

**KAKINADA SMART CITY CORPORATION LIMITED**

**Nme of the project : Request For Proposal for Selection of System Integrator to Implement Smart City Solutions**  
**RFP NO: KSCCL/SYSTEM INTEGRATOR/2016/1 dated 19-12- 2016.**

**Pre-bid meeting was held on 09-01-2017 at 11.00 Hrs at the meeting hall in O/o Municipal Corporation, Kakinada**

**The following officers participated in the meeting:**

Sri S.Aleem Basha, Managing Director, KSCCL, Kakinada  
Sri C.Vijay Kumar,(Superindent Engineer),KMC  
Sri M.V. Suryanarayana, Executive Engineer-(Projects).  
Sri Dr.V.V.S.Murthy (Chief Technical Officer)  
Sri M.V.Raja Rao (Manager Civil),KSCCL  
Sri Giridhar Sai, Technical officer,KMC  
Sri Sirish Kumar, Superintendent,KMC

**The following representatives of the firms have participated in the meeting:**

1. Vallvri Technology Accelerators- Managing Director
2. Trimax IT Infra & Services Ltd- Sri Rahul Jambade
- 3.Legrand India- Sri V.Suresh
4. Lapis Technologies- Sri N.A.Raju
- 5.Lapis Technologies- Sri T.V. Sudhakar
6. OROPRISE Solutions Pvt Ltd- Sri Deepak Kumar
7. Hewlet Pakard Enterprises- Sri Syed Nishaiuddin
8. HP INC- Sri Saradundu Dinda
- 9.Microcare ,Hyderabad- Sri P.K.Chowdary
- 10.IBM-Sri Alex George
- 11.Honeywell- Sri Akash
- 12.Sri Sasi Bhushan
- 13.CE Info System- Sri Venkat Krishna
- 14.Comvision India Pvt Ltd-Sri Bhutindu B Tahar
- 15.Sterlite Tech- Sri Vijaya
- 16.Sterlite - Sri Gaurav
- 17.MatrixSecurity & Surv Pvt Ltd- Sri C.Aruna
- 18.Zinity -Sri Sunil
- 19.Videonetics-Sri Ravi Kumar
- 20.Ecentric-Sri Srikanth
23. L&T- Sri Shaishar
- 24.Vorhista- Sri Aditya
- 25.HPE-Sri Sriakanth M
- 26.BSNL- Sri K.Naveen
- 27.Cache Pen-Sri S.Gindhu
- 28.HTE-Sri Swaroop.M
- 29.BSNL,DE-Sri T.V.V.Satyanaryanaa
- 30.BSNL-Sri K.Anantham
- 31.AP XXXX-Sri G.Nageswara rao
- 32.BSNL,DGM,RMY-Sri A.V.Krishna rao
- 33.BSNL-Sri Satyanarayna
- 34.Wipro- Sri A.J.V.Prasad
- 35.Getmyparking-Sri Hari Prasad.K
- 36.HPE Software- Sri Rajasekhar
- 37.HPE-Sri Amit Tiwari
- 38.Newgen Software- Sri V.Venu Madhava
- 39.Kelton Tech- Sri Kishna Soutena
40. MACA FEE INTEL Sri Mandan Mishra
- 41.Quesscorp- Sri J Venkat
- 42.Quesscorp- Sri Harshal

21.CISO-Sri Vijaya Madiraju  
 22. L&T -Sri Vignesh.N  
 45.PTC -Sri P.Ravi Kumar  
 46. ICAFS Ltd- Sri M.S.Prasad  
 47.Fluent grid- Sri Shaik K.Vali  
 48. CISCO- Sri Sunil  
 48.CISCO- Sri Prasad Rao  
 49.HFCC -Sri Sujath Kumar  
 50.Wavelight solutions-Sri K.Rohit Kumar  
 51.Oracle India

43.HUAWEI- Sri Nikhil Sharma  
 44.Fugenic- Sri P.Anil Kumar  
 52.VAGGN INFRA- Sri Shanmuga Mohan  
 53.INTEL- Sri Manisumodu  
 54. TQIMAX- Sri B.Chandra Sekhar  
 55.HIKVISION INDIA- Sri Balakrishna  
 56.Sensosecurity- Sri K.Adam  
 57.DELL- Sri Surya  
 58.Vehant Technologies  
 59.Srikanth akshara

Replies of the Prebid Queries held on dated 09-01-2017 at 11.00 Hrs in meeting hall of Kainada Municipal Corporation, Kakinada  
 VOLUME - 1

S.no	PART	PAGE	Clause NO.	Description in bid document	Query made by the bidder	Modification suggested by the bidder	Clarification given by the KSCCL	Amendment/ Corrigendum proposed
1			<b>General</b>		Who is the current primary and secondary ISP for DC and DR and what is the current status for connectivity		<b>New DC &amp; DR are required to be built by SI.</b>	<b>Refer to Addendum_1</b>
2			<b>General</b>		DG Sets: Who will responsible for diesel.		<b>To be provided by SI during the Contract period.</b>	
3	Vol-1	ii	General	Key Dates - Last Date and Time for Online Receipt of Bids Date : 25 -01 -2017,	Looking at the complexity of this RFP, site survey requirements and various clarification points, it is requested to extend the submission timelines to at least 4 weeks after the Prebid response is received.		<b>Refer Corrigendum</b>	
4	Vol-1	1	1.2	Development of a robust ERP system to optimize internal operations and enhance citizen delivery.	We have a home grown framework based solution which can cater to the needs to the governance solution. We would like to propose this solution instead of an ERP solution. Please confirm that the bidder is free to choose the type of the solution.		<b>Scope revised.</b>	<b>Refer to Addendum_1</b>
5	Vol-1	2	1.4	Introduction Fact Sheet - Method of Selection: The method of selection is QCBS – Quality cum Cost based Selection.	As the Method of selection is QCBS, please provide the approximate approved budget of this project so that the solution components can be estimated accordingly		<b>To be ascertained by the Bidder</b>	

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6	Vol-1	6	2.2 Eligible Bidders	Consortium #	We request that Consortium partner be allowed to offer its Product as OEM to other Lead Bidders or Consortia. <i>Justification:</i> Since the bidder may have products /solutions that other bidders or SI's may be interested to offer for this bid, we request that the Consortium partner may also be allowed to offer their products as an OEM to other bidders.		<b>No change in original clause</b>	
7	Vol-1	6	Sec 2.2	Eligible Bidders- Sole Bidder	in place of Should be registered in India under Companies Act 1956/2013 or as amended	in place of Should be registered in India under Companies Act 1956/2013 or <b>LLP Act 2008</b> or as amended	<b>Accepted</b>	<b>Refer Corrigendum</b>
8	Vol-1	6	Sec 2.2	Eligible Bidders- Consortium #	One of the consortium member should lead the consortium and should be registered in India under Companies Act 1956/2013 or as amended	One of the consortium member should lead the consortium and should be registered in India under Companies Act 1956/2013 or <b>LLP Act</b>	<b>Accepted</b>	<b>Refer Corrigendum</b>
9	Vol-1	6	2.2 Eligible Bidders	Consortium # - - Max 3 companies are allowed in a consortium	We strongly suggest to extend the limit of consortium partners from 3 to 4. One consortium partner can be service provider like an ISP.The System Integrators can have following major experiences - (1) ERP system integrator (2) CCTV surveillance Integrator (3) ICT, large projects (4) ISP/ Connectivity solution provider. (5) Transport (RLVD, ATCS) System Integrator / Solid Waste Mgmt , so it is very rare that a single SI will have all the experience and we do not want to loose on our TQ points and at the same we want to offer expert and experienced system integrators.		<b>No Change in Original Clause</b>	
10	Vol-1	8	2.8	Earnest Money Deposit	1. Bidder will sign the Contract which contains mutually agreed terms and conditions. Any delay on this front shall not be taken as delay. Both parties are equally responsible for completing this task.		<b>Agreement shall be entered as per time schedule given in LOA</b>	

