

Response to the Pre-bid Queries

Bid for Purchase of Tablets on behalf of Commissionerate of Technical Education, Education Department, Government of Gujarat (Tender No. HWT270317421)

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./ Section No./ Clause No.	Tender Description		
1	Page No. 2	Additional Request	We suggest Top 5 vendor as per recent IDC report Tablets in commercial segment.	As per Bid
2	Page No. 6 Clause No. 29	Delivery of Tablets	Please clarify single Delivery location or Multiple delivery locations.	As per Bid
3	Page No. 5 Clause No. 27	Additional Request	Inspection & Testing - We suggest GIL should ask for 5 TABs quoted model with Technical BID submission. This will help to verify the specification. We suggest EQDC Inspection before release Purchase Order.	As per Bid
4	Page No. 10	Additional Request	Technical specification - Battery Backup - We suggest to include 7 hours battery backup with video play.	Specifications mentioned are minimum. Bidder can quote the Tablet with higher specifications without any additional cost.
5	Page No. 5 Clause No. 20	Prices shall be inclusive of Excise Duties. The prices shall strictly be submitted in the given format. Quoted prices shall be without VAT/GST. The tax (VAT/GST) components as applicable shall be mentioned separately in the respective columns. Successful Vendor will have to supply/provide goods with an Invoice from a place located within State of Gujarat.	Please clarify Taxes if GST will become application during execution of the project.	See the changes in Revised Bid Document.
6	Page No. 7 Clause No. 35.2	100% payment for each tranche of delivery subject to satisfactory quality testing & inspection. The inspection will be done by GIL in the manner decided by GIL.	Please clarify payment Terms	As per Bid

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7	Page No. 2 Clause No. 8	Neither the bidder nor the OEM should have any pending disputes pertaining to contract management / Fulfilment of contractual agreement with Central Government, State Governments on the date of issue of this RFP. Undertaking from the Company Secretary or the Authorized Signatory on the Company letterhead.	<p>This is with reference to Lenovo representation to GIL for 316500 units Tablet tender. We have requested for a change in the "Dispute Clause of the Tender".</p> <p>Tender States the following "Undertaking to be provided that the OEM should not have any pending disputes pertaining to contract management / Fulfilment of contractual agreement with Central Government, State Governments on the date of issue of this RFP". However as requested in the meeting "Dispute" is a very broad term and can cover any number of instances including late delivery, short payment, late payment etc. As an example if we have participated in a tender and have only received 98% of payment while 2% is pending from customer, that 2% is a "disputed" amount for us.</p> <p>As per the understanding given during the meeting, the entire purpose of having the clause is to ensure that no firm which has duped/ done fraud with Govt should be able to participate in the tender. Hence, we request the clause to be amended to below</p> <p style="text-align: center;">Undertaking from Authorized Signatory</p> <p>The OEM hereby undertakes that it does not have any pending litigation with Central Government and State Governments pertaining to fraudulent or corrupt practices as on the date of issue of this Tender.</p>	See the changes in Revised Bid Document.
8	Page No. 11	Form no. T-2: Minimum Technical specifications of Tablet Other Features - GPRS, Edge, 3G, Mini USB, Audio out jack (3.5 mm), Accelerometer, GPS, Compass, Gyroscope, Stereo Speakers, Headphones	Gyroscope is required for scientific measurements require angle of tilt in 3D like for example bounce of a vehicle. Students who will be end users of this device would not require the gyroscope and a 2D tile is more than required which is covered by the accelerometer. Hence request to remove the same.	See the changes in Revised Bid Document
9			Mini USB Is a old out dated technology that none of the current tablets/smartphones use. Request to change this to Micro USB	See the changes in Revised Bid Document

