



Tamilnadu Newsprint & Papers Limited

Kagithapuram – 639136

Tamil Nadu

India



Invitation for Bids

**“ERP HARDWARE REFRESH (SUPPLY,
INSTALLATION, MIGRATION AND
MAINTENANCE) AT TNPL”**

Tender Number: 181913007682

Dear Sirs,

1. Tamil Nadu Newsprint and Papers Limited (TNPL) were incorporated in April 1979 as a Public Limited Company under the provisions of the Companies Act, 1956. The Registered Office of the company is situated at 67, Mount Road, Guindy, Chennai - 600 032. The factory is situated at Kagithapuram in Karur District of Tamil Nadu. The company is in the business of Manufacturing and Marketing of Newsprint and Printing & Writing Papers using bagasse, a sugarcane residue, as the primary raw material. The business processes of TNPL span across the functions of Finance, Costing, Process & Discrete Manufacturing, Materials Management, Marketing/Sales/Distribution, Human Resource/Payroll, Plant Maintenance, Projects and Quality/R&D. TNPL implemented Enterprise Resource planning (ERP) – Oracle E-Business Suite (EBS) - in April 2012. ERP hardware infrastructure like Servers, SAN Storage, Backup solution etc. installed and commissioned in December 2011. Renewed the 8-year support contract with M/s Oracle for required ERP hardware supplied by them valid till 20-Dec-2019.
2. TNPL is planning to refresh the existing oracle ERP hardware infrastructure (servers, SAN, FC switches & backup) and software (backup & enterprise management software). The “Go-Live” with new hardware infrastructure shall be on or before 01-Dec-2019.
3. TNPL invites sealed bids for refreshing existing oracle ERP hardware for Supply, Installation, Commissioning and providing maintenance & support services for the period of seven (7) years (3 years warranty + 4 years AMC) for the supplied hardware and software infrastructure.
4. The Bidder shall be a reputed firm in India and meet prequalification criteria as detailed in **Annexure – I**.
5. A complete set of bid (/tender) document may be purchased by any interested bidder on
 - i. Expressing their willingness to bid for the TNPL ERP Hardware Solution tender by sending an email to erp.hw@tnpl.co.in and followed by a formal letter (on the company letter head) duly signed by the Authorized Signatory to the below mentioned address.

Deputy General Manager (Purchase)

Tamil Nadu Newsprint and Papers Limited
Kagithapuram 639 136
Karur District, Tamil Nadu, INDIA
Phone : 04324-277001 (10 lines) Extn: **2812**
Telefax : 04324-276368
E-mail : erp.hw@tnpl.co.in
Web : www.tnpl.com

- ii. And by furnishing a Non Refundable Tender Fee of **Rs. 590/-** (Five hundred and Ninety only) Inclusive of GST) by way of Demand Draft drawn in favour of **Tamil Nadu Newsprint and Papers Limited**, payable at Karur.
6. The details of the tender are mentioned below :

SI.No	Bid Component and Detail	
1	Name of the Assignment	Refreshing Oracle ERP Hardware at primary Data Center and DR Data Center
2	Name of the Owner	Tamil Nadu Newsprint and Papers Limited
3	Address for submission of Bids	Deputy General Manager (Purchase) Tamil Nadu Newsprint and Papers Limited Kagithapuram 639 136 Karur District, Tamil Nadu, INDIA.
4	Tender Fee	Non Refundable Tender Fee of Rs. 590/- (Five Hundred and Ninety Rupees only)
5	Bid Security (EMD)	Rs. 5,00,000/- (Five Lakh Indian Rupees only)
6	Bid parts	Part - A: Tender Fee (Rs. 590/-) & EMD (Rs. 5,00,000/-) Part - B: Confirmation on submission of documents and mandatory requirements Part - C: Technical Bid – Original Equipment Manufacturer (OEM) response Part - D: Technical Bid – System Integrator (SI) response Part - E: Commercial bid Part - F: Price Bid
7	Date and time of submission of Bids	On or before 03.00 PM of 10/04/2019
8	Date and time of Price Bid Opening	Date and time shall be communicated to the qualified bidder later.
9	Validity period	120 days from tender due date (10.04.2019)

7. The scope of the ERP Hardware refresh is detailed in **Annexure – II**.

8. The bidder has to submit a project plan of various phases of project and ensure completion of project in time. The plan shall also bring out the critical areas needing continuous attention of the TNPL.

