



Republic of the Philippines
OFFICE OF THE OMBUDSMAN
Agham Road, Diliman, Quezon City, 1104

**MINUTES OF THE PRE-BID CONFERENCE FOR THE REBIDDING FOR THE
SUPPLY, DELIVERY, INSTALLATION, CONFIGURATION, MIGRATION
AND TESTING OF DISASTER RECOVERY INFRASTRUCTURE FOR THE
OFFICE OF THE OMBUDSMAN-CENTRAL OFFICE AND RECOVERY SITE
(PB 2018-24)**

**APPROVED BUDGET FOR THE CONTRACT:
THIRTY FIVE MILLION PESOS (PHP 35,000,000.00)
September 26, 2018, Hearing Room, 1:30 P.M.**

The Pre-Bid Conference started at 1:45 p.m. with an invocation and introduction of the following parties in attendance by Ms. Marjorie Hazel R. Cofino, Member, BAC Secretariat, to wit:

The Bids and Awards Committee:

AO MARIBETH T. PADIOS	- Chairperson
DIR. ADORIE T. CORNITO	- Vice-Chairperson
ATTY. MARY RAWNSLE V. LOPEZ	- Member
ATTY. LORENZO G. VERGARA	- Member

The Technical Working Group:

DIR. ALAN R. CAÑARES	- Chairperson
MR. ISAGANI L. OSIO	- Vice-Chairperson
MR. EDWARD C. GARCIA	- Member
MR. MIYER C. BERNABE	- Member

BAC Secretariat:

MS. JOSEPHINE S. VARGAS	- Head
MS. MARJORIE HAZEL R. COFINO	- Member
MR. ROMMEL T. NAKANOMI	- Member
MS. JOAN DC. ESCALADA	- Member
MS. RONALYN S. CALAYO	- Member

Observer:

MS. MAJELLAH MACASO	- COA Observer
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Ms. Cofino announced that there were six (6) prospective bidders namely: 1) AMERICAN TECHNOLOGIES, INC. represented by Ms. Andrei Lisse Kho, Mr. Randy Contreras, Ms. Ling Gonzales and Ms. Lala Pondang; 2) NUTANIX represented by Mr. Rex Mabunga; 3) ACCELIGENT SOLUTION represented by Ms. Arlee Aguda, Mr. Joseph Mauricio; Ms. Ellen Demolar; and Mr. Glay Wang; 4) TRENDS represented by Mr. Percy Cruz, Ms. Antonette Martinez-Esteban and Ms. Erika Maralit; 5) ADVANCE SOLUTIONS, INC. represented by Mr. Jeffrey Collado and Mr. Christian Tan; and 6) MICROBASE, INC. represented by Ms. Rose D. Guzman and Mr. James Tomada. *(The following were the late comers: Mr. Mike Sevilla from WESTCON; Ms. Joebel Ann Murillo from TRENDS and Mr. Yeng Encarnacion from NUTANIX. (A total of seven (7) prospective bidders in attendance.)*

The following activities were reported by Ms. Josephine S. Vargas, Head of the BAC Secretariat, in compliance with R.A. No. 9184:

- 1) The Invitation to Bid (ITB) was posted at the PhilGEPS, Ombudsman Website and BAC Bulletin Board on 19 September 2018. It was also published in the Manila Times, a newspaper of national circulation on the same day;
- 2) Letters of Invitation for the Pre-Bid Conference, Opening of Bids and Post-Qualification were sent and received by the following Witnesses and Observers:
 - a. Hon. Melchor Arthur H. Carandang (Overall Deputy Ombudsman, OODO)
 - b. Atty. Kristine Joy M. Meñez-Macalalad (Assistant Ombudsman, OMB-Propser)
 - c. Mr. Crisanto S. Frianeza (Secretary General, Philippine Chamber of Commerce Industry)
 - d. Ms. Zenaida P. Alcantara (National President, Philippine Institute of Certified Public Accountants)
 - e. Ms. Marilyn R. Laurente (State Auditor IV, Audit Team Leader, COA)
 - f. Mr. Gerhard G. Basco (OMBEA Representative).

With the presence of the Chairperson and three (3) Members of the Bids and Awards Committee and the Chairperson and three (3) Members of the Technical Working Group (TWG), a quorum to transact business was manifested by Ms. Vargas.

The Pre-Bid Conference was called to order by AO Maribeth T. Padios, BAC Chairperson. She then turned over the floor to the Technical Working Group for the discussion of the eligibility, technical component, financial component and post-qualification documents.

The TWG Chairperson, Dir. Alan R. Cañares discussed the Invitation to Bid and eligibility requirements and also the requirements for post-qualification to be submitted by the bidder having the Lowest Calculated Bid. Subsequently, Mr. Isagani L. Osio, Vice-Chairperson of the TWG discussed the technical specifications for the project.

Following this, AO Padios opened the floor to answer queries from the participants and encouraged the them to ask questions. She reminded them that any further question after the Pre-Bid Conference will have to be in writing and addressed to the BAC Secretariat.

