

Response to Pre-Bid Queries/ Suggestion

Bid for Selection of Agency for Supply, Installation, Commissioning and warranty support of various Equipments for the Implementation of Video Surveillance System at various Model Schools working under Office of the Rastriya Madhyamik Shiksha Abhiyan (RMSA), Gujarat Council of Secondary Education, Gandhinagar RFP.NO. GIL\RMSA\Video Surveillance\2017-18 DATE: DATE: 09.08.2017

Sr. No.	RFP Reference/Page No./Clause No./Section No.	Item / Clause Description	RFP Clause / Specifications	Query / Clarification / Suggestions from the Venders	Responses of GIL
1	Page. No. 4	Section - 1/Eligibility Criteria	The bidder should have a total sum of turnover of Rs. 15 Crore (Minimum) in the last three financial years and the turnover of the last year should be at least Rs. 5 crores. The copies of Audited Annual Accounts for last three years shall be uploaded along with the bid.	Please Consider Last three year sum of turn over 5 Crore in place of 15 Crore, so that more Bidders can Participant and Customer can get Benefit of good pricing.	As per the RFP
2	Page. No. 4	Section - 1/Eligibility Criteria	The Bidder should have demonstrable experience and expertise in supply, installation, commissioning of at least a single project in India having minimum 1000 IP CCTV Cameras OR Two projects having minimum 500 IP CCTV Cameras during the last 3 years as on bid submission date. Copies of Purchase Order(s) /Contract Agreement and Certificates of Successful Completion from Customer should be submitted. (Form no. E-8)	Please Clarify Bidder Should have 1000 Camera Experience or OEM	See the revised RFP
3	Page. No. 16	Section - 3/ Instructions to Bidders	<p align="center">Payment Terms</p> 34.1 No advance Payment will be made. 34.2 50 % payment will be made after Delivery of all hardware and related peripherals at site. The inspection will be done by GIL. 34.3 30 % payment will be made after Installation and Completion of Work & Acceptance Test 34.4 Remaining 20 % payment will be made after 90 days from completion of the work and training to personnel from THE OFFICE.	Our Request: Requesting you Please Change for Payment Terms. Please Keep 80% Against Delivery and 20% After Installation and GIL Inspection.	As per the RFP
4	Page. No. 4	Section - 1/Eligibility Criteria	The Bidder should have demonstrable experience and expertise in supply, installation, commissioning of at least a single project in India having minimum 1000 IP CCTV Cameras OR Two projects having minimum 500 IP CCTV Cameras during the last 3 years as on bid submission date. Copies of Purchase Order(s) / Contract Agreement and Certificates of Successful Completion from Customer should be submitted. (Form no. E-8)	We request to clarify whether below criteria of 1000 IP CCTV Cameras to be fulfilled by bidder or by OEM? Where As, Page 38, Form no. E8: Experience of OEM / IP CCTV Camera Product Company:	See the revised RFP
5	Page. No. 1		Last Date of Submission of Bid Processing Fees & EMD: 29.08.2017 till 1500 hours	To extend bid submission date up to September 21st, 2017,	As per the RFP

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6	Page. No. 16	Section - 3/ Instructions to Bidders	The work has to be completed within 90 Working days for the date of Work Order issued.	To increase project implementation time period from existing 90 days to 240 days.	As per the RFP
7	Page-22	SECTION 5: Technical Specification Item No. 1 Indoor Dome 2MP IP Camera	WDR: True WDR >=100 db	For outdoor / indoor surveillance, there is variation in illuminance due to bright light sources. True WDR value with 120db value will render better and good quality image as compared with any normal camera with WDR feature. Request you to amend it to True WDR 120dB which is wide used and available with major brands.	As per the RFP
8	Page-22	SECTION 5: Technical Specification Item No. 1 Indoor Dome 2MP IP Camera	Camera should supplied with 32GB Micro SD/SDHC /SDXC memory card for recording	Requesting to Add support upto 128GB SD Card considering Megapixels IP cameras & extended days of recording	As per the RFP
9	Page-22	SECTION 5: Technical Specification Item No. 1 Indoor Dome 2MP IP Camera	Lens: 3 to 9 mm or better, DC-iris, motorized Zoom	Lens plays an important role in surveillance industry. The size of lens decide the angle of view of the camera. Requesting you to kindly specify the lens size 2.8~12mm as per camera location for better coverage	As per the RFP
10	Page-22 & 23	SECTION 5: Technical Specification Item No. 1 Outdoor Bullet 2MP IP Camera	WDR: True WDR >=100 db	For outdoor / indoor surveillance, there is variation in illuminance due to bright light sources. True WDR value with 120db value will render better and good quality image as compared with any normal camera with WDR feature. Request you to amend it to True WDR 120dB which is wide used and available with major brands.	As per the RFP
11	Page-22 & 23	SECTION 5: Technical Specification Item No. 1 Outdoor Bullet 2MP IP Camera	Camera should supplied with 32GB Micro SD/SDHC /SDXC memory card for recording	Requesting to Add support upto 128GB SD Card considering Megapixels IP cameras & extended days of recording	As per the RFP
12	Page-22 & 23	SECTION 5: Technical Specification Item No. 1 Outdoor Bullet 2MP IP Camera	Lens: 3 to 9 mm or better, DC-iris, motorized Zoom	Lens plays an important role in surveillance industry. The size of lens decide the angle of view of the camera. Requesting you to kindly specify the lens size 2.8~12mm as per camera location for better coverage	As per the RFP

