Tax Amount | Grand Total |
|--------|---|----------|------------|--------------|----------------|-------------|
| | | | | (B)*(A) | (From table 3) | (C)+(D) |
| | | (A) | (B) | (C) | (D) | (E) |
| 1 | One-time set up cost (operationalization of the solution) | 1 | | | | |
| 2 | Usage charges for mail messaging solution for initial 1000 users. These 1000 users include 500 users with basic + additional features and 500 users with basic features | | | | | |
| 2a | Usage charges for basic mail messaging solution (with “basic+ additional” functional requirements) including environmental software (per user yearly rate) | 500 | | | | |
| 2b | Usage charges for basic mail messaging solution (with “basic” functional requirements) including environmental software (per user yearly rate) | 500 | | | | |
| 3 | Usage charges for basic mail messaging solution (with “basic” + “additional” functional requirements) (per user yearly rate) | | | | | |
| 3a | 501-25,000 users | 1 | | | | |
| 3b | 25,000- 50,000 users | 1 | | | | |
| 3c | 50,001 – 1,00,000 users | 1 | | | | |
| 3d | > 1,00,000 users | 1 | | | | |
| 4 | Usage charges for basic mail messaging solution (with “basic” functional requirements) (per user yearly rate) | | | | | |
| 4a | 501-25,000 users | 1 | | | | |
| 4b | 25,000- 50,000 users | 1 | | | | |
| 4c | 50,001 – 1,00,000 users | 1 | | | | |

| S. No. | Item | Quantity | Unit Price | Annual Price | Tax Amount | Grand Total |
|-------------------------------------|---|----------|------------|--------------|----------------|-------------|
| | | | | (B)*(A) | (From table 3) | (C)+(D) |
| | | (A) | (B) | (C) | (D) | (E) |
| 4d | > 1,00,000 users | 1 | | | | |
| 5 | Setup cost for scaling the services for additional 25,000 users (beyond the initial setup for 25,000 users) | 1 | | | | |
| 6 | Operations & Maintenance support (Yearly rate) | 1 | | | | |
| 7 | Data migration and Mail administration services (Man-month rates) | 12 | | | | |
| 8 | Man-month rate for L1 resource for Server Management services | 12 | | | | |
| 9 | Man-month rate for L1 resource for Database Management services | 12 | | | | |
| 10 | Man-month rate for L2 resource for Server Management services | 12 | | | | |
| 11 | Man-month rate for L2 resource for Database Management services | 12 | | | | |
| 12 | Multifactor authentication for WWW/IMAP/PoP/ HTTP/ HTTPS/ Active Sync (per soft token) | 1000 | | | | |
| 13 | Multifactor authentication for WWW/IMAP/PoP/ HTTP/ HTTPS/ Active Sync (per hard token) | 1000 | | | | |
| Total of column (E) in words | | | | | | |
| Total of column (E) in words | | | | | | |
| Rate cards | | | | | | |
| 12 | (Please specify name of variant and support rate per user per year) | | | | | |
| 13 | (Please specify name of variant and support rate per user per year) | | | | | |
| 14 | (Please specify name of variant and support rate per user per year) | | | | | |

| S. No. | Item | Quantity | Unit Price | Annual Price (B)*(A) | Tax Amount (From table 3) | Grand Total (C)+(D) |
|--------|--|----------|------------|-------------------------|------------------------------|------------------------|
| | | (A) | (B) | (C) | (D) | (E) |
| | year) | | | | | |
| | ... (bidder may add more rows if required) | | | | | |

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1.2.3 Table 2 Environmental Software cost break-up

| S.No. | Item | Name, make and version | | Per user cost |
|-------|--|------------------------|-----|---------------|
| | | (A) | (B) | |
| 1 | Virtualization software | | | |
| 2 | Back-up solution | | | |
| 3 | (Any other, please specify details) | | | |
| 4 | (Any other, please specify details) | | | |
| 8 | (Any other, please specify details) | | | |
| | ... (bidder may add more rows if required) | | | |
| | Total | | | |

