



**Expression of Interest (EoI)
for
Cloud Technology Solution for eGovernance Projects in the State of
Andhra Pradesh**

Proprietary & Confidential

August, 2020

Electronic Services Delivery
D.No.6-178, Eco Ritz Bldg., 1st Floor, SER Center, BMPS Road,
Prasadampadu, Vijayawada.
0866-2452771/2

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1 Data Sheet

1.1 EoI Call Notice:

Expression of Interest (EoI) for Identifying the Cloud Service Providers (CSPs)

#	Information	Details
1.	EoI Enquiry Number	EoI/Cloud Technology/2020-21
2.	Issue of EOI document	Available on www.apit.gov.in and ap.meeseva.gov.in
3.	EoI calling date	26-08-2020
4.	Last date and Time for submission of queries for clarifications	07-09-2020
5.	Last date for submission of EOI Response	15 working days from date of issue of enquiry (i.e) 15-09-2020
6.	Presentation on EOI Proposal by the Agencies	The date and time for presentations schedule will be informed to all applicants.
7.	Addressee and Address at which proposal in response to EOI notice is to be submitted	Electronic Services Delivery (ESD) D.No.6-178, Eco Ritz Bldg., 1st Floor, SER Center, BMPS Road, Prasadampadu, Vijayawada-521108.
8.	Point of Contact for EoI	D.VenkataChalam, Director, Communications, ITE&C Email: dir_comm_itc@ap.gov.in Mobile: 99630 29394

If any firm is interested in participation, please visit our web site at <https://www.apit.gov.in> or <https://www.apmeeseva.gov.in>. The EoI document is free and full copy of the EoI document can be downloaded from the above websites.

Director,

Electronic Services Delivery

**D.No.6-178, Eco Ritz Bldg., 1st Floor, SER Center, BMPS Road,
Prasadampadu, Vijayawada.**

AP, India, Phones:(866) 2452771/2

Mail id: dir_eseva@ap.gov.in

2 Introduction

ITE&C is a nodal agency for selection/implementation/maintenance of IT & ITES services of all Departments in the Government of AP. The existing common IT infrastructure of Govt of AP such as AP State wide area network (APSWAN), AP State Data Center (APSDC), AP High Definition Video Conferencing System (VC) etc are being managed by APTS on behalf of ITE&C Department.

3 Project Background

MeitY has announced MeghRaj Policy to provide strategic direction for adoption of cloud services by the Government. The aim of the cloud policy is to realize a comprehensive vision of a government cloud (GI Cloud) environment available for use by central and state government line departments, districts and municipalities to accelerate their ICT-enabled service improvements.

MeghRaj policy of MeitY states that “Government departments at the Centre and States to first evaluate the option of using the GI Cloud for implementation of all new projects funded by the government. Existing applications, services and projects may be evaluated to assess whether they should migrate to the GI Cloud.”

Taking demand into consideration, MeitY has initiated Provisional Empanelment of the cloud service offerings of Service providers that the end-user departments can leverage in addition to the National Cloud services offered by NIC for their e-governance solutions.

MeitY has recently revised the empanelment strategy and floated additional requirements for CSPs whose Cloud services are already empaneled with MeitY. The revised strategy for empanelment of Cloud Service Offerings of CSPs is based on the three key tenets - (i) ease in offering Cloud services to government and public sector organizations, (ii) faster procurement by the government and public sector organizations, and (iii) continuous monitoring of Cloud Service Providers and their offerings. The revised empanelment strategy allows CSPs to offer Cloud services under all three categories of Cloud Service Models. The following cloud service offerings offered by the Cloud Service Providers (www://meity.gov.in) for a combination of the Deployment Models (Public Cloud, Virtual Private Cloud and Government Community Cloud) have been provisionally empanelled by Meity.

1. Infrastructure as a Service (IaaS)
2. Platform as a Service (PaaS)
3. Software as a Service (SaaS)

AP State Data Center (APSDC) was built under NeGP Scheme (GoI) at Gachibowli, Hyderabad. Post AP Reorganization Act 2014, AP continued the Data Center operations at APSDC, Hyderabad. As an interim measure GoAP took the rack space on lease for Non-IT infrastructure and established the IT infrastructure at APSDC, Amaravati. Now, ESD invites Expression of Interest (EoI) from interested Cloud Service Providers (CSPs), on behalf of the ITE&C department, to express their interest on the service/deployment models offered.

3.1 Eligible Vendors

This EoI is limited to MeitY cloud empanelled CSPs or cloud operators working globally or in india meeting the pre-requisites criteria. The MeitY empanelled Cloud Service Providers (CSPs) shall submit a copy the MeitY cloud empanelment letter.

4 Scope

4.1 Objective

In the above context, GoAP desires to make use the cloud services to achieve the cost effectiveness, scalability and ease of operations etc in use of IT infrastructure. Electronic Services Delivery (ESD) on behalf of IT, E&C Department, Government of AP invites EOIs from prospective cloud vendors for submitting their proposals on offering the best practices and the various advantages of uses of Cloud Technology or any other alternative models for the State's eGovernance projects in an efficient and effective manner for taking a decision in floating the RFP.

