REQUEST FOR PROPOSAL

for

Purchase and implementation of

Trellix Data Loss Prevention (DLP) software

in

Repco Home Finance Ltd

RFP No: RHFL/ADMIN/2025-26

DT. 11/08/2025

Invites Quotations for the Purchase and implementation of Trellix Data Loss Prevention (DLP) software in Repco Home Finance Ltd.

I. ABOUT REPCO HOME FINANCE LTD (RHFL):

RHFL is a professionally managed housing finance company head quartered in Chennai, Tamil Nadu. The company was incorporated in April 2000 to tap the growth potential in the housing finance market. We had been registered with National Housing Bank. As of now, RHFL is operating through 203 branches and 31 satellite centres in Tamil Nadu, Andhra Pradesh, Telengana, Jharkhand, Kerala, Karnataka, Maharashtra, Madhya Pradesh, Gujarat, Odisha, Rajasthan, West Bengal and Puducherry. All these branches and Satellite Centres are connected with Corporate Office through a Core Banking Platform.

II. PURPOSE OF RFP

Purchase and implementation of "**Trellix Data Loss Prevention (DLP)**" software in RHFL.

Details of the Subscription license required are furnished below.

S.No	Description	Licensing	Period	Quantity
1	Trellix Data Security Endpoint Protection Suite	Subscription-Payable Annually	1 year	1200

Requirement details for the **Trellix Data Loss Prevention (DLP) software** are furnished below.

Data Protection Solution	
Sl. No.	**Minimum Specifications for Data Protection Solution**
A	**Endpoint Data Loss Prevention**
1	The agent should Monitor content traversing across the endpoint by I/O channel (bus, Bluetooth, LPT, etc.) & Application Access.
2	The solution should notify the end user of a policy violation using a customizable pop-up message and should capture content that violates a policy and store it in an evidence repository.
3	The solution should be able to enforce policies while the endpoint system is disconnected from the corporate network and the endpoint agent should log all violations and reports into the central database when a connection to the corporate network is established.
4	The solution should be able to Identify mass storage device by vendor specific identification numbers.
5	The solution should be able to Identify content using regular expressions, key words, hash functions, Document Fingerprint Signatures and pattern matching.
6	The solution should be able to Identify content based on location and allow creation of policies based on Users and Groups.
7	The solution should provide an option of rule override which can be authorized to use an override code issued from the security administrator based on the end user's justification.

Data Protection Solution	
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8	The solution should support the deployment of agent using the Central Management Console and should have the option to upgrade future agent version from same console
	The solution should provide the compliance report which will help to identify the DLP versions being deployed in customer environment. This report can be used to identify If any EOL or older versions running in customer environmnet. Solution should have the feasibility to upgrade the systems to newer version from the same managemnet console
9	The agent should protect itself from unauthorized removal or service stoppage.
	Solution shoud have the option to identify the Rough systems in customer environmnet and provision to automate task such as alert admin or deploy the Agent
10	The solution should have an option to Encrypt/Quarantine/Monitor/Delete sensitive files found during endpoint discovery.
B	**Content Detection & Classification**
1	The solution should detect on patterns in binary file types
2	Solution should have both manual and auto clasifciation feature inbuilt
3	Manula classifcication should force user to clasify the file on office doument
4	Auto classifciation should have the capabilities to create classifciation on files downloaded from particular sites,Share folder or application
5	The solution should detect keywords/patterns based on location (beginning/end) and proximity to each other within documents.
6	The solution should detect on full *Boolean* expression for keywords and key phrases.
7	The solution should detect on Pre-built dictionaries.
8	The solution should detect and validate a wide range of sensitive data types (e.g., SSNs, CCNs, UID).
9	The solution should detect classified Proprietary File types (types that are not predefined) and on file content not on file extensions.
10	The solution should detect fingerprints contents in an automated way where the user does not have to touch the files or import hashes.
11	The proposed solution should provide the ability to the end user to manually classify the solution on the endpoint.
12	The Proposed solution should provide Policy enforcement with combined automatic and manual classifications
13	The proposed solution DLP Discover should detect and identify automatic classifications on files set by DLP Endpoint
14	Single place to define clasiification and same should be used inEndpoint or network DLP. This is to avoid defining same clasification multiple times
15	The DLP discover solution should apply automatic classification, and embeds the classification Tag ID into the file format.