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13	Page-4	Section - 1/Eligibility Criteria	The Bidder should be a company registered under Companies Act, 1956/2013 and should have been operating for the last three years as on bid issuance date.	Please clarify Partnership Firm, Incorporation and Propriety firm can quote on this bid.	See the revised RFP
14	Page-4	Section - 1/Eligibility Criteria	The bidder should have a total sum of turnover of Rs. 15 Crore (Minimum) in the last three financial years and the turnover of the last year should be at least Rs. 5 crores. The copies of Audited Annual Accounts for last three years shall be uploaded along with the bid.	Please Consider Last three year sum of turn over 5 Crore in place of 15 Crore.	As per the RFP
15	Page-4	Section - 1/Eligibility Criteria	The Bidder should have demonstrable experience and expertise in supply, installation, commissioning of at least a single project in India having minimum 1000 IP CCTV Cameras OR Two projects having minimum 500 IP CCTV Cameras during the last 3 years as on bid submission date. Copies of Purchase Order(s) /Contract Agreement and Certificates of Successful Completion from Customer should be submitted. (Form no. E-8)	Please confirm this eligibility is for OEM or Bidder.	See the revised RFP
16	Page-4	Section - 1/Eligibility Criteria	The Bidder should have demonstrable experience and expertise in supply, installation, commissioning of at least a single project in India having minimum 1000 IP CCTV Cameras OR Two projects having minimum 500 IP CCTV Cameras during the last 3 years as on bid submission date. Copies of Purchase Order(s) /Contract Agreement and Certificates of Successful Completion from Customer should be submitted. (Form no. E-8)	This is a restrictive clause which bars domestic manufacturer to participate in the tender as a bidder and this should please be waived off for Domestic Manufacturer. You may like to refer to Rule 144 (v) of GFR 2017 and Public Procurement Order 2017.	See the revised RFP
17	Page- 22 & 23	Section – 5 Technical Specification. Item no.: 1 Indoor Dome 2MP IP Camera Item no.: 2 Outdoor Bullet 2MP IP Camera Item no.: 3 : 32 CH Network Video Recorder	Certification- CE/EN, FCC, ETL/UL certified at the time of bidding	Request to accept equivalent certifications to UL. Certification : CE, FCC certified & UL/EN/IEC/IS listed. You may further like to refer to order copy issued by MHA and Rule 144 (iii) of GFR 2017.	As per the RFP