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10	Page No. 10	Form no. T-2: Minimum Technical specifications of Tablet Camera - 0.3MP Front Camera	Such a small MP camera will not suffice the purpose of video calling. Request to remove the same or keep it optional.	Specifications mentioned are minimum. Bidder can quote the Tablet with higher specifications without any additional cost.
11		Additional Request	OEM Capability - OEM should have an experience of supplying 30000 or more tablet to any government organization in Single PO.	As per Bid
12		Additional Request	Sample Submission - We humble request to put a clause that each bidder should submit a sample of the device being proposed during the bid submission. The same device should be used for Technical Evaluation.	As per Bid
13	Page No. 10	Form no. T-2: Minimum Technical specifications of Tablet Weight - Less than 350 gms	We would suggest to look at better built and higher weight, to ensure that the devices are more rugged and not fragile, as these would be used by students which is highly risky in terms of accidental drop.	As per Bid
14		Thickness - Less than 10 mm	We would suggest to look at better built and higher weight, to ensure that the devices are more rugged and not fragile, as these would be used by students which is highly risky in terms of accidental drop. Higher thickness will give better grip.	As per Bid
15		Screen - 7 inches size, 600 x 1024 pixels, Capacitive, Multitouch, 16M colours, Pixel Density:165 ppi or above, Brightness 400 nit or above, TFT LCD or Super AMOLED or IPS LCD	Resolution should be higher as it would help in viewing the education content, also request you to clarify whether the brightness is 400 nits typical or maximum.	Specifications mentioned are minimum. Bidder can quote the Tablet with higher specifications without any additional cost. The brightness is 400 nits minimum.
16		RAM - 1 GB	We would recommend a higher memory as the overall performance would be too slow with a 1GB memory.	Specifications mentioned are minimum. Bidder can quote the Tablet with higher specifications without any additional cost.
17		Li-Ion Battery - 3450mAh or more	We would recommend a higher battery rating as the current would not be sufficient to last for more than 3-4 hours.	Specifications mentioned are minimum. Bidder can quote the Tablet with higher specifications without any additional cost.

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18	Page No. 10	EMD as mentioned above, shall be submitted in the form of Demand Draft OR in the form of an unconditional Bank Guarantee (which should be valid up to validity of bid + 90 days) of any Nationalized Bank including the public sector bank or Private Sector Banks or Commercial Banks or Co-Operative Banks and Rural Banks (operating in India having branch at Ahmedabad/ Gandhinagar) as per the G.R. no. EMD/10/2015/508/DMO dated 27.04.2016 issued by Finance Department or further instruction issued by Finance department time to time; in the name of "Gujarat Informatics Ltd." payable at Gandhinagar (as per prescribed format given at Annexure A1) and must be submitted along with the covering letter.	<p>In point 10 of the terms and Conditions the validity of the EMD is mentioned as " should be valid upto Validity of Bid + 90 days.</p> <p>In point 31 of the terms and conditions the Bid validity is mentioned as 180 days from the date of the financial bid opening. Hence the total validity of the EMD should be 180+90 which is 270 days. However in your format of EMD (Annexure A) you asking for the guarantee to be valid for a period of 12 months which is 360 days.</p> <p>Request a clarification on the above.</p>	See the changes in Revised Bid Document
18	Page No. 2 Clause No. 5	The OEM(s) whose tablets are being bid for in this project should have an average annual turnover of 1000 crores or more in each of last three financial years. i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded with a certificate from Chartered Accountant along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16. (Form no. E-3). In case of audited turnover of year 2016-17 is available that can be consider.	Request GIL to clarify that they want average turnover of 1000 corers in last three financial years or 1000 corers in each of the last three financial years. i.e. 2013-14, 2014-15, 2015- 16	The OEM(s) whose tablets are being bid for in this tender should have total turnover of 3000 crores or more in last three financial years. i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded with a certificate from Chartered Accountant along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16. (Form no. E-3). In case of audited turnover of year 2016-17 is available that can be consider.
19	Page No. 10	Form no. T-2: Minimum Technical specifications of Tablet Processor - Quad core 1.3 GHz or above, ARM Architecture, Qualcomm Snapdragon/Spreadtrum/Mediateck brands	Request GIL to make the Processor from 1.3 GHz to 1.0 GHz Quad Core or above as this is enough for the 7" Tablet which you have ask for it	As per Bid Specifications mentioned are minimum. Bidder can quote the Tablet with higher specifications without any additional cost.
20	Page No. 10	Camera - Rear - 2MP, Video recording 400p resolution, 20 fps or better, digital zoom, Front – 0.3MP	Request GIL to make Camera Rear from 2 MP to 5 MP and Front 0.3 MP to 2 MP. As it will get more clarity for Video Recording.	As per Bid Specifications mentioned are minimum. Bidder can quote the Tablet with higher specifications without any additional cost.
21	Page No. 11	Safety & standard Certification - CE/FCC & BIS	Request GIL to delete CE/FCC Certification as this is the international Certification and not required for India, for Safety & standard Certification we request to add ROHS Certification in it.	As per Bid