Data Protection Solution	
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C	**DLP Policy Creation**
1	The solution should have the ability to define a single set of policies based on content, sender/recipient, file characteristics and communications protocols once and deploy across all products.
2	The solution should provide Out of the Box Rule Sets.
3	The solution should create policies that support full boolean expression for keywords/patterns (not just and/or).
4	The solution should provide directory based policies to selectively monitor downloads based on user, business units, or directory groups, specific groups of computers and specific groups of users.
5	The solution should provide ability to configure policies to detect on fingerprints and files from share/repository/date created etc.
D.	**Incident Management**
1	The solution should provide the ability to detect Policy violation which retains the source IP address, destination IP address, protocol, sender e-mail address, recipients e-mail address and SMTP Headers.
2	The solution should provide ability by which Incidents can be assigned automatically to reviewers.
3	The solution should provide the ability for Incidents to be sorted by severity level, sender, recipient, source, destination, protocol, and content type.
5	Incident views can be customized based on content pertinent to the reviewer's role and preferences.
6	The solution should provide an inbuilt Case Management Tool.
7	The solution should provide the ability for Case content to be exported with full content and attachments for review by an external reviewer.
8	The solution should have the provision to purge the incidnets from the central management console based on defined criteria by customer. For exmaple purge incidents beyond 12 months or purge incidents related to particular policy
9	Solutions should also have the provision to purge associated evidence files with the incidents from the same management console
E	**Forensics/Investigation**
1	The solution should have the ability to store and index the capture event data with appropriate metadata (date/time, user, protocol).
2	Should be able to capture all the data flowing outside of the network even if there is no policy configured to match the data. This data should be used later to do a search for after the fact incident so the the admin can do a forensic investigation.
E	**DLP Reporting**
1	The solution should generate reports in PDF, Excel or CSV format.

Data Protection Solution	
Sl. No.	Minimum Specifications for Data Protection Solution
2	The solution should develop reports built around stakeholder requirements such as top Policy Violations, Senders, Content Type, Protocol, Historical Reports etc.
F	DLP Management
1	The network DLP solution should support configuration and management of DLP appliances from a single interface and should automatically distribute unified polices and rules to specific or to all appliances.
3	The solution should check the health status of any managed appliance, including CPU utilization, disk utilization, and network throughput etc.
4	The Policy management should include the following features and options: A. Selection of data type(s) and user group(s) – using Active Directory. B. Enable exceptions - allowed users. C. Traffic direction - enforce on outbound or interdepartmental traffic. D. Pre-defined policies and content data types.

III.   SCOPE OF WORK:

- Vendor will be responsible for the supply, installation, configuration, integration, and support of Trellix Data Loss Prevention (DLP) software
- Customize DLP policies to align with the organization's data protection and compliance requirements
- Set up data classification rules, data flow monitoring, and incident response mechanism
- Configure alerting, reporting, and dashboard functionalities
- Provide administrator-level training for IT/security staff.
- Provide user-awareness training materials to educate employees on DLP policy and usage.
- Provide detailed documentation, including installation guides, user manuals, and policy definitions.

IV.   PARTICIPATION METHODOLOGY:

- Either the vendor/partner/distributor/System Integrator on behalf of the OEM or OEM itself can submit proposals, but both cannot submit simultaneously for the same item/product.

- Interested Vendors are advised to go through the entire document before submission of their proposals to avoid any chance of elimination. The eligible vendors desirous of taking up the project are invited to submit their technical and commercial proposal in response to this RFP. The criteria and the actual process of evaluation of the responses to this RFP and subsequent selection of the successful vendor will be entirely at RHFL's discretion. This RFP seeks proposal

from vendors who have the necessary experience, capability and expertise to supply Trellix DLP software license adhering to RHFL's requirements outlined in this RFP.

V. PERIOD OF CONTRACT

The contract will be valid for One year from the date of renewal of the license.

VI. PRE-QUALIFICATION CRITERIA

1. Partnership Firm/ Public or Private limited Company / Government Institutions / Public Sector / Private Companies / Any other entity, those have completed three years of business after the date of incorporation of business.
2. Minimum turnover of Rs.2 crores in last two financial years.
3. Bidder/OEM must have supplied and installed Trellix DLP software to Govt Institutions / Public sector Banks / private sector Banks / large corporates across the country. A Satisfactory supply completion letter from customer has to be provided.
4. The applicants must have their Corporate Office / Branch Office in Chennai.
5. The participating vendors should submit a declaration that they have not been blacklisted by any organization elsewhere for a minimum period of proceeding FIVE years from the date of submitting the proposals. Any vendor who has been blacklisted and has appealed against the blacklisting and is awaiting a final verdict will be considered ineligible to participate in this process.
6. The participating vendors must have valid Registration of GST and PAN. Copies of the same should be enclosed.
7. The vendor/partner/distributor/System Integrator should submit Manufacturer Authorization Form (MAF) obtained from OEM.