9. The evaluation of bids shall be done in 4 stages:

a) STAGE-I: RESPONSE TO MANDATORY REQUIREMENTS

The Prequalification Criteria as per Annexure-I are mandatory requirements to be met by the System Integrator (SI) & Original Equipment Manufacturer (OEM). Only those bidders who meet all the mandatory requirements shall be considered for stage II evaluation.

b) STAGE-II: EVALUATION OF TECHNICAL BID & COMMERCIAL BID

Technical bid and Commercial bid of the SI shall be opened and evaluated for acceptability of all the Technical requirements and commercial terms. The bidders shall meet the commercial conditions as defined in the bidding documents. Offers with deviation from the clauses laid down in the Tender or imposing condition other than the tender document are liable for rejection.

The technical evaluation includes the Technical requirements as detailed in the tender document. All the technical requirement specification shall be accompany the supporting documents from OEM.

The bidders, who confirm all the commercial conditions and submitted the required documents as per the tender shall be considered as commercially acceptable. Offers with deviation from the clauses laid down in the Tender or imposing condition other than the tender document are liable to be rejected. The technically qualified bidders shall present their technical capabilities and proposal at TNPL before the price bid is opened.

c) STAGE –III: EVALUATION OF THE PRICE BID

Bidders clearing the Stage II of evaluation shall have their Price Bids opened. The price bid evaluation shall be done only for those Bidders who have quoted their prices for the complete scope of HW tender. Total cost of ownership (TCO) shall be calculated as per the pricing template provided by TNPL in the tender document. The bidder whose bid has lowest TCO as per TNPL’s Quotation Comparative Statement (QCS) shall be considered as successful bidder. TNPL reserves the right to qualify the bids received and/or reject any or all the bids, without assigning any reasons.

d) STAGE IV : Proof of Concept (PoC)

The L1 bidder shall ensure compatibility of the proposed technology stack with the existing Oracle EBS 12.1.3 ERP system & the 2x increase in system performance as mentioned in the “System Performance Guarantee” clause in Prequalification criteria for ERP hardware solution (Annexure – I). It is mandatory to prove the system performance guarantee at time of user acceptance test and 75% of payment shall be linked to it. The bidder may optionally at bidder’s discretion perform a proof of concept with proposed hardware infrastructure to test the tech stack compatibility and 2x system performance boost.

If the L1 bidder fails to prove the system performance guarantee, necessary upgrade of hardware needs to be done to achieve the same without additional cost to TNPL. If the L1 bidder fails to achieve the system performance guarantee, TNPL reserves the right to cancel the purchase order issued to L1 bidder and either go with the next lowest bidder or cancel the tender. In such an event, no payment shall be made to the L1 bidder.

10. The bidder will be responsible for migration to new ERP Hardware Solution and successful “Go-Live” at both primary data center and DR data center.

11. The Commercial terms & Conditions for the ERP Hardware refresh is detailed in **Annexure III**.

Annexure - I PREQUALIFICATION CRITERIA FOR ERP HARDWARE SOLUTION

Sl No	Parameter	Requirement Description	Complied – Yes / No	Support Document / Reference with page number
OEM Criteria : RISC / x86 CISC processor based hardware from Oracle, IBM, HPE & DELL only				
1	Customer References	Two live customer references for e-business suite (EBS) ERP for proposed tech stack. At least one of these reference customers shall be in India (P.O. copy, agreement or other reliable proof)		
2	System Performance Guarantee	Agree to prove the 2x increase in system performance (as compared to existing hardware) at time of “user acceptance test” of new hardware and agree to link 75% of payment to proving the 2x increase in system performance NOTE: 2x performance boost shall be tested on a Single User mode with exact cloned copy of Oracle EBS 12.1.3 ERP system at TNPL and can be proved either in terms of (1) time taken with new hardware to complete selected transactions, reports & DBA activity (RMAN backup & gather statistics) shall be lesser than half the time taken with existing hardware or in terms of (2) % capacity utilization (CPU, Disk I/O & RAM) in the new hardware to complete selected transactions, reports & DBA activity (RMAN backup & gather statistics) shall be lesser than half of that in the existing hardware.		
3	Hardware Support	(a) 24x7x365 premium support for proposed hardware infrastructure from OEM's Support center shall be available in India. (b) Support road map shall be a minimum of 5 years from date of purchase order for the proposed processor and operating system. (Written commitment/undertaking from OEM towards this)		
4	Certification for e-business suite ERP	The proposed hardware infrastructure and technology stack (operating system, database, middleware) are certified as per the certification matrix of Oracle for e-business suite versions 12.1.3 and 12.2.x (Documents must be enclosed in support of such claim by the OEM)		