1.2.4 Table 3 Applicable taxes

| Sr | Item/Details | Tax Detail | Percentage applicable | Tax Detail | Percentage applicable | Tax Detail | Percentage applicable | Total tax amount |
|----|---|------------|-----------------------|------------|-----------------------|------------|-----------------------|------------------|
| 1 | One Time set up cost including one year warranty for 1000 users | | | | | | | |
| 2 | Usage charges for basic mail messaging solution (with “basic” + “additional” functional requirements) | | | | | | | |
| 2a | 501-25,000 users | | | | | | | |
| 2b | 25,000- 50,000 users | | | | | | | |
| 2c | 50,001 – 1,00,000 users | | | | | | | |
| 2d | > 1,00,000 users | | | | | | | |
| 3 | Usage charges for basic mail messaging solution (with “basic” functional requirements) | | | | | | | |
| 3a | 501-25,000 users | | | | | | | |
| 3b | 25,000- 50,000 users | | | | | | | |
| 3c | 50,001 – 1,00,000 users | | | | | | | |
| 3d | > 1,00,000 users | | | | | | | |
| 4 | Setup cost for scaling the services for additional 25,000 users (beyond the initial setup for 25,000 users) | | | | | | | |

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| Sr | Item/Details | Tax Detail | Percentage applicable | Tax Detail | Percentage applicable | Tax Detail | Percentage applicable | Total tax amount |
|--------------|--|------------|-----------------------|------------|-----------------------|------------|-----------------------|------------------|
| 5 | Operations & Maintenance support (Yearly rates) | | | | | | | |
| 6 | Data migration and Mail administration services (Man-day rates) | | | | | | | |
| 7 | Man-month rate for L1 resource for Server Management services | | | | | | | |
| 8 | Man-month rate for L1 resource for Database Management services | | | | | | | |
| 9 | Man-month rate for L2 resource for Server Management services | | | | | | | |
| 10 | Man-month rate for L2 resource for Database Management services | | | | | | | |
| 11 | Multifactor authentication for WWW/IMAP/PoP/ HTTP/ HTTPS/ Active Sync (per soft token) | | | | | | | |
| 12 | Multifactor authentication for WWW/IMAP/PoP/ HTTP/ HTTPS/ Active Sync (per hard token) | | | | | | | |
| Total | | | | | | | | |

**User may add columns to the table above if the type of taxes applicable are more than 3*

Note:

- 1 The Bidder is expected to quote unit price in Indian Rupees (without decimal places) for all components and services on a fixed price basis as part of the commercial Bid inclusive of all costs and taxes like customs duty, import taxes, freight, forwarding, insurance, delivery, installation, training etc. at the respective delivery location of RailTel **but exclusive of only applicable (in India) Sales Tax/VAT, Service Tax and Excise Duty / equivalent local authority cess, which shall be paid / reimbursed on actual basis on production of bills.** Taxes and Duties shall be payable extra on actual. Documentary evidence wherever applicable shall be furnished. The rates as prevailing on the date of submitting tenders shall be specified by parties.
- 2 In case of discrepancy between figures and words, the amount in words shall prevail.
- 3 Per user monthly rate = (corresponding per user yearly rate) / 12
- 4 Quarterly rate for any item (mentioned in the bill of material above) = (Yearly rate for the corresponding item) / 4
- 5 Fields in the tables above which are highlighted in grey color need not be filled by the bidder.

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- 6 Quantity mentioned in S. No 3, 3a, 3b, 3c, 3d, 4, 4a, 4b, 4c, 4d, 5, 7, 8, 9, 10, 11 and 13 in table 1 is for only commercial evaluation purposes. Payment shall be made on actual (as per usage) and as per the payment terms mentioned in the RFP.
- 7 In column (B) of table 1, inputs for S. No. 3a, 3b, 3c, 3d should not exceed the input for S. No.2a.
- 8 In column (B) of table 1, inputs for S. No. 4a, 4b, 4c, 4d should not exceed the input for S. No.2b.
- 9 All prices mentioned in column (B) of table 1 shall be valid for 5 years. In case RailTel decides to extend the contract, RailTel shall negotiate the rates mentioned in column (B) of table 1.
- 10 Inputs for quantities mentioned in S. No 3a, 3b, 3c, 3d, 4a, 4b, 4c, 4d in table 1 should be **should have the cost input from the OEM/ Solution Owner ONLY**. RailTel shall negotiate the rates for every requirement in order to submit a competitive proposal to its prospective customers.
- 11 Functional and Technical specifications of variants mentioned under the rate card should be submitted along with the technical proposal