



**SUPPLEMENTAL/BID BULLETIN NO. 1  
For LBP-ICTBAC- ITB-GS-20240917-01(2)**

**PROJECT :** 600 units Router Compatible with the Existing CISCO Core Network Infrastructure with Servers & Peripherals inclusive of Three (3) Years Warranty and Support Services


**DATE :** 11 December 2024

---

This Supplemental/Bid Bulletin is issued to modify, amend and/or clarify certain items in the Bid Documents. This shall form an integral part of the Bid Documents.

Modifications, amendments and/or clarifications:

1. Response to prospective bidders/clarifications per attached Annexes H-1 to H-3.
2. The bidders are reminded that the deadline of Bid Submission and Opening is on 18 December 2024 at 10:00 AM. **Late bids shall not be accepted.**
3. The bidders are encouraged to use the Bid Securing Declaration as Bid Security.

  
**SVP MARKLOU E. VILAFRANCA**  
Chairperson, ICT-BAC

**RESPONSES TO BIDDER'S QUERIES AND/OR SUGGESTIONS**

<b>DATE</b>	09 December 2024
<b>PROJECT IDENTIFICATION NO.</b>	ITB-GS-20240917-01 (2)
<b>PROJECT NAME</b>	600 units Router Compatible with the Existing CISCO Core Network Infrastructure with Servers & Peripherals inclusive of Three (3) Years Warranty and Support Services
<b>PROPOSER UNIT/TECHNICAL WORKING GROUP</b>	Field Office Network Management Department

<b>TOR ITEM NO.</b>	<b>PORTION OF BIDDING DOCUMENTS</b>	<b>QUERIES AND/OR SUGGESTIONS</b>	<b>LANDBANK's RESPONSES</b>
Item No. 12	Must be centrally controlled by an SDWAN controller.	May we confirm if you already have an existing SDWAN controller? If yes, could you please confirm who the existing provider is? Do we need to integrate the proposed routers into the existing setup?	<i>Yes, we have an existing SDWAN controller. It is not necessary to disclose the existing SDWAN controller since the proposed controller need not to integrate with the existing.</i>
Item No. 17	Should be able to support a mechanism wherein for every group of four (4) packets, it will send extra "parity" packets to recover lost packets on a link.	May we recommend considering Zone-based firewall, IPsec VPN, DMVPN, FlexVPN, GETVPN, as this will provide robust security, scalability, and ability to address packet loss through existing protocols like TCP and advanced VPN features. This approach simplifies deployment, improves performance, and avoids the overhead of additional parity packet processing.	<i>We will retain with the requirement.</i>
Item No. 18	Must perform certificate authentication prior to join the WAN system. The control plane to the controller must be encrypted with DTLS, TLS 1.2 or equivalent	May we kindly request for considering AES for WPA2; 802.11r standards support; 802.1X, RADIUS, AAA support. Relaxing the requirement is justified by its strong security in industry standards (WPA2, 802.11r) and dynamic key management mechanisms, while balancing performance and hardware constraints.	<i>We will retain with the requirement.</i>
Item No. 19	Data plane IPsec connection must have the encryption of at least AES 256 bit and the IPsec key must dynamically change."	May we kindly request for considering AES for WPA2; 802.11r standards support; 802.1X, RADIUS, AAA support. Relaxing the requirement is justified by its strong security in industry standards (WPA2, 802.11r) and dynamic key management mechanisms, while balancing performance and hardware constraints.	<i>We will retain with the requirement.</i>
Item No. 21	The Router must be compatible and able to work with the Bank's existing Cisco Core Network infrastructure. The Bidder shall submit demo unit of the equipment being offered subject to post qualification evaluation."	May recommend to consider having a separate POC phase before the bidding process to assess technical capabilities.	<i>We are done with the POC phase. We will retain with the requirement.</i>

