

A	General Instructions
1	The bidder shall carefully review the RFP, Scope of Work, Technical Requirements, Architecture Requirements, Service Levels, Implementation Requirements, Bill of Material (BOM), and all associated annexures before completing this commercial workbook.
2	The bidder shall complete all worksheets contained in this workbook. No worksheet shall be deleted, renamed, hidden, modified, or left blank unless specifically instructed by the Bank.
3	The bidder shall provide a complete and comprehensive Total Cost of Ownership (TCO) covering the entire contract period specified in the RFP.
4	All prices shall be quoted in Indian Rupees (INR) only and shall include all costs and expenses necessary to deliver a fully operational solution and associated services.
5	No field shall be left blank. Wherever a particular field is not applicable, the bidder shall explicitly indicate "NIL", "N/A", "Included", or "0", as appropriate.
6	The bidder shall ensure consistency and reconciliation between the Bill of Material (BOM), Appliance Cost Sheets, License Cost Sheets, Subscription Cost Sheets, ATS/Support Cost Sheets, Implementation Cost Sheets, and the Commercial Summary/TCO Sheet.
B.	Solution Sizing and Quantity Requirements
7	The bidder shall ensure that all quantities proposed are adequate to meet the functional, technical, security, performance, scalability, availability, redundancy, business continuity, and disaster recovery requirements specified in the RFP.
8	Quantities shall be entered for all components proposed under the solution.
9	For each solution component, the bidder shall clearly specify the OEM Name, Product Name, Product Edition, Product Version (where applicable), Model Number, Quantity, and relevant commercial details.
10	Unit rates shall be provided for all applicable items. The bidder shall ensure that all pricing calculations are accurate and free from arithmetic errors.
11	Total Cost for each line item shall be calculated as: Total Cost = Quantity × Unit Rate
12	The bidder shall verify all calculations and totals before submission of the commercial bid.
C.	Appliance Cost Sheet Instructions
13	All physical and virtual appliances required for successful implementation and operation of the proposed solution shall be captured in the Appliance Cost Sheet.
14	This shall include, but not be limited to: Primary Production Appliances High Availability (HA) Appliances Disaster Recovery (DR) Appliances Management Appliances Collectors Sensors Monitoring Components Auxiliary Appliances Any other appliance required for complete solution functionality
15	If any appliance is required for scalability, redundancy, failover, clustering, performance optimization, management, monitoring, or reporting purposes, the same shall be included in the commercial proposal.
D	License Cost Sheet Instructions
16	The Product License Cost Sheet shall capture all: Perpetual Licenses One-Time Licenses One-Time Subscription Costs Capacity-Based Licenses User-Based Licenses Device-Based Licenses Server-Based Licenses Core-Based Licenses VM-Based Licenses Year-wise License Additions
17	Bidders shall provide the quantity of licenses proposed for each year of the contract period.

18	For every license item, bidders shall clearly specify: OEM Name Product Name Edition License Type License Metric (User, Device, Server, Core, VM, TB, etc.) Quantity Unit Cost Total Cost
19	All management licenses, reporting licenses, analytics licenses, orchestration licenses, database licenses, operating system licenses, middleware licenses, connectors, agents, and supporting licenses required for successful operation of the proposed solution shall be included.
E	Perpetual License and ATS Pricing
20	Where the proposed solution is based on perpetual licensing, bidders shall: Quote the one-time license acquisition cost in the Product License Cost Sheet. Quote the corresponding ATS/OEM Support charges in the ATS Cost Sheet. Ensure that ATS costs appropriately reflect all licenses procured during the contract period.
21	ATS costs shall be clearly identified year-wise and shall correspond to the cumulative deployed license quantities.
F	Subscription-Based Licensing
22	Where the proposed solution is based on subscription licensing, bidders shall: Quote the initial subscription acquisition cost in the Product License Cost Sheet. Quote subsequent annual subscription renewal costs in the Annual Subscription Cost Sheet.
23	Subscription costs shall include all recurring charges necessary for continued operation of the solution throughout the contract period.
G	Year-wise License Expansion
24	If additional licenses are proposed during the contract period, such additions shall be reflected in the respective year in which they are planned to be procured. For example, if: 2 Licenses are procured in Year 1 1 Additional License is procured in Year 2 1 Additional License is procured in Year 3 then the Product License Cost Sheet shall reflect: Year 1 = 2 Licenses Year 2 = 1 License Year 3 = 1 License Year 4 = 0 Year 5 = 0
25	Corresponding ATS or Subscription Sheets shall reflect the cumulative deployed license quantities and associated support/subscription costs.
H	Implementation and Services Cost

