

**ANNEXURE M**

**Company Experience and References**

**CSIR Network upgrade (design, provisioning, implementation, maintenance  
and support) for Five (5) Years**

**RFP No. 3551.1/29/09/2023**

## 1. Purpose

The purpose of this document is to source the Company Experience and References as part of RFP No. 0000/--/--/2023 to allow the bidder to respond to the tender with their proposal, measured against the CSIR requirement.

## 2. Instruction

The bidder must complete Tables 2 and 3 in this document and return the completed Annexure M with the bid submission. The bidder must include the original equipment manufacturer's accreditation or similar information with the bid for validation. The bidder must also include a company profile/overview incorporating additional information to illustrate the company's experience.

## 3. Evaluation

Each of the criteria listed in the requirements specification of section 4 of this Annexure will be evaluated and scored as per **Table 1**, **Table 2**, and **Table 3**:

- Proficiency Level in providing Enterprise Network Class Services

Proficiency Level in providing Enterprise Network Class Services		
As per the original equipment manufacturer of the proposed solution for this tender, the bidder has little or no experience in the specific technology area. The bidder may be able to provide basic services but is not likely to have the expertise or experience to meet the more demanding requirements of the tender.	Novice	0
As per the original equipment manufacturer of the proposed solution for this tender, the bidder has some experience with the specific technology area. The bidder can provide more complex services than a novice level but may not have the full range of expertise or experience and will likely not have the resources to meet the most demanding requirements of the tender.	Intermediate	3
As per the original equipment manufacturer of the proposed solution for this tender, the bidder has extensive experience with the specific technology area. The bidder can provide a wide range of skills, services, and solutions in this area and is likely to have the expertise and experience but with only a limited number of resources to meet the most demanding requirements of the tender.	Advanced	7
As per the original equipment manufacturer of the proposed solution for this tender, the bidder is a leading authority in the specific technology area. The bidder can provide innovative and cutting-edge solutions and will likely have the resources and capabilities to meet even the most challenging tender requirements.	Expert	10

*Table 1: Proficiency level definition and Scoring*

- Years of experience providing Enterprise Network Class Services and Support

#### 4. Company Experience

In Table 2, please provide the “Proficiency Level” per technology area per the definitions outlined in Table 1 above.

- a. Please select the level of proficiency for each of the Enterprise networking areas in

<b>Proficiency Level in providing Enterprise Network Class Services</b>		
As per the original equipment manufacturer of the proposed solution for this tender, the bidder has little or no experience in the specific technology area. The bidder may be able to provide basic services but is not likely to have the expertise or experience to meet the more demanding requirements of the tender.	Novice	0
As per the original equipment manufacturer of the proposed solution for this tender, the bidder has some experience with the specific technology area. The bidder can provide more complex services than a novice level but may not have the full range of expertise or experience and will likely not have the resources to meet the most demanding requirements of the tender.	Intermediate	3
As per the original equipment manufacturer of the proposed solution for this tender, the bidder has extensive experience with the specific technology area. The bidder can provide a wide range of skills, services, and solutions in this area and is likely to have the expertise and experience but with only a limited number of resources to meet the most demanding requirements of the tender.	Advanced	7
As per the original equipment manufacturer of the proposed solution for this tender, the bidder is a leading authority in the specific technology area. The bidder can provide innovative and cutting-edge solutions and will likely have the resources and capabilities to meet even the most challenging tender requirements.	Expert	10

- b. *Table 1: Proficiency level definition and Scoring*

b.

- c. Please include the original equipment manufacturer accreditation or similar information with the bid for validation.

<b>Self-assessment of the Bidder's proficiency level in providing Enterprise Network Class Services and Support in the following areas</b>	<b>Weight</b>	<b>Proficiency Level</b>
Networking (Core, Access, Distribution and Data Centre)	33.3%	
Wireless Technology	33.3%	
Network Access Control (NAC)	33.3%	
	100.0%	

*Table 2: Company Experience*

#### 5. Customer references

In Table 3: Customer References, please provide, as a reference, the details of

current or past customers or both to whom you provided similar/relevant services in a similar/relevant environment.

- a. For Table 3, please indicate the technology area per customer.
- b. Please include a company profile/overview incorporating additional information to illustrate your company's experience.

