

Network Infrastructure Refresh Project

IIM Lucknow

Interaction with OEMs

20th November 2020



Presentation outline

- Objective
- Stakeholders
- Scope of Work
- Architecture
- Bill of material
- Timelines
- Discussion points

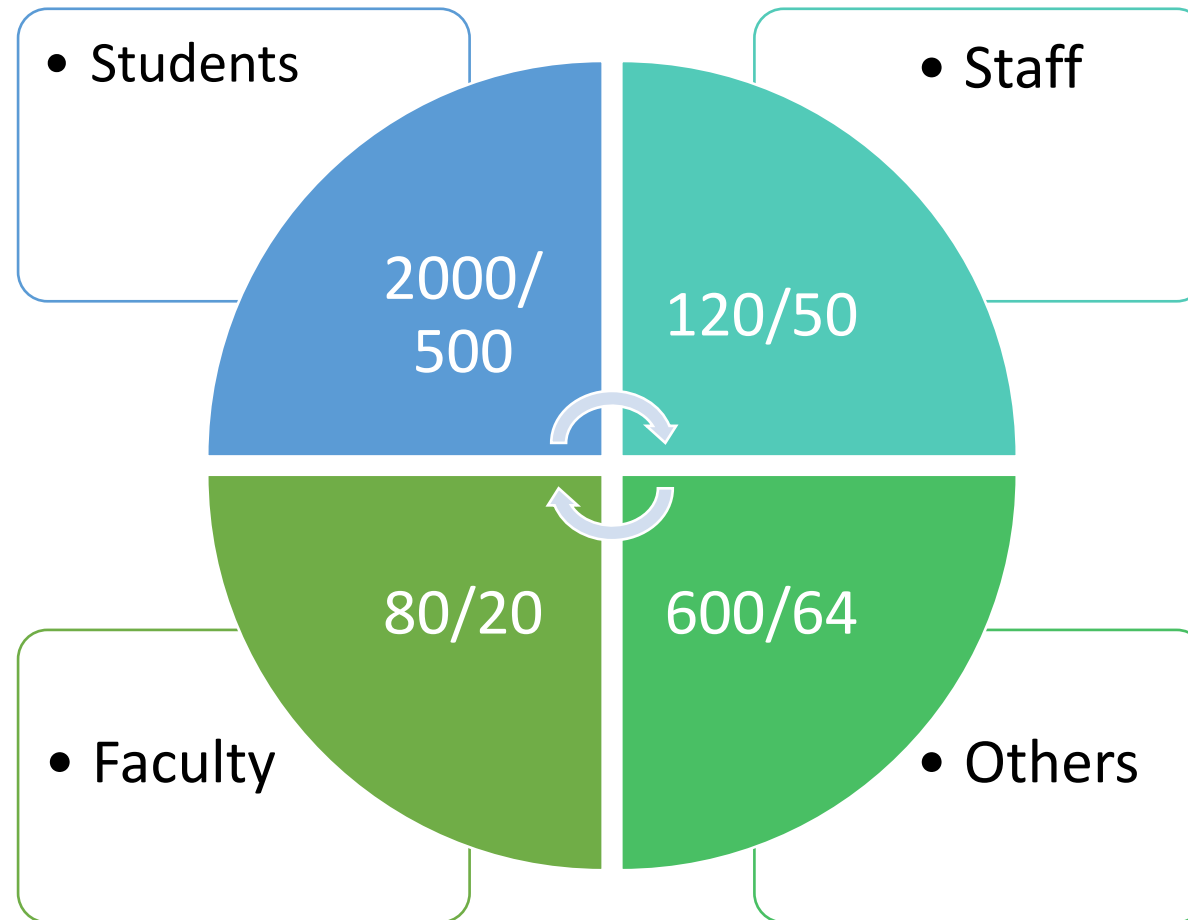


Objective

Un-interrupted, Assured,
Secured and Adequate Network
data speed delivery

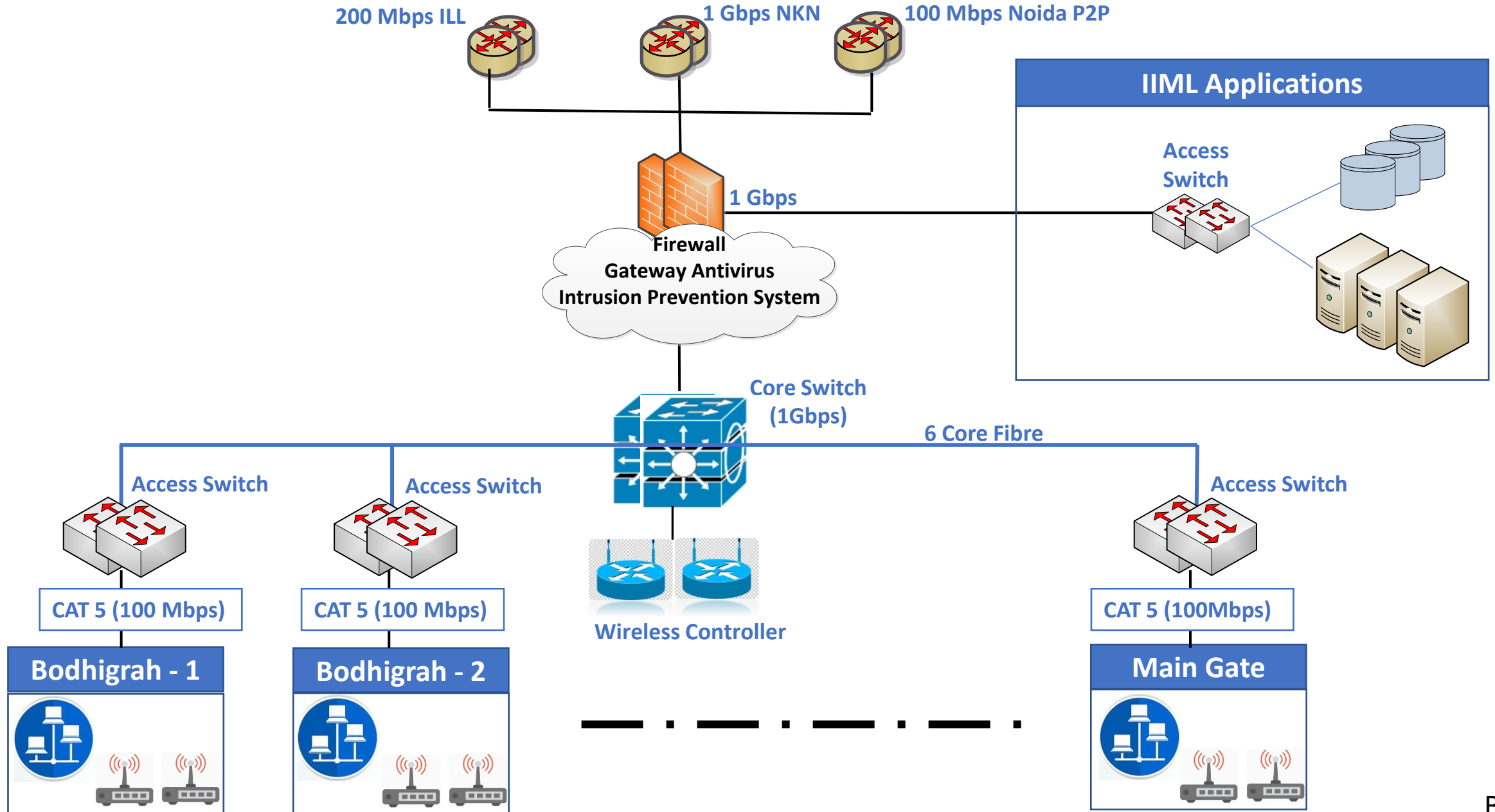


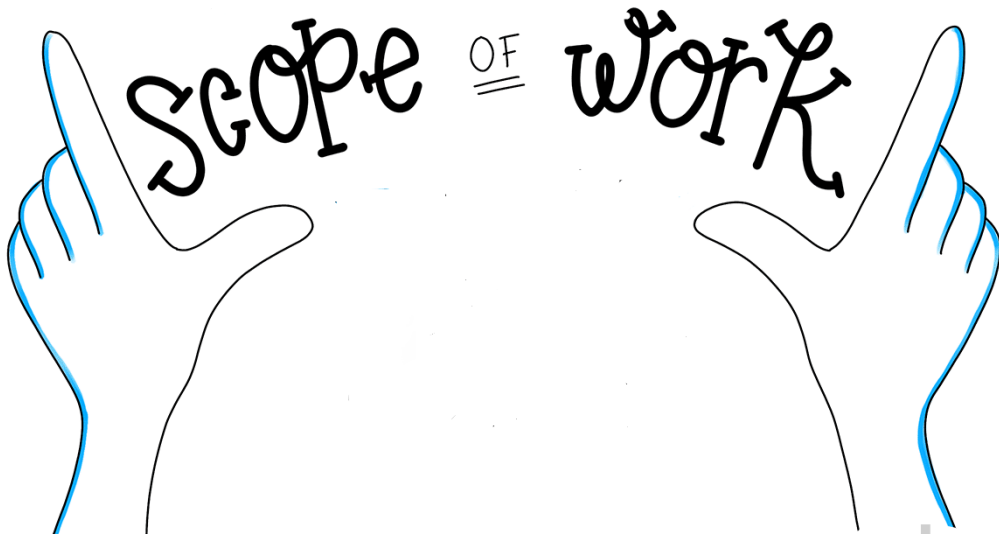
Stakeholders



Note: Lucknow/ Noida

Network Architecture: As-Is





- **Wi-fi coverage survey (Pre, post implementation)**
- **Supply of equipment , Installation, testing & commissioning**
- **Operations and Maintenance for 7 years**
 - **Technical Manpower for O&M period**
 - **Support Level assurance for longer period**
- **Equipment configuration & Training by OEM/ audited by OEM**

Proposed Network at IIML



Network Infrastructure sizing has been done to cater to next 10 years requirement



New Fiber backbone to cater to next 20+ years requirement in Campus with no single fiber route failure



Modular design of campus network to cater to unplanned requirements (new building, events)



Internet bandwidth (NKN, additional) be augmented with increase in demand



Spare reserve capacity planned for Networking equipment (switches, wireless access points & fiber backbone)

