

## REVISED ANNEXURE H: INDICATIVE COMMERCIAL BID

(To be submitted on the Bidder's letter head)

**REQUEST FOR PROPOSAL Selection and Onboarding of OEM / System Integrator (SI) for Supply, Implementation, and Management of Centralised and Automated Patch and Vulnerability Management Solution(Ref: LIC/CO/IT/DT/2025-26/RFP/PM dated 14.07.2025)**

Ser. No.	Item Description	Year (a)	Per Unit Cost (b)	Indicative Unit Required (c)	Cost in INR without Taxes (d) (b)X(c)	PV Factor (e)	PV Cost (d)X(e)
1A	Subscription/s for Patch Management Solution for 65000	First Year		65000		1	
		Second Year		65000		0.90909	
		Third Year		65000		0.82645	
1B	Subscription/s for Vulnerability Management Solution for 65000	First Year		65000		1	
		Second Year		65000		0.90909	
		Third Year		65000		0.82645	
2A	Subscription/s for Patch Management Solution for 5000 servers	First Year		5000		1	
		Second Year		5000		0.90909	
		Third Year		5000		0.82645	
2B	Subscription/s for Vulnerability Management Solution for 5000 servers	First Year		5000		1	
		Second Year		5000		0.90909	
		Third Year		5000		0.82645	
3A	Subscription/s for Patch Management Solution 150 user	First Year		150		1	
		Second Year		150		0.90909	
		Third Year		150		0.82645	
3B	Subscription/s for Vulnerability Management Solution 150 user	First Year		150		1	
		Second Year		150		0.90909	
		Third Year		150		0.82645	
4	Software Licenses: Windows Server /	As per the OEM		Lot			

Ser. No.	Item Description	Year (a)	Per Unit Cost (b)	Indicative Unit Required (c)	Cost in INR without Taxes (d) (b)X(c)	PV Factor (e)	PV Cost (d)X(e)
	MSSQL etc.(if required)	Specifications					
5	One-time OEM Implementation Cost with 3 months of OEM Support.	One time		1			
6	Onsite training cost for LIC (Location Mumbai)  5 Users	One time - One Day		1			
7	Support cost per annum per resources  For 5 Onsite Resource.	First Year		5		1	
		Second Year		5		0.90909	
		Third Year		5		0.82645	
Total							
In Words							
GST Amount							
Total with GST							
Total with GST in words							

1. We understand that the selected OEM shall provide a 3-month pre-subscription deployment period ("Deployment Subscription") prior to the 'Go Live' and commencement of the 3-year commercial subscription term at no additional cost to LIC.
2. We understand that the Hardware/VM will be provided by LIC. Any reference to the Server, Storage components in the RFP, the same will be provided by LIC . All Software components / licenses/ subscriptions like Windows OS and SQL Database etc needs to be provided by the Bidder and are included in our Bill of Material. We note that, LIC has enterprise usage agreement for RHEL OS , JBoss EAP and MySQL Database and we are not required to quote for the same.

3. We understand that In the event that the implementation and successful go-live of the solution is delayed due to reasons solely attributable to the OEM or its authorized implementation partner, the Deployment Subscription period shall be automatically extended by a duration equivalent to the delay period, at no additional cost to LIC.
4. We understand that there will be Subscription Utilization Flexibility and True-Up/True-Down: While the mentioned Subscription Quantities are indicative, actual subscription consumption may vary at the time of go-live or during subsequent renewals and there needs to be subscription utilisation flexibility. Subscription will be taken for the actual endpoint usage at the end of Deployment period of 3 months. At each annual renewal milestone, a true-up/true-down exercise shall be conducted based on actual endpoint usage (as validated through reports or deployment audit) and the subscription will be increased / decreased as per requirement. The subscription count and charges for the subsequent year shall be adjusted accordingly. Any endpoint using the subscription post go live in previous subscription year , for less than 90 days not be counted for charges and for 90 days and above will be counted for full year subscription charges.
5. We understand that LIC currently holds active patch management licenses for approximately 5,000 endpoints ( servers) from ManageEngine , which were procured earlier by the respective project System Integrators . These subscriptions have unutilized validity periods ranging from 1 to 3 years. LIC may ask on mutually agreed terms, for commercial offset or credit mechanism for the remaining subscription periods (e.g., through discounts, subscriptions, or extended subscription terms) if migration to the new solution is required for such projects to have a common patch and vulnerability management solution. If migration is not feasible or mutually agreeable , the bidder must have a mechanism to incorporate these in the centralised dashboard for reporting and compliance during period of co-existence. LIC will require Phased onboarding post expiry of current subscriptions in such cases .
6. We understand, LIC reserves the right to evaluate and procure the Patch Management and Vulnerability assessment components of this RFP either jointly or independently, based on the technical and commercial submissions received. Accordingly:
  - i) LIC may award the contract for both components (Patch Management and Vulnerability Assessment) to a single Bidder if it is deemed technically and commercially advantageous.
  - ii) LIC also reserves the right to award the two components separately, to different Bidders or to the same Bidder, depending on the merit and compliance of each component independently.
  - iii) LIC further reserves the right to procure only the Patch Management component and forego procurement of the Vulnerability Assessment component, particularly in cases where client references or technical submissions for the Vulnerability Assessment component are found inadequate.
  - iv) No claim or compensation shall be entertained by any Bidder(s) if only one of the components is awarded, or if components are awarded to separate vendors. The decision of LIC in this regard shall be final and binding.
  - v) Bidders must quote separately for each component in both the Technical and Financial bids, and clearly confirm modularity in implementation and integration.
7. Applicable GST % (GST Payable as applicable).
8. **Total cost should be exclusive of GST and commercial evaluation will be conducted on the basis of Total Cost (exclusive of GST).**