Self-assessment of the Bidder's networking scope delivered at contactable customers	Company name	Customer email contact details	Customer telephone number contact details	Scope		
				Mark with an X the networking area scope delivered		
				Networking (Core, Access, Distribution and Data Centre)	Wireless Technology	Network Access Control (NAC)
Customer 1						
Customer 2						
Customer 3						
Customer 4						
Customer 5						
Customer 6						
Customer 7						
Customer 8						
Customer 9						
Customer 10						

*Table 3: Customer References*

**6. Confirmation from Bidder**

**On behalf of the Bidder:**

---

*Signature*

**Name and Surname:**

---

**Designation or Role:**

---

## 7. Acronyms, Abbreviations, and definitions:

### a. List of acronyms

This section explains all shortened words, phrases, statements, etc., used to represent concepts, ideas, or provisions of Annexure A2.

**TABLE 4: LIST OF ACRONYMS**

<b>Abbreviation</b>	<b>Explanation</b>
AAA	Authentication, authorisation, and accounting
AES	Advanced Encryption Standard
AI	Artificial intelligence
ALE	Alcatel-Lucent Enterprise
AP	Access Point
AV Bridging (AVB)	Audio Video Bridging
BYOD	Bring Your Own Device
DFS	Dynamic Frequency Selection
DNS	Domain Name System
DoS	Denial of Service
ESXi	Elastic Sky X integrated, VMware type-1 hypervisor.
EVPN	Ethernet VPN (technology for carrying layer 2 Ethernet traffic)
Gbps	Gigabits or Gigabytes per Second
HA	High Availability
HLD	High-Level Design
Hyper-V	Microsoft's virtualisation platform, or 'hypervisor.'
IEC C13	"kettle cord", 10Amps male power connector
ID (Subnet)	Used by routers to determine the best route between subnetworks
IDS	Intrusion Detection System

Abbreviation	Explanation
IEEE	Institute of Electrical and Electronics Engineers
IP	Internet Protocol
IPS	Intrusion Prevention System
IPv4	Internet Protocol version 4
IPv6	Internet Protocol version 6
KVM	Kernel-based Virtual Machine
LAN	Local Area Network
LLD	Low-Level Design
MAC	Media Access Control
MACsec	Media Access Control security
Mbps	Megabits per second
MDM	Mobile Device Management
ML	Machine Learning
MOTD	Message Of the Day
MU-MIMO	Multi-user, multiple-input, multiple-output technology (allows a Wi-Fi router to communicate with multiple devices simultaneously)
NAC	Network Access Control
OEM	Original Equipment Manufacturer
PIMv2	Protocol Independent Multicast v2
POE	Power over Ethernet
QoS	Quality of service
QSFP+	Quad Small Form-Factor Pluggable Plus
RF	Radiofrequency
RHEV	Red Hat® Virtualization



Abbreviation	Explanation
RRM	Radio Resource Management
RU	Rack Unit
SCVMM	System Centre Virtual Machine Manager
SDN	Software-Defined Networking
Sflow	Sampled flow (industry standard for packet export at Layer 2)
SFP	Small Form-factor Pluggable
TCP	Transmission Control Protocol
UDP	User Datagram Protocol
VLAN	Virtual Local Area Network
VRF	Virtual routing and forwarding
VXLAN	Virtual Extensible Local Area Network
Wi-Fi	Family of wireless network protocols based on the IEEE 802.11
WIPS	Wireless Intrusion Prevention System
WPA2	Wi-Fi Protected Access 2
WPA3	Wi-Fi Protected Access 3
YANG	Standardised data model to manage the network at the service level
Xen	Free and open-source type-1 hypervisor

#### b. List of definitions

This section explains the meanings of words, expressions, jargon, etc., not fully explained elsewhere in Annexure A2.

**TABLE 5: LIST OF DEFINITIONS**

Keyword/ Term	Definition
Anomalous Endpoint Detection	It involves analysing data from various sources, such as system logs, network traffic, and user behaviour, to identify deviations from normal patterns of activity. These anomalies may include unusual network connections, unauthorised access attempts, or unusual file access or

<b>Keyword/ Term</b>	<b>Definition</b>
	modification patterns.
NBASE-T	Technology that enables higher speeds over existing Ethernet cabling beyond the traditional limits of 1 Gbps up to 10 Gbps and beyond, using advanced modulation techniques, and it offers several benefits for enterprise networks.