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22	Page No. 11	Other Features - GPRS, Edge, 3G, Mini USB, Audio out jack (3.5 mm), Accelerometer, GPS, Compass, Gyroscope, Stereo Speakers, Headphones	Request GIL to delete Compass and Gyroscope as that is not required for tablets. We want to understand if there is any specific requirement for Compass and Gyroscope. Also request to change stereo speakers to just speaker as for 7" tablet, single speaker is good enough	See the changes in Revised Bid Document
23	Page No. 10	Screen - 7 inches size, 600 x 1024 pixels, Capacitive, Multitouch, 16M colours, Pixel Density:165 ppi or above, Brightness 400 nit or above, TFT LCD or Super AMOLED or IPS LCD	Request GIL to reduce, Brightness 400 nit to 250 nit and above as 400 nit very high for the tablet for the 7" tablet & the cost will go up.	As per Bid
24	Page No. 2 Clause No. 3	The bidder should have annual turnover of Rs. 250 Crore (Minimum) from ICT product /services in each of the last three financial years i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16. (Form no. E-2). In case of audited turnover of year 2016-17 is available that can be consider	The bidder should have annual turnover of Rs. 30 Crore Average from ICT product /services in last three financial years i.e. 2013-14, 2014-15, 2015-16. This will Motivate Gujarat Based Government SI to Participate.	As per Bid
25		Additional Request	Consortium Allowed - Bidder with Min Average Rs. 30 Cr Turnover in Last 3 Year Can Come with Consortium Agreement with OEM by Using OEM Financial Credentials. Gujarat Based Lead Bidder can Participate with OEM. As OEM is in Direct Consortium Partner in Bid, The Product & Post sales Services Can be Assured.	As per Bid

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26	Page No. 2 Clause No. 3	The bidder should have annual turnover of Rs. 250 Crore (Minimum) from ICT product /services in each of the last three financial years i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16. (Form no. E-2). In case of audited turnover of year 2016-17 is available that can be consider	Request to amend the clause as: The bidder should have average annual turnover of Rs. 200 crore (Minimum) from ICT product /services in each of the last three financial years i.e. 2013-2014, 2014-15,2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded along with the bid. i.e. Financial years of 2013-14, 2014-15, 2015-16.	Request Not Accepted As per Bid
27	Page No. 2 Clause No. 5	The OEM(s) whose tablets are being bid for in this project should have an average annual turnover of 1000 crores or more in each of last three financial years. i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded with a certificate from Chartered Accountant along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16. (Form no. E-3). In case of audited turnover of year 2016-17 is available that can be consider.	This criteria to be relaxed.	See the changes in Revised Bid Document
28	Page No. 3 Clause No. 10	The Bidder will have to submit Non refundable Bid Processing Fees of Rs. 15,000/- and Earnest Money Deposit (E.M.D.) of Rs. 5,00,00,000/- (Rupees Five Crore only) on or before date and hours of submission of bids (i.e. 15.04.2017 up to 1500 Hrs) in a sealed cover at GIL office.	Request to reduce EMD amount to Rs. 1.0 crore	Request Not Accepted As per Bid
29	Page No. 4 Clause No. 14	The Successful bidder has to submit Performance Bank Guarantee for assurance of delivery of Rs. 15,00,00,000/- (Rupees Fifteen Crores only) within 15 days from the date of issue of Purchase order for the duration of 12 months from any Nationalized Bank including the public sector bank or Private Sector Banks or Commercial Banks or Co-Operative Banks and Rural Banks (operating in India having branch at Ahmedabad/Gandhinagar) as per the G.R. no. EMD/10/2015/508/DMO dated 27.04.2016 issued by Finance Department or further instruction issued by Finance department time to time. (The draft of Performance Bank Guarantee is attached herewith).	Request to amend performance Bank guarantee as 5% of contract value instead of Rs. 15,00,00,000/- (Rupees Fifteen crores only).	Request Not Accepted As per Bid