The objective of the EoI is to identify the CSP with best technology model and cost effectiveness.

4.2 Requirements

4.2.1 Cloud Service Requirement & Models

The outcome of the EoI is to get the proposals for all three models. Therefore the cloud service providers shall offer their technical and commercial proposals for the above scope (IaaS & PaaS) in the following three models at both DC and DR. The applicants can submit for all three models or which ever model(s) feasible for them.

1. Public Cloud: The applicant is responsible for the entire Non-IT, IT and O&M components.
2. On-Premise – The Non-IT and O&M team will be the responsibility of GoAP. The required no. of racks and wattage for IaaS requirements are to be indicated by the applications. ITE&C will provide the same, rest all to be done by the operator
3. Hybrid -
 - a. For the on-premise component, the Non-IT and O&M portions will be the responsibility of GoAP. The required no. of racks and wattage for IaaS requirements are to be indicated by the applications. ITE&C will provide the same, rest all to be done by the operator.
 - b. For the public cloud component the applicant is responsible for the entire Non-IT, IT and O&M components.
4. The volume of infra required for each of the three (3) models is given below:

4.2.2 IaaS Requirements at DC

S.No	Category	Type	Configuration (On an Average)	Requirements			
				Public Cloud	On-Premise Cloud	Hybrid Cloud	
						Public	On-Premise
1.	Compute (Virtual Machines)	Windows	(8 vCPUs, 32GB Memory, 100GB OS drive)/Server	600	600	360	240
2.		Redhat Linux	(8vCPUs, 32GB Memory, 50GB OS drive)/Server	300	300	180	120
3.		Linux (CentOS, Ubuntu, etc)	(8vCPUs, 32GB Memory, 100GB OS drive)/Server	300	300	180	120
4.	Storage	Block Storage	1000TB (1PB)	1000TB	1000TB	600TB	400TB
5.		File Storage	1000TB (1PB)	1000TB	1000TB	600TB	400TB
6.		Backup Storage (D2D)	1000TB (1PB)	1000TB	1000TB	600TB	400TB
7.	SAN Switches	SAN Switches			2		2
8.	Sever Load balancer	Server Load balancer	50000CPS,10TB per month data Process	4 Instances	4 Instances	2 Instances	2 Instances

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9.	Firewall	Firewall	Firewall	4 Instances	4 Instances	2 Instances	2 Instances
10.	NIPS	IPS	IPS	2 Instances	2 Instances	2 Instances	2 Instances
11.	Web Application Firewall	WAF	Web Application Firewall	1	1	1	1
12.	DDoS Mitigator	DDoS Mitigator	DDoS Mitigator	1	1	1	1
13.	Switches	L3 or L2 Switches	Switches	N/A	To be indicated by the Applicant	N/A	To be indicated by the Applicant
14.	Public IPs	Public IPs	Public IPs	/22	/22	/23	/23
15.	Active Directory Service	Active Directory Service	Active Directory Service	1	1	1	1
16.	Backup Service	Backup Service	Backup Service	1	1	1	1
17.	Anti Virus	Anti Virus	Anti Virus	1	1	1	1
18.	NMS service	NMS service	NMS service	1	1	1	1
19.	Racks 42U	Racks 42U	Racks 42U	N/A	To be indicated by the Applicant	N/A	To be indicated by the Applicant
20.	P2P to SHQ	P2P connection	a. Public/On-Premise cloud: 2* 512Mbps b. Hybrid cloud: i. Public: 2* 310Mbps ii. On-Premise: 2*155Mbps	1	1	1	1
21.	Internet bandwidth	IBW	c. Public/On-Premise cloud: 4* 1Gbps d. Hybrid cloud: iii. Public: 5* 512Mbps iv. On-Premise: 3*512Mbps	1	1	1	1
22.	VPN	VPN Connectivity	3000 SSL VPN Users with two factor authentication	3000	3000	1800	1200
23.		VPN Data Utilization	2TB/Month	1	1	1	1
24.	Data Utilization	Data Utilization	30TB/Month	1	1	1	1
25.	Virtual Network	There is no Service Procurement Parameter for this service. All CSPs provide virtual network / subnet capability by default to their customers without any extra cost.	NA	NA	NA	NA	NA
26.	Enterprise Support Service	Example: (i) 24x7 access to email, chat and phone support to notify and register the incidents (ii) 24x7 support for general guidance (iii) Response to be made available within 15 minutes for Business Critical System outage		1	1	1	1
27.	Dashboard	Cloud dashboard		1	1	1	1