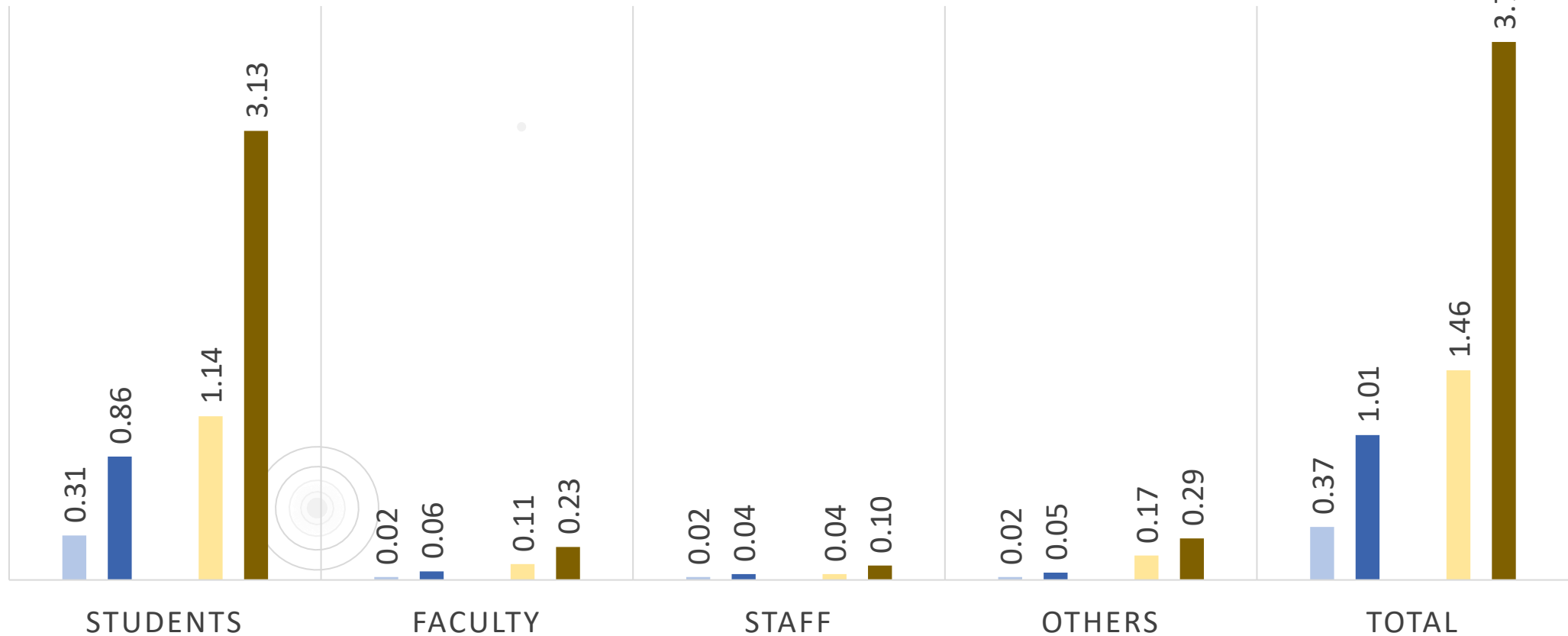


Capability for monitoring and managing Network SLAs through monitoring tools

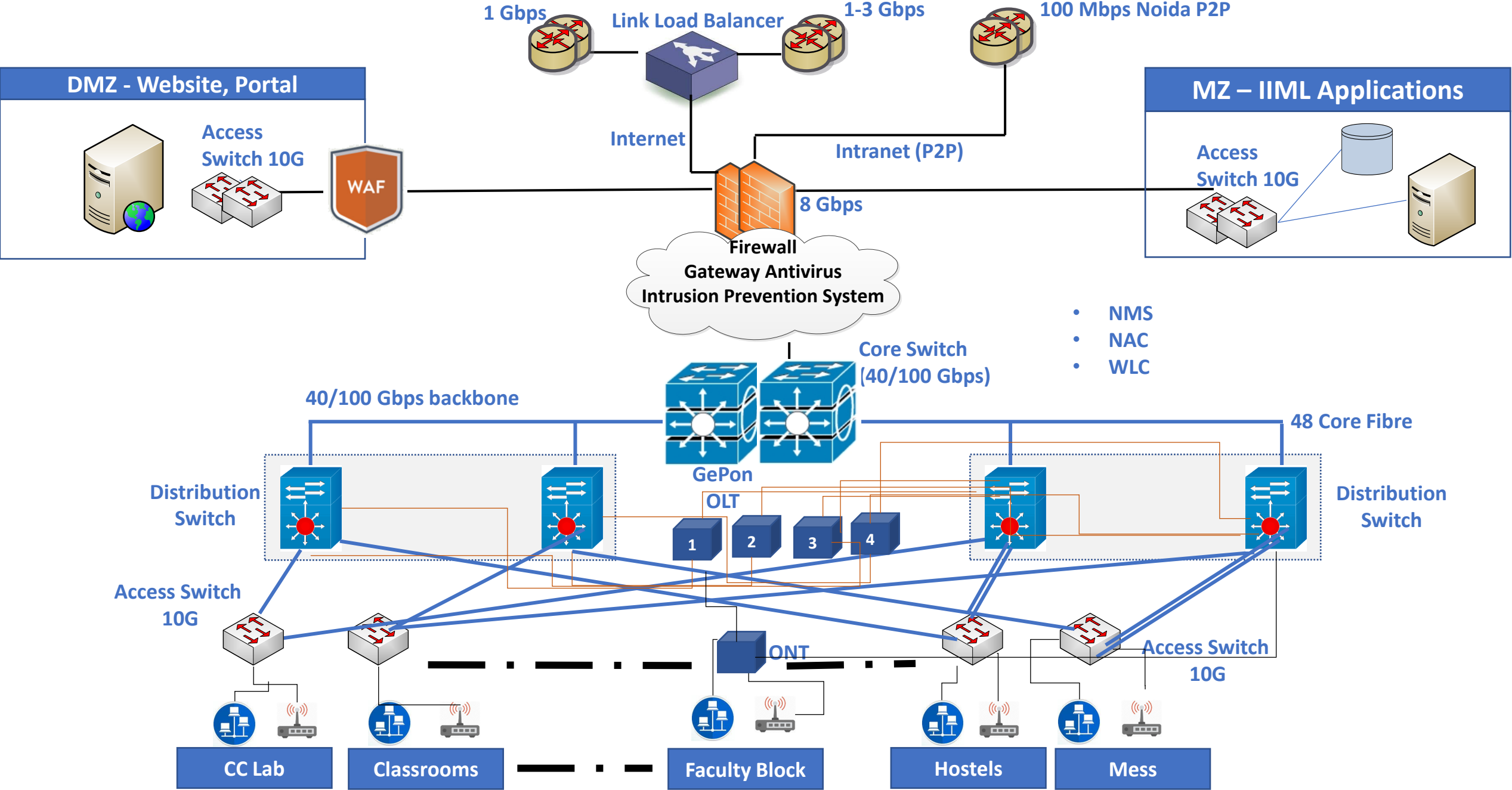
Expected ILL Usage

CURRENT ESTIMATED USAGE VS FUTURE EXPECTED USAGE (Gbps)

