ANDHRA PRADESH GRAMEENA BANK

(Scheduled Bank owned by Government)

Head Office:: Guntur

RFP Ref. No.: GEM/2026/B/7643897 dated 10-06-2026

Corrigendum/Addendum-1 Dated:20-06-2026

Renewal of existing 1200 Trend Micro Apex One licenses, 25 Deep Security Server licenses and procurement of additional 400 Apex One Anti-Virus Licenses and 175 Deep security Server Anti-Virus Licenses for a period of one year.

Sr. No	Page No	Para No	Description(Existing clause as per RFP)	**Query/Clarification Sought**	**Amendments/ Clarifications/Remarks**
1.7	Page No 10 & 70	Payment Terms	a) License Cost • 70% of the total contract value shall be paid after successful delivery, installation, activation, and acceptance of licenses. • Remaining 30% of the payment shall be released after 1 month from the date of successful installation, subject to satisfactory performance and no pending issues. • Payment shall be released within 30 days from the date of acceptance of deliverables.	Sir, you are giving prior turnover exemption. Which means smaller companies can participate. However, your payment terms will restrict them. Request you to please make 90% payment on delivery of licenses and remaining 10%.	**Clarification:** Please adhere to the terms & conditions of the RFP

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Sr. No	Page No	Para No	Description	**Query/Clarification Sought**	**Amendments/ Clarifications/Remarks**
2.A.B.1	Page No 13	Bid Eligibility Criteria	The Bidder must have registered an average annual turnover of Rs. 200 Lakhs or above during the last three completed financial years – 2022-23, 2023-24 and 2024-25 (Not inclusive of the turnover of associate companies) from Indian Operations. Relaxation only for MSE/ Start-up: GOI Extent Guidelines Relevant for start-ups/MSE will be applicable.	We understand the RFP gives exemption to Start-ups and MSEs from prior turnover and experience. We are a cybersecurity focused company and registered Start-up and MSE and request you to please inform us what you mean by exemption in experience. What according to you does experience covers and what part of the experience is exempted by you in this RFP. Request you to please give a clear reply what are the documents a Start-up and MSE need to submit to meet the RFP's eligibility and technical norms. Are OEM authorization and compliance sufficient to meet the RFP's eligibility and technical norms.	**<u>Clarification:</u>** Bank has given complete exemption of annual turnover as per GOI guidelines, For MSE and Start UP. For MSME/Startup exemption in experience implies the relaxation is given only in terms of number of years of business establishment. However the bidder has to comply with the other terms and conditions as mentioned in the RFP.
2.A.C.2	Page No 13		Bidder should have provided at least 1600 Trend Micro Apex One Licenses and 200 Trend Micro Deep Security Antivirus solution or above to Public Sector Banks/Private Banks/ Regional Rural Banks (RRBs) / Financial Institutions / Central / State Govt Organization /PSU in the last three years as on date of RFQ.		
Annexure 02	Page No 48	Bid Eligibility Criteria	General - Clause 1 - The bidder should be either a Government Organization / PSU / PSE / partnership firm / LLP or private / public limited company in India at	We request the following modification in the Prequalification and Technical Qualification evaluation to account for our organizational restructuring. We request you to kindly add the below	GOI Extent Guidelines Relevant for participation of

			least for the last 3 years (As on RFP date). Relaxation only for MSE/ Start-up: GOI Extent Guidelines Relevant for start-ups/MSE will be applicable Financial Clause 1 - The Bidder must have registered an average annual turnover of Rs. 200 Lakhs or above during the last three completed financial years – 2022-23, 2023-24 and 2024-25 (Not inclusive of the turnover of associate companies) from Indian operations. Relaxation only for MSE/ Start-up: GOI Extent Guidelines Relevant for start-ups/MSE will be applicable. Financial Clause 2 - The Bidder must be Net profit-making entity continuously for the last three years i.e. financial years –2022-23, 2023-24 and 2024-25. OR The net worth of the bidder should be positive as on RFP date and should not have eroded by more than 30% in the last three years.	clauses also: "In the event the bidder has undergone a merger, acquisition, demerger, or hive-off, appropriate consideration shall be accorded to the historical financial performance of the merging or demerged entity." "In the event that the bidding company or firm has been hived off from a demerged entity, the experience, eligibility, and other qualifications required under the RFP may be deemed to include and be derived from those of the demerged company." This is with reference to Office Memorandum No. 8/78/2023-PPD issued by the Department of Expenditure, Ministry of Finance. The relevant clause in the said Office Memorandum reads as follows: Participation of de-merged entities in public procurement will be allowed to use a credential for initial 5 years from the incorporation of the de-merged entities, based on the merits and circumstances of the cases like type of	demerged entities will be applicable.

				procurement, nature of de-merger, number of eligible bidders available etc. Further ahead, we also confirm that our net worth is positive as on 31st March, 2025 and the net worth on financial year 3 (2024-25) have decreased due to demerger of the parent company Quess Corp Limited into three different companies, Quess Corp Limited, Digi tide Solutions Limited and Bluspring Enterprises Limited. Please confirm on the same.	
c)2)	Page No 13	Bid Eligibility Criteria	Bidder should have provided at least 1600 Trend Micro Apex One Licenses and 200 Trend Micro Deep Security Antivirus solution or above to Public Sector Banks/Private Banks/ Regional Rural Banks (RRBs) / Financial Institutions / Central / State Govt Organization /PSU in the last three years as on date of RFQ.	We request following modification " The Bidder should have provided at least 1,600 endpoint security / EDR / antivirus licenses or at least 200 Server security / advanced antivirus / EDR licenses of a reputed OEM to private sector enterprises and/or public sector organizations, including banks, financial institutions, government organizations, or PSUs, during the last three (3) years as on the date of RFQ."	Please adhere to the terms & conditions of the RFP

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C)2)	Page No 13	Bid Eligibility Criteria	The Experience & Support Infrastructure clause requires that the bidder should have supplied at least 1,600 Trend Micro Apex One licenses and 200 Trend Micro Deep Security Antivirus solutions (or above) to Public Sector Banks / Private Banks / Regional Rural Banks (RRBs) / Financial Institutions.	We have supplied multi-vendor endpoint security solutions (including Palo Alto and Trellix) to multiple PSUs and government organizations. In view of this experience, we kindly request an exception to this clause so that we may participate and offer competitive pricing for this bid.	Please adhere to the terms & conditions of the RFP
				Bidder requested to share the existing subscription keys for the following products: • Trend Micro Apex One – 1200 licenses • Deep Security Server – 25 licenses Additionally, requested to confirm the add-on requirements: • Apex One – 400 licenses • Deep Security – 175 licenses	Relevant Information shall be shared with the successful bidder upon completion of the bidding process.