



**THE FASTEST  
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IN ARMENIA**

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## **Ucom CJSC**

### **PROCUREMENT OF Monitoring system (SNMP protocol) for Sayat-Nova DC cooling system**

### **Request for Proposal**

## Request for Proposal

REPUBLIC OF ARMENIA

UCOM CJSC, PROCUREMENT OF MONITORING SYSTEM (SNMP PROTOCOL) FOR SAYAT-NOVA DC  
COOLING SYSTEM

**RFP No: UC – 252236**

### 1. General Conditions

#### 1.1 Introduction

Ucom CJSC is a broadband service provider with licenses for voice, international gateway, and Internet services.

This document comprises Ucom CJSC and appears as a Request for Proposal (RFP) for the **Procurement of Monitoring system (SNMP protocol) for Sayat-Nova Data Center cooling system.**

Ucom CJSC hereby expresses an intention to enter into a contractual agreement for the procurement of the **Monitoring system(SNMP protocol)** with specified technical specifications, subject to mutual agreement and terms specified in this RFP.

#### 1.2 Requirements

- The successful bidder is expected to supply a HW, described in the Technical requirements. **/appendix 1/;**
- The Bidder may substitute alternative solutions, provided that it demonstrates to the Purchaser's satisfaction that the use of the substitute(s) will result in the System being able to perform substantially equivalent to or better than that specified in the Technical Requirements, however before the solution modification the bidder should seek for a Purchaser's approval, beforehand.
- Required latest delivery period including production should be **30 calendar days** starting from contract signing and order placement.
- The Supplier shall provide the supporting documentation, including user manuals in the English or Russian languages.
- Along with Commercial proposal, the local suppliers/organisations of the territory of Armenia must complete and provide us with the document "**Appendix 2 for Partner Candidates**" in signed and sealed form.

**1.3 Price Proposal** - The price proposal should be prepared using the form of **Appendix 2**, specifying words and figures, as well as the various amounts and the respective currencies, delivery deadlines and payment terms. We emphasize that payment terms are a key factor in the decision making process, so having a postpaid component and minimizing the prepayment requirement will be a plus. For participants proposing a **Monitoring system(SNMP protocol)**, kindly request to provide a proposal in accordance with the technical requirements and submit their most competitive commercial offer for our evaluation.

- 1.4 It is necessary that the company or official distributor of the branded products specified in the price offer and/or subject to sale, authorizes and certifies the Participant of the RFP on its official letterhead (copy of the certificate) that the Participant of the RFP hereby has the right to sell to Ucom the products specified in the **appendix 3** in a completely new, unused condition, and the Participant must include this sealed document in his application for participation in the RFP.

## 2. Other requirements

- 2.1 Authorized representatives of the eligible bidder shall be entitled to request clarifications regarding all of the RFP documents by submitting requests by e-mails to: Mr. Hmayak Yezekyan ([hmayak.yezekyan@ucom.am](mailto:hmayak.yezekyan@ucom.am)) and Mr. Armen Mikayelyan ([armen.mikayelyan@ucom.am](mailto:armen.mikayelyan@ucom.am)). Any amendments to the RFP made as a result of a request for clarifications will be sent to all prospective Bidders.
- 2.2 At any time prior to the deadline for submission of proposals, Ucom may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Bidder, amend the RFP, cancel the RFP process, veto any, by Supplier, proposed assigned team member(s) in Supplier's team. The request for clarification and the response shall be in writing.
- 2.3 The Supplier shall bear all its costs for the tendering and RFP process. Ucom shall under no circumstance be liable for any cost for Supplier's tendering process, regardless of whether or not the Supplier is selected.
- 2.4 The proposal prepared by the Bidder and all correspondence, documents, descriptions, and instructions related to the proposal exchanged by the Bidder and Ucom shall be written in Armenian or English (Russian is also acceptable).
- 2.5 **Sample Submission for Testing Purposes:** *During the evaluation period, the bidding entity may be requested by Ucom CJSC to provide samples of the proposed product/service for thorough testing and assessment by the evaluating team, which should be provided in the agreed timing (but no longer than 14 calendar days). The purpose of this requirement is to ensure that the offered solution meets the stated requirements and standards outlined in this RFP. The Supplier shall bear the cost for the sample(s) provided.*
- 2.6 The Bidders shall submit their proposals electronically to **Mr. Hmayak Yezekyan** ([hmayak.yezekyan@ucom.am](mailto:hmayak.yezekyan@ucom.am)) and **Mr. Armen Mikayelyan** ([armen.mikayelyan@ucom.am](mailto:armen.mikayelyan@ucom.am)), **not later than June 4 of 2025 year, 18:00 (Armenia time)**, and the letter should be clearly marked **RFP No: UC-252236**.
- Later bids will be rejected by the Purchaser.**
- 2.7 Proposals shall remain valid, at a minimum of 30 (thirty) days after the deadline date for proposal submission prescribed by the Purchaser. A proposal valid for a shorter period may be rejected by the Purchaser as non-responsive.
- 2.8 For evaluation and comparison purposes, the Purchaser shall convert all proposal prices expressed in various currencies and amounts into a single currency AMD, using the selling exchange rate established by the Central Bank of Armenia on the Proposals opening date.
- 2.9 The Purchaser shall award the Contract to the Bidder whose bid has been determined to be the lowest evaluated bid and is substantially responsive to the bidding documents, provided further that the Bidder



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is determined to be qualified to perform the Contract satisfactorily. Other Contract points will be negotiable between the parties.

This RFP and other related documents (as well as the communication) included are strictly confidential, the "Receiving Party" shall keep confidential and shall not, divulge to any third party any documents, data, or other information. Failure of the Bidder to comply with the request may result in the rejection of its Proposal and further cooperation.