9. LIC would reimburse GST to the vendor at the actual rate.
10. All the payments will be made by LIC, Central Office Mumbai electronically through RTGS / NEFT by crediting the same in vendor's bank a/c.
11. TDS will be deducted as per rules applicable.
12. Change in Tax structure at the time of actual invoicing : While any increase in the rates of applicable taxes or impact of new taxes subsequent to the submission of the quotation/rates shall be borne by LIC, any subsequent decrease in the rates of applicable taxes or impact of new taxes shall be passed on to LIC in its favour.
13. Payment and Purchase Order for Subscription for Year 2 Onwards will be subject to renewal requirement by LIC.
14. LIC at its discretion reserve the right to reduce the quantity required during renewal as per business requirement.
15. Payment shall be made in Indian Rupees.
16. 100% Payment for subscriptions, licenses, implementation, training shall be made after successful implementation signoff and on submission of Tax Invoice.
17. Charges for FMS will be paid Quarterly in arrears.
18. We understand that LIC reserve the right not to procure services for any or all the items at its discretion. LIC also reserve the right to procure the services from multiple services provides as per its discretion and in the interest of LIC. Mentioned quantity/transaction is indicative only and any payment would be purely on the actual transactions. We understand that LIC reserve the right to negotiate with the bidder whose proposal has been ranked as the best value bid on the basis of Technical and Financial Evaluation to the proposed Project before the award of the contract.

We also take note of the following:

- a. If the cost for any line item is indicated as zero then it will be assumed by LIC that the said item is provided to LIC without any cost.
- b. All prices to be in Indian Rupee (INR) only. Prices quoted by the Bidder should be inclusive of all taxes, duties, levies etc. except GST which will be paid extra at actuals.
- c. Payment will be after TDS and GST under TDS (if applicable) as per income tax rules.
- d. LIC may at its discretion require the replacement of the onsite resource if the services are not found satisfactory.
- e. We agree to abide by the Bid and the rates quoted therein for the orders awarded by the LIC up to the period prescribed in the Bid which shall remain binding upon us. Until a formal contract is prepared and executed, this Bid, together with your written acceptance thereof and your notification of award, shall constitute a binding Contract between us.

We undertake, if our Bid is accepted, that service mentioned as per the items proposed for, will be provided as specified in the Scope of Work, Schedule of Requirements / purchase orders issued. If our Bid is accepted, we will provide the guarantee of a sum equivalent to prescribed amount, for the due performance of the Contract in the form prescribed by the LIC.

We agree to abide by the Bid and the rates quoted therein for the orders awarded by the LIC up to the period prescribed in the Bid which shall remain binding upon us. Until a formal contract is prepared and executed, this Bid, together with your written acceptance thereof and your notification of award, shall constitute a binding Contract between us.

We undertake that, in competing for (and, if the award is made to us, in executing) the above contract, we will strictly observe the laws against fraud and corruption in force in India namely "Prevention of

Corruption Act 1988".

We understand that you are not bound to accept the lowest or any Bid you may receive.

Dated at ..... this..... Day of.....2025.

(Authorised Signatory)

(Name, Designation, seal of the company)

Duly authorized to sign Bid for and on behalf of the company

Mobile No/Email ID

Company Name and Seal.