PARTICULARS	ISSUES RAISED BY THE BIDDERS	BAC/TWG REPLY
ELIGIBILITY AND TECHNICAL COMPONENTS	ADVANCE SOLUTIONS, INC. (Mr. Collado): On the requirement: <i>“Statement of bidder’s Single Largest Completed Contract (SLCC), within the year 2013 to present, similar to the contract to be bid,”</i> would you allow similar projects to be a combination of “servers and storage?” Would that be considered as similar contracts?	BAC (Dir. Lopez): The guide post is that as long as the major components of the project that you are going to declare are similar to the current project to be bid. The bidders are advised to follow how the law defines “similar projects” based in RA 9184. TWG (Dir. Cañares): We do not require the projects to be identical; they just have to be similar.
ELIGIBILITY AND TECHNICAL COMPONENTS	NUTANIX (Mr. Encarnacion – not a bidder but a principal): In addition to the question of ASI, since the solution calls for “Hyper-Converged,” does the SLCC apply for the HCI alone or for the	TWG (Dir. Cañares): If you take a look at the technical specifications, we are not just buying “appliances” but also “services.” You may consider those services, such as Migration and Testing,

	<p>combined/additional (servers, storage, and so on and so forth)?</p>	<p>rather than just delivery of the tangible items.</p>
<p>OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL</p>	<p>ADVANCE SOLUTIONS, INC. (Mr. Collado): On the requirement "<i>Instantaneous Recovery Time Objective (RTO) at mirror and DR sites,</i>" may I clarify if it is a point-to-point or point to multi-point requirement?</p> <p>ADVANCE SOLUTIONS, INC. (Mr. Collado): So the Building 1 and 2 reside in Agham, which is high-availability in configuration. And the DR is in Cebu or Davao?</p>	<p>TWG (Mr. Osio): Our required setup is that we have three (3) nodes: this Main building, Annex building and in Cebu or Davao. Technically, the Main building and Annex Building is in HA node (high availability). The real DR is in Cebu or Davao. That is how we see the project.</p> <p>TWG (Mr. Osio): Yes.</p>
<p>OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL</p>	<p>TRENDS: On the Firewall requirement "<i>Security features: application control, URL filtering, threat prevention, sandboxing/ zero-day protection, IPS, HTTPS decryption, QoS, AD/LDAP integration,</i>" what are your expectations on the HTTPS decryption?</p> <p>TRENDS: What are your expectations on the decryption? In plain text or something else?</p>	<p>TWG (Mr. Osio): For the data that are encrypted, the firewall should decrypt it before it will be inspected.</p> <p>TWG (Mr. Osio): Decryption means conversion to plain text. Encryption means conversion to garbled or unreadable format. It converts back to an encrypted format when it goes out to the firewall.</p>
<p>OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL</p>	<p>TRENDS (Ms. Antonette Martinez-Esteban): On the delivery option (<i>Delivery, transport, hauling, installation, configuration, integration, migration, and testing of required components to all designated sites</i>) are we going to deliver it directly to Cebu or Davao? Will it not pass through here in the headquarters?</p> <p>TRENDS (Ms. Martinez-Esteban): Would it be possible that the inventory be done in our warehouse and be forwarded to the distinct location? We will just request your presence there during the testing and inventory.</p>	<p>TWG (Dir. Cañares): The Technical Inspection (and Acceptance) Committee (TIAC) will be here in Agham Road. Before mounting it there in Cebu or Davao, Inspection shall be done here first before delivering it there.</p> <p>BAC (Dir. Lopez): The TIAC would be a different group. The Technical Working Group (TWG) is involved until we issue the Notice to Proceed. After that it is a different set of individuals so we have no control whether the TIAC will undertake to visit your warehouse prior to delivery to Cebu or Davao. And normally, we have never experienced that the inspection would be done outside of the Ombudsman premises. Unless there is another arrangement, that would be approved by the HOPE.</p>