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					2.. In case of a successful bidder, if the bidder fails to submit the performance bank guarantee and/or sign the mutually agreed contract containing the mutually agreed terms and conditions in accordance with this RFP.		<b>No Change in Original Clause</b>	
11	Vol-1	13	2.15	Commercial Bid shall be as per the format provided in Section8. Bidders shall give the required details of all applicable taxes, duties, other levies and charges etc. in respect of direct	As per commercial bid format per unit applicable Tax amount will be mentioned in column No.6. What will be the required details of the tax will be provided other than Unit Tax amount within Commercial Bid Format as a single column provided for tax in format. Requested clarity on the same		<b>No Change in Original Clause</b>	
12	Vol-1	14	SEC:2.16;	No Deviation Certificate to be provided	Request for deviations based on final design		<b>No Change in Original Clause</b>	
13	Vol-1	14	2.16	Deviations and Exclusions	It is requested to permit submission of deviations at the time fo bid submission. We understand that the same will be amicably discussed and a mutually agreeable language will be binding on both the parties. Hence, we request for a clarification that the No Deviation Certificate shall not be applicable and that it is permitted to submit with deviations.		<b>No Change in Original Clause</b>	
14	Vol-1	14	2.21	In the event of any assumptions, presumptions, key points of discussion recommendation or any points of similar nature submitted along with the Bid, Authority reserves the right to reject the Bid and forfeit the EMD.	In response to bids with such vast scope it is always possible that the solution provider have made assumptions - major or minor. It is always better to have such assumptions brought out as part of the response itseld so that the same can be discussed and a final conclusion can be arrived through mutual discussions. This will help in keeping expectations from both sides (bidder and the department) clear to all stakeholders.Please allow bidder to keep assumptions, legal recommendations etc which are indicative of openness, completeness in providing proper solution.And strongly request the department to remove this clause which says EMD will be forfeited. No serious bidders can actively participate in case such clauses remain in the RFP.		<b>No Change in Original Clause</b>	

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15	Vol-1	14	2.17	Total responsibility	1. Bidder will issue undertaking that deliverable will work as per the mutually agreed specifications and not the defect free operation.		<b>No Change in Original Clause</b>	
					2. Bidder will adhere to the terms and conditions of its proposal.		<b>No Change in Original Clause</b>	
					3. Bidder will endeavor to deliver services or deliverables as specified and committed in its proposal.		<b>No Change in Original Clause</b>	
					4. RFP may contain several other performance or delivery or product parameters which will apply only if Bidder has accepted them under its Proposal.		<b>No Change in Original Clause</b>	
					5. Bidder will deliver its services or deliverables to meet its proposal. Client shall choose a Bidder basing on its Proposal.		<b>No Change in Original Clause</b>	
16	Vol-1	15	2.22	confidentiality	Since the master Agreement with Authority contains the clause of Confidentiality at the organizational level(which includes all employees and personnel), the separate NDA with employees of the Bidder shall be dropped.		<b>No Change in Original Clause</b>	
17	Vol-1	15	2.23	The bidder's bid is conditional and has deviations from the terms and conditions of RFP.	Please permit for minor deviations(if in case found required during solutioning) . For eg: as per TRAI regulation bidders are not permitted to resell bandwidth. And therefore we would not resell bandwidth to the department. If that be in the scope of work, we would like to mark / highlight the same as deviation and bring it to dept's notice. Please acknowledge and accept the request to allow minor deviations. Please note: technically we will not deviate; however certain		<b>No Change in Original Clause</b>	
18	Vol-1	16	2.24.3	Replacement	It is requested to clarify that the provisions of this clause shall apply only to Key Personnel and not to all individuals placed by the Bidder.		<b>Applicable only to the Key Personnel only</b>	
19	Vol-1	16	2.24.1 and 2.24.3	Continuity of the personnel & Replacement	Exceptions of Death, disability, termination and resignation of the key personnel or employees need to be considered for these clauses.		<b>Clause is clear</b>	
20	Vol-1	17	2.24.4	High Attrition	Attrition is the internal matter of the Bidder and hence Authority should not interfere with the HR Policies of the Bidder. Hence this clause need to be deleted.		<b>No Change in Original Clause</b>	

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21	Vol-1	18	2.27	Sub Contracting The bidder would not be allowed to sub-contract work, except for the following: Cabling and fixtures work, and all civil work during implementation. Facility Management Staff at Command & Communications Center.	We request that the restriction place on sub-contracting be removed. The Bidder shall in all events of subcontracting, take the prior permission of the Authority.		No Change in Original Clause	
22	Vol-1	18	Sec 2.27,Sub-contracts	No Sub- Contractors except for cabling/ fixtures/ civil	As we are not OEM for cameras, VMS,Electrical etc. request for sub contractors for the same		No Change in Original Clause	
23	Vol-1	18	Sec 2.27,Sub-contracts	The bidder would not be allowed to sub- contract work, except for the following :Cabling and fixtures work, and all civil work during implementation .Facility Managemtn Staff at Command & Communications Center	No Sub contrcting allowed expect for civil wrok & facility management		No Change in Original Clause	
24	Vol-1	19	SEC 2.28; Inclusion of Micro, small, medium	20% to given to MSME	compliance subject to availability of vendors who match specification			Refer corrigendum
25	Vol-1	19	SEC 2.29; Eligible goods and services and	Camera / VMS /ANPR camera, etc leadership should be publicly available in reports like IDC, HIS , etc	As all products do have not been tested and BIS certification. Do consider the same		No Change in Original Clause	
26	Vol-1	19	2.29 Eligible Goods and Services, and OEM Criteria:	<b>Video Management System Software:</b> Minimum installation base of 50 projects across globe as on 31/03/2016 and Should have been operational for at least 2 City/outdoor CCTV Surveillance projects (globally, covering open public places) of minimum 1000 city/outdoor cameras each in last 3 years OR From any of Top 10 OEM from Latest IHS World Report for Video Management Software	This is a restrictive clause and shall not allow deserving companies to participate in this Tender (only 1 or 2 Foreign VMS companies can qualify). Request to kindly revise this to 500 cameras outdoor surveillance each for 2 cities.  As per Govnt of India proposed initiative of Make in Inida and Made in India program we humbly request the concerned to allow Videonetics to be part of an Indian Smart city project.		No Change in Original Clause	

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27	Vol-1	19	2.29	Eligible Goods and Services, and OEM Criteria:	<p>Since Storage is an important enabler for the project, it is very important to have highly reliable and proven storage technology for the success of the project. Hence, we recommend that a pre-qualification for Storage OEM is required which is proven and has right credentials. We recommend</p> <p>"The proposed storage OEM should have been deployed or is under Deployment in a large Video Surveillance project of min. 5000 cameras in India as on December 2016. &amp; "Storage OEM should be among Top 5 storage vendors in India by marketshare in Enterprise Storage Systems" Category: as per IDC</p>		<b>No Change in Original Clause</b>	
28	Vol-1	19	Clause 2.29 - Eligible Goods and Services, and OEM Criteria, b, ANPR Cameras and ANPR Solution	ANPR Solution- Should have been operational for min. 50 ANPR cameras in City/outdoor CCTV Surveillance projects across India in last 3 years. Out of these projects at least one project should have min. 25 ANPR camera running on the offered ANPR solution.	Request the authority to consider the global experience of the bidder to evaluate OEM eligibility of ANPR Solution provider		<b>Accepted</b>	<b>Refer Corrigendum</b>
29	Vol-1	19	Section 2.29 Eligible Goods and Services, and OEM Criteria, page 26, Edge Level Switches, Other Switches and routers, Servers.	OEMs who are amongst the top 5 for World-wide Market share in terms of Revenue as per IDC / Similar organization's latest published report /presence in the latest Magic Quadrant by Gartner.	<p>Request to modify to : OEMs who are amongst the top 5 for World-wide Market share in terms of Revenue as per IDC /presence in the Leaders Magic Quadrant by Gartner.</p> <p>Justification : This will ensure that only the industry's best products/solutions are considered, which will ensure consistency and provide a high degree of reliability in the deployed solution.</p>		<b>No Change in Original Clause</b>	
30	Vol-1	19	2.29 Eligible Goods and Services, and OEM Criteria	ANPR Solution Should have been operational for min. 50 ANPR cameras in City/outdoor CCTV Surveillance projects across India in last 3years. Out of these projects at least one project should	Can the OEM for ANPR software/solution comply to same criteria outside India?		<b>No Change in Original Clause</b>	