SI No	Parameter	Requirement Description	Complied – Yes / No	Support Document
System Integrator (SI)				
1	Customer References	Two live e-business suite ERP customer references for migration to proposed tech stack. Such references shall be live for at least past one year. (Purchase order or Customer certification proof to be produced.)		
2	Competency Certification	SI shall be at least Gold partner for Oracle (Partnership Agreement or other reliable proof)		
3	Skills Set & Expertise	SI shall have a team of consultants with hands-on experience in migration of e-business suite to the proposed technology stack. SI shall deploy only consultants with such experience to this project. Attach profile of the consultants who are likely to be deployed at TNPL if the SI wins the bid. (Certification from OEM as supporting document)		
4	Downtime	Downtime for migration shall not exceed 12 hours. Penalty for each hour of downtime beyond 12 hours will be 1% of order value or 2 Lakhs whichever is higher will be levied (Migration plan to be provided with necessary documentation.)		

Annexure – II : Scope of ERP Hardware Solution

The scope of the work covers

1. Supply of Hardware Infrastructure and AMC:

Supply, installation and commissioning of new Servers for Oracle EBS ERP application and Oracle database, SAN storage system & FC switches, Backup solution (hardware & software), enterprise management software for primary data center and DR data center at Kagithapuram. Scope includes 3 years warranty and subsequent annual maintenance contract for 4 years for supplied hardware & software.

2. Services :

- a. Upgrade Oracle database & Migrate Oracle ERP to new hardware infrastructure.
- b. Training of administration of new hardware infrastructure & enterprise management software
- c. On-Premises Support

GEOGRAPHICAL SCOPE

The scope of the ERP Hardware solution will include the following TNPL sites:

	Locations
Data Centre	Kagithapuram, Karur District, Tamil Nadu, India.
Nearest Railway Station	Pugalur
Nearest Airport	Coimbatore , Trichy, Madurai
Nearest Seaport	Chennai, Tuticorin
Road Access	Factory site is connected to NH # 44

Commercial Terms and Conditions :

Note: Please send the format duly filled along with your Offer.

<p><u>01. SCOPE OF SUPPLY & SERVICE:</u> Supply, Installation, Migration and Maintenance of ERP HARDWARE REFRESH will be as per TNPL Requirement.</p>	AGREED / NOT AGREED
<p><u>02. PRICE BASIS</u> Supply of material on F.O.R Kagithapuram on door delivery basis by absorbing P&F, Freight & Insurance Charges. As we do not have Inland Transit Insurance Policy.</p>	AGREED / NOT AGREED
<p><u>03. TERMS OF PAYMENT</u> 25% payment towards supply will be made within 30 days from the date of receipt of Hardware, Software License & after power ON 75% payment will be made within 30 days after the date of sign-off by TNPL for service deliverables as given in the detailed Scope of Work document. <u>ANNUAL MAINTENANCE CONTRACT:</u> AMC payment will be made within 30 days at the beginning of each year against advance bank guarantee</p>	AGREED / NOT AGREED
<p><u>04.VALIDITY OF OFFER AND RATE</u> i) Whether agreeable to keep the validity for a minimum period 120 days from the bid due date. ii) During the order validity, no price increase will be entertained except in the case of statutory levies like GST.</p>	AGREED / NOT AGREED
<p><u>05. DELIVERY PERIOD</u> The material should be supplied within 8 weeks from the date of purchase order. The material should be commissioned within 4 weeks from the receipt of material at our site at Kagithapuram.</p>	AGREED / NOT AGREED
<p><u>06. TAXES:</u> GST for the material & services shall be mentioned clearly</p>	