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18	Page-4	Section - 1/Eligibility Criteria	(a) The Bidder should have at least 3 years experience in setting up LAN / WAN, and should have installed minimum 10 LAN / WAN Systems with minimum 100 nodes (here node means IP Camera or Computer or any other networking device) installed and operational in the same campus or different campus. Copies of Purchase Orders / Contract Agreement and Certificates of Successful Completion from Customer should be submitted. (Form no. E-3).	We request to amend as "The Bidder should have at least 5 years experience in setting up LAN / WAN, and should have installed minimum 5 LAN / WAN Systems with minimum 100 nodes (here node means IP Camera or Computer or any other networking device) installed and operational in the same campus or different campus. Copies of Purchase Orders / Contract Agreement and Certificates of Successful Completion from Customer should be submitted. (Form no. E-3)". 1 LAN/WAN systems with minimum 100 nodes (here node mean IP camera), if similar kind of 10 projects leads to 1000 CCTV project, which is almost the same of the required quantity as mentioned in the RFP. So we request to kindly consider our request as this help us to participate in the bid	See the revised RFP
19	Page-4	Section - 1/Eligibility Criteria	b) The Bidder should have demonstrable experience and expertise in supply, installation, commissioning of at least a single project in India having minimum 1000 IP CCTV Cameras OR Two projects having minimum 500 IP CCTV Cameras during the last 3 years as on bid submission date. Copies of Purchase Order(s) / Contract Agreement and Certificates of Successful Completion from Customer should be submitted. (Form no. E-8)	We request kindly confirm asked experience is for Bidder or for OEM and If it is for Bidders than request to amend "The Bidder should have demonstrable experience and expertise in supply, installation, commissioning of at least a single project in India having minimum 500 IP CCTV Cameras OR Two projects having minimum 300 IP CCTV Cameras during the last 3 years as on bid submission date. Copies of Purchase Order(s) / Contract Agreement and Certificates of Successful Completion from Customer should be submitted. (Form no. E-8)"	See the revised RFP
20	Page-5	Section - 2 /Scope of Work	The bidder has to lay the LAN Cable for fulfill the requirements as per RFP	Kindly clarify "Will these cables need a cable tray or bare cables are to be layed. We assume that the cables are to be layed upon the school walls and not through any open shafts/environment"	As per the RFP
21	Page-6	Section - 2 /Scope of Work	UPS installation along with necessary electrification is required to connect UPS to Mains and, Switches & NVR to UPS.	Kindly clarify " For 1 KVA UPS what is the length from the Mains to the UPS as it may vary from one school to another and also kindly clarify earthing will be in the scope of bidder or customer	As per the RFP
22	Additional			We request kindly allow "Citations of Indian subsidiary of an Indian company (parent) shall be considered in case the said Indian parent company holds stake of 75% or more in the said Indian subsidiary	As per the RFP

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23	Page No 4	Section - 1 Eligibility Criteria, 8. Eligibility Criteria of OEM / CCTV Camera Product Company:	b) The Bidder should have demonstrable experience and expertise in supply, installation, commissioning of at least a single project in India having minimum 1000 IP CCTV Cameras OR Two projects having minimum 500 IP CCTV Cameras during the last 3 years as on bid submission date. Copies of Purchase Order(s) / Contract Agreement and Certificates of Successful Completion from Customer should be submitted. (Form no. E-8)	It is understood that this eligibility criteria are for OEM not for SI b) The OEM should have demonstrable experience and expertise in supply, installation, commissioning of at least a single project in India having minimum 1000 IP CCTV Cameras OR Two projects having minimum 500 IP CCTV Cameras during the last 3 years as on bid submission date. Copies of Purchase Order(s) / Contract Agreement and Certificates of Successful Completion from Customer should be submitted. (Form no. E-8)	See the revised RFP
24	Page No-6	Section - 2 / Scope of work for IP Video Surveillance / CCTV System	Fixed cameras poles/masts and suitable brackets for mounting the cameras, weather-proof enclosures, fixtures, cables, connectors & any other devices/ peripherals required for the proper functioning of various cameras.	Does poles/masts require for fixing of outdoor bullet camera? If Yes, it doesn't reflect in total BoQ, Kindly clarify.	As per the RFP
25	Page No-26	SECTION 5 / Item no.: 8 - 32" or higher Professional Display Monitor	Accessories : Power cable, VGA cable, (Please mention the length of the cables)	VGA Cable needs to be replaced with HDMI Cable , kindly amend this.	As per the RFP
26	Page No-27	SECTION 5 / Item no 14.: Mount/Junction Box	14. Mount/Junction Box at Camera End (should be Suitable for quoted IP camera)	Kindly clarify the size of the junction box. As per standard installation Procedure Backplate, Faceplate, I/O & Patchcord are required at the camera termination end, but it does not reflect in total BoQ, Kindly clarify.	As per the RFP
27	Page No-4	Section - 1/Eligibility Criteria	Bidder should have a total sum of turnover of Rs. 15 Crore (Minimum) in the last three financial years. The copies of Audited Annual Accounts/Balance Sheet along with Profit & Loss Account for last three years shall be attached along with the bid. (Form no. E-1)	bidder should have a total sum of turnover of Rs. 3.5 Crore (Minimum) in the last three financial years OR Please allow sister company documents for total sum of turnover of Rs. 15 Crore (joint venture)	As per the RFP
28	Page No-4	Section - 1/Eligibility Criteria	The Bidder should be a company registered under Companies Act, 1956/2013 and should have been operating for the last three years as on bid issuance date	The Bidder should be registered under the Companies Act 1956/32 or Proprietary Firm and should be in operation in India for a period of at least 5 years as on publication of RFP OR Please allow sister company (JV) documents for company registered under Companies Act, 1956/2013	See the revised RFP