4.2.3 PaaS Requirements at DC

#	Category	Type	Configuration (On an Average)	Requirements		
				Public/On-Premise Cloud	Hybrid Cloud	
					Public	On-Premise Cloud
1	DB servers with Storage	Oracle	(8vCPUs, 64GB Memory, 50GB OS drive)/Server	50 Instances	30 Instances	20 Instances
2		MSSQL	(8vCPUs, 64GB Memory, 100GB OS drive)/Server	50 Instances	30 Instances	20 Instances
3		Postgre SQL	(8vCPUs, 64GB Memory, 50GB OS drive)/Server	30 Instances	18 Instances	12 Instances

4.2.4 IaaS Requirements at DR

S.No	Category	Type	Configuration (On an Average)	Requirements			
				Public Cloud	On-Premise Cloud	Hybrid Cloud	
						Public	On-Premise
1.	Compute (Virtual Machines)	Windows	(8 vCPUs, 32GB Memory, 100GB OS drive)/Server	300	300	180	120
2.		Redhat Linux	(8vCPUs, 32GB Memory, 50GB OS drive)/Server	150	150	90	60
3.		Linux (CentOS, Ubuntu, etc)	(8vCPUs, 32GB Memory, 100GB OS drive)/Server	150	150	90	60
4.	Storage	Block Storage	1000TB (1PB)	500TB	500TB	300TB	200TB
5.		File Storage	1000TB (1PB)	500TB	500TB	300TB	200TB
6.		Backup Storage (D2D)	1000TB (1PB)	500TB	500TB	300TB	200TB
7.	SAN Switches	SAN Switches			2		2
8.	Sever Load balancer	Server Load balancer	50000CPS,10TB per month data Process	1 Instance	1 Instance	1 Instance	1 Instance
9.	Firewall	Firewall	Firewall	1 Instance	1 Instance	1 Instance	1 Instance
10.	NIPS	IPS	IPS	1 Instance	1 Instance	1 Instance	1 Instance
11.	Web Application Firewall	WAF	Web Application Firewall	1	1	1	1
12.	DDoS Mitigator	DDoS Mitigator	DDoS Mitigator	1	1	1	1
13.	Switches	L3 or L2 Switches	Switches	N/A	To be indicated by the Applicant	N/A	To be indicated by the Applicant
14.	Public IPs	Public IPs	Public IPs	/23	/23	/24	/24
15.	Active Directory Service	Active Directory Service	Active Directory Service	1	1	1	1
16.	Backup Service	Backup Service	Backup Service	1	1	1	1
17.	Anti Virus	Anti Virus	Anti Virus	1	1	1	1
18.	NMS service	NMS service	NMS service	1	1	1	1
19.	Racks 42U	Racks 42U	Racks 42U	N/A	To be indicated by the Applicant	N/A	To be indicated by the Applicant
20.	P2P to SHQ	P2P connection	e. Public/On-Premise cloud: 1* 512Mbps f. Hybrid cloud: v. Public: 1* 310Mbps vi. On-Premise: 1*155Mbps	1	1	1	1
21.	Internet bandwidth	IBW	g. Public/On-Premise cloud: 2* 1Gbps h. Hybrid cloud: vii. Public: 2* 512Mbps viii. On-Premise: 1*512Mbps	1	1	1	1

22.	VPN	VPN Connectivity	3000 SSL VPN Users with two factor authentication	3000	3000	1800	1200
23.		VPN Data Utilization	2TB/Month	1	1	1	1
24.	Data Utilization	Data Utilization	30TB/Month	1	1	1	1
25.	Virtual Network	There is no Service Procurement Parameter for this service. All CSPs provide virtual network / subnet capability by default to their customers without any extra cost.	NA	NA	NA	NA	NA
26.	Enterprise Support Service	Example: (i) 24x7 access to email, chat and phone support to notify and register the incidents (ii) 24x7 support for general guidance (iii) Response to be made available within 15 minutes for Business Critical System outage		1	1	1	1
27.	Dashboard	Cloud dashboard		1	1	1	1

4.2.5 PaaS Requirements at DR

#	Category	Type	Configuration (On an Average)	Requirements		
				Public/On-Premise Cloud	Hybrid Cloud	
					Public	On-Premise Cloud
1	DB servers with Storage	Oracle	(8vCPUs, 64GB Memory, 50GB OS drive)/Server	25 Instances	15 Instances	10 Instances
2		MSSQL	(8vCPUs, 64GB Memory, 100GB OS drive)/Server	25 Instances	15 Instances	10 Instances
3		Postgre SQL	(8vCPUs, 64GB Memory, 50GB OS drive)/Server	15 Instances	9 Instances	6 Instances

5 Functional Requirements

5.1 Infrastructure as a Service (IaaS) Requirements

5.1.1 Production Environment Requirement Environment Requirements

The CSP shall provide the compute, storage, networks, and other fundamental resources where ITE&C is able to deploy and run software. The CSP shall be responsible for managing and controlling the underlying Cloud infrastructure including operating systems, storage, network, security, etc. and the deployed applications shall be managed and controlled by the ITE&C.