Notwithstanding the above point, the Receiver may furnish Confidential Information of this RFP: (i) to its support service suppliers and their subcontractors and its subcontractor to the extent reasonably required for them to perform their work under their contracts; in which event the Receiving Party shall ensure that the person to whom it furnishes Confidential Information of the Disclosing Party is aware of and abides by the Receiving Party's obligations under this point as if that person were party to the Contract in place of the Receiving Party.

## Appendix 1

The required technical specified below (RU):

### **Техническое задание**

для организации удаленного мониторинга и контроля для кондиционеров Daykin  
RZA250D/FDA250A ЦОД Саят-Нова

#### **Описание имеющихся деталей:**

1. Установлен и подключен централизованный 1 пульт Intelligent Touch Manager для управления 18 кондиционеров Daykin RZA250D/FDA250A.
2. На каждом из 18 кондиционеров имеется индивидуальный пульт модель: BRC1E51A7.
3. Все параметры работы кондиционеров (давление конденсации, температура воздуха, температура конденсации обороты вентилятора и.т.д ) выходят на индивидуальный пульт каждого кондиционера.
4. На централизованном пульте отображаются заданные значения температуры для каждого кондиционера по отдельности, а также все ошибки, проявляющиеся на кондиционерах.
5. Централизованный пульт имеет возможность удаленно отключить/выключить кондиционер, управлять оборотами вентилятора, установить и изменить заданные значения температуры.
6. Централизованный пульт имеет доступ по HTTP.

#### **Задача тендера:**

7. Необходимо создать аппаратно-программное изделие для интеграции всех данных из 18 кондиционеров описанных выше в пункте 2 с ПО StruxureWare Data Center Expert.
8. StruxureWare Data Center Expert имеет возможность получения данных по протоколу SNMP v1, v2, v3 или Modbus.

*The required technical specified below (ENG):*

**Technical Specifications**  
**for Remote Monitoring and Control System for Daykin RZA250D/FDA250A Air**  
**Conditioners at Sayat-Nova Data Center**

**Description of Existing Components:**

1. A centralized Intelligent Touch Manager control panel is installed and connected to manage 18 units of Daykin RZA250D/FDA250A air conditioners.
2. Each of the 18 units air conditioners is equipped with an individual controller (model: BRC1E51A7).
3. All operational parameters of the air conditioners (condensing pressure, air temperature, condensing temperature, fan speed, etc.) are displayed on the individual controller of each unit.
4. The centralized control panel displays the set temperature values for each air conditioner individually, as well as all errors occurring on the units.

**The centralized control panel can:**

5. Remotely turn the air conditioners on/off, control fan speed, set and modify temperature values.
6. The centralized control panel is accessible via HTTP.

**Tender Objective:**

1. Develop a hardware-software solution to integrate all data from the 18 aforementioned air conditioners (via their individual controllers) into StruxureWare Data Center Expert software.
2. StruxureWare Data Center Expert software supports data acquisition via SNMP v1, v2, v3 or Modbus protocols. The solution must ensure compatibility with one of these protocols.



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## Appendix 2

# Price Proposal

**Date of this Proposal submission:** *[insert date]*

**RFP No:** UC- 252236

**To:** Ucom CJSC

(a) **Price:** The total price of our Proposal, excluding any discounts offered in item (f) below is:

Total price is: *[insert the total price of the Proposal in words and figures, indicating the various amounts and the respective currencies]*;

(b) **Validity:** Your Proposal shall be valid 30 (thirty) days, and it shall remain binding upon us and may be accepted at any time before the expiration of that period;

(c) **Purchaser Not Bound to Accept:** We understand that you are not bound to accept the lowest evaluated cost Proposal, the Most Advantageous Proposal or any other Proposal that you may receive.

**Name of the Bidder:** *\*[insert complete name of the Bidder]*

**Name of the person duly authorized to sign the Proposal on behalf of the Bidder:** *\*[insert complete name of person duly authorized to sign the Proposal]*

**Title of the person signing the Proposal:** *[insert complete title of the person signing the Proposal]*

**Signature of the person named above:** *[insert signature of person whose name and capacity are shown above]*

**Date signed** *[insert date of signing]* **day of** *[insert month]*, *[insert year]*

\*: Person signing the Proposal shall have the power of attorney given by the Bidder. The power of attorney shall be attached with the Price Proposal.

**Please note that this document should be completed separately for each potential type outlined in the technical requirements.**



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### **Appendix 3**

## **Manufacturer's Authorization**

*[The Bidder shall require the Manufacturer to fill in this Form in accordance with the instructions indicated. This letter of authorization should be on the letterhead of the Manufacturer and should be signed by a person with the proper authority to sign documents that are binding on the Manufacturer. The Bidder shall include it in its bid]*

**Date:** *[insert date (as day, month and year) of Bid Submission]*

**RFQ No: UC – 252236**

**To: Ucom CJSC**

WHEREAS

We *[insert complete name of Manufacturer]*, who are official manufacturers of *[insert type of goods manufactured]*, *[insert the type outlined in the technical requirements]*, having factories at *[insert full address of Manufacturer's factories]*, do hereby authorize *[insert complete name of Bidder]* to submit a bid the purpose of which is to provide the following Goods, manufactured by us *[insert name and or brief description of the Goods]*, and to subsequently negotiate and sign the Contract.

We hereby extend our full guarantee and warranty in accordance with RFP requirements, with respect to the Goods offered by the above firm.

Signed: *[insert signature(s) of authorized representative(s) of the Manufacturer]*

Name: *[insert complete name(s) of authorized representative(s) of the Manufacturer]*

Title: *[insert title]*

Dated on \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_ *[insert date of signing]*

**Please note that this document should be completed separately for each potential type outlined in the technical requirements.**

**End of RFP**