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31	Vol-1	19	Section 2.29 Eligible Goods and Services, and OEM Criteria,page 25		Request addition - Please add Wireless Controller,Access Points,L2 8-Port Managed Switch,L2 8-Port Managed PoE Switch,IP Phone & IP PBX in the OEM Criteria. Request to modify to : OEMs who are amongst the top 5 for World-wide Market share in terms of Revenue as per IDC /presence in the Leaders Magic Quadrant by Gartner.  Justification : This will ensure that the only the industry's best products/solutions are considered, which will ensure consistency and provide a high degree of reliability in the deployed solution.		No Change in Original Clause	
32	Vol-1	20	Clause 2.29, Eligible Goods and Services, and OEM Criteria, ANPR Cameras and ANPR Solution	ANPR SolutionShould have been operational for min. 50 ANPR cameras in City/outdoor CCTV Surveillance projects across India in last 3 years. Out of these projects at least one project should have min.25 ANPR camera running on the offered ANPR solution.	Request the authority to consider the global experience of the bidder to evaluate OEM eligibility of ANPR Solution		No Change in Original Clause	
33	Vol-1	20	RFP . Introduction Section 2.29	2.29 Eligible Goods and Services, and OEM Criteria	Please provide OEM selection criteria for all major & critical componts like Command and control software (C2i/C4i), ERP solution, Smart Lighting solution, Smart Traffic, Drone, EMS/NMS etc. so that the minimum standards are defined for		No Change in Original Clause	
34	Vol-1	20	<b>Instructions to Bidders</b>  2.29 Eligible Goods and Services, and OEM Criteria:	<b>Edge Level Switches:</b> Minimum installation base of 5,000 switches across globe as on 31/03/2016 and Should have been operational for at least 2 City/outdoor CCTV Surveillance projects (globally) for supporting minimum 1000 city/outdoor cameras each in last 3 years OR OEMs who are amongst the top 5 for World-wide Market share in terms of Revenue as per IDC / Similar organization's latest published report / presence in the latest Magic Quadrant by Gartner.	1. Minimum installation base of 5,000 switches is very high and abnormal criteria. Total edge level switches asked in RFP are 100 nos only for both CCTV and Wifi put together. Hence request to change to Minimum installation base of 200 switches which is double than the qty asked in RFP 2. Edge level switches to be considered for both, CCTV Surveillance or for WiFi Hotspot deployment as the Switches requirement is for both CCTV & Wifi deployment. 3. To consider switch deployment for providing Internet connectivity by various ISP's.		No Change in Original Clause	



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35	Vol-1	20	<b>Instructions to Bidders</b>  2.29 Eligible Goods and Services, and OEM Criteria:	<b>Other Switches and routers:</b> • OEMs who are amongst the top 5 for World-wide Market share in terms of Revenue as per. IDC / Similar organization's latest published report / presence in the latest Magic Quadrant by Gartner.	1. This condition is a vendor locking and will obstruct lot of OEMs to offer their products, hence request to remove this specific clause and consider OEMs based on their product technical specifications. And request to give equal chance to other OEMs also 2.To consider switch deployment for providing Internet connectivity by various ISP's		<b>No Change in Original Clause</b>	
36	Vol-1	21	2.30	At the time of award of contract, the quantity of goods, works or services originally Specified in the bidding documents may be increased. It shall be without any change in the unit prices or other terms and conditions of the Bid and the bidding documents. If the Authority does not procure any subject matter of procurement or procures less than the quantity specified in the bidding documents due to change in circumstances, the	Recommended to consider cap of maximum variation in quantity up to 5% of Tender quantity.		<b>No Change in Original Clause</b>	
37	Vol-1	21	2.30	Repeat orders for extra items or additional quantities may be placed, if it is provided in the bidding document, on the rates and conditions given in the contract if the original order was given after inviting open competitive bids. Delivery or completion period may also be proportionally increased..	Recommended to award any repeat order within 6 month from the date issuance of 1st PO and their after revised price should be considered.		<b>No Change in Original Clause</b>	
38	Vol-1	21	2.30	Right to vary quantity	We submit that variation/increase requests of quantity of goods, works, or services, may have a commercial impact on Bidder and hence this will be to the account of Authority and the same will be discussed and mutually agreed through change management process.		<b>No Change in Original Clause</b>	

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39	Vol-1	25	Section 3.5	The average annual Turnover (TO) in Indian Rupees for last 3 audited financial years (2013-14, 2014-15, 2015-16). <ul style="list-style-type: none"> <li>• For sole Bidder-150 Cr <ul style="list-style-type: none"> <li>• For Consortium <ul style="list-style-type: none"> <li>o Lead Bidder should have minimum 60% of TO</li> <li>o Other members should have minimum 20% of TO</li> <li>o All members together should have meet 150 Cr TO requirement</li> </ul> </li> </ul> </li> </ul>	Request to ammend the clause as below. The average annual Turnover (TO) in Indian Rupees for last 3 audited financial years (2013-14, 2014-15, 2015-16). <ul style="list-style-type: none"> <li>• For sole Bidder-150 Cr</li> <li>• For Consortium <ul style="list-style-type: none"> <li>o All members together should have meet 150 Cr TO requirement</li> </ul> </li> </ul>		<b>No Change in Original Clause</b>	
40	Vol-1	25	Section 3.5	The Positive Net Worth (PNW) in Indian Rupees as on 2015-16 financial year end <ul style="list-style-type: none"> <li>• For Sole Bidder -30 Cr</li> <li>• For Consortium <ul style="list-style-type: none"> <li>o Lead Bidder should have minimum 20 Cr.PNW</li> <li>o Other members should have minimum 5 Cr.PNW</li> <li>o All members together should have meet 30 Cr PNW requirement</li> </ul> </li> </ul>	Request to ammend the clause as below. The Positive Net Worth (PNW) in Indian Rupees as on 2015-16 financial year end <ul style="list-style-type: none"> <li>• For Sole Bidder -30 Cr</li> <li>• For Consortium <ul style="list-style-type: none"> <li>o All members together should have to meet 30 Cr PNW requirement</li> </ul> </li> </ul>		<b>No Change in Original Clause</b>	
41	Vol-1	25	Section 3.5	The aggregate Turnover from the Smart Elements (TSE) projects for last 3 audited financial years( 201314, 2014-15,2015-16) <ul style="list-style-type: none"> <li>• For sole bidder -30 Cr (Indian Rupees)</li> <li>• For Consortium <ul style="list-style-type: none"> <li>• Lead Bidder should have minimum 20 Cr from TSE</li> <li>• Other members should have minimum 5Cr from TSE</li> <li>• All members together should have meet 30Cr TSE requirement</li> </ul> </li> </ul>	Request to ammend the clause as below. The aggregate Turnover from the Smart Elements (TSE) projects for last 3 audited financial years( 201314, 2014-15,2015-16) <ul style="list-style-type: none"> <li>• For sole bidder -30 Cr (Indian Rupees)</li> <li>• For Consortium <ul style="list-style-type: none"> <li>• All members together should have meet 30Cr TSE requirement</li> </ul> </li> </ul>		<b>No Change in Original Clause</b>	<b>Refer addendum_1 for additional information</b>

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42	Vol-1	25	SEC 3.5; Pre-Qualification criteria	proof of smarter city projects undertaken	Request to consider International references also		No Change in Original Clause	
43	Vol-1	25	Section 3.5 Pre-Qualification point 4	<p><u>Definition of Smart Elements Projects</u> includes Command &amp; Communications /Control, City Surveillance System, Red Light Violation detection System, Environmental Sensors, Public Address System, Emergency Box, Variable Messaging Displays, GPS based vehicle tracking system, Smart Data Center/Disaster Recovery Center Projects, Utility Infrastructure such as water supply, power, gas, sewerage, drainage etc.</p>	<p>Smart Elements Projects includes Command &amp; Communications /Control, City Surveillance System, Red Light Violation detection System, Environmental Sensors, Public Address System, Emergency Box, Variable Messaging Displays, GPS based vehicle tracking system, Smart Data Center/Disaster Recovery Center Projects, <b>Utility ICT Infrastructure</b> for water supply, power, gas.</p> <p><i>Justification</i> : Utility Infrastructure means Utility projects with significant ICT intervention to transform Utilities for water supply, power, gas into Smart Utilities. Utility Infrastructure in general parlance may be misconstrued Civil Infra related to laying of pipelines and transmission lines for Utilities. As the objective of the project is towards transforming the City leveraging Digital technologies, adding only Utilities Infrastructure will qualify all and sundry vendors like civil contractors.</p>		Public Wi FI is added	Refer Addendum_1