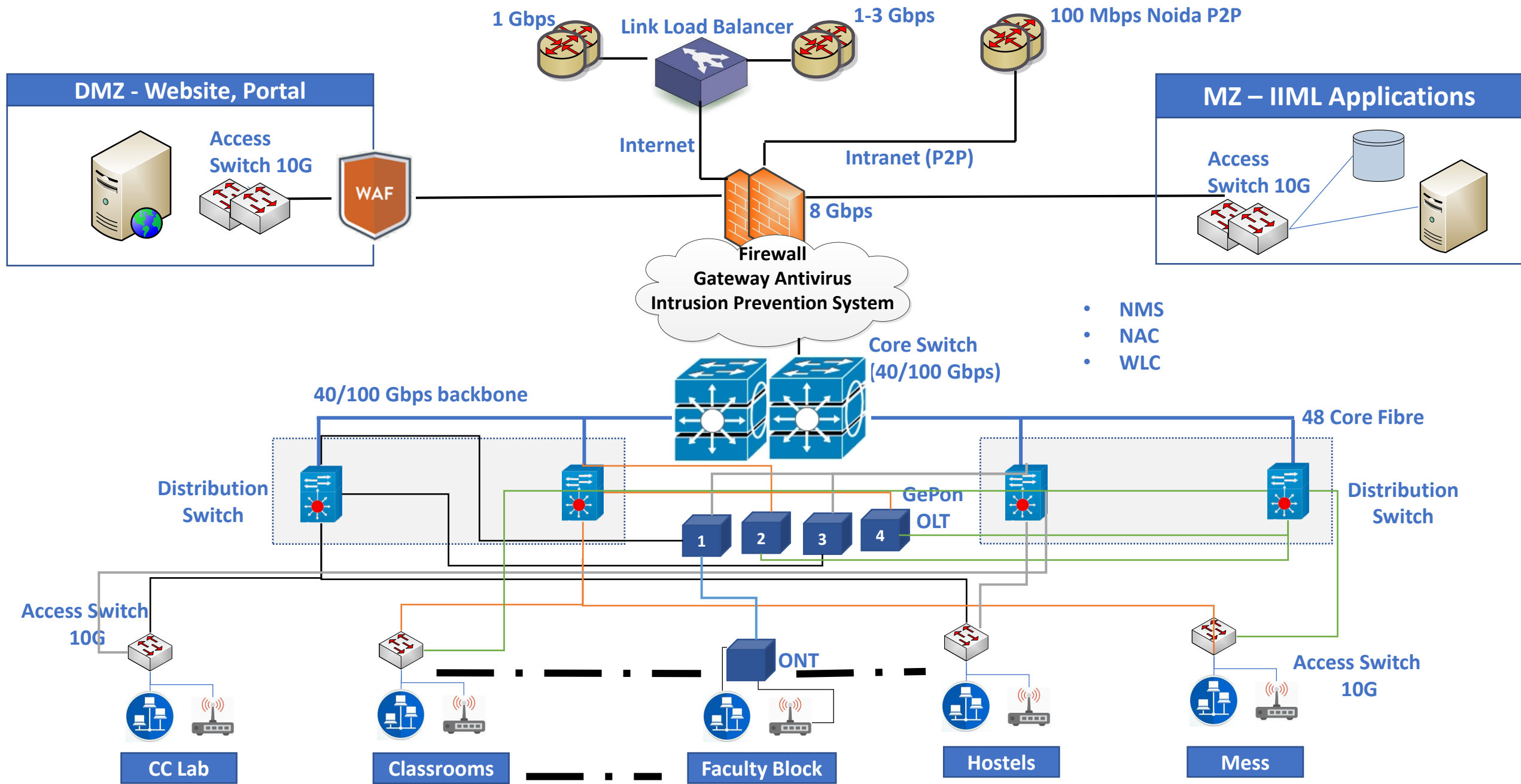
As on date (NOIDA) After 10 years (NOIDA) As on date (LKO) After 10 years (LKO)