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29	Page-22	SECTION 5: Technical Specification Item No. 1 Indoor Dome 2MP IP Camera	Inclusion- Auto store video in SD card when NVR not reachable and upload missing video to NVR when resumed	Auto store video in SD card when NVR not reachable and upload missing video to NVR when resumed We are already ask for SD card should be supplied with Camera so if this function will help to have complete fail safe for the entire surveillance system	As per the RFP
30	Page-22	SECTION 5: Technical Specification Item No. 2 Outdoor Bullet 2MP IP Camera	Inclusion-Auto store video in SD card when NVR not reachable and upload missing video to NVR when resumed	Auto store video in SD card when NVR not reachable and upload missing video to NVR when resumed. We are already ask for SD card should be supplied with Camera so if this function will help to have complete fail safe for the entire surveillance system	As per the RFP
31	Page. No. 16	Section - 3/ Instructions to Bidders	<p>Payment Terms</p> <p>34.1 No advance Payment will be made.</p> <p>34.2 50 % payment will be made after Delivery of all hardware and related peripherals at site. The inspection will be done by GIL.</p> <p>34.3 30 % payment will be made after Installation and Completion of Work & Acceptance Test</p> <p>34.4 Remaining 20 % payment will be made after 90 days from completion of the work and training to personnel from THE OFFICE.</p>	<p>Requesting you please change for payment.</p> <p>80% against Delivery and 20% after Installation and GIL Inspection</p> <p>This will Invite More Comparative Price bid which will help to customer to get better Price.</p>	As per the RFP
32	Page. No. 4	Section - 1/Eligibility Criteria	The Bidder should have demonstrable experience and expertise in supply, installation, commissioning of at least a single project in India having minimum 1000 IP CCTV 500 IP CCTV Cameras during the last 3 years as on bid submission date. Copies of Purchase Order(s) /Cameras OR Two projects having minimum Contract Agreement and Certificates of Successful Completion from Customer should be submitted. (Form no. E-8)	please allow to quote with single project in India having minimum 300 IP CCTV single project.	See the revised RFP
33	Additional			Existing Infrastructure -Please clarify the point	As per the RFP
34	Page. No. 6	Section - 2 /Scope of Work	20 years of certifications for passive component asked in page nos 6	shall we include the certifications prices in quote for 20 years	See the revised RFP
35	Page. No. 28	Section 6 / Price Bid Format	5 Years of warranty	Shall we include in our basic cost	As per the RFP

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36	Page. No. 16	Section - 3/ Instructions to Bidders	No Advance payment will be made . 50% after delivery of all the hardware	Please give 75% after delivery and balance after installation	As per the RFP
37	Page. No. 18	Section - 3/ Instructions to Bidders	It is turnkey project	Please clarify the point	As per the RFP
38	Page. No. 16	Section - 3/ Instructions to Bidders	Project Completion time 90 Days	Please give 120 working days	As per the RFP
39	Page-4	Section - 1/Eligibility Criteria	Bidder should have experience of executing CCTV / Surveillance System Project for at least 10 customer reference sites of IP CCTV Camera & related accessories installation, out of which 5 sites must consisting of minimum 16 IP CCTV Cameras per site. Copies of Purchase Order(s) / Contract Agreement and Certificates of Successful Completion from Customer should be submitted. (Form no. E-4)	In the project the overall CCTV required 870 approx. in 44 location. So we request you to consider the quantity of CCTV Cameras and locations from single PO reference or 10 number of PO's. Request you to remove 10 customer reference sites and allow the experience for the required CCTV and locations from the single customer reference site.	As per the RFP
40	Page. No. 24	Section - 5/Technical Specification/Item no.: 6 PoE Layer-2, 24 port Network Switch & Item no.: 7 PoE Layer-2, 08 port Network Switch	POE switch with 2 SFP	SFP ports - 1G or 10G? Mode - Single mode or multimode?	As per the RFP