The environment should be logically isolated, i.e., the pre-production environment shall be in a different VLAN from the production environment and the users of the different environments shall be in separate networks (e.g., development environment logically isolated from the other pre-production and production environments). A change release management and configuration management procedure shall be defined and implemented to process any change to the cloud environment / services.

a. Specific Requirements for ‘Infrastructure as a Service’ (IaaS)

The below mandatory requirements are applicable in addition to common technical controls for services offered by CSP from service model ‘Infrastructure as a Service’.

- i. The CSPs shall make the services available online, on-demand and dynamically scalable up or down as per request for service from the end users (ESD/ITE&C Department/user Department) with two-factor authentication via the SSL through a web browser.
- ii. The Service shall provide auto-scalable, redundant and dynamic computing capabilities.
- iii. Service shall allow users to securely and remotely, load applications over the SSL VPN clients from the public internet.
- iv. Perform an Image backup of VM Image information or support the ability to take an existing running instance or a copy of an instance and export the instance into ITE&C required format.
- v. Configuration and Management of the Virtual Machine shall be enabled via a Web browser over the SSL VPN clients from the public internet.
- vi. In case of suspension of a running VM, the VM shall still be available for reactivation for a reasonable time without having to reinstall or reconfigure the VM. In case of suspension beyond a reasonable time, all the data within it shall be immediately deleted / destroyed and certify the VM and data destruction to the ESD/ITE&C Department/Government Department as per stipulations and shall ensure that the data is not forensically recovered.
- vii. CSP shall ensure that VMs receive OS patching, health checking, Systematic Attack Detection and backup functions.
- viii. Monitor VM up/down status and resource utilization such as RAM, CPU, Disk, IOPS and network.
- ix. The ITE&C/respective Government Department shall retain ownership of all virtual machines, templates, clones, and scripts/applications created for the department’s application. The respective Government Department retains the right to request (or should be able to retrieve) full copies of these virtual machines at any time.
- x. The ITE&C/respective Government Department retains ownership of Department loaded software installed on virtual machines and any application or product that is deployed on the Cloud by the ITE&C.
- xi. CSPs shall manage CSP provisioned infrastructure including VMs as per the ITIL standards.
- xii. The CSP to give details of the elastic capacity of the cloud during the traffic ups and downs.

5.2 Platform as a Service (PaaS) Requirements

- i. The PaaS Offerings shall support for the development, deployment and operation of custom applications.
- ii. The CSP shall provide the Cloud infrastructure and platform (such as Oracle, MSSQL, PostgreSQL, DB2, JBoss, Weblogic, websphere) to run the applications created using programming languages, libraries, services, and tools supported by the CSP. Further, PaaS shall provide a broad range of application infrastructure (“middleware”) that supports a range of capabilities such as database management (with both SQL and NoSQL database), integration services, business process management, business analytics services, rules engines, event processing services and mobile back-end services. The ITE&C shall not manage or control the underlying Cloud infrastructure including network, security, servers, operating systems, or storage, but has control over the deployed applications and possible configuration settings for the application-hosting environment
- iii. PaaS offerings shall provide developers and operators with a “push and run” mechanism for deploying and running applications
- iv. The PaaS offerings shall support a range of runtime environments [Government Department / ITE&C may indicate the runtime environments required]

- v. Configuration requirements shall be kept to a minimum by default, at the same time offering the capability to control the configuration if required
- vi. The platform should include a database of the full application ecosystem (including what software is running on each host, who owns the application, and which versions are being used). This information should be available for the platform or for individual platform tenants.
- vii. Shall provide API Management capabilities - for ex: providing a level of control, so that only authorized users can access the API and each user can only access those capabilities for which they have permission.
- viii. PaaS offerings shall assist the application lifecycle by providing development tools including code editors, code repositories, build tools, deployment tools, test tools and services and security tools. The tools shall also include a set of application monitoring and analytics services, including capabilities such as logging, log analysis and app usage analytics and dashboards.
- ix. PaaS offerings shall provide dashboards and APIs that enable customers to plug in their own operations toolsets. So, for example, capabilities to increase or decrease the number of running instances of an application to deal with varying application load.
- x. PaaS offerings shall provide built-in Security Capabilities or meet the security requirements as indicated by Government, reducing the load on developers and operators to provide these capabilities that include firewall, secure protocol handling, access and authorization, encryption of data in motion and at rest, integrity checking, etc. PaaS systems shall offer these capabilities with minimal or no impact on application code, simplifying the programmer's tasks.
- xi. PaaS shall provide support for porting the existing applications so that the ported application will function correctly without the need for making modifications to the application

5.3 Specific Requirements for 'Platform as a Service' (PaaS)

The below mandatory requirements are applicable in addition to common technical controls for services offered by CSP from Platform as a Service.