26	All implementation-related activities shall be captured in the commercial proposal, including but not limited to: Project Management Solution Design Installation Configuration Integration Migration Testing Documentation Training Knowledge Transfer User Acceptance Support Go-Live Support Post-Go-Live Stabilization Support
27	No implementation activity required for successful delivery of the solution shall be excluded from the commercial proposal.
I	Commercial Completeness Requirements
28	The commercial proposal shall include all hardware, software, appliances, licenses, subscriptions, services, support, implementation activities, integrations, connectors, APIs, agents, documentation, training, and dependencies required for successful implementation and operation of the proposed solution.
29	If the bidder's proposed solution requires any component not explicitly listed in the workbook, such component shall be included in the appropriate sheet or under the designated "Any Other – Please Specify" section.
30	No cost shall be deferred, omitted, excluded, or made subject to future procurement. The submitted commercial proposal shall represent a complete and fully operational solution.
31	Submission of the commercial bid shall constitute the bidder's certification that the proposed pricing represents a complete end-to-end solution and comprehensive Total Cost of Ownership (TCO).
32	Any hardware, software, appliance, license, subscription, module, feature, connector, integration, API, agent, management component, reporting component, analytics component, database, operating system, middleware, implementation activity, migration activity, training requirement, support service, or dependency required for successful implementation and operation of the proposed solution but not explicitly priced shall be deemed included in the bidder's quoted price.
33	Such omitted items shall be supplied, implemented, supported, and maintained by the successful bidder at no additional cost to the Bank throughout the contract period.

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S.No.	LICENSE/ONE TIME SUBSCRIPTION COST	Solution Description	License Cost		
			Qty	Rate (in INR)	Total (in INR)
DATA CENTER (PRODUCTION) - PRIMARY + HIGH AVAILABILITY					
1	Anti-Distributed Denial of Services (Anti-DDoS)				0
2	SSL Interception along with Packet Broker				0
3	DNS protection (Internal DNS Security)				0
4	Web Gateway				0
5	Zero Day Attack Protection at Endpoint and network				0
6	Zero Trust Network Analysis (ZTNA)				0
7	Data Loss Prevention (DLP)				0
8	Information/Digital Right Management				0
9	Database Activity Monitoring				0
10	Mobile SDK				0
11	Host IPS including Application Change Control (HIPS)				0
12	Web Application Firewall (WAF)				0
13	Centralized key management solution				0
14	Certificate Lifecycle management				0
15	Identity & Access Management Solution				0
16	Multi Factor Authentication				0
17	Privilege Identity Management				0
18	Cloud Access Security broker (CASB)				0
19	AI Security				0
20	SBOM, CBOM, AIBOM & QBOM				0
21	Application Server Software				0
22	Web Server Software				0
23	Database				0
24	Middleware				0
25	Any other, please specify				0
26	Any other, please specify				0
27	Any other, please specify				0
TOTAL - DC PRIMARY + HIGH AVAILABILITY					0
DISASTER RECOVERY CENTER (PRODUCTION) - PRIMARY + HIGH AVAILABILITY					
1	Anti-Distributed Denial of Services (Anti-DDoS)				0
2	SSL Interception along with Packet Broker				0
3	DNS protection (Internal DNS Security)				0
4	Web Gateway				0
5	Zero Day Attack Protection at Endpoint and network				0
6	Zero Trust Network Analysis (ZTNA)				0
7	Data Loss Prevention (DLP)				0
8	Information/Digital Right Management				0
9	Database Activity Monitoring				0
10	Mobile SDK				0
11	Host IPS including Application Change Control (HIPS)				0
12	Web Application Firewall (WAF)				0
13	Centralized key management solution				0
14	Certificate Lifecycle management				0
15	Identity & Access Management Solution				0
16	Multi Factor Authentication				0