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30	Page No. 5 Clause No. 26	If selected bidder fails to deliver the Tablets as per the delivery schedule or partial quantity & fails to deliver rest of the quantity or the supplied tablets fails during the inspection in this event department reserves the right to place the order to the L2 bidder at risk & cost of the L1 bidder.	Please Clarify on "at risk & cost of the L1 bidder".	It has been discussed & clarified in Pre-bid Meeting.
31	Page No. 5 & 6 Clause No. 27	Inspection & Testing: The bidder will have to offer the inspection at EQDC, Gandhinagar & in the manner as decided by GIL before delivering to the respective sites or at customer sites. The cost of the same has to be borne by the supplier. Any deviation found in the specification of the produced goods or delivered goods after inspection from the tender specifications will lead to the cancellation of the order, forfeiture of EMD/PBG and prohibition in the participation in the future purchase of Government of Gujarat. GIL/GoG will not be responsible for any time delay which may arise due to any deviation from the bid technical specification found at the time of inspection and the bidder has to deliver the ordered goods within prescribed time limit. At the time of inspection, bidder is required to produce OEM's confirmation on OEM's Letter head with Sr. nos. of Equipment supplied for back to back warranty support as per tender terms and conditions.	Request testing by GIL/EQDC to be completed on sample tablet during technical evaluation rather than each lot, testing process to be detailed for bidder to understand on the requirements	As per Bid
32	Page No. 6 Clause No. 29	Delivery Schedule	Delivery schedule is too demanding, we request for following delivery schedules: First 50,000 Tablets: T1+ 90 Days =T2 Second lot of 1,00,000 Tablets : T2+ 90 Days =T3 Third lot of 1,00,000 Tablets : T3+90 days =T4 Remaining Lot : T4 + 60 Days.	As per Bid
33	Page No. 6 Clause No. 29	Delivery Schedule	Since order quantity is huge and considering delivery time lines, we request if order can be split into L1,L2,L3,L4 Bidder. At L1 price allotment.	As per Bid

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34	Page No. 6 Clause No. 32.1	Penalty Clause: Penalty for delay in Delivery If the bidder fails to deliver the equipment as mentioned in the delivery schedule (above) from the date of the issue of the purchase order at respective site/locations, then a sum equivalent to 5% of the value of the undelivered equipment i.e. due for delivery as per delivery schedule for each week or part thereof delay will be deducted from the payment. & value shall be deducted from the payment for each calendar week of delay or part thereof.	Request to limit Penalty at 1% per Weeks delay.	As per Bid
35	Page No. 3 Clause No. 10	The Bidder will have to submit Non refundable Bid Processing Fees of Rs. 15,000/- and Earnest Money Deposit (E.M.D.) of Rs. 5,00,00,000/- (Rupees Five Crore only) on or before date and hours of submission of bids.	We request that the firms registered with MSME under udyog Aadhar Scheme/NSIC shall be exempted from submission of Earnest Money Deposit and Bid Processing Fee.	Request Not Accepted As per Bid
36	Page No. 2 Clause No. 1	The bidder should be either manufacturer of the Tablet or its National distributor or its Authorized agency.	Since this is very large requirement worth at least couple of hundreds of cores therefore we request you to accept bids from the OEMs only.	As per Bid
37	Page No. 2 Clause No. 3	The bidder should have annual turnover of Rs. 250 Crore (Minimum) from ICT product /services in each of the last three financial years i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16. (Form no. E-2). In case of audited turnover of year 2016-17 is available that can be consider.	Kindly remove this clause and ask for turnover and bids from the OEMs only.	Request Not Accepted As per Bid
38	Page No. 2 Clause No. 4	The bidder should have a positive net worth firm for each of the last three years i.e. 2013-14, 2014-15, 2015-16. Audited Financial Statements reflecting net worth/CA certificate.	Since the contract size is very large, therefore the bidder should have substantial net worth in order to supply and service the contract. You are requested to ask minimum net worth of 100 crores.	Request Not Accepted As per Bid
39	Page No. 6 Clause No. 32.1	Penalty Clause: Penalty for delay in Delivery If the bidder fails to deliver the equipment as mentioned in the delivery schedule (above) from the date of the issue of the purchase order at respective site/locations, then a sum equivalent to 5% of the value of the undelivered equipment i.e. due for delivery as per delivery schedule for each week or part thereof delay will be deducted from the payment. & value shall be deducted from the payment for each calendar week of delay or part thereof.	As a common practice in the tender processes, the penalties are asked as 0.5% per week for each week of delay. Thus, we request that kindly ask for 0.5% penalty per week for each week of delay.	Request Not Accepted As per Bid