- i. CSPs shall be responsible for development, deployment, operations and support of custom applications or any application procured by the ITE&C Department/User Department from Platform as a Service.
- ii. CSPs shall ensure multiple range of runtime environments are supported to enable User Departments to choose the most appropriate technology for the task.
- iii. CSPs shall be able to control the number of parallel running instances of an application in order to handle the anticipated workload or to meet resiliency goals.
- iv. CSPs shall ensure that any services offered from Platform as a Service are portable
- v. CSPs shall ensure that services offered from Platform as a Service are available with automatic scale up and scale out to meet ITE&C Department/User Department's performance requirements.
- vi. CSPs shall ensure that any service offered from Platform as a Service shall have uptime of Tier-III standard and there is no compromise on performance of the application
- vii. CSPs shall be responsible to clearly demonstrate to ITE&C Department/3rd party assessor appointed by ITE&C/ESD at the time of getting its services finalized.
- viii. CSPs shall ensure that User Departments are provided with Central web based tool for monitoring and management of services

6 EoI Submission Process

6.1 Completeness of the EoI Document

- a. Submission of the EOI response shall be deemed to have been done after careful study of the EOI document with full understanding of its implications. The same shall be submitted to ESD/ITE&C within 15 working days of publishing the EOI request.

7 Preparation and submission of EoI

- a. All the pages of the EoI response paper must be sequentially numbered and must contain the list of contents with page numbers. Any deficiency in the documentation may result in the rejection of the application.
- b. All pages of the EoI shall be initialled and stamped by the person who signs the application.

8 Language

The response proposal shall be filled by the Applicant in English language only. If any supporting documents submitted are in any language other than English, translation of the same in English language is to be duly attested by the Applicants. For purposes of interpretation of the Proposal, the English translation shall govern.

9 Venue & Deadline for Submission of EoI

Proposals, in its complete form in all respects as specified in the EoI, must be submitted online on or before the last date and time of submission of EoI. No other way of submission of EoI shall be considered. The applicant shall ensure that the infrastructure/network is intact while submitting the EoI online and ESD shall not take the responsibility for this.

10 Evaluation Process:

After examining the submission of the EoI proposals, the vendors shall be called for a technical presentation of the proposed solutions.

10.1 Technical Presentation of Solution

- a. Presentation for purpose of this EoI is to design for the solution (IaaS/PaaS) defined in the scope and functional requirement of this EoI. The applications shall give a technical demonstration on On-Premis and/or Public Cloud services/ Hybrid cloud with the capabilities, pros and cons, commercials involved in each solution to prove the idea and feasibility as envisioned by ITE&C.
- b. The applicant shall validate initial productivity rates and cost/benefit projections
- c. Each Applicant shall demonstrate the process flow as mentioned above for the purpose of Presentation which shall be assessed based on the following test criterions:
 - i. Ease of provisioning
 - ii. Types of CSP Model
 - iii. Migration Model
 - iv. Security Feature
- d. Vendors can demonstrate value added features and functionalities as part of their solution, which may be taken, note of awarding Scores by committee.

10.2 Evaluation committee

ITE&C/ESD will constitute an Evaluation Committee to evaluate the responses of the Applicants.

- a. The Evaluation Committee constituted by ITE&C/ESD shall evaluate the responses to the EoI and all supporting documents & documentary evidence. Inability to submit requisite supporting

documents or documentary evidence, may lead to rejection of the EoI Proposal. The Committee may seek additional documents as it deems necessary.

- b. Each of the responses shall be evaluated to validate compliance of the applicant according to the eligibility criteria, Forms and the supporting documents specified in this document.
- c. The decision of the Evaluation Committee in the evaluation of responses to the Expression of Interest shall be final. No correspondence will be entertained outside the evaluation process of the Committee.
- d. The Evaluation Committee will witness the technical presentation from the applicants to evaluate its suitability of their solution.
- e. The Evaluation Committee reserves the right to reject any or all proposals. The EoI Proposal will be evaluated based on the documentary evidences provided along with the PPT.

11 Appendix-I: EOI Submission Forms

11.1 Form-1: Compliance Sheet

EOI No: _____, Date: _____

Please check whether following have been enclosed.

Sl. No	Enclosure description	Enclosed (Yes/No)	Annexure/Attachment/ Page No./ Envelop No. of the enclosure
1.	Copy of Certificate of Incorporation of Company or Registration Firm		
2.	Copy Goods Service Tax Registration		
3.	Copy of PAN no allotted by Income Tax Department		
4.	Copies of Annual audited accounts statements (P&L and Balance Sheets last three FY certified by a chartered Accountant		
5.	Application Letter (Form 2)		
6.	ISO 9001:2008 , ISO 27001:2013, ISO 20000:2011		
7.	Particulars of the Applicant (Form 3)		
8.	Self Declaration that the applicant hasn't been black listed / performance issues by any Govt./PSU (Form 4,5)		
9.	Authorization Letter (Form 6)		
10.	Acceptance Of Terms & Conditions Contained In The EoI Document (Form 7)		
11.	Project Experience (Form 8)		
12.	Signed EOI Document		
13.	Signature with Date & Seal		
14.	Name		

Signature of the Applicant: _____ Date: _____

Place:

Company Seal

Form-2: Cover Letter

No: _____, Date: _____

<Location, Date>

To

<Applicant Address>

Subject: Submission of the EOI: <..... >.

