

**COMPUTER FACILITY
ALL INDIA INSTITUTE OF MEDICAL SCIENCES
ANSARI NAGAR, NEW DELHI – 110029**

Dated: 30.04.2024

Subject: Procurement of HPE Aruba Transceivers on proprietary basis at the Computer Facility, AIIMS, New Delhi.

HPE Aruba Transceivers (detail is attached herewith) are being procured by the Computer Facility, AIIMS, New Delhi on proprietary basis from M/s Netcon Technologies India Pvt. Ltd. duly authorized by Hewlett Packard Enterprise India Private Limited against their quotation (attached herewith).

In view of the above, representations, if any, are invited from entire industry regarding proprietary nature/price of the HPE Aruba Transceivers.

Representation, if any, may be submitted on piccf@aiims.gov.in (subject of the mail shall be: **Representation against Procurement of HPE Aruba Transceivers on proprietary basis at the Computer Facility, AIIMS, New Delhi**) within 15 days from the date of uploading of this notice.


30/04/2024
Assistant Store Officer
Computer Facility

Computer Facility, AIIMS, New Delhi

Proprietary Article Certificate (PAC) (Machinery & Equipment)

- I. The indented goods are manufactured by M/s HPE.
- II. Item Name:
- i. HPE Aruba switch 8320 to connect Servers.
Model No: Aruba 10GBASE-T SFP+ RJ45 30m Cat6A Transceiver
 - ii. HPE Aruba switch 8320 to connect to Distribution Switch to Firewall.
Model No: Aruba 10G SFP+LC SR 300m MMF
 - iii. HPE Aruba switch 8400 to connect Core Switch to Firewall
Aruba 10G SFP+LC SR 300m MMF Transceiver

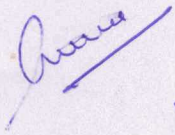
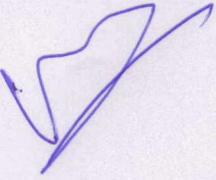
III. Vital Technical Performance Parameters required which makes the requirement proprietary

The said requirement of Transceiver of HPE for HPE Aruba switch 8320 and Core Switch 8400: The designing of transceiver specific to Aruba switches ensures seamless integration and compatibility, optimizing performance and reliability. Tailoring the transceiver to Aruba's specifications allows for fine-tuning performance parameters, ensuring optimal data transfer rates. Internally developing transceivers , Aruba can maintain greater control over the design, manufacturing processes, and security protocols, enhancing overall product security.

IV. No other make or model is acceptable for the following reasons: .

No other make will be compatible with the existing switches installed in our network. It is not possible to integrate other makes of transceiver to talk to existing HPE Aruba switches.

It is certified that market survey has been done and found that no other manufacturer is manufacturing similar/equivalent specifications which can fulfill the vital requirement of end user.



डॉ. पूजा गुप्ता/DR. POOJA GUPTA
अचार्य प्रभारी/Professor In-charge
कम्प्यूटर सुविधा/Computer Facility
आ.पा.आ.संस्थान, नई दिल्ली/A.I.I.M.S., New Delhi-110029

Hewlett Packard Enterprise

Date: 08th March, 2024

To,
Head - Computer Facility,
AIIMS,
Ansari Nagar, New Delhi - 110029

Subject: Manufacturer's Authorization Form.
Tender Reference No. : Supply and Installation of Transceivers for HPE Aruba Switches.

Dear Sir/Ma'am,

We, Hewlett Packard Enterprise India Private Limited ("HPE"), are established and reputed manufacturers/ sellers of Server, Storage and Networking Products ("HPE Branded Products"). We are authorized to sell Hewlett Packard Enterprise branded products and services directly to customers and to also maintain a channel of authorized distributors and resellers in India.

HPE, having its registered office at Sy. No. 192, Hewlett Packard Enterprise, Whitefield Road, Mahadevapura, Bengaluru 560048, Karnataka hereby authorizes M/s Netcon Technologies India Pvt. Ltd. ("Partner"), having its registered office at No. 523/3, Bushido Towers, Udampalayam Road, Near Kurinji Hospital, Coimbatore- 641028 and another office at Bharati Vilas, 26B, Jawaharlal Nehru Salai, Ekkaduthangal, Guindy Industrial Estate, Chennai- 600032, to quote our HPE Branded Products in the territory of India. The Partner intends to submit a bid to the "Customer".