17	Privilege Identity Management				0
18	Cloud Access Security broker (CASB)				0
19	AI Security				0
20	SBOM, CBOM, AIBOM & QBOM				0
21	Application Server Software				0
22	Web Server Software				0
23	Database				0
24	Middleware				0
25	Any other, please specify				0
26	Any other, please specify				0
27	Any other, please specify				0
TOTAL DR PRIMARY + HIGH AVAILABILITY					0
NON-PRODUCTION					
1	Anti-Distributed Denial of Services (Anti-DDoS)				0
2	SSL Interception along with Packet Broker				0
3	DNS protection (Internal DNS Security)				0
4	Web Gateway				0
5	Zero Day Attack Protection at Endpoint and network				0
6	Zero Trust Network Analysis (ZTNA)				0
7	Data Loss Prevention (DLP)				0
8	Information/Digital Right Management				0
9	Database Activity Monitoring				0
10	Mobile SDK				0
11	Host IPS including Application Change Control (HIPS)				0
12	Web Application Firewall (WAF)				0
13	Centralized key management solution				0
14	Certificate Lifecycle management				0
15	Identity & Access Management Solution				0
16	Multi Factor Authentication				0
17	Privilege Identity Management				0
18	Cloud Access Security broker (CASB)				0
19	AI Security				0
20	SBOM, CBOM, AIBOM & QBOM				0
21	Application Server Software				0
22	Web Server Software				0
23	Database				0
24	Middleware				0
25	Any other, please specify				0
26	Any other, please specify				0
27	Any other, please specify				0
25	Any other, please specify				0
TOTAL - NON-PRODUCTION					0
GRAND TOTAL					0

S.No.	Solution Name	OEM Implementation Cost (One time) (in INR)	Bidder Implementation Support Cost (One time) (in INR)	Grand Total (Implementation Cost)
1	Anti-Distributed Denial of Services (Anti-DDoS)	0	0	0
2	SSL Interception along with Packet Broker	0	0	0
3	DNS protection (Internal DNS Security)	0	0	0
4	Web Gateway	0	0	0
5	Zero Day Attack Protection at Endpoint and network	0	0	0
6	Zero Trust Network Analysis (ZTNA)	0	0	0
7	Data Loss Prevention (DLP)	0	0	0
8	Information/Digital Right Management	0	0	0
9	Database Activity Monitoring	0	0	0
10	Mobile SDK	0	0	0
11	Host IPS including Application Change Control (HIPS)	0	0	0
12	Web Application Firewall (WAF)	0	0	0
13	Centralized key management solution	0	0	0
14	Certificate Lifecycle management	0	0	0
15	Identity & Access Management Solution	0	0	0
16	Multi Factor Authentication	0	0	0
17	Privilege Identity Management	0	0	0
18	Cloud Access Security broker (CASB)	0	0	0
19	AI Security	0	0	0
20	SBOM, CBOM, AIBOM & QBOM	0	0	0
GRAND TOTAL		0	0	0

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Note:	
1	The bidder shall submit a complete Masked Bill of Material (BoM) for all proposed hardware, software, and infrastructure components. The Masked BoM shall clearly specify the proposed OEM, product make, model, technical specifications, quantity, and configuration without disclosing commercial information or pricing. At a minimum, the bidder shall provide the following details for each component:

23	Database											0
24	Middleware											0
25	Any other, please specify											0
26	Any other, please specify											0
27	Any other, please specify											0
TOTAL			0		0		0		0		0	0

NON-PRODUCTION												
1	Anti-Distributed Denial of Services (Anti-DDoS)											0
2	SSL Interception along with Packet Broker											0
3	DNS protection (Internal DNS Security)											0
4	Web Gateway											0
5	Zero Day Attack Protection at Endpoint and network											0
6	Zero Trust Network Analysis (ZTNA)											0
7	Data Loss Prevention (DLP)											0
8	Information/Digital Right Management											0
9	Database Activity Monitoring											0
10	Mobile SDK											0
11	Host IPS including Application Change Control (HIPS)											0
12	Web Application Firewall (WAF)											0
13	Centralized key management solution											0
14	Certificate Lifecycle management											0
15	Identity & Access Management Solution											0
16	Multi Factor Authentication											0
17	Privilege Identity Management											0
18	Cloud Access Security broker (CASB)											0
19	AI Security											0
20	SBOM, CBOM, AIBOM & QBOM											0
21	Application Server Software											0
22	Web Server Software											0
23	Database											0
24	Middleware											0
25	Any other, please specify											0
26	Any other, please specify											0
27	Any other, please specify											0
TOTAL			0		0		0		0		0	0