		TWG (Mr. Osio): (The) usual practice is that delivery would really be here because you will configure it here. Before sending it out, it should already work.
OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL	AMERICAN TECHNOLOGIES, INC. (Ms. Ling Gonzales): We had an experience that the office could not confirm as to where the DR would be and it has already exceeded the warranty period. How are you going to approach that if it happens?	TWG (Dir. Cañares): We are really not expecting that we will have an issue regarding that because the identification of the particular site, whether in Cebu or in Davao, will be arrived at by the Office of the Ombudsman and whoever is going to win. We did not identify (the site) specifically to be in Davao or in Cebu because we also need you. The reason why we cannot answer because the risk is too remote (warranty is three years).
OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL	TRENDS (Ms. Martinez-Esteban): Once we deliver it, the activities that would happen would be inventory, testing, inspection, configuration and setup. And from that, will we be able to receive the acceptance or is it right after the delivery of the equipment?	TWG (Dir. Cañares): The acceptance would not be by piecemeal. The acceptance would be upon completion.
OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL	ADVANCE SOLUTIONS, INC. (Mr. Collado): Clarification on page 74, bullet number 3 of the bidding documents: " <i>Global Server Load Balancer for redundant connection of intranet applications and internet connections</i> ", is this also part of the hardware that we are going to supply even if it is not listed? ADVANCE SOLUTIONS, INC. (Mr. Collado): What connection will link the three (3) sites? ADVANCE SOLUTIONS, INC. (Mr. Collado): None in Cebu?	TWG (Mr. Osio): We did not list it because we described it as a feature. TWG (Mr. Osio): Currently SD1, and we are using Silver Peak as our connection. TWG (Mr. Osio): Actually we are using fiber here but in the sites, SD1 Silverpeak.
OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL	MICROBASE (Ms. Rose D. Guzman): DR Site, Page 74 on the specification: " <i>UPS with 4 hours backup power on full load on all new hardware acquisition,</i> " can we adjust this to at least two (2) hours anyway this requirement is like a generator set.	TWG (Mr. Osio): The rack is only for the servers. For the UPS, if you want to have it set up, it would have to be another rack. This rack is for servers only.
OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL	TRENDS (Ms. Joebel Ann Murillo/Ms. Antonette Martinez-Esteban): May we know the existing core switch model? TRENDS (Ms. Murillo): Is it redundant-ready? Or should we provide modules and stacking cable?	TWG (Mr. Osio): The existing core switch model is HP brand. TWG (Mr. Osio): For all the necessary accessories, you should provide it (cables, transceivers, etc.).

OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL	TRENDS (Ms. Joebel Ann Murillo): Is your core switch also redundant?	TWG (Mr. Osio): Yes. TWG (Dir. Cañares): We may allow a one-time ocular inspection.
OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL	ADVANCE SOLUTIONS, INC. (Mr. Collado): Clarification on the specification on the training " <i>Provision of official training course and courseware from certified resource person on HCI and its major components for at least 4 pax.</i> " Are they one set of personnel?	TWG (Dir. Cañares): For purposes of costing, let us consider these to be different persons.
OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL	MICROBASE (Ms. Rose D. Guzman): Just an observation, looking at the requirements I don't think the budget would suffice. Can we reduce it to only two (2) sites?	TWG (Dir. Cañares): The TWG is going to convene and reconsider. In case there would be changes, we would notify everybody through a Supplemental/Bid Bulletin.
OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL	TRENDS (Ms. Martinez-Esteban): Question on Trainings " <i>Provision of official training course and courseware from certified resource person on HCI and its <u>major components</u> for at least 4 pax.</i> " Can you identify what are the major components of the HCI?	TWG (Dir. Cañares): We are only requiring an official training course from a certified resource person. It need not be a certification training. We just want the transfer of technology. TWG (Mr. Osio): There are 2 sets: First is the training for the project (HCI) and second is the training for Business continuity planning / implementation, Disaster recovery planning / implementation, and Incident response planning / implementation. For the second set, this is the official training course and courseware. But for the HCI infrastructure, only a certified resource person. We do not require a certification exam.
OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL	TRENDS: Just a clarification, one (1) training for the Primary, and for the Cebu or Davao personnel?	TWG (Mr. Osio): We will be the one to identify who will attend the trainings from Cebu or Davao. TWG (Dir. Cañares): The training will be conducted in Manila and the transportation expenses of the personnel will be borne by us.
OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL	MICROBASE (Ms. Rose D. Guzman): Clarification on the major components. These major components are HCI and its major components. When you say "major components," does these include firewall, load balancer, network switch?	TWG (Mr. Osio): Major components of the HCI only.

OMBUDSMAN BID FORM NO. 1-TECHNICAL PROPOSAL	Will you only provide the existing network to the winning bidder?	<p>TWG (Dir. Cañares): You can conduct an ocular inspection. You may get in touch with the BAC Secretariat for the schedule.</p> <p>BAC (Dir. Lopez): We will do the ocular inspection one-time only. We will have it posted so that all the bidders, even those who were not present today, can also join the ocular inspection.</p>
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After the open forum, Dir. Cañares proceeded to explain the contents of the Ombudsman Bid Form No. 2 (Financial Proposal). Then the BAC Secretariat showed a short video on how the bidders should prepare their bids for submission.

There being no more queries, the Pre-Bid Conference for the Rebidding of Supply, Delivery, Installation, Configuration, Migration and Testing of Disaster Recovery Infrastructure for the Office of the Ombudsman-Central Office and Recovery Site (PB 2018-24) was adjourned at 2:45 P.M.

Prepared and attested by:


JOSEPHINE S. VARGAS
 Head, BAC Secretariat

BIDS AND AWARDS COMMITTEE

CLAUDETTE A. GRANVILLE
 Member


LORENZO G. VERGARA
 Member

MARY RAWNSLE V. LOPEZ
 Member


ADORIE T. CORNITO
 Vice-Chairperson


MARIBETH T. PADIOS
 Chairperson