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40	Page No. 4 Clause No. 14	The Successful bidder has to submit Performance Bank Guarantee for assurance of delivery of Rs. 15,00,00,000/- (Rupees Fifteen Crores only) within 15 days from the date of issue of Purchase order for the duration of 12 months.	Since the value of the project is extremely large, we request that the Department that please reduce the PBG amount to Rs. 5 crore or 2% of the total project value. Currently, the standard being followed by DGS&D, Government of India is 2% PBG of the project value for all procurements.	Request Not Accepted As per Bid
41	Page No. 5 & 6 Clause No. 27	<p>Inspection & Testing: The bidder will have to offer the inspection at EQDC, Gandhinagar & in the manner as decided by GIL before delivering to the respective sites or at customer sites. The cost of the same has to be borne by the supplier. Any deviation found in the specification of the produced goods or delivered goods after inspection from the tender specifications will lead to the cancellation of the order, forfeiture of EMD/PBG and prohibition in the participation in the future purchase of Government of Gujarat. GIL/GoG will not be responsible for any time delay which may arise due to any deviation from the bid technical specification found at the time of inspection and the bidder has to deliver the ordered goods within prescribed time limit. At the time of inspection, bidder is required to produce OEM's confirmation on OEM's Letter head with Sr. nos. of Equipment supplied for back to back warranty support as per tender terms and conditions. The visual inspection of technical specifications, performance & functionality testing of the Tablets will be done for at least 1% quantity from each lot as mentioned in the delivery schedule at delivery site before accepting delivery.</p> <p>Any deviation found in the specification of the produced goods or delivered goods after inspection from the tender specifications will lead to the cancellation of the order & rejection of the supplied goods.</p>	Please clarify the charges for laboratory testing. You are requested to give a cure period to replace the supplies in case any deviations are found and if the supplier doesn't do so within 90 days, then you may cancel the order	As per Bid
42	Page No. 6 Clause No. 31	Bid validity will be of 180 days from the date of financial bid opening. A bid valid for shorter period shall be rejected as non-responsive. If required, GIL may extend the bid validity for further period from the date of expiry of bid validity in consultation with the successful bidder.	We request that the bid validity should be from the date of submission and not opening.	As per Bid

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43	Page No. 7 Clause No. 33	OEM has to ensure warranty support of the supplied items for 1 year & provide assurance to repair/replacement of faulty/defective tablet within 3 days from the date of submission of faulty/defective Tablet at authorized service center. The assurance letter from OEM should be signed by authorized signatory.	Three days time is a very short period, therefore you are requested to kindly consider a timeline of 10 working days in lieu of 3 days.	As per Bid
	Page No. 10	Form no. T-2: Minimum Technical specifications of Tablet Rear - 2MP, Video recording 400p resolution, 20 fps or better, digital zoom, Front – 0.3MP	Rear Camera of 2MP & front Camera of 0.3MP provide poor quality of picture and videos. Also, without flash, the user can't click quality images during night/low light conditions. So, we request you that kindly enhance the camera requirements as per current industry standards for 7 inch tablets in India, i.e., Rear Camera – 5MP with autofocus and flash. Front Camera – 2MP.	As per Bid Specifications mentioned are minimum. Bidder can quote the Tablet with higher specifications without any additional cost.
44	Page No. 10	Form no. T-2: Minimum Technical specifications of Tablet Li-Ion Battery - 3450mAh or more	The standard requirement of battery for a 7 inch tablet is be 3000 mAh. So, we request that kindly ask for 3000 mAh or higher battery capacity.	Request Not Accepted As per Bid
45	Page No. 10	Form no. T-2: Minimum Technical specifications of Tablet Other Features - GPRS, Edge, 3G, Mini USB, Audio out jack (3.5 mm), Accelerometer, GPS, Compass, Gyroscope, Stereo Speakers, Headphones	We request the Department to please remove Accelerometer, Compass & Gyroscope to allow more participation as these are not standard features in a tablets.	See the changes in Revised Bid Document
	46	Additional Request	Please include the criteria that the OEM has to be a company registered in India and having its manufacturing plant within the jurisdiction of Indian territories. The OEM should be an Indian company having its own manufacturing facility to honour the "Make in India" policy of Government of India in material and spirit. Very good and reputable manufacturers are available in India now and to boost "Make in India" policy that generates employment for fellow Indians it is highly recommended that the OEM should be an Indian company.	Request Not Accepted As per Bid
47	Page No. 7 Clause No. 35.2	Payment: Payment for Goods and Services shall be made by concern department in Indian Rupees as follows: 35.1 No advance payment will be made. 35.2 100% payment for each tranche of delivery subject to satisfactory quality testing & inspection. The inspection will be done by GIL in the manner decided by GIL.	The bid document does not describe the payment terms and conditions for the supplies, please clarify the same. Seeing the size of the order, a percentage advance and balance on supplies will give a lot of participation to the bid.	As per Bid