GRAND TOTAL			0		0		0		0		0	0
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S.No.	IT Infrastructure Name	Item Description/mapping with BoQ	APPLIANCE COST		
			Qty	Rate (in INR)	Total (in INR)
DATA CENTER (PRODUCTION) - PRIMARY + HIGH AVAILABILITY					
1	Anti-Distributed Denial of Services (Anti-DDoS)				0
2	SSL Interception along with Packet Broker				0
3	DNS protection (Internal DNS Security)				0
4	Web Gateway				0
5	Zero Day Attack Protection at Endpoint and network				0
6	Zero Trust Network Analysis (ZTNA)				0
7	Data Loss Prevention (DLP)				0
8	Information/Digital Right Management				0
9	Database Activity Monitoring				0
10	Mobile SDK				0
11	Host IPS including Application Change Control (HIPS)				0
12	Web Application Firewall (WAF)				0
13	Centralized key management solution				0
14	Certificate Lifecycle management				0
15	Identity & Access Management Solution				0
16	Multi Factor Authentication				0
17	Privilege Identity Management				0
18	Cloud Access Security broker (CASB)				0
19	AI Security				0
20	SBOM, CBOM, AIBOM & QBOM				0
21	Any other, please specify				0
22	Any other, please specify				0
23	Any other, please specify				0
TOTAL DC-PRIMARY + HIGH AVAILABILITY					0

DISASTER RECOVERY (PRODUCTION) - PRIMARY + HIGH AVAILABILITY					
1	Anti-Distributed Denial of Services (Anti-DDoS)				0
2	SSL Interception along with Packet Broker				0
3	DNS protection (Internal DNS Security)				0
4	Web Gateway				0
5	Zero Day Attack Protection at Endpoint and network				0
6	Zero Trust Network Analysis (ZTNA)				0
7	Data Loss Prevention (DLP)				0
8	Information/Digital Right Management				0
9	Database Activity Monitoring				0
10	Mobile SDK				0
11	Host IPS including Application Change Control (HIPS)				0
12	Web Application Firewall (WAF)				0
13	Centralized key management solution				0
14	Certificate Lifecycle management				0
15	Identity & Access Management Solution				0
16	Multi Factor Authentication				0
17	Privilege Identity Management				0
18	Cloud Access Security broker (CASB)				0
19	AI Security				0
20	SBOM, CBOM, AIBOM & QBOM				0

21	Any other, please specify				0
22	Any other, please specify				0
23	Any other, please specify				0
TOTAL DR-PRIMARY + HIGH AVAILABILITY					0
NON-PRODUCTION					
1	Anti-Distributed Denial of Services (Anti-DDoS)				0
2	SSL Interception along with Packet Broker				0
3	DNS protection (Internal DNS Security)				0
4	Web Gateway				0
5	Zero Day Attack Protection at Endpoint and network				0
6	Zero Trust Network Analysis (ZTNA)				0
7	Data Loss Prevention (DLP)				0
8	Information/Digital Right Management				0
9	Database Activity Monitoring				0
10	Mobile SDK				0
11	Host IPS including Application Change Control (HIPS)				0
12	Web Application Firewall (WAF)				0
13	Centralized key management solution				0
14	Certificate Lifecycle management				0
15	Identity & Access Management Solution				0
16	Multi Factor Authentication				0
17	Privilege Identity Management				0
18	Cloud Access Security broker (CASB)				0
19	AI Security				0
20	SBOM, CBOM, AIBOM & QBOM				0
21	Any other, please specify				0
22	Any other, please specify				0
23	Any other, please specify				0
TOTAL NON-PRODUCTION					0
GRAND TOTAL					0

S.No.	IT Infrastructure Name	APPLIANCE AMC COST YEAR 1		APPLIANCE AMC COST YEAR 2		APPLIANCE AMC COST YEAR 3		APPLIANCE AMC COST YEAR 4		APPLIANCE AMC COST YEAR 5		GRAND TOTAL AMC Appliances (in INR)
		Rate (in INR)	Total (in INR)	Rate (in INR)	Total (in INR)	Rate (in INR)	Total (in INR)	Rate (in INR)	Total (in INR)	Rate (in INR)	Total (in INR)	
DATA CENTER (PRODUCTION) - PRIMARY + HIGH AVAILABILITY												
1	Anti-Distributed Denial of Services (Anti-DDoS)											0
2	SSL Interception along with Packet Broker											0
3	DNS protection (Internal DNS Security)											0
4	Web Gateway											0
5	Zero Day Attack Protection at Endpoint and network											0
6	Zero Trust Network Analysis (ZTNA)											0
7	Data Loss Prevention (DLP)											0
8	Information/Digital Right Management											0
9	Database Activity Monitoring											0
10	Mobile SDK											0
11	Host IPS including Application Change Control (HIPS)											0
12	Web Application Firewall (WAF)											0
13	Centralized key management solution											0
14	Certificate Lifecycle management											0
15	Identity & Access Management Solution											0
16	Multi Factor Authentication											0
17	Privilege Identity Management											0
18	Cloud Access Security broker (CASB)											0
19	AI Security											0
20	SBOM, CBOM, AIBOM & QBOM											0
21	Any other, please specify											0
22	Any other, please specify											0
23	Any other, please specify											0
TOTAL DC-PRIMARY + HIGH AVAILABILITY			0		0		0		0		0	0