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44	Vol-1	25	RFP Section 3.5 Pre-Qualification Criteria and 3.6.1 Technical Bid Evaluation Criteria	if the bidding company (the lead bidder in case of consortium) is 100% subsidiary of an international or Indian company then the lead bidder's parent company's relevant experience can be considered as lead bidder experience. In such case at least 20% the key experts should be placed whose credential are included in the bid for evaluation purpose. Similarly, if the lead bidder has another company which is not taking part in this consortium but is 100% owned subsidiary of the lead bidder, then the experience of 100% owned subsidiary can be considered as lead bidder experience. This is subject to lead bidder submitting undertaking from the concerned firm of transfer / sharing of the relevant experience to the lead bidder during project execution.	Please allow considering the technical experience of parent / subsidiary company in which the Parent Company has more than 75% shareholding and vice versa In a recent RFP from Pune Smart City Development corporation Limited, they had allowed usage of the same. This will help in more number of bidders participating without compromising on the quality of bid response.		<b>No Change in clause</b>	
45	Vol-1	25	Clause 3.5, Pre-Qualification Criteria, Notes	For the purpose of evaluation criteria, if the bidding company (the lead bidder in case of consortium) is 100% subsidiary of an international or Indian company then the lead bidder's parent company's relevant experience can be considered as lead bidder experience. In such case atleast 20% the key experts should be placed whose credential are included in the bid for evaluation purpose.	Request the authority to allow non-lead members also to use parent company's relevant credentials, where the non-lead bidder is a 100% subsidiary of the parent company.		<b>No Change in Clause</b>	

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46	Vol-1	25	Sec 3.5	Pre-Qualification Criteria	One of the consortium member should lead the consortium and should be registered in India under Companies Act 1956/2013 or as amended	One of the consortium member should lead the consortium and should be registered in India under Companies Act 1956/2013 or <b>LLP Act 2008</b> or as amended	<b>Revised</b>	<b>Refer Corrigendum</b>
47	Vol-1	25 & 26	2. Instruction to Bidders>>>> 2.29 Eligible Goods and Services, and OEM Criteria >>>> ANPR Cameras and ANPR Solution	ANPR Camera Minimum installation base of 5,000 cameras across globe as on 31/03/2016 and Should have been operational for at least 2 City/outdoor CCTV Surveillance projects (globally) for supporting minimum 100 ANPR solutions in each in last 3 years ANPR Solution Should have been operational for min. 50 ANPR cameras in City/outdoor CCTV Surveillance projects across India in last 3 years. Out of these projects at least one project should have min. 25 ANPR camera running on the offered ANPR solution.	Since we are the ANPR solution provider and our solution is compatible with multiple Camera's make available in market, the asked installation base of 5,000 cameras may restrict the option to provide the ANPR solution with multiple make's available in market. This clause may be applicable for the OEM who manufactures cameras & provide ANPR solution together.Hence, we request you to provide the flexibility in this clause to the ANPR solution provider like us		<b>No Change in Original Clause</b>	
48	Vol-1	26	3.5 Pre-Qualification Criteria, SI.No.4	The aggregate Turnover from the Smart Elements (TSE) projects for last 3 audited financial years( 2013-14,2014-15,2015-16) For sole bidder - 30 Cr (Indian Rupees) · For Consortium · Lead Bidder should have minimum 20 Cr from TSE · Other members should have minimum 5Cr from TSE	<b>Kindly amend the clause like:</b> The aggregate Turnover from the Smart Elements (TSE) projects for last 3 audited financial years( 2013-14,2014-15,2015-16) from <b>Sole Bidder / Consortium should have 30 Cr (Indian Rupees)</b>		<b>No Change in Original Clause</b>	<b>However refer Addendum_1</b>

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49	Vol-1	26	3.5 Pre-Qualification Criteria point 4	The aggregate Turnover from the Smart Elements (TSE) projects for last 3 audited financial years( 2013-14,2014-15,2015-16).....	Please change the clause to: "The aggregate Turnover from Smart Elements (TSE) Projects for for the last 3 Audited Financial Years (2013-14, 2014-15, 2015-16) <b>and for the current year till date of bid submission</b> ". Also please allow the bidder to use the <b>turnover of its subsidiary company / parent company where the parent company controls more than 75% share in the subsidiary company and both the companies are in the similar line of business.</b>		<b>No Change in Original Clause</b>	
50	Vol-1	26	3.5 Pre-Qualification Criteria point 4	Smart Elements Project include Command & communications / Control, City Surveillance System, RED Light Violation detection System, Environmental Sensors, Public Address System ,Emergency Box, Variable Messaging Displays, GPS based vehicle tracking system, Smart Data Centre /Disaster Recovery	It is also requested to include ICT information and communications technology , Telecom , Wi-Fi solutions ..etc.		<b>Public wifi is added</b>	<b>Refer corrigendum</b>
51	Vol-1	27	Section 3.5 Pre Qualification Criteria	Turnover from Smart Elements	Please include Telecom Network deployment, and Infrastructure setup experience in the Smart Elements.		<b>No Change in Original Clause</b>	
52	Vol-1	27	Clause 3.5, Pre-Qualification Criteria, Notes	For the purpose of evaluation criteria, if the bidding company (the lead bidder in case of consortium) is 100% subsidiary of an international or Indian company then the lead bidder's parent company's relevant experience can be considered as lead bidder experience. In such case at least 20% the key experts should be placed whose credential are included in the bid for evaluation purpose.	Request the authority to allow non-lead members also to use parent company's relevant credentials, where the non-lead bidder is a 100% subsidiary of the parent company.		<b>No Change in Original Clause</b>	

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53	Vol-1	28	3.6	Bidder to submit work order and end client work in-progress (minimum 85% Project completion) / completion certificate as a supporting documents for each Project.	Request you to amend the clause as below:  Bidder to submit work order/ completion certificate/projects under advanced stage of implementation as a supporting documents for each Project.		Revised	Refer corrigendum																																																	
54	Vol-1	28	clause 3.6	<table border="1"> <thead> <tr> <th>Section #</th> <th>Evaluation Criteria</th> <th>Points</th> </tr> </thead> <tbody> <tr> <td>A</td> <td>Sole Bidder/Consortium Profile</td> <td>10</td> </tr> <tr> <td>B</td> <td>Sole Bidder /Consortium Project Experience</td> <td>42</td> </tr> <tr> <td>C</td> <td>Technical Compliance of Command &amp; Communications Center, ERP Solution and Product Experience</td> <td>13</td> </tr> <tr> <td>D</td> <td>Approach &amp; Methodology &amp; Project Presentation/Demonstration</td> <td>25</td> </tr> <tr> <td>E</td> <td>Proposed Resources for the Project</td> <td>10</td> </tr> <tr> <td colspan="2">Technical Score</td> <td>100</td> </tr> </tbody> </table>	Section #	Evaluation Criteria	Points	A	Sole Bidder/Consortium Profile	10	B	Sole Bidder /Consortium Project Experience	42	C	Technical Compliance of Command & Communications Center, ERP Solution and Product Experience	13	D	Approach & Methodology & Project Presentation/Demonstration	25	E	Proposed Resources for the Project	10	Technical Score		100	<p>Current RFP structure gives a weightage of only 10% to Organization financial profile. As the nature of the complex and long term in nature, having multi-technology implementation experience, major thrust is to be placed on organization strength to deliver such projects and therefore the criteria should increase from current 10% to 20%. Therefore the frame work can be redesigned as follows:</p> <table border="1"> <thead> <tr> <th>Section</th> <th>Evaluation Criteria</th> <th>Current Points</th> <th>Proposed Changes</th> </tr> </thead> <tbody> <tr> <td>A)</td> <td>Sole Bidder/Consortium Profile</td> <td>10</td> <td>20</td> </tr> <tr> <td>B)</td> <td>Sole Bidder/Consortium Profile Experience</td> <td>42</td> <td>40</td> </tr> <tr> <td>C)</td> <td>Technical Compliance of CCC, ERP Solution &amp; Product Experience</td> <td>13</td> <td>10</td> </tr> <tr> <td>D)</td> <td>Approach Methodology &amp; Project Presentation</td> <td>25</td> <td>20</td> </tr> <tr> <td>E)</td> <td>Proposed resources for the project</td> <td>10</td> <td>10</td> </tr> <tr> <td colspan="2">Technical Score</td> <td>100</td> <td>100</td> </tr> </tbody> </table>	Section	Evaluation Criteria	Current Points	Proposed Changes	A)	Sole Bidder/Consortium Profile	10	20	B)	Sole Bidder/Consortium Profile Experience	42	40	C)	Technical Compliance of CCC, ERP Solution & Product Experience	13	10	D)	Approach Methodology & Project Presentation	25	20	E)	Proposed resources for the project	10	10	Technical Score		100	100		No Change in Original Clause	
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55	Vol-1	29	Section No. 3.6.1. Technical Bid Evaluation Criteria,	Add Point	Request to Add "OEM Experice for the Products" also to carry Marks in the Evaluation criteria. This will ensure fool-proof system to be supplied by SI's.		No Change in Original Clause																																																		

