

Annexure "A"

Sl.No	Company Name	Request for clarification /Amendment	Reply
1	ccs computers	Query 1 – You have asked for 120TB Absolute capacity. We understand it as the 120TB RAW capacity, which will provide you around 58TB of usable capacity (without considering dedup, compression) Kindly confirm our understanding is correct.	120 TB Raw Capacity
		Query 2 – For better performance, please ask for caching on at least 2 SSD disks, otherwise all caching will go through only one SSD disk (unless you ask for 2 caching disks), and will become a choking point.	Refer S.No. 35 of Technical Specification
		Query 3 – You have not asked for any unstructured data storage on scale-out NAS and Object storage. Every customer has 60% or more of unstructured data, and it becomes essential to put them on NAS and Object storage. Kindly ask the same provided from HCI itself.	Not required
		Query4 – 120TB capacity on 10K RPM disks in three nodes will require too many disk drives. Kindly allow 7.2K RPM NL-SAS disks. We confirm we will provide 25000 IOPS per node with a mix of SSD & NL-SAS disk also.	As per RFP
2	layatech.com	Query 1 – You have asked for 120TB Absolute capacity. We understand it as the 120TB RAW capacity, which will provide you around 58TB of usable capacity (without considering dedup, compression) Kindly confirm our understanding is correct.	120 TB Raw Capacity
		Query 2 – For better performance, please ask for caching on at least 2 SSD disks, otherwise all caching will go through only one SSD disk (unless you ask for 2 caching disks), and will become a choking point.	Refer S.No. 35 of Technical Specification
		Query 3 – You have not asked for any unstructured data storage on scale-out NAS and Object storage. Every customer has 60% or more of unstructured data, and it becomes essential to put them on NAS and Object storage. Kindly ask the same provided from HCI itself.	Not required
		Query 4 – 120TB capacity on 10K RPM disks in three nodes will require too many disk drives. Kindly allow 7.2K RPM NL-SAS disks. We confirm we will provide 25000 IOPS per node with a mix of SSD & NL-SAS disk also.	120 TB Raw Capacity

3	Hewlett Packard Enterprise	Query 1 –Caching plays a major role in performance of the HCI cluster and usually in HCI RFPs, we see at least 2 caching drives asked by customers. Hence, we request to include at least 2 caching drives per node for effective performance of the cluster.	Refer S.No. 35 of Technical Specification
		Query 2–The tender asks for 120TB capacity. Kindly clarify if it is Raw capacity or usable capacity. In case it is raw capacity, the cluster will provide you effectively 60TB of usable capacity without any data reduction techniques like deduplication/compression etc. Kindly confirm if 120TB is Raw capacity.	120 TB Raw Capacity
		Query 3 –The tender asks for 12G SAS 10K RPM disks per node. We request you to kindly add 7.2K RPM NLSAS drive also. The required IOPS will be easily met with NLSAS+SSD disk. This will also reduce the number of drives required per node, hence, reducing chances of failure.	As per RFP
		Query 4 –The tender does not asks for micro-segmentation feature license to secure horizontal network traffic. This is required to ensure the security of the HCI cluster and prevent it from hacks. Hence, this is a critical security aspect which is missing from this RFP. Requesting you to kindly include the same.	No Change
4	Nutanix	Query 1 –You have asked for 120TB Absolute capacity. We understand it as the 120TB RAW capacity, which will provide you around 58TB of usable capacity (without considering dedup, compression) Kindly confirm our understanding is correct.	120 TB Raw Capacity
		Query 2 –For better performance, please ask for caching on at least 2 SSD disks, otherwise all caching will go through only one SSD disk (unless you ask for 2 caching disks), and will become a choking point.	Refer S.No. 35 of Technical Specification
		Query 3 –You have not asked for any unstructured data storage on scale-out NAS and Object storage. Every customer has 60% or more of unstructured data, and it becomes essential to put them on NAS and Object storage. Kindly ask the same provided from HCI itself.	Not required
		Query 4 –120TB capacity on 10K RPM disks in three nodes will require too many disk drives. Kindly allow 7.2K RPM NL-SAS disks. We confirm we will provide 25000 IOPS per node with a mix of SSD & NL-SAS disk also.	As per RFP

	Nutanix	Query 5 –STPI is adopting HCI for the 1 st time – kindly define minimum training. We suggest to have 4 days training for 6 to 8 identified officials	Training for operation and maintenance of HCI solution for 3 to 4 person will be required.
		Query 6 –Zero Trust Security for NODES , Very essential and important – all Govt Agency like {NIC, CDAC, LIC, ISRO, Gail, IOCL, HPCL and State of Uttarakhand etc } is asking in all HCI tender – kindly consider add the below lines please.	No Change
		Query 7 –The offered product must be supplied with micro-segmentation licenses for software defined network to achieve the desired feature of East-West Traffic Control between the VMs in the HCI.	No Change