If the Tender is awarded to the Partner, the Partner will subsequently bid and sign a contract, as per the agreed OEM and Delivery terms as agreed between the Partner and HPE for the tender, for the supply to the Customer of an IT solution including HPE Branded Products.

HPE shall only provide standard OEM warranty and standard support. The Partner will be solely responsible and liable for any expansion or extensions of such warranty, support and/or associated terms and conditions.

Product details-

Sl. No.	Part Number	Description
1	JL563B	Aruba 10GBASE-T SFP+ RJ45 30m Cat6A Transceiver
2	J9150D	Aruba 10G SFP+ LC SR 300m MMF Transceiver
3	J9150D	Aruba 10G SFP+ LC SR 300m MMF Transceiver

Thanking You,
For Hewlett Packard Enterprise India Pvt. Ltd.



Mayank Chaturvedi
Director- Public Sector Sales

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 3/8/2024

Hewlett Packard Enterprise India Private Limited
Regd. Office: Sy. No. 192, Hewlett Packard Enterprise,
Whitefield Road, Mahadevapura, Bengaluru 560048

CIN: U72200KA2015FTC079699
Phone No: 080 6151 4770

Website address
www.hpe.com/in

Budgetary Quote
"Transceivers for Aruba Switches"

SUBMITTED TO

Prof. Incharge
Computer Facility
AIIMS, Ansari Nagar,
New Delhi-110029

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SUBMITTED BY



netcon[®]

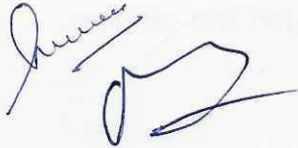
NETCON TECHNOLOGIES INDIA PRIVATE LIMITED

Contact Matrix:

Name of the Person	Designation	Contact No	E Mail I'd
Prashant Sharma	Reginal Manager – North	9811204832	prashant.s@netcon.in
Bhaskar Joshi	Sr Consultant – Pre Sales	9999496822	bhaskar.j@netcon.in

Statutory Notice

The information in this document is the proprietary & copy right protected by Netcon Technologies India Private Ltd. The proposal receiving party by agreeing to use this document would agree to all the terms and conditions of usage as per copy right act and accepts the responsibility of not sharing this document in either form of electronically or print or otherwise. The objective of document is the sole intention to provide quality solution as per the business requirement. The proposal receiving party can seek a written approval to share this document from Netcon. All the logos and content of the solution are based on the information published in respective OEM websites and all logos used in the solution are owned by



Quote Ref. No: PS/01/24

Dated: 07.03.2024

To,
Prof. Incharge,
Computer Facility,
AIIMS, Ansari Nagar,
New Delhi-110029

Respected Madam/Sir,

We thank you for the continued interest shown in our company Netcon Technologies India Pvt Ltd and for having given us this opportunity to quote for your requirement. We look forward to a mutually beneficial and long working relationship with you.

We are pleased to share the budgetary quote for Transceivers for HPE Aruba Switches as per requirements shared by you.

We hope that our proposal meets your requirement, should you have any clarifications kindly contact the undersigned.

Thanking you and always assuring you of our best attention and services.

Thanks & Regards
For Netcon Technologies (P) Ltd,



Prashant Sharma
Regional Manager- PSU
M: +91 9811204832
E : prashant.s@netcon.in

ABOUT NETCON TECHNOLOGIES

Netcon Technologies India Private Ltd. was founded in 2007 in Coimbatore and is promoted and managed by technocrats with a vision to inspire customers with the power of IT to enhance and optimize business performance. The promoters have vast experience in consulting, deployment, and management of large, complex multi-service networks for more than 15 years. Today, Netcon employs over 100+ people and has offices in six cities in India (**Delhi, Mumbai, Chennai, Bangalore, Coimbatore, Palakkad, Raipur and Hyderabad**) as well as abroad in **Singapore, Africa, US.**

Our growth and success have always depended on our customers. Today, we have over 300 customers across various industries like Transport, Manufacturing, Higher Education, and Smart Cities. We are motivated and inspired by teamwork, integrity, passion and solving complex problems. Many of our customers have benefited from solutions deployed by our professionally skilled, certified, and dedicated team.