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56	Vol-1	29	Clause 3.6.1, Technical Bid Evaluation Criteria, A1	<p>Net worth as on 2015-16 financial year end</p> <table border="1"> <thead> <tr> <th>Net Worth (Indian Rupees)</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>&gt;= 150 Cr.</td> <td>100</td> </tr> <tr> <td>&gt;= 110 Cr. And &lt; 150 Cr.</td> <td>90</td> </tr> <tr> <td>&gt;= 70 Cr. and &lt; 110 Cr.</td> <td>80</td> </tr> <tr> <td>&gt;= 30 Cr. and &lt; 70 Cr.</td> <td>70</td> </tr> </tbody> </table>	Net Worth (Indian Rupees)	Percentage	>= 150 Cr.	100	>= 110 Cr. And < 150 Cr.	90	>= 70 Cr. and < 110 Cr.	80	>= 30 Cr. and < 70 Cr.	70	<p>In order to increase the participation of competitive bidders, We request the authority to diminish the bidder's network requirement to Rs 20 Cr from IT or ITES. And revise the technical marking as below.</p> <table border="1"> <thead> <tr> <th>Net Worth (Indian Rupees)</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>&gt;= 75 Cr.</td> <td>100</td> </tr> <tr> <td>&gt;= 50 Cr. and &lt; 75 Cr.</td> <td>90</td> </tr> <tr> <td>&gt;= 25 Cr. and &lt; 50 Cr.</td> <td>80</td> </tr> <tr> <td>=&lt; 25 Cr.</td> <td>70</td> </tr> </tbody> </table>	Net Worth (Indian Rupees)	Percentage	>= 75 Cr.	100	>= 50 Cr. and < 75 Cr.	90	>= 25 Cr. and < 50 Cr.	80	=< 25 Cr.	70		No Change in Original Clause	
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57	Vol-1	29	Clause 3.6.1, Technical Bid Evaluation Criteria, A2	<p>Average Annual Turnover of last 3 audited financial years (2013-14, 2014-15, 2015-16).</p> <table border="1"> <thead> <tr> <th>Turnover (in Indian Rupees)</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>&gt;= 300 Cr.</td> <td>100</td> </tr> <tr> <td>&gt;= 250 Cr. And &lt; 300 Cr.</td> <td>90</td> </tr> <tr> <td>&gt;= 200 Cr. And &lt; 250 Cr.</td> <td>80</td> </tr> <tr> <td>&gt;= 150 Cr. And &lt; 200 Cr.</td> <td>70</td> </tr> </tbody> </table>	Turnover (in Indian Rupees)	Percentage	>= 300 Cr.	100	>= 250 Cr. And < 300 Cr.	90	>= 200 Cr. And < 250 Cr.	80	>= 150 Cr. And < 200 Cr.	70	<p>In order to increase the participation of competitive bidders, We request the authority to diminish the bidder's Average Turnover requirement to Rs 50 Cr from IT or ITES</p> <table border="1"> <thead> <tr> <th>Turnover (in Indian Rupees)</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>&gt;= 150 Cr.</td> <td>100</td> </tr> <tr> <td>&gt;= 100 Cr. And &lt; 150 Cr.</td> <td>90</td> </tr> <tr> <td>&gt;= 75 Cr. And &lt; 100 Cr.</td> <td>80</td> </tr> <tr> <td>&gt;= 50 Cr. And &lt; 75 Cr.</td> <td>70</td> </tr> </tbody> </table>	Turnover (in Indian Rupees)	Percentage	>= 150 Cr.	100	>= 100 Cr. And < 150 Cr.	90	>= 75 Cr. And < 100 Cr.	80	>= 50 Cr. And < 75 Cr.	70		No Change in Original Clause.	
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58	Vol-1	29	Clause 3.6.1, Technical Bid Evaluation Criteria, A3	<p>People in organization (Full time Employees – Number FTE in ICT projects)</p> <table border="1"> <thead> <tr> <th>Number of FTE</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>&gt; 700 FTE</td> <td>100</td> </tr> <tr> <td>&gt; 600 FTE to =&lt;700 FTE</td> <td>90</td> </tr> <tr> <td>&gt; 500 FTE to =&lt;600 FTE</td> <td>80</td> </tr> <tr> <td>=&lt; 500 FTE</td> <td>70</td> </tr> </tbody> </table>	Number of FTE	Percentage	> 700 FTE	100	> 600 FTE to =<700 FTE	90	> 500 FTE to =<600 FTE	80	=< 500 FTE	70	<p>In order to increase the participation of competitive bidders, We request the authority to diminish the bidder's Full time Employees – Number FTE in ICT projects to 100 . And revise the technical marking as below.</p> <table border="1"> <thead> <tr> <th>Number of FTE</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>&gt; 200 FTE</td> <td>100</td> </tr> <tr> <td>&gt; 150 FTE to =&lt;200 FTE</td> <td>90</td> </tr> <tr> <td>&gt; 100 FTE to =&lt;150 FTE</td> <td>80</td> </tr> <tr> <td>=&lt; 100 FTE</td> <td>70</td> </tr> </tbody> </table>	Number of FTE	Percentage	> 200 FTE	100	> 150 FTE to =<200 FTE	90	> 100 FTE to =<150 FTE	80	=< 100 FTE	70		revised	Refer Addendum_1
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59	Vol-1	29	Section 3.6.1	Project Experience of the Bidder	As a system Integrator it is next to impossible to have an experience of Integrating all Smart Elements. As a result we request you to consider the experience of OEMs in the qualification score. There can be a weighted component for the OEMs. E.g. If an OEM has installed or supplied 100,000 Sensors worldwide then you can consider points in the score calculation.		No Change in Original Clause	
60	Vol-1	29	3.6.1 Technical Bid Evaluation Criteria	D. Approach & Methodology & Project Presentation/Demonstration (D1) - Detailed Business Plan highlighting Revenue Streams for relevant smart elements => 50 points	We suggest the following clause to be added in the RFP. Similar clause appeared in another smart city RFP - "If SI proposes any new/additional revenue streams during implementation or later on, the project monitoring committee of KSCCL shall take review of such additional revenue streams before these are implemented by the successful bidder. For such additional revenue streams allowed, SI shall share 20% of the net revenue to KSCCL (net of taxes)."		No Change in Original Clause	
61	Vol-1	30	3.6.1 B2	B2 - Surveillance Projects with required network infrastructure - The bidder should have experience in executing surveillance projects. Each project with 100 cameras or more in outdoor or public area is considered as one unit. Points are allocated based on number of units executed	We request that - <b>OEMs experience and project details should be considered if the same OEM has been quoted by the bidder.</b> An Undertaking from OEM can be taken that the complete implementation/ maintenance can be supported by OEM. The reason being bidders with can have ICT, PAS, ERP experience and has less experience in surveillance.		No Change in Original Clause in Clause	