VII. METHOD OF SUBMISSION:

A large size cover containing the following Technical and Commercial details should be submitted to Chief Operating Officer in Corporate Office.

1. Technical details clearly describing the company profile, past work history with client list, proof of eligibility criterion No. VI should be submitted in a sealed envelope super scribing the envelope with **"Technical Proposal for the Purchase and implementation of Trellix Data Loss Prevention (DLP) software".**
2. The Commercial Proposal should be submitted in another sealed envelope super scribing the envelope with **"Commercial Proposal for the Purchase and implementation of Trellix Data Loss Prevention (DLP) software".**

Both the sealed envelopes should be submitted to the following address in a large size sealed envelope super scribing with **"Proposal for the Purchase and implementation of Trellix Data Loss Prevention (DLP) software" on or before 26-08-2025, 05:00 pm by Speed Post/Courier.**

The Chief Operating Officer,
Repco Home Finance Ltd.,
III Floor, Alexander Square,
#2, Sardar Patel Road, Guindy,
Chennai – 600 032.

After the closing date, the envelope containing the Technical proposal will be unsealed first by RHFL's Technical / Purchase Committee. The envelope containing the Commercial proposal will be unsealed only if the Technical proposal submitted by the vendor consists of the specification details as mentioned in "Requirement Details" and also the submission of necessary documentary proof for the details mentioned in "Pre-Qualification Criteria".

If the cover does not contain Technical and commercial proposals in separate sealed envelopes, then the same will not be considered by our Technical / Purchase Committee and the cover will be returned back to the vendor.

VIII.   Selection of Vendor:

a. Preliminary Scrutiny:

❖ The Company will scrutinise the technical proposals received to determine whether they are complete in all aspects as per the requirement of RFP, whether the documents have been properly signed, whether items are offered as per RFP requirements and whether technical documentation as required to evaluate the offer has been submitted.

❖ Prior to detailed evaluation, the Company will determine the substantial responsiveness of each proposal to RFP. Substantial responsiveness means that the proposal conforms to all terms and conditions, scope of work and proposal is submitted without any deviations.

❖ Proposals will be rejected if only one (i.e. Technical proposal or Commercial proposal) is received.

b. Clarification of offers:

❖ During the process of scrutiny, evaluation and comparison of offers, the Company may, at its discretion, seek clarifications from all the vendors /any of the vendors on the offer made by them. The vendor has to respond to the company and submit the relevant proof /supporting documents required against clarifications, if applicable.

The request for such clarifications and the vendor's response will necessarily be in writing and it should be submitted within the time frame stipulated by the Company.

❖ The Company may, at its discretion, waive any minor non-conformity or any minor irregularity in the offer. Company's decision with regard to 'minor non-conformity' is final and the waiver shall be binding on all the vendors and the Company reserves the right for such waivers.

c. Evaluation:

❖ After the closing date, the Company will evaluate the proposal submitted by the vendors under this RFP. The proposal will be evaluated by a Committee of officers of RFHL. If warranted, the company may engage the services of external consultant for evaluation of the proposal. It is Company's discretion to decide at the relevant point of time.

❖ The envelope containing the Technical proposal will be unsealed first by RHFL's Internal Committee. The envelope containing the Commercial proposal will be unsealed only if the submission of necessary documentary proof for the details mentioned in "Pre-Qualification Criteria" are available.

❖ If the cover does not contain Technical and commercial proposals in separate sealed envelopes, then the same will not be considered by our Internal Committee.

❖ The offer in commercial proposal must be made in Indian Rupees only.

❖ The commercial should contain percentage of applicable tax explicitly.

❖ The Price Validity should be at-least for a minimum period of 30 days from the last date of receipt of bids for this RFP.

d. Award of Work:

❖ On completion of evaluation process of Indicative Technical & Commercial proposals, purchase order will be issued to the vendors, who is technically competent and commercially viable, post negotiation, if required.

❖ The work order shall be awarded and the order shall be placed on selected vendor, who is technically competent and commercially viable.