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49	Page No. 2 Clause No. 1	The bidder should be either manufacturer of the Tablet or its National distributor or its Authorized agency.	Since this is very large requirement worth at least couple of hundreds of cores therefore we request you to accept bids from the OEMs only.	As per Bid
50	Page No. 2 Clause No. 3	The bidder should have annual turnover of Rs. 250 Crore (Minimum) from ICT product /services in each of the last three financial years i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16. (Form no. E-2). In case of audited turnover of year 2016-17 is available that can be consider.	Kindly remove this clause and ask for turnover and bids from the OEMs only.	Request Not Accepted As per Bid
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52	Page No. 4 Clause No. 14	The Successful bidder has to submit Performance Bank Guarantee for assurance of delivery of Rs. 15,00,00,000/- (Rupees Fifteen Crores only) within 15 days from the date of issue of Purchase order for the duration of 12 months.	Since the value of the project is extremely large, we request that the Department that please reduce the PBG amount to Rs. 5 crore or 2% of the total project value. Currently, the standard being followed by DGS&D, Government of India is 2% PBG of the project value for all procurements.	Request Not Accepted As per Bid

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56	Page No. 10	Form no. T-2: Minimum Technical specifications of Tablet Other Features - GPRS, Edge, 3G, Mini USB, Audio out jack (3.5 mm), Accelerometer, GPS, Compass, Gyroscope, Stereo Speakers, Headphones	We request the department to please remove Accelerometer, Compass & Gyroscope to allow more participation as these are not standard features in a tablets.	See the changes in Revised Bid Document
57		Additional Request	Please include the criteria that the OEM has to be a company registered in India and having its manufacturing plant within the jurisdiction of Indian territories. The OEM should be an Indian company having its own manufacturing facility to honour the "Make in India" policy of Government of India in material and spirit. Very good and reputable manufacturers are available in India now and to boost "Make in India" policy that generates employment for fellow Indians it is highly recommended that the OEM should be an Indian company.	As per Bid
58	Page No. 3 Clause No. 10	EMD as mentioned above, shall be submitted in the form of Demand Draft OR in the form of an unconditional Bank Guarantee (which should be valid up to validity of bid + 90 days) of any Nationalized Bank including the public sector bank or Private Sector Banks or Commercial Banks or Co-Operative Banks and Rural Banks (operating in India having branch at Ahmedabad/ Gandhinagar) as per the G.R. no. EMD/10/2015/508/DMO dated 27.04.2016 issued by Finance Department or further instruction issued by Finance department time to time; in the name of "Gujarat Informatics Ltd." payable at Gandhinagar (as per prescribed format given at Annexure A1) and must be submitted along with the covering letter.	<ol style="list-style-type: none"> 1. Request to reduce the EMD amount to 1 CR 2. Can EMD be submitted in the form of BG. 3. Is there any waiver for MSME certified companies from submitting EMD . 	Request Not Accepted As per Bid
59		Additional Request	As this requirement is for huge nos. of tablets 3.16 L, is the department planning to split the order between 3-4 vendors.	Request Not Accepted As per Bid
60	Page No. 7 Clause No. 35.2	100% payment for each tranche of delivery subject to satisfactory quality testing & inspection. The inspection will be done by GIL in the manner decided by GIL	Request to have pre Despatch Inspection in place of quality testing after delivery.	Request Not Accepted As per Bid