Netcon is an ISO 27001, 20000 & 9001 certified process driven organization.

At Netcon Technologies we help business work with these disruptive technologies and meet user demands. We consult with businesses and organizations to optimize business value, enhance performance, boost productivity, and increase customer satisfaction. We understand our customers' business goals and offer turnkey solutions like IT Infrastructure design & engineering, datacentre construction, and unified collaboration solution to Cloud services.

We specialize in **Networking & Information Security, Data Centre, Virtualization, Hyper Converged Infrastructure** embracing disruptive technologies. We also focus on rendering **consulting services across IT & Non-IT areas, Audit, Assessment and Assurance services.**

Our strong domain knowledge has made us one of the few Up-time Certified Data Centre consultants. Today we work with various businesses and have a plethora of offers, ranging from Infrastructure design & engineering to RFP response and project management. Our Consulting Services offerings are unique as we work "EXCLUSIVE" in any project with confidentiality clause. Our approach has earned loyalty and trust amongst our customers and partners.




4th Floor, Avanta Business Centre, Statesman House, Barakhamba, New Delhi - 110001

+91 422 606 9999 | info@netcon.in | www.netcon.in

India : Coimbatore (HO) | Delhi | Mumbai | Bangalore | Hyderabad | Chennai | Palakkad

Overseas: Singapore | Africa | US




CIN No.: U722007Z 200PTCO 13558

Our focus is on delivering quality solutions to our clients ranging from IT infrastructure management to cloud services to enable:

- Increase the availability, continuity and productivity of Information Technology and Communication
- Enhance our customer satisfaction
- Improve operational efficiency
- Provide a customer-centric approach in order to deliver effective quality solutions to get the best TCO and ROI
- Advance business growth and productivity of the customer organization through flexible and scalable technology
- Adopt industry best practices in terms of people, process, and technology.

We are a team of dedicated professionals who share responsibilities, and our ultimate goal is to help our customers meet their business requirements through quality technology solutions.



Annexure - I - Budgetary Quote

Sl. No.	Part Number	Description	Quantity	Unit Price	GST @ 18%	Unit Price with GST	Total Price with GST	Remarks
10G Cu Transceivers for HPE Aruba switch 8320 to connect Servers								
1	JL563B	Aruba 10GBASE-T SFP+ RJ45 30m Cat6A Transceiver	20	₹ 55,800.00	₹ 10,044.00	₹ 65,844.00	₹ 13,16,880.00	10 Nos. for Each Switch
10G MM Transceivers for HPE Aruba switch 8320 to connect Distribution Switch to firewall								
2	J9150D	Aruba 10G SFP+ LC SR 300m MMF Transceiver	4	₹ 56,760.00	₹ 10,216.80	₹ 66,976.80	₹ 2,67,907.20	2 Nos. for each switch
10G MM Transceivers for HPE Aruba switch 8400 to connect Core Switch to firewall								
3	J9150D	Aruba 10G SFP+ LC SR 300m MMF Transceiver	4	₹ 56,760.00	₹ 10,216.80	₹ 66,976.80	₹ 2,67,907.20	2 Nos. for each switch

Annexure - II

Commercial Terms and Conditions for INR Orders

- ❖ **Price:** All Prices Quotes are in INR
- ❖ **Taxes:** GST Extra as applicable
- ❖ **Warranty:** 5 Years (Next Business Day)
- ❖ **Inst & Comm:** Included in above prices
- ❖ **Delivery:** 8-12 Weeks



Declaration

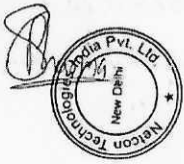
To,
Prof. Incharge,
Computer Facility,
AIIMS, Ansari Nagar,
New Delhi-110029

Respected Madam/Sir,

With reference to our proposal Quote Ref. No: PS/01/24 dated: 07th March'2024, we hereby declare that we have not sold the quoted items at lower cost to any client.

These are special prices offered to AIIMS, Delhi.

Thanks & Regards
For Netcon Technologies (P) Ltd,



Prashant Sharma
Regional Manager- PSU
M: +91 9811204832
E : prashant.s@netcon.in