DISASTER RECOVERY CENTER (PRODUCTION) - PRIMARY + HIGH AVAILABILITY ENVIRONMENT												
1	Anti-Distributed Denial of Services (Anti-DDoS)											0
2	SSL Interception along with Packet Broker											0
3	DNS protection (Internal DNS Security)											0
4	Web Gateway											0
5	Zero Day Attack Protection at Endpoint and network											0
6	Zero Trust Network Analysis (ZTNA)											0
7	Data Loss Prevention (DLP)											0
8	Information/Digital Right Management											0
9	Database Activity Monitoring											0
10	Mobile SDK											0
11	Host IPS including Application Change Control (HIPS)											0
12	Web Application Firewall (WAF)											0
13	Centralized key management solution											0
14	Certificate Lifecycle management											0
15	Identity & Access Management Solution											0
16	Multi Factor Authentication											0
17	Privilege Identity Management											0
18	Cloud Access Security broker (CASB)											0
19	AI Security											0
20	SBOM, CBOM, AIBOM & QBOM											0
21	Any other, please specify											0
22	Any other, please specify											0

23	Any other, please specify											0
TOTAL DR-PRIMARY + HIGH AVAILABILITY			0		0		0		0		0	0
NON-PRODUCTION												
1	Anti-Distributed Denial of Services (Anti-DDoS)											0
2	SSL Interception along with Packet Broker											0
3	DNS protection (Internal DNS Security)											0
4	Web Gateway											0
5	Zero Day Attack Protection at Endpoint and network											0
6	Zero Trust Network Analysis (ZTNA)											0
7	Data Loss Prevention (DLP)											0
8	Information/Digital Right Management											0
9	Database Activity Monitoring											0
10	Mobile SDK											0
11	Host IPS including Application Change Control (HIPS)											0
12	Web Application Firewall (WAF)											0
13	Centralized key management solution											0
14	Certificate Lifecycle management											0
15	Identity & Access Management Solution											0
16	Multi Factor Authentication											0
17	Privilege Identity Management											0
18	Cloud Access Security broker (CASB)											0
19	AI Security											0
20	SBOM, CBOM, AIBOM & QBOM											0
21	Any other, please specify											0
22	Any other, please specify											0
23	Any other, please specify											0
TOTAL NON PRODUCTION			0		0		0		0		0	0
GRAND TOTAL			0		0		0		0		0	0

S.No.	Profile	Y1			Y2			Y3			Y4			Y5			TOTAL FM COST
		Total Resources (A1)	Rate per resource (B1)	Total Cost (A1xB1)	Total Resources (A2)	Rate per resource (B2)	Total Cost (A2xB2)	Total Resources (A3)	Rate per resource (B3)	Total Cost (A3xB3)	Total Resources (A4)	Rate per resource (B4)	Total Cost (A4 x B4)	Total Resources (A5)	Rate per resource (B5)	Total Cost (A5xB5)	
1	L1-Security			0			0			0			0			0	0
2	L1-IT Infrastructure			0			0			0			0			0	0
3	L2-Security			0			0			0			0			0	0
4	L2-IT Infrastructure			0			0			0			0			0	0
5	L3/ Project Manager			0			0			0			0			0	0
6	Any other, please specify			0			0			0			0			0	0
7	Any other, please specify			0			0			0			0			0	0
8	Any other, please specify			0			0			0			0			0	0
9	Any other, please specify			0			0			0			0			0	0
GRAND TOTAL				0			0			0			0			0	0

Note

S.No.	Item	Description	Implementation Period			Y1			Y2			Y3			Y4			Y5			GRAND TOTAL
			Qty	Rate	Total	Qty	Rate	Total	Qty	Rate	Total	Qty	Rate	Total	Qty	Rate	Total	Qty	Rate	Total	
1	Customization/CR Cost	Unit = person day				100		0													0
2	Any other please specify																				0
3	Any other please specify																				0
GRAND TOTAL								0													0

Note:

2	Customization/CR Cost- The rate per person day is to be provided for any additional items/ Change sought by bank over and above the defined scope & terms during the contract period.
3	The Above rate card shall be applicable for any additional procurement of the solution by bank in the tranches as mentioned above.