Dear Sir/Madam,

We, the undersigned, offer to provide our services against your EOI No. <Insert EOI no> dated <insert date>. We are hereby submitting our Expression of Interest in printed format. We hereby declare that all the information and statements made in this EOI Response are true and accept that any misinterpretation contained in it may lead to our disqualification.

We agree to abide by all the terms and conditions of the EOI document. We understand you are not bound to accept any proposal you receive.

We fully understand and agree to comply that on verification, if any of the information provided here is found to be misleading the short listing process or unduly favours our company in the short listing process, we are liable to be dismissed from the EOI selection process or termination of the contract during the project.

We hereby declare that our proposal submitted in response to this EOI is made in good faith and the information contained is true and correct to the best of our knowledge and belief.

Yours sincerely,

Authorized Signature [In full and initials]: Name and Title of Signatory:

Name of Firm:

Address:

Location:

Date:

11.2 Form-2: Particulars of the Applicant

No: _____, Date: _____

1.	Name of the Organisation	
2.	Organisation Status of Registration	
3.	Address of Corporate Office	
4.	Address of Office in AP (if any)	
5.	Telephone No	
6.	Email Address	
7.	Website	
8.	Registration No of Certificate of Incorporation & Date	
9.	Registration No of G.S.T & Date	
10.	Permanent Account Number of Income Tax & Date of Regn	
11.	No. of years of proven experience of providing similar Services	

Signature of witness

Date:

Place:

Signature of the Applicant

Date:

Place:

Company Seal

11.3 Form-3: Acceptance of terms & Conditions contained in the EOI Document

EOI No: _____, Date: _____, Location: _____

To

<Address of Applicant>

Dear Sir/Madam,

I have carefully gone through the Terms & Conditions contained in the EOI No: _____, regarding EOI: <.....>.

I declare that all the provisions of this EOI Document are acceptable to my company. I further certify that I am an authorised signatory of my company and am, therefore, competent to make this declaration.

Signature of witness

Date:

Place:

Signature of the Applicant

Date:

Place:

Company Seal

11.4 Form-4: Format for List of Previous Work Orders Executed

EOI No: _____, Date: _____

SL. No	Name of Client, Contact Person, Contact Telephone No, Mobile No, Physical Address	Name of Project	Project Start Date and End Date, Brief of Project	Project Cost	Status (Complete/ In Progress/ Delay)

Note: The information provided in the above table must supported by copies of relevant work order and completion certificate.

Signature of witness

Date:

Place:

Signature of the Applicant

Date:

Place:

Company Seal

11.5 Cost Proposals

11.5.1 Form-F.1: Consolidated cost sheet for Public Cloud:

S.No	Description		Total price (In INR)
1.	Primary Site (DC) Cost	Form-F.1.1	
2.	DR Site (Secondary) Cost	Form-F.1.2	
3.	Manpower Cost	Form-F.4	
Total Cost			
(In words: Rupees)			

Signature of the applicant with Seal

11.5.2 Form-F.2: Consolidated cost sheet for On-Premise Cloud:

S.No	Description		Total price (In INR)
1.	Primary Site (DC) Cost	Form-F.2.1	
2.	DR Site (Secondary) Cost	Form-F.2.2	
3.	Manpower Cost	Form-F.4	
Total Cost			
(In words: Rupees)			

Signature of the applicant with Seal

11.5.3 Form-F.3: Consolidated cost sheet for Hybrid Cloud:

S.No	Description		Total price (In INR)
1.	Primary Site (DC) Cost	Form-F.3.1	
2.	DR Site (Secondary) Cost	Form-F.3.2	
3.	Manpower Cost	Form-F.4	
Total Cost			
(In words: Rupees)			

Signature of the applicant with Seal

11.5.4 Form-F.1.1 - Public Cloud at DC:

#	Type	Public Cloud at DC	Unit cost (In Rs)	Tax (In Rs)	Total Cost for 1 year	Year on year discounted amount (Including taxes)				Total cost for 5 years
						Y2	Y3	Y4	Y5	
1	Windows VMs	600								
2	Redhat Linux VMs	300								
3	Linux (CentOS, Ubuntu, etc) VMs	300								
4	Block Storage	1PB								
5	File Storage	1PB								
6	Backup Storage (D2D)	1PB								
7	Server Load balancer	4 Instances								
8	Firewall	4 Instances								
9	NIPS	2 Instances								
10	WAF	1								
11	DDoS Mitigator	1								
12	Public IPs	/22								
13	Active Directory Service	1								
14	Backup Service	1								
15	Anti Virus	1								
16	NMS service	1								
17	P2P connection	512 Mbps								
18		512 Mbps								
19	IBW	1 Gbps								
20		1 Gbps								
21		1 Gbps								
22		1 Gbps								
23	VPN Connectivity	3000								
24	VPN Data Utilization	1 (2TB/Mon)								
25	Data Utilization	1 (30TB/Mon)								
26	Cloud Enterprise Support Service	1								
27	Dashboard	1								
28	Oracle (PaaS)	50 instances								
29	MSSQL (PaaS)	50 instances								
30	PostgreSQL (PaaS)	30 Instances								
		Total								