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62	Vol-1	29 to 36	RFP , Section 3.6.1 Technical Evaluation and B. Project Experience of Bidder	The word " <b>Bidder</b> " in the respective clauses	We understand that the bidder means prime bidder/and/or consortium Partner please clarify our understanding is correct other wise please change the word bidder with , prime bidder or any of the Consortium		<b>No Change in Original Clause</b>											
63	Vol-1	30	Clause 3.6.1, Technical Bid Evaluation Criteria, B3	<p>The bidder should have experience in executing emergency/ panic buttons/Public Address System projects · Each project of 10 emergency/ panic buttons/public address devices is considered as one unit. · Points are allocated based on number of units executed</p> <table border="1"> <thead> <tr> <th>Number of Units</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>= 4 or &gt;4</td> <td>100</td> </tr> <tr> <td>= 3</td> <td>90</td> </tr> <tr> <td>= 2</td> <td>80</td> </tr> <tr> <td>= 1</td> <td>70</td> </tr> </tbody> </table>	Number of Units	Percentage	= 4 or >4	100	= 3	90	= 2	80	= 1	70	Public address systems are generally a standalone hardware system with a simple operator console, microphone, speaker and amplifier. Evaluating the bidder with PAS experience will not help KSSCCL to get capable bidders. Since the RFP demands for many existing system integrations such as, Red Light Violation detection System (RVLD), of Command and Communications Center (CCC), Data Center and Disaster Recovery Center, etc., And the same scenario is applicable in the case of Environmental sensors too. So we would request the authority to revise this evaluation criteria by considering the experience of a bidder in handling such existing system integrations.		<b>No Change in Original Clause</b>	
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64	Vol-1	31	Clause 3.6.1, Technical Bid Evaluation Criteria, B4	<p>The bidder should have experience in executing projects for deployment of environmental sensors · Each project of 20 sensors or more will be considered as one unit. · Points are allocated based on number of units executed</p> <table border="1"> <thead> <tr> <th>Number of Units</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>= 4 or &gt;4</td> <td>100</td> </tr> <tr> <td>= 3</td> <td>90</td> </tr> <tr> <td>= 2</td> <td>80</td> </tr> <tr> <td>= 1</td> <td>70</td> </tr> </tbody> </table>	Number of Units	Percentage	= 4 or >4	100	= 3	90	= 2	80	= 1	70	Public address systems are generally a standalone hardware system with a simple operator console, microphone, speaker and amplifier. Evaluating the bidder with PAS experience will not help KSSCCL to get capable bidders. Since the RFP demands for many existing system integrations such as, Red Light Violation detection System (RVLD), of Command and Communications Center (CCC), Data Center and Disaster Recovery Center, etc., And the same scenario is applicable in the case of Environmental sensors too. So we would request the authority to revise this evaluation criteria by considering the experience of a bidder in handling such existing system integrations.		<b>Scope modified</b>	<b>Refer addendum</b>
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65	Vol-1	31	3.6.1 Technical Bid Evaluation Criteria- Environmental Sensors (B4)	The bidder should have experience in executing projects for deployment of environmental sensors. Each project of 20 sensors or more will be considered as one unit. Points are allocated based on number of units executed ....	Request to amend this eligibility criterion as smart environmental monitoring and integration project is relatively in early stage in India. Please consider to include Bidders having experience in various environmental sensors integration projects that are under execution for State/ Central government.		<b>No Change in Original Clause</b>	
66	Vol-1	31	3.6.1 B5	The bidder should have experience in projects of integration with Smart Utility Solutions such as Water - SCADA, Power, Gas, ITMS, Smart SWM, Smart Sewerage/ Drainage . Each project of Indian Rupees 2 Cr. Or more for integration with Smart Utility solutions will be considered as one unit. .	It is requested to consider the revised clause : The bidder should have experience in projects of <b>Implementation of Smart Utility ICT systems</b> such as Water - SCADA, Power, Gas, ITMS, Smart SWM . Each project of Indian Rupees 2 Crore or more for <i>Implementation of Smart ICT Utility projects</i> for Power,Water or Gas will be considered as one unit.  <i>Justification</i> : Since anyone with minor interfaces to Utility systems can interpret their solutions as integrations, we suggest to change the verbiage from Integration to Implementation		<b>Scope modified</b>	<b>Refer addendum</b>
67	Vol-1	31	Clause 3.6.1, Technical Bid Evaluation Criteria, B5	The bidder should have experience in projects of integration with Smart Utility Solutions such as Water - SCADA, Power, Gas, ITMS, Smart SWM, Smart Sewerage/ Drainage . Each project of Indian Rupees 2 Cr. Or more for integration with Smart Utility solutions will be considered as one unit. . Points are	As the scope of Integration with any of the Smart Utility Solutions such as SCADA, Power, Gas, ITMS, Smart SWM, Smart Sewerage/ Drainage remains same, we request the authority to consider the experience of Integration with any one of the Smart Utility Solutions such SCADA/Power/Gas/ITMS/Smart SWM/Smart Sewerage/Drainage.		<b>Scope Modified</b>	<b>Refer addendum</b>

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68	Vol-1	31	3.6.1 B4	<p>B4- Environmental Sensors - The bidder should have experience in executing projects for deployment of environmental sensors Each project of 20 sensors or more will be considered as one unit. Points are allocated based on number of units executed</p> <table border="1"> <thead> <tr> <th>Number of Units</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>= 4 or &gt;4</td> <td>100</td> </tr> <tr> <td>= 3</td> <td>90</td> </tr> <tr> <td>= 2</td> <td>80</td> </tr> <tr> <td>= 1</td> <td>70</td> </tr> </tbody> </table>	Number of Units	Percentage	= 4 or >4	100	= 3	90	= 2	80	= 1	70	<p>We request that - OEMs experience and project details should be considered if the same OEM has been quoted by the bidder. An Undertaking from OEM can be taken that the complete implementation/ maintenance can be supported by OEM. The reason being bidders with surveillance, ICT, PAS, ERP has less experience in environmental sensors. This way lead bidder will not need a consortium.</p> <p>OR Separate partnership should be allowed where sensor system integrator shall sign an agreement with the lead bidder and KSCCL and separate PBG shall be submitted by sensor system integrator for their scope (sensor) only.</p> <p>This can save one more consortium.</p>		Scope modified	Refer addendum
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69	Vol-1	31	clause no B4	<p>The bidder should have experience in executing projects for deployment of environmental sensors Each project of 20 sensors or more will be considered as one unit. Points are allocated based on number</p>	<p>Request to remove this clause. Lead bidders are experienced in aggregating multiple smart solutions and having weightage specifically for deploying environment sensors is not very valid method to assess bidder capabilities.</p>		Scope modified	Refer addendum										
70	Vol-1	31	3.6.1 Technical Bid Evaluation Criteria B4	<p>TQ_7 - . The bidder should have experience in executing projects for deployment of environmental sensors · Each project of 20 sensors or more will be considered as one unit. · Points are allocated based on number of units executed</p>	<p>Because there is limited experience in Environmental sensors (TEC B4), It is requested to add Digital Signboards or Visual Messaging Display (TEC B6)</p> <p><i>Justification</i> : Since there are limited vendors with experience in Environmental Sensors with Completed work orders of this scale in India, it is requested to add Digital Signboards or Visual Messaging Display. The bidders with executed project experience of any two of the three Smart elements in order to allow fair number of vendors.</p>		Scope modified	Refer addendum										