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./ Section No./ Clause No.	Tender Description		
61	Page No. 2 Clause No. 3	The bidder should have annual turnover of Rs. 250 Crore (Minimum) from ICT product /services in each of the last three financial years i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16. (Form no. E-2). In case of audited turnover of year 2016-17 is available that can be consider.	We request you to reduce the annual turnover by Rs 150 Cr from ICT Product/Services as this will help more bidders to participate and increase the competition.	Request Not Accepted As per Bid
62	Page No. 2 Clause No. 5	The OEM(s) whose tablets are being bid for in this project should have an average annual turnover of 1000 crores or more in each of last three financial years. i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded with a certificate from Chartered Accountant along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16. (Form no. E-3). In case of audited turnover of year 2016-17 is available that can be consider.	We request you to reduce the average annual turnover by 500 crores as this will allow more OEM options to the Govt and increase the competition.	Request Not Accepted As per Bid
63	Page No. 2 Clause No. 5	The OEM(s) whose tablets are being bid for in this project should have an average annual turnover of 1000 crores or more in each of last three financial years. i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded with a certificate from Chartered Accountant along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16. (Form no. E-3). In case of audited turnover of year 2016-17 is available that can be consider.	The OEM(s) whose tablets are being bid for in this project should have an average annual turnover of 170 crores or more in each of last three financial years. i.e. 2013-14, 2014-15, 2015-16.	Request Not Accepted As per Bid
64	Page No. 2 Clause No. 3	The bidder should have annual turnover of Rs. 250 Crore (Minimum) from ICT product /services in each of the last three financial years i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16. (Form no. E-2). In case of audited turnover of year 2016-17 is available that can be consider.	The bidder should have annual turnover of Rs. 100 Crore (Minimum) from ICT product /services in each of the last three financial years i.e. 2013-14, 2014-15, 2015-16.	Request Not Accepted As per Bid
65	Page No. 3 Clause No. 10	The Bidder will have to submit Non refundable Bid Processing Fees of Rs. 15,000/- and Earnest Money Deposit (E.M.D.) of Rs. 5,00,00,000/- (Rupees Five Crore only) on or before date and hours of submission of bids (i.e. 15.04.2017 up to 1500 Hrs) in a sealed cover at GIL office.	The Bidder will have to submit Non refundable Bid Processing Fees of Rs. 15,000/- and Earnest Money Deposit (E.M.D.) of Rs. 50,00,000/- (Rupees Fifty Lakhs only)	Request Not Accepted As per Bid

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to Vendors
	Page No./ Section No./ Clause No.	Tender Description		
66	Page No. 11	Form no. T-2: Minimum Technical specifications of Tablet Safety & standard Certification - CE/FCC & BIS	Safety & standard Certification: CE/FCC/BIS	Request Not Accepted As per Bid
67	Page No. 2 Clause No. 3	The bidder should have annual turnover of Rs. 250 Crore (Minimum) from ICT product /services in each of the last three financial years i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16. (Form no. E-2). In case of audited turnover of year 2016-17 is available that can be consider.	Request to amend the clause as: The bidder should have annual turnover of Rs. 200 Crore (Minimum) from ICT product /services in each of the last three financial years i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16	Request Not Accepted As per Bid
68	Page No. 2 Clause No. 5	The OEM(s) whose tablets are being bid for in this project should have an average annual turnover of 1000 crores or more in each of last three financial years. i.e. 2013-14, 2014-15, 2015-16. The copies of Audited Annual Accounts for last three years shall be uploaded with a certificate from Chartered Accountant along with the bid. i.e. Financial Years of 2013-14, 2014-15, 2015-16. (Form no. E-3). In case of audited turnover of year 2016-17 is available that can be consider.	OEM turnover should be qualified by turnover from sales of Tablet PC. If there is a PC OEM, the turnover criterion from Desktop PC business has no relevance to the product type/ OEM performance - for the category of Tablet PC. Given that the Tablet PC industry in India is nascent and the product category is also only 3 years old, this criterion needs to be modified as — <ul style="list-style-type: none"> • OEM turnover, specifically from the Tablet PC business will only be considered. • OEM turnover, in each of the last three years, should be a minimum of Rs. 300Cr from the category of Tablet PC(s). 	Request Not Accepted As per Bid
69	Page No. 3 Clause No. 10	Earnest Money Deposit (E.M.D.) of Rs. 5,00,00,000/- (Rupees Five Crore only)	Request to reduce EMD amount to Rs. 1.5 Crore.	Request Not Accepted As per Bid
70	Page No. 4 Clause No. 14	The Successful bidder has to submit Performance Bank Guarantee for assurance of delivery of Rs. 15,00,00,000/- (Rupees Fifteen Crores only)	Request to amend performance Bank guarantee as 5% of contract value instead of Rs.15,00,00,000/- (Rupees Fifteen Crores only)	Request Not Accepted As per Bid
71	Page No. 5 Clause No. 26	If selected bidder fails to deliver the Tablets as per the delivery schedule or partial quantity & fails to deliver rest of the quantity or the supplied tablets fails during the inspection in this event department reserves the right to place the order to the L2 bidder at risk & cost of the L1 bidder.	Please Clarify on "at risk & cost of the L1 bidder".	It has been discussed & clarified in Pre-bid Meeting.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Venders	Responses to Vendors
	Page No./ Section No./ Clause No.	Tender Description		
72	Page No. 5 & 6 Clause No. 27	<p>Inspection & Testing: The bidder will have to offer the inspection at EQDC, Gandhinagar & in the manner as decided by GIL before delivering to the respective sites or at customer sites. The cost of the same has to be borne by the supplier. Any deviation found in the specification of the produced goods or delivered goods after inspection from the tender specifications will lead to the cancellation of the order, forfeiture of EMD/PBG and prohibition in the participation in the future purchase of Government of Gujarat. GIL/GoG will not be responsible for any time delay which may arise due to any deviation from the bid technical specification found at the time of inspection and the bidder has to deliver the ordered goods within prescribed time limit. At the time of inspection, bidder is required to produce OEM's confirmation on OEM's Letter head with Sr. nos. of Equipment supplied for back to back warranty support as per tender terms and conditions.</p>	Request testing by GIL/EQDC to be completed on sample tablet during technical evaluation rather than each lot, testing process to be detailed for bidder to understand on the requirements	As per Bid
73	Page No. 6 Clause No. 29	Delivery Schedule	<p>Delivery schedule is too demanding, we request for following delivery schedules: First 50,000 Tablets: T1+ 90 Days =T2 Second lot of 1,00,000 Tablets : T2+ 90 Days =T3 Third lot of 1,00,000 Tablets : T3+45 days =T4 Remaining Lot : T4 + 45 Days.</p>	As per Bid
74	Page No. 6 Clause No. 29	Delivery Schedule	Since order quantity is huge and considering delivery time lines, we request if order can be split into L1,L2,L3,L4 Bidder. At L1 price allotment.	Request Not Accepted As per Bid
75	Page No. 6 Clause No. 32.1	<p>Penalty Clause: Penalty for delay in Delivery If the bidder fails to deliver the equipment as mentioned in the delivery schedule (above) from the date of the issue of the purchase order at respective site/locations, then a sum equivalent to 5% of the value of the undelivered equipment i.e. due for delivery as per delivery schedule for each week or part thereof delay will be deducted from the payment. & value shall be deducted from the payment for each calendar week of delay or part thereof.</p>	Request to limit Penalty at 1% per Weeks delay.	Request Not Accepted As per Bid