11.5.5 Form-F.2.1 - On-Premise at DC:

#	Type	On-Premise Cloud at DC	Unit cost (In Rs)	Tax (In Rs)	Total Cost for 1 year	Year on year discounted amount (Including taxes)				Total cost for 5 years
						Y2	Y3	Y4	Y5	
1	Windows VMs	600								
2	Redhat Linux VMs	300								
3	Linux (CentOS, Ubuntu, etc) VMs	300								
4	Block Storage	1PB								
5	File Storage	1PB								
6	Backup Storage (D2D)	1PB								
7	SAN Switches	2 Nos								
8	Server Load balancer	4 Instances								
9	Firewall	4 Instances								

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10	NIPS	2 Instances								
11	WAF	1								
12	DDoS Mitigator	1								
13	Switches	To be indicated by the applicant								
14	Public IPs	/22								
15	Active Directory Service	1								
16	Backup Service	1								
17	Anti Virus	1								
18	NMS service	1								
19	P2P connection	512 Mbps								
20		512 Mbps								
21	IBW	1 Gbps								
22		1 Gbps								
23		1 Gbps								
24		1 Gbps								
25	VPN Connectivity	3000								
26	VPN Data Utilization	1 (2TB/Mon)								
27	Data Utilization	1 (30TB/Mon)								
28	Cloud Enterprise Support Service	1								
29	Dashboard	1								
30	Oracle (PaaS)	50 instances								
31	MSSQL (PaaS)	50 instances								
32	PostgreSQL (PaaS)	30 Instances								
Total										

11.5.6 Form-F.3.1 - Hybrid at DC:

#	Type	Hybrid Cloud at DC	Unit cost (In Rs)	Tax (In Rs)	Total Cost for 1 year	Year on year discounted amount (Including taxes)				Total cost for 5 years
						Y2	Y3	Y4	Y5	
Public Cloud										
1	Windows VMs	360								
2	Redhat Linux VMs	180								
3	Linux (CentOS, Ubuntu, etc) VMs	180								
4	Block Storage	600TB								
5	File Storage	600TB								
6	Backup Storage (D2D)	600TB								
7	Server Load balancer	2 Instances								
8	Firewall	2 Instances								
9	NIPS	2 Instances								
10	WAF	1								
11	DDoS Mitigator	1								
12	Public IPs	/23								
13	Active Directory Service	1								
14	Backup Service	1								
15	Anti Virus	1								
16	NMS service	1								
17	P2P connection	310 Mbps								
18		310 Mbps								
19	IBW	1 Gbps								
20		1 Gbps								
21		1 Gbps								
22		1 Gbps								
23		1 Gbps								

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24	VPN Connectivity	1800								
25	VPN Data Utilization	1 (2TB/Mon)								
26	Data Utilization	1 (30TB/Mon)								
27	Cloud Enterprise Support Service	1								
28	Dashboard	1								
29	Oracle (PaaS)	30 instances								
30	MSSQL (PaaS)	30 instances								
31	PostgreSQL (PaaS)	18 Instances								
Sub-Total										
On-Premise Cloud										
1	Windows VMs	240								
2	Redhat Linux VMs	120								
3	Linux (CentOS, Ubuntu, etc) VMs	120								
4	Block Storage	400TB								
5	File Storage	400TB								
6	Backup Storage (D2D)	400TB								
7		2								
8	Server Load balancer	2 Instances								
9	Firewall	2 Instances								
10	NIPS	2 Instances								
11	WAF	1								
12	DDoS Mitigator	1								
13	Public IPs	/23								
14	Active Directory Service	1								
15	Backup Service	1								
16	Anti Virus	1								
17	NMS service	1								
18	P2P connection	155 Mbps								
19		155 Mbps								
20	IBW	512Mbps								
21		512Mbps								
22		512Mbps								
23	VPN Connectivity	1200								
24	VPN Data Utilization	1 (2TB/Mon)								
25	Data Utilization	1 (30TB/Mon)								
26	Cloud Enterprise Support Service	1								
27	Dashboard	1								
28	Oracle (PaaS)	20 instances								
29	MSSQL (PaaS)	20 instances								
30	PostgreSQL (PaaS)	12 Instances								
Sub-Total										
Total										

11.5.7 Form-F.1.2 - Public Cloud at DR:

#	Type	Public Cloud at DR	Unit cost (In Rs)	Tax (In Rs)	Total Cost for 1 year	Year on year discounted amount (Including taxes)				Total cost for 5 years
						Y2	Y3	Y4	Y5	
1	Windows VMs	300								
2	Redhat Linux VMs	150								
3	Linux (CentOS, Ubuntu, etc) VMs	150								
4	Block Storage	500TB								
5	File Storage	500TB								
6	Backup Storage (D2D)	500TB								
7	Server Load balancer	1 Instances								