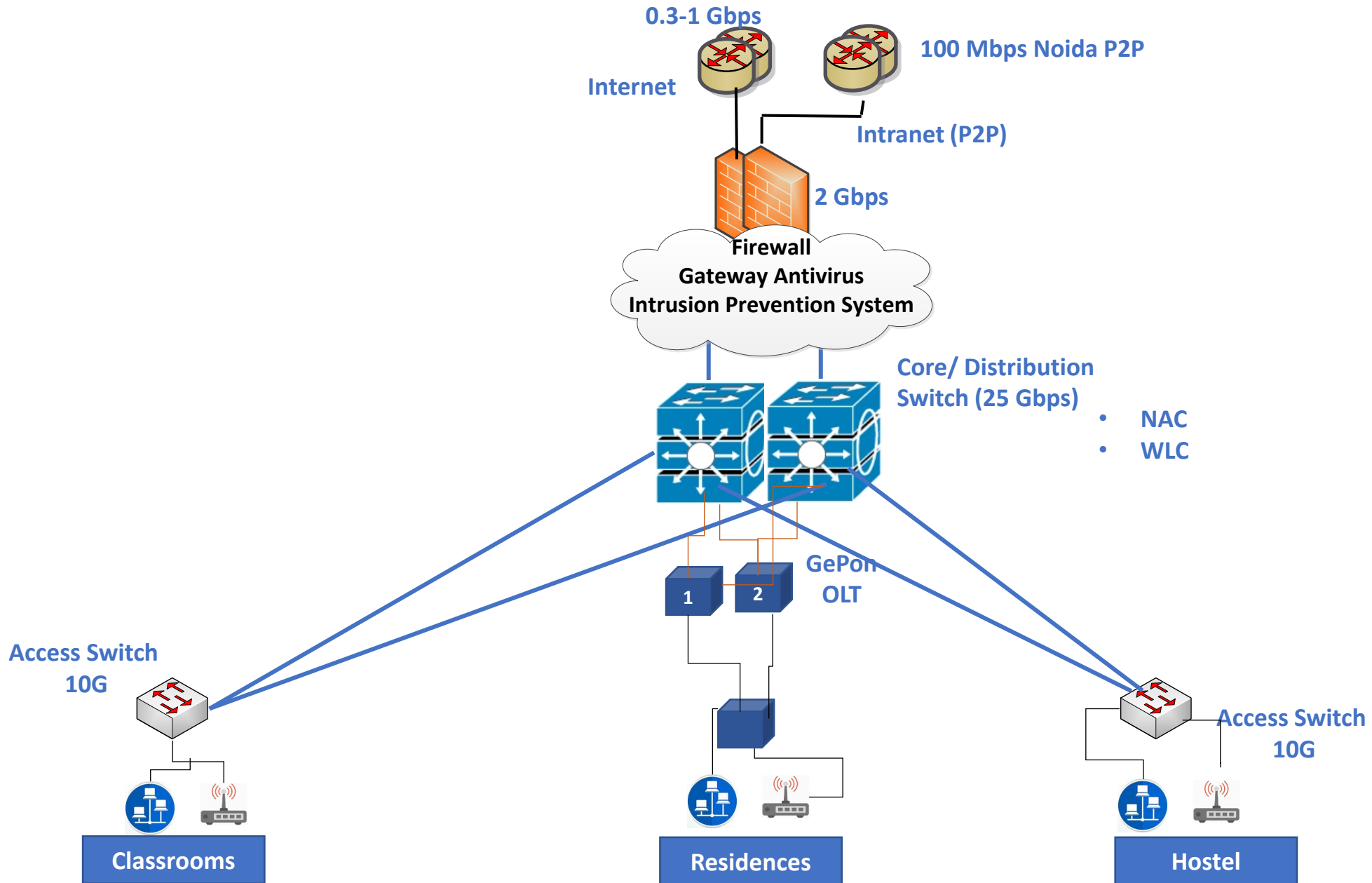
Proposed Network Architecture: Lucknow



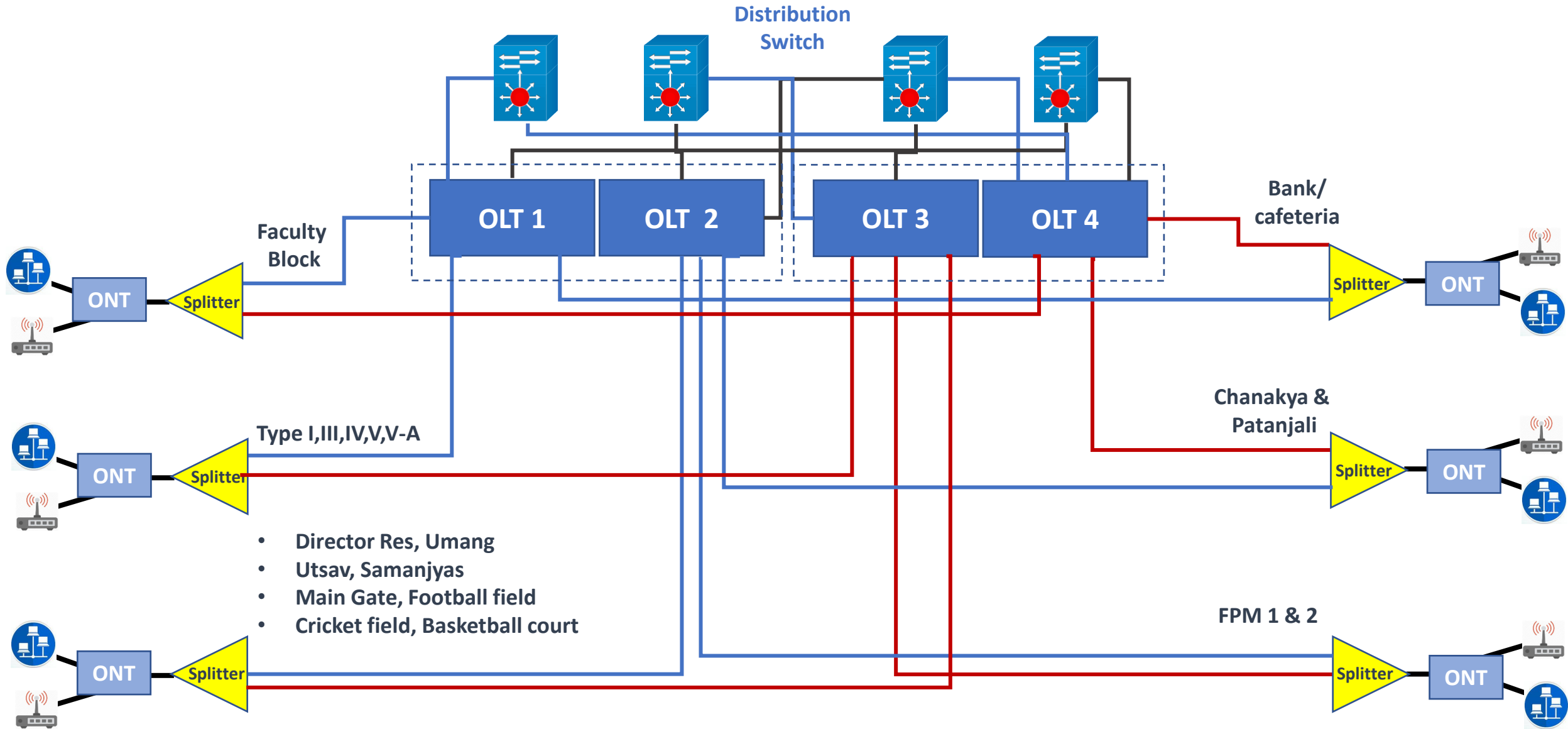
Proposed Network Architecture: Lucknow



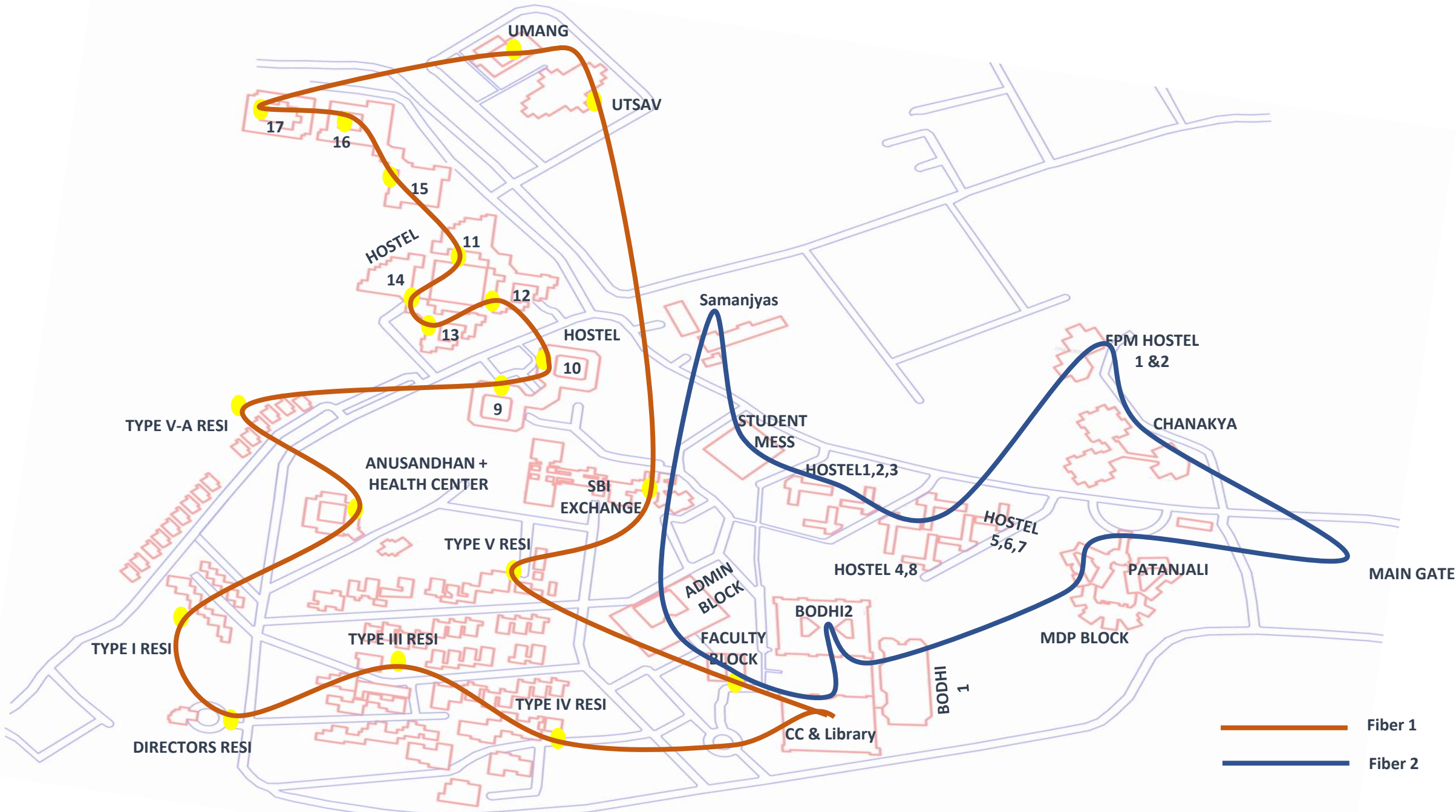
Proposed Network Architecture: Noida



GePon Network Distribution: Lucknow



Fiber connectivity



Ensuring Network availability - Redundancies



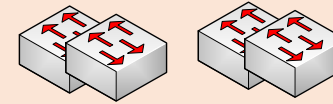
OFC

Route redundancy



Core Switch

HA



Distribution Switches

2 Virtual sets



Additional Reserves

WAP, Access switch



Residential area network availability using [GePON Technology](#)



WAP redundancy using coverage overlap



Noida – Lucknow link
Alternate: VPN tunnel on Internet link



Perimeter Security
HA

Security Features of the Proposed Network



- Next Generation Firewall with Application Security, Content inspection, Anti malware & URL filtering
- VPN connection for 4000 user
- Web Application Firewall
- Network Access Control to enforce secure policies on access devices (Laptop/PC, Mobile, Tablet)
- Network Management System (NMS) for monitoring
- WLAN Controller for WAPs
- **Single sign on** – EduRoam, Gmail, VPN, AD, Applications
- Noida to Lucknow link security with site to site VPN

Reducing local power supply dependence

- PoE switches
- Distribution s/w at DC
- Access switch – Central UPS & semi central UPS



Bill of material: Lucknow

Sl.	Work Item	Unit	Qty (Q1)
1	Active component		
1.1	Core Switch 12X40 G Port	No	2
