

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 Govt. Industrial Training Institute (ITI) working under Directorate of Employment and Training, Gandhinagar. RFP.NO. GIL\DET\Video Surveillance\2017-18 DATE: 15.02.2018

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. 22	Section - 5/Technical Specification/ Item no.: 5 - 32" or higher Professional Display Monitor	Contrast Ratio - 1000:1 or higher Input & Output - PC input (D-sub)-1/ HDMI-1, Audio in, USB	Contrast Ratio'5000:1 - We can view objects clearly in a darker environment Input & Output - HDMI x 2 - Additional port give flexibility to connect more sources together MTBF - 50000 Hours Operational Hours- Professional display should run 16*7 without any problem Certification - CE, FCC, UL	As per RFP
2	Page. No. 15	Section-2 – Scope of Work for Video Surveillance/ CCTV System including Cabling work / Article – 35 /Service Terms	35.5 For extending better services to the user, the Vendor will be allowed to deploy & use own tested and proven solution, with prior permission from the Directorate of Employment and Training 35.8 d) The vendor also needs to make alternate arrangement in case of major failure happens in the network of CCTV Camera cabling, due to which services may be effecting for longer period.	Bidders can also propose for Cloud Based Remote Monitoring System through latest technology enabled Smart Cloud Cameras to implement real time Cloud based Monitoring solution for Remote Surveillance	As per RFP
3	Page. No. 22	Section - 5/Technical Specification/ Item no.: 5 - 32" or higher Professional Display Monitor	Panel Type - LED Contrast Ratio - 1000:1 or higher	Panel Type -LED/LFD Contrast Ratio - 5000:1 or higher Operation Hour - 16*7 New spec add for better performance Star Rating - ENERGY STAR 7.0 (USA) - New spec add for energy savings Display Colors - 16.7 M - New spec add for better colors display	As per RFP
4	Page. No. 21	Section - 5/Technical Specification/ Item no: 4 32 CH Standalone DVR	Playback quality - 720P or better Certifications- CE, FCC	Playback quality -1080P - 720 P is absolute and old technology Certifications- UL - To get a better quality	As per RFP
5	Page. No. 21	Section - 5/Technical Specification/ Item no: 1 IR Dome CCTV camera & Item No: 2 IR Outdoor bullet CCTV camera	Certifications- CE, FCC	Certifications- UL - To get a better quality	As per RFP
6		Additional Suggestion	Additional Suggestion	NO Structure Cabling Provision for back up of DVR and Camera Devices - We wish to include Structured Cabling Provision for complete CCTV Survelience solution This would ensure the proper installation and back up of the data in the network	As per RFP
7		Additional Suggestion	Additional Suggestion	No passive networking security considered in the RFP for critical products like CCTV application. - We wish to propose physically lockable patch cords. to be mounted on the camera. - This would ensure the secure connection available all the time. This would also prevent the accidental or loose disconnection of patch cords from the camera or any active device. Brochure attached	As per RFP

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8		Additional Suggestion	Additional Suggestion	Approval to give Alternate solution for Information Outlet, Face Plate, Back Box and Patch Cord use in the network. - We wish to propose reusable field crimpable IP20 RJ45 connectors.- This connector can be multiple time terminated on both ends of the cable. This connector gives IP20 protection that would prevent dust particles accumulation on the connections. This would reduce the inventory of patch cords, Cat 6 Panel and IO as this can be directly terminated on cable at Camera and Switch side.	As per RFP
9	Page. No. 21	Section - 5/Technical Specification/ Item no: 1 IR Dome CCTV camera	Vandal proof Dome camera Certifications - CE, FCC Power source - DC 12+/- 10 %	request to mention IK10 for Vandal proof Certifications - request to add UL Power source - DC12V +/- 25% Operating temprature not mentioned	As per RFP
10	Page. No. 21	Section - 5/Technical Specification/ Item No: 2 IR Outdoor bullet CCTV camera	Certifications - CE, FCC Power source - DC 12+/- 10 %	Certifications - request to add UL Power source - DC12V +/- 25% Operating temprature not mentioned	See the changes in the revised RFP Power source - DC12V +/- 25%
11	Page. No. 21	Section - 5/Technical Specification/ Item no: 4 32 CH Standalone DVR	Playback quality - 720P or better Certifications- CE, FCC	As camera is 1080p so playback/recording quality should be also 1080p Certifications- request to add UL	As per RFP
12		Additional Suggestion	Additional Suggestion	Here you have asked the total solution on Analog based technology. as the analog technology is old technology and the latest IP based technology is now widely accepted and available at affordable price point so request to give thought and consider the IP based technology for this requirement . IP based solution will be more stable compare to analog based. if you consider 2 MP IP Cameras with fixed type of lens then with 10 to 15% increase in your budget you can get latest IP technology cameras which will give you overall satisfaction throughout 5 years of tenure	As per RFP
13	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. 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)	1. Section -1, Eligibility Criteria, Sr. No. 1. Please consider Total sum of turnover capacity Rs. 7 Cr. to 7.30 Cr. (Minimum) in the last three financial years reference to the tender value instead of 15 Cr . - If any vendor will give OEM's PO references but please note that OEM can give only Dealer's PO references and OEM can't give End user PO references because OEM doesn't work directly with End user that's why OEM can't give completion certificate and PO references. -The OEM / CCTV Camera Product Company/ System Integrator should have installed at least a single project in India containing minimum 500 CCTV Camera (of quoted camera brand):- Please give option of Quoted Camera Brand or any camera brand in this clause	As per RFP
14		Additional Suggestion	Additional Suggestion	We suggest to change the camera solution to IP based from Analog based, as getting support for Analog camera solution for 5 years is very difficult and can turn out to be costly. Also IP based surveillance is more reliable & has longer life cycle.	As per RFP