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8	Firewall	1 Instances								
9	NIPS	1 Instances								
10	WAF	1								
11	DDoS Mitigator	1								
12	Public IPs	/23								
13	Active Directory Service	1								
14	Backup Service	1								
15	Anti Virus	1								
16	NMS service	1								
17	P2P connection	512 Mbps								
18	IBW	1 Gbps								
19		1 Gbps								
20	VPN Connectivity	3000								
21	VPN Data Utilization	1 (2TB/Mon)								
22	Data Utilization	1 (30TB/Mon)								
23	Cloud Enterprise Support Service	1								
24	Dashboard	1								
25	Oracle (PaaS)	25 instances								
26	MSSQL (PaaS)	25 instances								
27	PostgreSQL (PaaS)	15 Instances								
		Total								

11.5.8 Form-F.2.2 - On-Premise at DR:

#	Type	On-Premise Cloud at DR	Unit cost (In Rs)	Tax (In Rs)	Total Cost for 1 year	Year on year discounted amount (Including taxes)				Total cost for 5 years
						Y2	Y3	Y4	Y5	
1.	Windows VMs	300								
2.	Redhat Linux VMs	150								
3.	Linux (CentOS, Ubuntu, etc) VMs	150								
4.	Block Storage	500TB								
5.	File Storage	500TB								
6.	Backup Storage (D2D)	500TB								
7.	SAN Switches	2								
8.	Server Load balancer	1 Instances								
9.	Firewall	1 Instances								
10.	NIPS	1 Instances								
11.	WAF	1								
12.	DDoS Mitigator	1								
13.	Switches	To be indicated by the applicant								
14.	Public IPs	/23								
15.	Active Directory Service	1								
16.	Backup Service	1								
17.	Anti Virus	1								
18.	NMS service	1								
19.	P2P connection	512 Mbps								
20.	IBW	1 Gbps								
21.		1 Gbps								
22.	VPN Connectivity	3000								
23.	VPN Data Utilization	1 (2TB/Mon)								
24.	Data Utilization	1 (30TB/Mon)								
25.	Cloud Enterprise Support Service	1								
26.	Dashboard	1								

27.	Oracle (PaaS)	25 instances							
28.	MSSQL (PaaS)	25 instances							
29.	PostgreSQL (PaaS)	15 Instances							
Total									

11.5.9 Form-F.3.2 - Hybrid at DR:

#	Type	Hybrid Cloud at DR	Unit cost (In Rs)	Tax (In Rs)	Total Cost for 1 year	Year on year discounted amount (Including taxes)				Total cost for 5 years
						Y2	Y3	Y4	Y5	
Public Cloud										
1.	Windows VMs	180								
2.	Redhat Linux VMs	90								
3.	Linux (CentOS, Ubuntu, etc) VMs	90								
4.	Block Storage	300TB								
5.	File Storage	300TB								
6.	Backup Storage (D2D)	300TB								
7.	Server Load balancer	1 Instances								
8.	Firewall	1 Instances								
9.	NIPS	1 Instances								
10.	WAF	1								
11.	DDoS Mitigator	1								
12.	Public IPs	/24								
13.	Active Directory Service	1								
14.	Backup Service	1								
15.	Anti Virus	1								
16.	NMS service	1								
17.	P2P connection	310 Mbps								
18.	IBW	512 Mbps								
19.		512 Mbps								
20.	VPN Connectivity	1800								
21.	VPN Data Utilization	1 (2TB/Mon)								
22.	Data Utilization	1 (30TB/Mon)								
23.	Cloud Enterprise Support Service	1								
24.	Dashboard	1								
25.	Oracle (PaaS)	15 instances								
26.	MSSQL (PaaS)	15 instances								
27.	PostgreSQL (PaaS)	9 Instances								
Sub-Total										
On-Premise										
31.	Windows VMs	120								
32.	Redhat Linux VMs	60								
33.	Linux (CentOS, Ubuntu, etc) VMs	60								
34.	Block Storage	200TB								
35.	File Storage	200TB								
36.	Backup Storage (D2D)	200TB								
37.	SAN Switches	2 Nos								
38.	Server Load balancer	1 Instances								
39.	Firewall	1 Instances								
40.	NIPS	1 Instances								
41.	WAF	1								
42.	DDoS Mitigator	1								

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43	Public IPs	/24								
44	Active Directory Service	1								
45	Backup Service	1								
46	Anti Virus	1								
47	NMS service	1								
48	P2P connection	155 Mbps								
49	IBW	512Mbps								
50	VPN Connectivity	1200								
51	VPN Data Utilization	1 (2TB/Mon)								
52	Data Utilization	1 (30TB/Mon)								
53	Cloud Enterprise Support Service	1								
54	Dashboard	1								
55	Oracle (PaaS)	10 instances								
56	MSSQL (PaaS)	10 instances								
57	PostgreSQL (PaaS)	6 Instances								
		Sub-Total								
		Total								