1.2	Breakout cable 1:4 (40 to 10G) 10 mtr for NGFW & Core sw connection	No	2
1.3	Distribution Switch 24 port (12X10 G ports populated with SM) with 2X40G uplink slots	No	4
1.4	Direct attach copper (DAC) cable 40 G	No	2
1.5	Access Switch 48X1G Ethernet ports with 2X10 G uplink slot	No	2
1.6	Access Switch PoE 48X1G port with 2X10 G uplink slot	No	6
1.7	Access Switch PoE 48 (12X1/2.5/5 multigig, 36 1G) ethernet ports with 2X10 G uplink slot	No	1
1.8	Access Switch 24X1 G ports with 2X10 G uplink slot	No	2
1.9	Access Switch POE 24 ports with 2X10G uplink slots	No	5
1.10	Access switch PoE (8X1/2.5/5 G multigig, 16X1 G) ethernet port with 2X10 G uplink slot	No	24
1.11	Transreceiver 40G SM	No	16
1.12	Transreceiver 10G SM	No	80
1.13	NAC (Appliance/ Software) for 3500 devices (Lucknow & Noida)	No	1
1.14	Wireless LAN Controller with AP licenses	No	1

Sl.	Work Item	Unit	Qty (Q1)
1	Active component		
1.15	Indoor Access Points 1.6/ 2 G 4X4	No	103
1.16	Outdoor Access Points 1.6/ 2 G 4X4	No	37
1.17	Indoor Access Points 5 G 4X4	No	9
1.18	Indoor Access Points 450 Mbps 4X4	No	125
1.19	Wi-fi device 300 Mbps 2X2	No	394
1.20	Wi-fi 300 Mbps Extender	No	51
1.21	GePON OLT 16 Port	No	4
1.22	Internet Link aggregator/ Load balancer	No	1
1.23	Racks - at Computer Center for Networking equipments	No	4
1.24	Network Management Solution	No	1
1.25	GePON Network Management Solution	No	1
1.26	Ticketing solution	No	1
1.27	Single sign on solution	Subscription/ Year	3500