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71	Vol-1	32	Section 3.6.1 B7	Experience in Command and Control Center	Please include Telecom Command and Control Center experience as well. Since the CCC for a telecom industry is as challenging as CCC of a Smart City, and there is a lot of similarity in the work done for such kind of CCC.		No Change in Original Clause	
72	Vol-1	32	Section 3.6.1 Technical bid evaluation Point B7	The bidder should have experience in executing projects for operationalization of Command and Control/Communications Centre (covering surveillance/ traffic/ disaster management/ city operations functions).	The bidder should have experience in executing projects for operationalization of Command and Control/Communications Centre (covering surveillance/ traffic/ disaster management/ <b>City or Utility operations functions / City or Utility performance monitoring</b> ).  <i>Justification</i> : As per Volume 2 Section 2.1: Scope of Project Work: Pancity objective of CCC is to integrate with various Utility Systems like Water Power and Gas. As per Functional Specifications laid down in Section 6.1 One of the key parameters is KPI monitoring of different departments and Utilities being the most critical entity of a city, its performance monitoring is a sine-qua-non for City operations		No Change in Original Clause	
73	Vol-1	32	Section 3.6.1 Technical bid evaluation Point B7 TQ_11	B7 - Command and Control Center installations -  The bidder should have experience in executing projects for operationalization of Command and Control/Communications Centre (covering surveillance/ traffic/ disaster management/ city operations functions)	We request for including more areas as under -  "The bidder should have experience in executing projects for operationalization of Command and Control/Communications Centre (covering surveillance/ traffic/ disaster management/ city operations functions/ <b>WiFi NOC/ Solid Waste Management/ Intelligent ticketing solutions/Smart Elements as per this RFP</b> )"		No Change in Original Clause	

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74	Vol-1	33	TQ_12	B8 - ERP System -  The bidder should have experience in executing projects for customization/ configuration and installation of ERP system for an urban local body (Municipal Corporation / municipal council / development authority).	We request that -  OEMs and Implementation partner of ERP's experience and project details should be considered if the same OEM and Implementation has been quoted by the bidder (MAF will show that). An Undertaking from OEM and Implementation partner can be taken that the complete implementation/ maintenance can be supported by both. The reason being bidders with strong experience in Surveillance, ICT, PAS, SCOC, DC, DR, ECB may have less experience in ERP implementation and same can be done by an Implementation partner along with an OEM. This partner may not be able to take the complete ownership of the bid due to their financial limitations and their expertise in a particular field i.e. ERP only		<b>Scope modified</b>	<b>Refer addendum</b>
75	Vol-1	33	Clause 3.6.1, Technical Bid Evaluation Criteria, B8	The bidder should have experience in executing projects for customization/ configuration and installation of ERP system for an urban local body (Municipal Corporation / municipal council / development authority). · Each executed project worth Indian Rupees 50 lakhs will be considered as one unit. · Points are allocated based on number of units executed	Request the authority to consider experience of Third party Integration for customization/ configuration and installation of ERP system		<b>Scope modified</b>	<b>Refer addendum</b>
76	Vol-1	33	3.6.1; Product Experience (c1 & c2)	should have product experience handling emergency panic button, environment sensor, etc.,	Request for considering as OEM for core command center and applications in India city Surveillance projects		<b>No Change in Original Clause</b>	<b>Refer corrigendum</b>

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77	Vol-1	33	Section 3.6.1 Technical bid evaluation Point B8	The bidder should have experience in executing projects for customization/ configuration and Installation of ERP systems for an urban local body (Municipal Corporation / municipal council / development authority Utility -Power water and Gas).	The bidder should have experience in executing projects for customization/ configuration and <b>Successful Implementation (atleast five modules of similar functionality in the scope ) of ERP / Enterprise Business Management System</b> for an urban local body / Municipal Corporation / municipal council / development authority / <b>Utility (Power,water and Gas).</b> <i>Justification:</i> The existing Scope of ERP (Volume 2 Section 3) is broad covering entire City operations. It is a much broader solution covering all functions of the City to cater to Civic Management/ Urban Development / Utility Management. Hence in order to avoid vendors who have implemented few modules of ERP, it is requested to consider Enterprise Business Management system atleast five module of similar functions and each project worth more than 2 Cr. in alignment with the value of project in B5. The existing clause enables even vendors with single module implementations to showcase their experiences who may not be able to handle an implementaiton of such a large scope.		Scope modified	Refer addendum
78	Vol-1	33	Section 3.6.1, Technical Bid Evaluation Criteria, Point no B 8	The bidder should have experience in executing projects for customization/ configuration and installation of ERP system for an urban local body (Municipal Corporation / municipal council / development authority). · Each executed project worth Indian Rupees 50 lakhs will be considered as one unit. · Points are allocated based on number of units executed	Request to change this to ICT projects and not ERP projects as Smart cities will need multiple services integration and not just ERP integration		Scope modified	Refer addendum

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79	Vol-1	38	4.1	Award of contract Notification of award	1. If the Client has a system of issuing Purchase Order(PO)/Work Order(WO)/Letter of Intent(LOI) then such PO/WO/LO issued by Bank shall not contain any unilateral terms and conditions or any legal terms and conditions. Such PO/WO/LO shall in its content refer and apply the terms and conditions of the Proposal submitted by Bidder and mutually accepted terms. Bidder is not obliged to accept a PO/WO/LO which contains unilateral legal terms and conditions and contains those terms which are not mutually agreed or onerous. In such an event the SLA's shall not be applicable EMD shall not be forfeited and bidder cannot be penalized with penalties. The PO/WO/LO shall be modified and reissued reflecting the terms mutually agreed and accepted. It is the collective responsibility of both parties to get the PO or contract accepted mutually.		No Change in Original Clause	
80	Vol-1	38	4.2	Signing of Contract	2. Bidder will sign the Contract which contains mutually agreed terms and conditions. Any delay on this front shall not be taken as delay. Both parties are equally responsible for completing this task.		No Change in Original Clause	
81	Vol-1	38	4.2		3. And if Client does not incline to accept any suggested changes by the Bidder then bidder shall have be allowed to withdraw its bid and the EMD or any other security given by it shall not be forfeited and SLA's shall not be applicable and EMD shall be returned within the regular time prescribed under the RFP.		No Change in Original Clause	
82	Vol-1	39	4.3	PBG	1. The words such as "satisfactory completion" or "upon Authority being satisfied" "to the satisfaction of authority" shall be discarded....work will be completed as per the mutually agreed specification...satisfaction of a client is highly subjective term and leads to different interpretation by different parties....hence at all such places where these words or similar meaning words are used need to be replaced with "completion as per the mutually agreed specifications"		No Change in Original Clause	
					2. performance guarantee will be submitted in 15 days (or) in such mutually agreed time lines			



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					3. Validity period of the performance bank guarantee to be limited to the validity period of the contract to be signed by the parties herein and not beyond that period.		<b>Clause</b>	
					4. Vendor is liable ONLY for the direct damages resulted to the clients due to reasons solely attributable to the Vendor and are not contributed by any acts or omissions of the Vendor in terms of the Contract.			
					5. And Vendor is not liable for any "loss" occasioned to the Client.			
83	Vol-1	39	4.4	Warranty and maintenance	1. Warranty will start from the date of acceptance or deemed acceptance by the client.		<b>No Change in Original Clause</b>	
					2. Acceptance definition should also include deemed acceptance as well.			
					3. The words such as "satisfactory completion" or "upon Authority being satisfied" "to the satisfaction of authority" shall be discarded....work will be completed as per the mutually agreed specification...satisfaction of a client is highly subjective term and leads to different interpretation by different parties....hence at all such places where these words or similar meaning words are used need to be replaced with "completion as per the mutually agreed specifications"			

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84	Vol-1	39	4.3	Performance Bank Guarantee (PBG)	<p>Bidder submits that the Performance Bank Guarantee will be provided within 21 days from the date of signing of the Contract.</p> <p>We further submit that the Performance Guarantee shall be valid for a period of 12 months from the date of Contract which shall be renewed at the end of each contract year.</p> <p>Bidder requests that Authority shall provide a cure period of 30 days for rectifying the failure in discharging its contractual obligations before invoking the performance guarantee and where the performance guarantee is invoked by authority for recovering the losses incurred due to Bidder's failure or breach of contract and be limited to the actual losses suffered and subject to the Limitation of Liability.</p>		<b>No Change in Original Clause</b>	
85	Vol-1	40	4.5	Failure to agree with terms and conditions of RFP	<p>1. Bidder will provide Deviation Sheet with its revisions for operational and legal terms of the RFP. This shall not be deemed as failure to agree with terms and conditions of RFP and EMD shall not be forfeited on this ground. Bidder shall be allowed an opportunity to withdraw its Bid if authority does not accept to the Deviations proposed by the Bidder.</p> <p>2. This clause shall not apply if bidder has submitted its Deviation Sheet containing the suggested deviations/changes as part of its Proposal.</p> <p>3. And if Client does not incline to accept any suggested changes by the Bidder then bidder shall have be allowed to withdraw its bid and the EMD or any other security given by it shall not be forfeited and SLA's shall not be applicable and EMD shall be returned within the regular time prescribed under the RFP.</p> <p>4. Bidder will adhere to the terms and conditions of its proposal.</p> <p>5. Bidder will endeavor to deliver services or deliverables as specified and committed in its proposal.</p> <p>6. RFP may contain several other performance or delivery or product parameters which will apply only if Bidder has accepted them under its Proposal.</p>		<b>No Change in Original Clause</b>	