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15	Page. No. 14 & 15	Section - 3/Instructions to Bidders/ ARTICLE- 33 DELIVERIES AND INSTALLATION / IMPLEMENTATION	The work has to be completed (including delivery, installation/implementation & commissioning) within 60 days from the date of confirmed purchase order.	Delivery & installation/implementation time line of 60 days is too less, we request for at least 120 days, as there are 100 locations across the state to be reached out to.	See the changes in the revised RFP
16	Page. No. 15	Section - 3/Instructions to Bidders/ ARTICLE –34: PAYMENTS TERMS	No advance Payment will be made. 90 % payment will be made after Delivery, Installation and Completion of Work & Acceptance Test. The inspection will be done by GIL. Remaining 10 % payment will be made from completion of the work and functional training to personnel from Directorate of Employment and Training / ITI.	Request a change in payment terms to 90% against delivery & inspection instead of 90% against installation.	As per RFP
17		Additional Suggestion	Additional Suggestion	(1) During the Pre-Bid meeting, it was discussed and attention was drawn to the specifications of the tender wherein almost all vendors were of the opinion that the specifications were for analog type of products and the same should be reviewed and replaced by specifications for IP Technology products	As per RFP
18		Additional Suggestion	Additional Suggestion	Almost all vendors mentioned that Analog products are now obsolete and most of the organizations have even discontinued its manufacturing. The Analog technology has reached its end of life cycle.	As per RFP
19		Additional Suggestion	Additional Suggestion	With advent of IP technology, IP based Cameras and surveillance products are now used worldwide. The IP technology products provide wide range of operational and performance benefits over Analog technology products. A detailed comparison of same is attached for your reference	As per RFP
20		Additional Suggestion	Additional Suggestion	IP cameras are now available at comparable prices to some of the discontinued Analog technology products	As per RFP
21	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.	Noted	As per RFP
22	Page. No. 4	Section - 1/Eligibility Criteria	The bidder should have local presence and should have office in Gujarat. The bidder should have service support infrastructure to provide warranty and post warranty services. The details of such service support infrastructure must be enclosed. In case bidder do not have office in Gujarat, bidder should give undertaking to open office in Gujarat within 45 Working days from the date of award of work order	Noted	As per RFP
23	Page. No. 4	Section - 1/Eligibility Criteria	Bidder should have experience of executing CCTV / Surveillance System Project for at least 10 customer reference sites of CCTV Camera & related accessories installation, out of which 5 sites must consisting of minimum 16 CCTV Cameras per site.	Request you to please consider the Telecom Network I&C and Operations, WiFi Node/ IP Nodes Installations experience under qualifying criteria. If under one purchase order multiple campuses have been executed each campus will be treated separately	As per RFP

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24	Page. No. 4	Section - 1/Eligibility Criteria	Bidder should attach Authorization certificate from the OEM of the equipment specified in Form, for the authenticity, authorized representation and after sales support. (Form no. E-4)	Noted	As per RFP
25	Page. No. 4	Section - 1/Eligibility Criteria	(a) The OEM / CCTV Camera Product Company should have registered office and service center in India since last 3 years (i.e. If bidder wants to quote the "X" brand of CCTV Camera, then OEM of "X" brand of CCTV Camera should have registered office and service center in India since last 3 years). Agreement. (Form no. E-5)	Noted	As per RFP
26	Page. No. 4	Section - 1/Eligibility Criteria	(b) The OEM / CCTV Camera Product Company/ System Integrator should have installed at least a single project in India containing minimum 500 CCTV Camera (of quoted camera brand) OR 2 projects containing minimum 250 CCTV Cameras (of quoted camera brand) OR 3 projects containing minimum 170 CCTV Camera (of quoted camera brand) OR 5 projects containing minimum 100 CCTV Camera (of quoted camera brand).	Noted	As per RFP
27		Additional Suggestion	Consortium	We understand that the consortium is allowed to bid. Pls confirm our understanding	As per RFP
28		Additional Suggestion	Additional Suggestion	We are the public Sector unit (Government of India Undertaking) is a pioneering venture in the field of telecommunication and contributed over 50% of the present national network. We have successfully executed various prestigious projects of Central Govt and State Govt. and other Govt. Organizations and PSUs for CCTV, Video Conferencing , Networking and other IoT Products. We would like to be associated for this particular project with GIL and Directorate of Employment and Training. We suggest to change the specifications of CCTV cameras from Analog type to IP type as IP cameras re more advanced technology and can be more suitable looking to the 5 years warranty period. We also further suggest to indicate that the IP cameras should be of reputed brand and preferably having UL Certificate. Hence we request you to please change the specifications to enable us to work out the offer	As per RFP