Bill of material : Lucknow

2	Passive components	Unit	Qty (Q1)
2.1	GePON Splitter 2:32	No	13
2.2	GePON Splitter 2:16	No	5
2.3	GePON Splitter 2:4	No	1
2.4	GePON Splitter 2:8	No	5
2.5	GePON Splitter 2:2	No	5
2.6	GePON Splitter 1:2	No	2
2.7	GePON Bridge/ PoE ONT 4 port	No	11
2.8	OFC 48 Cores	Mtrs	15,000
2.9	OFC Laying within building	Mtrs	2,000
2.10	OFC Laying outside the building	Mtrs	13,000

2	Passive components	Unit	Qty (Q1)
2.11	Cat 6A UTP (500 mtr roll)	Roll	195
2.12	Cat 6A UTP Laying	Mtrs	97,373
2.13	LIU	No	88
2.14	I/O Box,Face Playe & Gang Box with Installation	No	1,014
2.15	Drop cable (fiber)	Mtrs	39,400
2.16	Patch chord 1 mtr	No	533
2.17	Patch chord 2 mtr	No	533
2.18	Patch panel	No	53
2.19	PVC Conduit/ Channels for Laying of Cables	Mtrs	1,01,538
2.20	HDPE Pipe for OFC Laying	Mtrs	1,600

Bill of material: Noida

Sl.	Work Item	Unit	Qty (Q1)
1	Active component		
1.1	Core Switch 12X25 G Port populated with SM	No	2
1.2	Access Switch 48X1G Ethernet ports with 2X10 G uplink slot	No	1
1.3	Access Switch PoE 48X1G port with 2X10 G uplink slot	No	1
1.4	Access Switch 24X1 G ports with 2X10 G uplink slot	No	1
1.5	Access Switch POE 24 ports with 2X10G uplink slots	No	8
1.6	Access switch PoE (8X1/2.5/5 G multigig, 16X1 G) ethernet port with 2X10 G uplink slot	No	8
1.7	Transreceiver 25G SM	No	2
1.8	Transreceiver 10G SM	No	38
1.9	NAC hardware (Lic included in Lucknow sheet)	No	1
1.10	Wireless LAN Controller with AP licenses	No	1
1.11	Indoor Access Points 1.6/ 2 G 4X4	No	45
1.12	Outdoor Access Points 1.6/ 2 G 4X4	No	2
1.13	Indoor Access Points 5 G 4X4	No	
1.14	Indoor Access Points 450 Mbps 4X4	No	51
1.15	Wi-fi device 300 Mbps 2X2	No	166
1.16	Wi-fi 300 Mbps Extender	No	21
1.17	GePON OLT 8 Port	No	2
1.18	Racks - at Computer Center for Networking equipments	No	2



Bill of material: Noida

2	Passive components		
2.1	GePON Splitter 2:32	No	6
2.2	GePON Splitter 2:16	No	1
2.3	GePON Splitter 2:4	No	1
2.4	GePON Bridge/ PoE ONT 4 port	No	5
2.5	OFC 24 Cores	Mtrs	2,000
2.6	OFC Laying cost within building	Mtrs	500
2.7	OFC Laying Cost outside the building	Mtrs	1,500
2.8	Cat 6A UTP (500 mtr roll)	Roll	52
2.9	Cat 6A UTP Laying	Mtrs	25,760
2.10	LIU	No	42
2.11	I/O Box,Face Playe & Gang Box with Installation	No	322
2.12	Drop cable (fiber)	Mtrs	16,600
2.13	Patch chord 1 mtr	No	169
2.14	Patch chord 2 mtr	No	169
2.15	Patch panel	No	22
2.16	PVC Conduit/ Channels for Laying of Cables	Mtrs	20,608
2.17	HDPE Pipe for OFC Laying	Mtrs	400

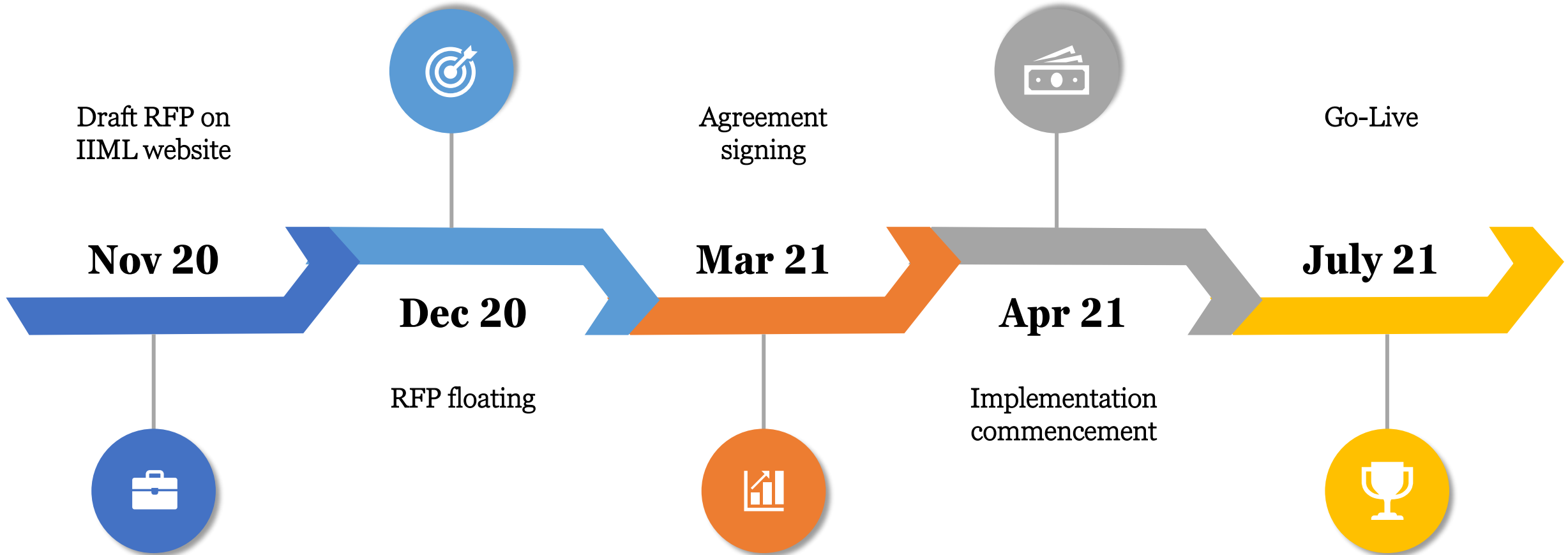


Bill of material

Sl.	Work Item	Unit	Qty (Q1)
	Security Software		
1	Appliance - Next Generation Firewall 8 Gbps combined throughput with Application Security, Content inspection, Anti malware & URL filtering	No	2
2	Annual subscription component of NGFW 8 Gbps	Subscription/Year	2
3	Appliance - Next Generation Firewall 2 Gbps combined throughput with Application Security, Content inspection, Anti malware & URL filtering	No	2
4	Annual subscription component of NGFW 2 Gbps	Subscription/Year	2
5	Web application firewall	No	1



Timelines



Discussion Point: 1



Any limitation on part of OEM?