❖ The selected vendor shall submit the acceptance of the order within seven days from the date of receipt of the order. No conditional or qualified acceptance shall be permitted. The effective date for start of provisional contract with the selected vendors shall be the date of acceptance of the order by the vendor.

❖ Company reserves its right to consider at its sole discretion the late acceptance of the order by selected vendor.

❖ The shortlisted vendor/s will be required to customize the services as per requirement of the Company at the rates not higher than the agreed rate finalized under this RFP.

❖ The Company shall be under no obligation to accept the lowest or any other offer received in response to this tender and shall be entitled to reject any or all offers without assigning any reason whatsoever. Further, the company can scrap the project at any time without assigning any reason whatsoever. Canvassing in any form will lead to disqualification.

❖ Payment – 100% against the installation and activation of the license.

e. Penalty

❖ Ordered licenses should be delivered within one week from the date of placing the order. In the event of the licenses not being delivered within stipulated time, an amount of Rs. 100 (Rupees One Hundred only) will be levied as penalty for delaying every day.

IX.   GENERAL CONDITIONS:

1) This RFP is not an offer by RHFL, but an invitation to receive responses from the eligible vendors. No contractual obligation whatsoever shall arise from the RFP process unless and until a formal contract is signed and executed by duly authorized official(s) of RHFL with the selected vendor.

2) The purpose of this RFP is to provide the vendor(s) with information to assist preparation of their technical / commercial proposals. RHFL may in its absolute discretion update, amend or supplement the information in this RFP.

3) RHFL, its employees and advisers make no representation or warranty and shall have no liability to any person, including any applicant or vendor under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this RFP or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the RFP and any assessment, assumption, statement or information contained therein or deemed to form or arising in any way for participation in this process.

4) RHFL, also accepts no liability of any nature whether resulting from negligence or otherwise, howsoever caused arising from reliance of any vendor upon the statements contained in this RFP.

5) The issue of this RFP does not imply that RHFL is bound to select a vendor or to appoint the selected vendor for the Purchase process and RHFL reserves the right to reject all or any of the vendors or proposals without assigning any reason whatsoever.

6) Failure to furnish any or all information required by the document or to submit a proposal not substantially responsive to the RFP in all respect will be at the vendor's risk and may result in rejection of the proposal.

X.   RESOLUTION OF DISPUTES

All disputes and differences of any kind whatsoever, arising out of or in connection with this offer or in the discharge of any obligation arising under this offer (whether during the course of execution of the order or after completion and whether beyond or after termination, abandonment or breach of the Agreement) shall be resolved amicably. In case of failure to resolve the disputes and differences amicably the matter may be referred to a sole arbitrator mutually agreed upon after issue of at least 30 days' notice in writing to the other party clearly setting out there in the specific disputes. In the event of absence of consensus about the single arbitrator, the dispute may be referred to joint arbitrators; one to be nominated by

each party and the said arbitrators shall appoint a presiding arbitrator. The provisions of the Indian Arbitration and Conciliation Act, 1996, shall govern the arbitration. The venue of arbitration shall be Chennai, INDIA.

XI. LEGAL DISPUTES AND JURISDICTION OF THE COURT:

The Company Clarifies that the Company shall be entitled to an injunction, restraining order, right for recovery, specific performance or such other equitable relief as a court of competent jurisdiction may deem necessary or appropriate to restrain vendor/prospective vendor from committing any violation or enforce the performance of the covenants, obligations and representations contained in this RFP. These injunctive remedies are cumulative and are in addition to any other rights and remedies the Company may have at law or in equity, including without limitation a right for recovery of any amounts and related costs and a right for damages.

All disputes and controversies between RFHL and vendor shall be subject to the exclusive jurisdiction of the courts in Chennai and the parties agree to submit themselves to the jurisdiction of such court as this RFP/contract agreement shall be governed by the laws of India.

XII. DISCLAIMER:

RHFL reserves the right not to consider the proposals submitted by any vendor without assigning any reason whatsoever. Bringing any outside influence will lead to disqualification.

XIII. GRIEVANCE MECHANISM:

Any Vendor participating in this process but aggrieved by the decision of the Company may submit his/her representation in writing (within 10 days of completion of the process) to:

**The Chief Operating Officer,
REPCO HOME FINANCE LTD,
Third Floor, Alexander Square,
New No: 2, Sardar Patel Road, Guindy,
Chennai - 600 032.**
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