<p><u>07. LIQUIDATED DAMAGES CLAUSE:</u></p> <p>The supplier should adhere to the delivery schedule of the order in case of delay in supply and successful power on testing. TNPL reserves the right to recover LD @ 0.5% of the total order value for each week of delay subject to maximum of 5% of the order value of belated delivery beyond 8 weeks from the date of purchase order.</p>	<p>AGREED / NOT AGREED</p>
<p><u>08. COVERING LAW AND JURISDICTION:</u></p> <p>Notwithstanding anything contained herein, it is hereby agreed that only the Courts at Chennai, India shall have exclusive jurisdiction for the adjudication of any disputes between the parties hereto, to the specific exclusion of all other courts.</p> <p>All actions at law or suits arising out of or in connection with our order or the subject matter thereof and whether as to construe or otherwise to be instituted in a court of competent jurisdiction in which concerned office of TNPL placing the order exists.</p>	<p>AGREED / NOT AGREED</p>
<p><u>9. WARRANTY / GUARANTEE CLAUSE:</u></p> <p>The Unconditional comprehensive warranty (parts + labour) should be provided for a period of 3 years after successful commissioning and testing</p>	<p>AGREED / NOT AGREED</p>
<p><u>10. SCOPE OF WORK:</u></p> <p>The detailed Scope of Work shall be provided after the submission of Tender Fees of Rs.590/- (Including GST) at our site at Kagithapuram.</p>	<p>AGREED / NOT AGREED</p>
<p><u>11. INSPECTION AND TESTS:</u></p> <p>The TNPL or its representative shall after providing the ERP Hardware Solution Bidder with reasonable advance written notice, have the right to inspect and/or test any components of the - ERP HARDWARE SOLUTION System, to confirm their good working order and/or conformity to the Contract at the point of delivery and/or at the Project Site.</p> <p>Should the inspected or tested components fail to conform to the Contract, the TNPL may reject the component(s), and the ERP Hardware Solution Bidder shall within a period of 14 (fourteen) days either replace the rejected component(s), or make alterations as necessary so that it meets the Contract requirements free of cost to the TNPL.</p>	<p>AGREED / NOT AGREED</p>

<p><u>12. INSURANCE:</u></p> <p>The insurance and safety of all men, material of the vendor at the TNPL's site and the transit insurance shall be the responsibility of the vendor till the end of contract.</p>	<p>AGREED / NOT AGREED</p>
<p><u>13. DELAY (OR) NON DELIVERY:</u></p> <p>Time is the essence of the contract and completion of delivery dates agreed to are binding on the seller. In the event the SI is not able to supply as per the delivery schedules given by TNPL, Purchaser will have a right either to cancel the order without prejudice to any other rights or to make purchase from an alternate source at the risk and cost of the seller.</p>	<p>AGREED / NOT AGREED</p>
<p><u>14. INFORMATION / DOCUMENTS:</u></p> <p>Tenderer should provide true and correct information/documents wherever asked for in the tender. At any point of time, if the information/supporting documents provided by the tenderer is false/fabricated, tenderer's offer shall be disqualified automatically.</p>	<p>AGREED / NOT AGREED</p>
<p><u>15. RISK PURCHASE:</u></p> <p>In the event of PURCHASER terminating the contract in whole or in part, they may procure on such terms and in such manner as they deem appropriate, supplies similar to those so terminated and the SELLER shall be liable to the PURCHASER for any excess cost for similar supplies. However, in case of part termination of contract by the PURCHASER, the SELLER shall continue the performance of the contract to the extent it is not terminated under provisions of this clause.</p> <p>TNPL is not bound to accept the lowest quotation and TNPL may accept or reject the lowest quotation or any quotation at its sole discretion without assigning any reason whatsoever.</p>	<p>AGREED / NOT AGREED</p>
<p><u>16. ORDER TO BE PLACED ADDRESS:</u></p> <p>Please confirm the order to be placed address</p>	
<p><u>17. MSME CLAUSE:</u></p> <p>Whether your company is covered under MSME Clause or not? If YES, provide supporting documents.</p>	<p>YES / NO</p>

Kind Regards

Name : C.RAMESH DAS
Designation : Deputy General Manager (Purchase)

Tamilnadu Newsprint & Papers Limited

TNPL - Maker of bagasse based eco-friendly paper