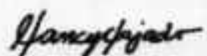
Item No. 23	The Router must have built-in-security feature and must be compatible and work with our existing Access Control Server	May we know the details of your current Network Access Control.	<i>This will be disclosed during post qualification.</i>
Item No. 40	On-prem controller license provisioning	May we request to provide more details about what "On-prem controller license provisioning" entails. Does it refer to the licensing model, the process of obtaining and installing licenses, or any specific requirements for managing licenses on the on-premises controllers?	<i>Provided on prem controller should be provided with license. No additional expense will be charged to the bank.</i>
Item No. 74	Three (3) years warranty with on-site technical support, parts/equipment replacement. During the 3 years warranty period the Bidder must provide Landbank access to Technical Assistance Center (TAC) or its equivalent. Warranty must also covers any reconfiguration/integration after successful implementation.	Will this be done/performed by IBM/Cisco or LBP IT Team and IBM/Cisco will assist.  All 600 routers will be delivered in FONMD Landbank Plaza Building. Our assumption is that we will provide on-site support in the same location if any of the machines from the 600 supplied by IBM will encounter a problem. Please confirm is the assumption is correct.	<i>Will be done by LBP IT personnel with the onsite supervision of winning bidder.</i>  <i>Onsite support is for Landbank Head Office. In case remote machines will require checking, NCR branches will be checked in Landbank Head office, while provincial branches will be checked at bidders identified service centers.</i>
Item No. 75	The supplier must provide 2 executive training & 8 technical training to Bank's IT personnel with training certificates. Training should be conducted within 60 calendar days after the completion of delivery.	May we request the specific training certificates? Please confirm that the total number of personnel to be trained is 10 (2 executives, 8 staff).	<i>Training will focus on the configuration, administration &amp; maintenance of the product being offered.</i>  <i>Yes, minimum number of personnel to be trained is 10 bank personnels.</i>
Item No. 83	Certificate of Employment, Resume/Curriculum Vitae, Valid Certifications and List of Trainings/Seminars attended (including the proposed project related seminars) of the following personnel/holder of certification, with at least three (3) years work experience and have handled the proposed project for at least one (1) year:  <ul style="list-style-type: none"> <li>• Three (3) Certified Internetwork Experts IT Engineers</li> <li>• Two (2) Certified Network Professional Enterprise IT Engineers</li> <li>• Two (2) Certified Network Professionals IT Engineers</li> <li>• Two (2) Certified Network Associates IT Engineers</li> </ul>	<ol style="list-style-type: none"> <li>1. May we know if the Bank accepts equivalent certifications from another Networking Brand? Like Arista and Juniper Networks</li> <li>2. May we know if the Bank accepts certifications from the CISCO Distributor or Certified CISCO Service Provider whom we will purchase the CISCO Hardware and Services</li> <li>3. May we know if the number of certifications represents the number of engineers. For the list below a total of 9 certifications are required, is the Bank expecting 9 different CV's or an individual can have all 4 certs?</li> <li>4. While we fully understand the need for experienced and certified professionals to ensure the success of the project, we believe that the current requirements may limit the pool of potential bidders, especially given the significant demand for such certifications in the market. To provide broader participation while maintaining high standards of quality and</li> </ol>	<ol style="list-style-type: none"> <li>1. <i>No. The Bank will not accept any other brand certifications. For the certification of engineer, having those certifications with Cisco will prove that they are adequate to support us.</i></li> <li>2. <i>No. The Bank will not accept the Distributor or Service Provider Certifications. The bidder must provide the Locally Employed Technical certifications. The Bank needs the technical expertise of the Bidder and the assurance that the bidder's technical personnel can provide prompt action once needed.</i></li> <li>3. <i>An individual can have 4 certifications under their name.</i></li> </ol>

		expertise, we kindly propose the following adjustments for your consideration: Reduce the number of required certifications: 2 Certified Network Professional, 3 Certified Network Associate or <b>consideration to accepting equivalent certifications or a combination of certifications and experience.</b>	4. <i>We will retain with the requirement on the number of needed technical expert.</i>
Item No. 85	The Bidder must have at least two (2) installed base in the Phils of the same solution, such as supply and delivery of Router. Wherein one is Commercial or Universal Bank with at least 500 sites. Must submit installed base with client name, contact person, complete address, contact number and email address	<ol style="list-style-type: none"> <li>1. May we know if the Bank accepts a non-Router installed base like SDWAN?</li> <li>2. May we request the relaxation of the SLCC requirement for the supply and delivery link connectivity with managed routers?</li> <li>3. May we recommend considering this adjustment that would allow competent bidders with relevant experience to participate while still meeting the intent of the requirement to demonstrate capability and reliability. "The Bidder must have <b>at least one (1) installed base of the same solution including government, enterprise, or other large-scale implementations with comparable network complexity and size.</b> The installed base must include the client's name, contact person, complete address, contact number, and email address for verification."</li> </ol>	<ol style="list-style-type: none"> <li>1. <i>No. we will retain with the requirement.</i></li> <li>2. <i>No. we will retain with the requirement.</i></li> <li>3. <i>No. we will retain with the requirement of 2 installed base.</i></li> </ol>
Item No. 89	The Bidder must provide Certificate of Satisfactory Performance from the two (2) Financial banks of the same manufacturer/brand.	May we recommend relaxation of the above mentioned to "The Bidder must provide a Certificate of Satisfactory Performance from at least one (1) installed base of the same solution in any public or private organization of the same manufacturer/brand.	<i>No. we will retain with the requirement.</i>
Item No. 90	Delivery period shall be within 45 calendar days upon receipt of Notice to Proceed (NTP).	<ol style="list-style-type: none"> <li>1. Please confirm if the delivery address for all the equipment will be at the LBP Head Office. Will LBP deliver the equipment to assigned branches or sites?</li> <li>2. May we recommend relaxing the delivery period into <b>120 calendar days</b> upon receipt of Notice to Proceed (NTP), as it allows bidders more time for procurement, configuration, and delivery, testing and commissioning all the equipment in different sites across the country</li> </ol>	<ol style="list-style-type: none"> <li>1. <i>All items will be delivered in HO/Antipolo warehouse. Delivery to branches/sites will be handled by the bank.</i></li> <li>2. <i>No. we will retain with the requirement.</i></li> </ol>

Response to non-technical inquiries:

1. We will not also allow bid extension being requested by one of the bidders.
2. Approved Budget of contract is VAT inclusive.


Prepared By:

  
Nancy R. Mojado  
SITS, FONMD

Reviewed By:

  
Albert H. Frizzle  
ITO, FONMD

Approved By:

  
Rowena O. Acuña  
Head, FONMD