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to Vendors
	Page No./ Section No./ Clause No.	Tender Description		
76	Page No. 10	Form no. T-2: Minimum Technical specifications of Tablet Screen -7 inches size, 600 x 1024 pixels, Capacitive, Multitouch, 16M colours, Pixel Density:165 ppi or above, Brightness 400 nit or above, TFT LCD or Super AMOLED or IPS LCD	400 NITS is a non-standard display standard. Normally, the products of all brands come with 250NITS display only. If there is a concern of 'daylight readable', then the display specification has to be for 1000NITS. There is also no standard tool whereby the tendering authority (in this case, GIL) can verify this aspect. [Modification requested] The brightness benchmark should be modified to 250NITS and the OEM should be asked to give a self declaration that his product meets the defined brightness standards of the display screen provided.	Request Not Accepted As per Bid
77	Page No. 10	Form no. T-2: Minimum Technical specifications of Tablet Screen - 7 inches size, 600 x 1024 pixels, Capacitive, Multitouch, 16M colours, Pixel Density:165 ppi or above, Brightness 400 nit or above, TFT LCD or Super AMOLED or IPS LCD	Kindly remove Pixel Density:165 ppi or above Brightness is already asked for 400 nit or above to ascertain the quality of display. So request you to kindly remove the Pixel Density.	Request Not Accepted As per Bid
78	Page No. 10	Camera - Rear - 2MP, Video recording 400p resolution, 20 fps or better, digital zoom, Front – 0.3MP	Acceptance of 1.9 MP The resolution of 2 MP camera is 1600X1200 which is equal to 1.9 MP as Industry standard & denoted 2 MP. Requested you to confirm the acceptability of same.	See the changes in Revised Bid Document
79	Page No. 10	Li-Ion Battery - 3450mAh or more	3000mAh or more. The thickness asked in the specification of less than 10 mm – 3000mAH battery is only populated in the tablet specification asked in tender. So requested you to amend for minimum 3000mAh battery.	Request Not Accepted As per Bid