Scalability

- Reserve OFC Cores
- Adding SFP, populating ports
- Configuring Access s/w for 2X throughput
- Repeat purchase for reserve WAP, Access s/w

Discussion Point: 2



OEM Support model

- **Maximum duration?**
 - for 0-2 + 5 Years only
 - whereas equipment performs well for 10+ Years

How to get creditable support for 10 Years?

Discussion Point: 3



OEM Support model

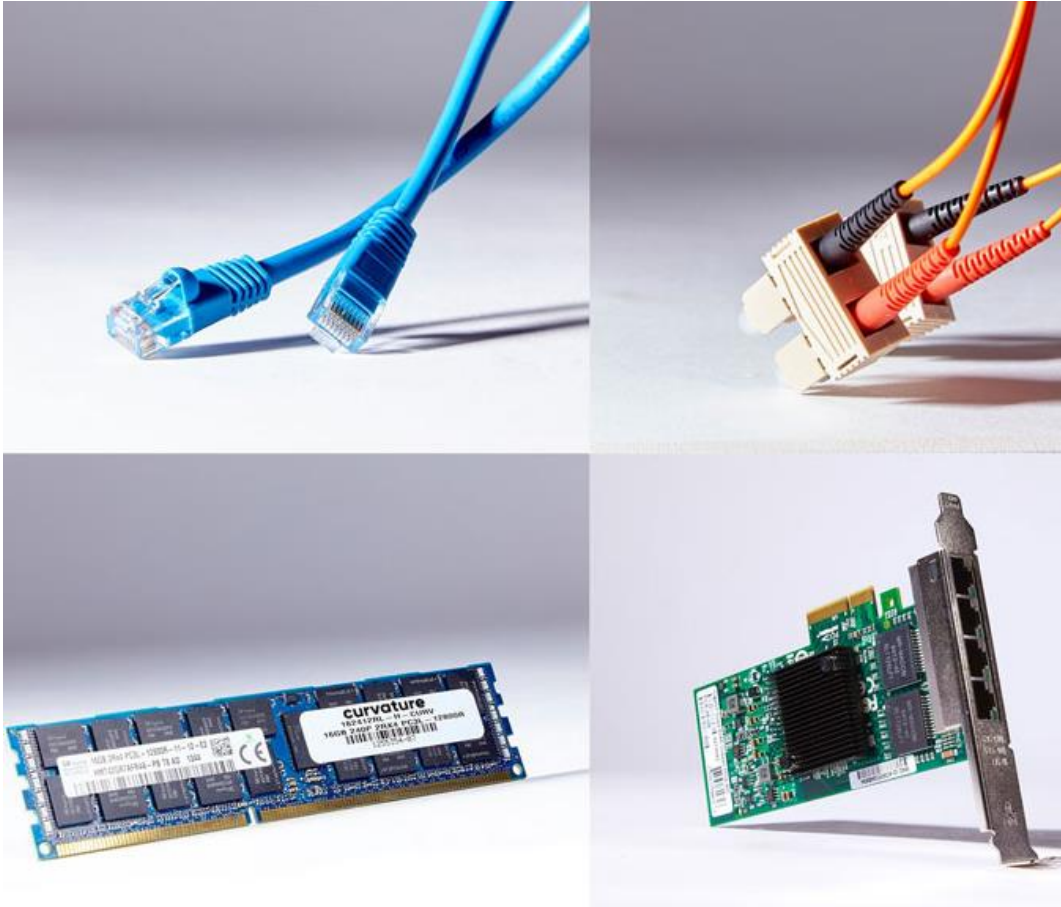
**Provides incorrect picture
of Capex & Opex:**

- **1/3/5 Years**
- **Warranty**

What is yearly support cost in % of Capex?

Any challenge in segregating Capex & Opex from Day-1?

Discussion Point: 4



OEM recommendations?

SLA

- Spares requirement to ensure 99.9% SLA

Discussion Point: 5



Dynamics of distributed delivery?

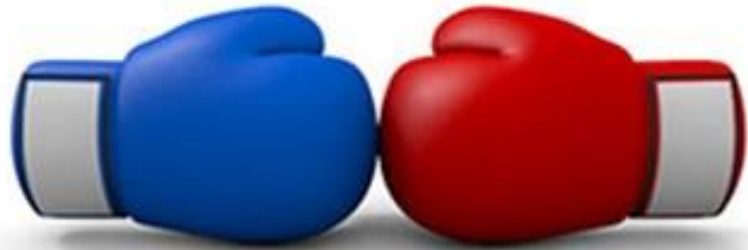
Effect of Covid on delivery timeline?

Equipment delivery

Distributed delivery:

- **Reserve, additional equipment (if required) procurement in 2nd phase, which shall be after Go-Live.**

Discussion Point: 6



CapEx vs OpEx

Capex Vs Opex model

- Option-1: Capex, Opex model
- Option-2: Opex model




Feasibility of option-2 for Project?

Discussion Point: 7

Fruitful and cordial

Cordial relations



- Transparent RFP 
- Suggestions towards Competitive advantage to an OEM & a product 
- Offensive tone in response/ suggestions 
- Publishing query/ suggestions on website???????

Discussion Point: 8

OEM's role in completing bid process in 3 months



- Site survey
- Solution design
- Specifications
- Pre bid query submission

Suggestions ???

Discussion Point: 9



OEM certificate

- MeitY Template

Suggestions ???

Thank you