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					7. Bidder will deliver its services or deliverables to meet its proposal. Client shall choose a Bidder basing on its Proposal.			
86	Vol-1	40	4.5	forfeiture of EMD in case fail to adhere to the T&C	Request for reconsidering the same		<b>No Change in Original Clause</b>	
87	Vol-1	42	SEC 6.1; Pre-qualification bid checklist	Point 5: The average annual turnover (TO) in Indian Rupees for last 3 audited financial years (2013-14, 2014-15, 2015-16). For Sole Bidder –150 Cr Point 7: The aggregate turnover from the “Smart Elements projects” (TSE) for last 3 audited financial years (2013-14, 2014-15, 2015- 16). For Sole Bidder – 30 Cr (Indian Rupees)	In PQ, annual turnover expected is Rs 150 Cr & positive net worth of 30 Cr - Request for putting criteria to enable best SI vendors alone		<b>No Change in Original Clause</b>	
88	Vol-1	46	6.2	Pre Bid Covering Letter	Bidder submits that Prices quoted be exclusive of taxes as there is a likely change in the TAX Laws once GST is enacted by Government of India. In the alternate, we request to clarify that any impact due to change in taxes/rates subsequently will be duly adjusted immediately after the implementation of such change.		<b>No Change in Original Clause</b>	
89	Vol-1	51	6.5	No Deviation Certificate	It is requested to delete the requirement of this certificate.		<b>No Change in Original Clause</b>	
90	Vol-1	51	6.5	No Deviation Certificate	Bidder is ok to give this letter provided it is allowed to mention in it that except the deviations mentioned by it in its Deviation Sheet submitted along with its Proposal, no other deviations		<b>No Change in Original Clause</b>	
91	Vol-1		6.6	Total Responsibility certificate	1. Bidder will give certificate that proposed solutions will function as per the mutually agreed specifications if they are used by Authority in accordance with the guidelines given by the Bidder.			

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92	Vol-1	52			2. Bidder will adhere to the terms and conditions of its proposal. Bidder will endeavor to deliver services as specified and committed in its proposal. RFP may contain several other performance or delivery or product parameters which will apply only if Bidder has accepted them under its Proposal. Bidder will deliver its services or products to meet its proposal. Client shall choose a Bidder basing on its Proposal.		<b>No Change in Original Clause</b>	
93	Vol-1	53	6.7	Certificate for Project execution experience from the Client	Kindly consider PO copy , Acceptance , compliance certificate		<b>No Change in Original Clause</b>	
94	Vol-1	67	Section 7.8	Compliance to Requirement (Technical/Functional Specifications)	1. Please clarify if we the bidders are required to submit the compliances on OEM letterheads or that is not required. 2. In case yes, then please provide a consolidated list of compliances in a given template which will help in faster evaluation		<b>No Change in Original Clause</b>	
95	Vol-1	67	7.9	Proposed BOM : Unit of measurement given as SET	What does a SET mean. Please explain what is means by 4 sets of Video Wall Solution- 55" LED in a 6 X3 arrangement.		<b>Refer Addendum_1</b>	
96	Vol-1	74	7.9-H7	Networking Cost(Passive Component :Junction Box, Patch Panel, LIU, OFC, Cat6 Cable, Patch Cords, Pipes, Earthing, Lighting arrester) Lump sum for 50 locations	We request you to pls mention the basic qty is required and few technical specifications which should meet reputed brand. We suggest you to kindly mention "Rodent free, direct burial Loose tube" for reliable product solution		<b>Refer Addendum_1</b>	
97	Vol-1	78	7.10	MAF Format : We also confirm that our offered product will not be end of life for minimum of 24 months from the date of bidding and the support for such offered product/s will be available for minimum of 10 years from the date of bidding.	This statement in the MAF will be a concern to the OEMs since " not EOL "cannot be guaranteed. Please remove this statement.		<b>Support for offered products will be available for minimum 7 years from date of bidding.</b>	Refer Corrigendum
98	Vol-1	81	8	Annexure 4 – Formats for Submission of the Commercial Bid	We would request the department to consider prices exclusive of taxes; as this is always a variable component and new tax regimes are being considered in the country.		<b>No Change in Original Clause</b>	

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99		82	8.2 Price component for CAPEX:	E2 Central monitoring Server Solution Lump sum 20	What is purpose of Central monitoring server? If it is central monitoring server, then why 20 number quantity is required Please clarify		Refer Addendum_1	
100	Vol-1	98	8.3	Price Component for OPEX			Refer Addendum_1	
101	Vol-1	100		RFP for System Integrator for Implementation of Greater Visakhapatnam Smart City Solutions	Why Vishakhapatnam Smart city is indicated in this RFP?			Refer Corrigendum
102	Vol-1	102	Annexure 5A	PBG	This FORM need to contain a clause stating the status of dues (whether existing or not and if existing how much amount etc) between Authority and Bidder as on the date of the PBG.		No Change in Original Clause	
103	Vol-1	106	Annexure 5A	NDA	1. This form need to contain the standard exceptions to the confidentiality obligation.		No Change in Original Clause	
104	Vol-1		Clause-11 Annexure-6		2. This form need to contain the cap on time period of confidentiality obligation and the obligation to maintain the confidentiality shall be limited to One(1) year from the date of expiry or termination of the NDA. And this NDA and confidentiality obligations under it shall automatically cease when the parties enter into a definitive agreement i.e Master Agreement.			
105	Vol-1			DC, DR	Please indicate locations of DC & DR.		Refer Addendum_1	
106	Vol-1	NEW	NEW	NEW	The total cumulative liability of Bidder arising under or related to the agreement shall be limited to the fees received by it from the Authority for the services rendered by it in the twelve months immediately preceding the claim as of the date the liability arose. Also there shall be a disclaimer of all indirect and consequential damages and not liable to the other for any special, indirect, incidental, consequential (including loss of data, profit or revenue), exemplary or punitive damages whether in contract, tort or other theories of law, even if such party has been advised of the possibility of such damages.		No Change in Original Clause	

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107	Vol-1		9 Eligible Goods and Services, and OEM Criteria	ANPR Cameras and ANPR Solution	We request you to reduce the Camera Numbers as 500 cameras across globe as on 31/03/2016 and Should have been operational for at least 2 City/outdoor CCTV Surveillance projects (globally) for supporting minimum 100 ANPR solutions in each in last 3 years		<b>No Change in Original Clause</b>	
108	Vol-1			Racks: You mentioned outdoor racks	We suggest you to go for IP54 / 55. For even Network Rack and server rack not given any dimensions or mention clearly about the dimensions		<b>Bidder to propose.</b>	
109	Vol-1			GIS Integration- SI shall undertake detail assessment for integration of the Smart e- Governance systems, Surveillance System and all other components of the Geographical Information System (GIS). SI is required to carry out seamless integration to ensure ease of use of GIS in the Dashboards in Command Control Centers. If this requires specific field survey, it needs to be done by SI. If such a data is already available with the authority, it shall facilitate to provide the same on demand in advance. SI is required to check the availability of such data and its suitability for the project. SI is required to update GIS maps from time to time.	1. Please clarify that KSCCL has GIS map and GIS server for Kakinada area. 2. Please provide the details of existing Map solution. 3. We assume that CCA application needs to be integrated with those map.  For integration necessary GIS map service will be made available by KSCCL		<b>KMC has NRSA Map available, bidder to integrate the same with all smart elements.</b>	

Sd/- S.Aleem Basha,  
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