

Clarifications of Queries received in pre-bid meeting

RFP for Selection of Agency for Drone based surveillance of Mining for Commissioner of Geology & Mining

Tender no: SW27062017137

Sr. No.	Section/Page No.	Content of RFP requiring Clarification(s)	Points of Clarification / Changes Requested	Clarifications by GIL/CGM
1.		Its is stated in the RFP that Successful bidder should able to operate simultaneously in 3 Mining zones (10x10 sq km) which has been divided by department for the ease of the conduction of Operation.	We want to know that area of operation “10x10 sq km” is pertaining to one mine or 3 mines put together?	Survey has to be conducted as per the direction of CGM requirement in 3 individual mines/patches of 10X2 Sq KM. The AOI will be provided to the successful bidder.
2.		In Section-5 of the RFP (Page 18 of 24), in the note it was stated that “Actual Order quantities may vary depending upon actual the requirements”	Can you please elaborate on that?	The teams should be available for 24 hours on site. CGM can ask to record the video at any specific time or full 24 hours depending on the site conditions. However, the all the three team has to be stand by at the control room.
3.			Do we need to perform processing of images after acquiring data?	No. Only Video with live streaming.
4.			What is the acceptance criteria of acquisition data?	The quality of Video should be clear without any disturbances in both day & night light conditions & to identify the movements of any unwanted object/vehicle/activity in the mining site.
5.			How much buffer area beyond the specified “10x10 sq km” limits, we might be asked to cover if the need arises? In that scenario, will we be allowed to charge Mining for Commissioner of Geology & Mining Gujarat for our services rendered for additional area.	25M buffer should be consider & it will not be considered as additional area without any additional cost to CGM.
6.			Will GIL provide security arrangements during day and night in mining areas during drone survey?	Safety arrangements will be taken care by successful bidder side.

7.			As stated in Tender document, Project period is 1 year. Are there any specific times of the year/seasons GIL will prefer the vendor to carry out the activities?	Yes, time frame will be decided as per the CGM requirement.
8.			Will GIL allow qualified vendors to call their resource to BackOffice due to bad weather and law and order situations at ground and don't penalise them? For example, in monsoon season most of the time it may not be possible to carry out the activities due to rain/storms/gales?	Decision would be taken by CGM office according to the situations
9.			How many GIL personnel will accompany during survey?	Information would be shared to the successful bidder.
10.			Will you please elaborate further on Article 33 of tender document?, it states that vendor need to maintain books and records related to drone instruments, project plan, insurance copies of drone instrument etc, resource employment details, copy of contract agreement. Since the RFP only talks about surveillance video footage What documents are required to be maintained by vendor during execution phase?	Field Book, Flight Plans Hard Copies, Insurance copies of Drones & resources & Contract Agreement should be available onsite with the field teams
11.	Section 1.2 (pg4):	The lead bidder should have total turnover of at least Rs. 1 crore for IT Services in each of the last 3 financial years (2013-14, 2014-15 & 2015-16).	Since the RFP is raised for Drone based surveillance of Mining areas, the bidder feels that the requirement of total turnover should also be from Drone related activities and not from IT services.	No Change. As per RFP.
12.	Section 2.1 (pg 5):	The bidder shall survey the mining areas using Drones as per CGM's instruction. On decided mining area, the drone surveillance shall be carried out and the deliverables shall be provided to CGM.	Please provide clarity on the following: Mobilization timelines? Duration of each assignment? Frequency of assignment? Bidder will be better able to plan and execute deployments if the desired information is given well in advance, say, 2 or 3 weeks in advance.	As above point no. 2

13.	<p>Section 2.1.1: Fixed Wing/Rotary Wing drone Surveillance can be done by using fixed wing or by Rotary wing drones. Availability of both the drones during the time of execution is expected from the vendor.</p>	<p>It is observed that both types of drones are being asked to be made available. Will GIL be open to accept any one type of drones (in multiple quantities) which can satisfy all your requirements?</p>	<p>Having two types of drones to perform the same functions does not make sense, if one type of drone can satisfy the functional requirements mentioned in RFP.</p>	<p>CGM concern is only to get the quality video and should be clear without any disturbances in both day & night light conditions & to identify the movements of any unwanted object/vehicle/activity in the mining site. Vendor can use any kind of drones without any restrictions.</p>
14.	<p>Section 2.1.2 (pg 6): CGM is looking for Drone based Surveillance System and expecting the output in live video streaming.</p>	<p>Live streaming of drone captured video should be available to the local control room and head offices anywhere in the state.</p>	<p>For transparency and quick reaction, it is imperative that the drone should have the capability to "stream live video to the control room as well as CGM offices in Gandhinagar or elsewhere in the state".</p>	<p>2 nearest Control rooms should be provided to the successful bidder to visualize the streaming video & one onsite team for quick reaction for the tracking unwanted object/vehicle/activity in the mining site.</p> <p>However, all other arrangement shall be done by the bidder including display equipment at control room, connectivity etc.</p>
15.	<p>Section 2.1.6 (pg 6): Continuous live streaming and recording for 2 hours to be provided.</p>	<p>Please provide clarity on the following: 2 hours video streaming and recording to be done "continuously." Also, is recording of 2 hours of videos reqd per drone per site?</p>	<p>Endurance of drones of 2 hours is achievable by flying higher and hence the captured data is at a much lower resolution. It is requested that this be reduced to 50 minutes.</p>	<p>Time frame will be decided as per the CGM requirement. The successful bidder should deploy a team at control room on stand-by. And billing shall be done on actual hourly recording basis.</p>

16.	Section 2.1.8 (pg 6): Location: Sabarmati River, Gandhinagar area -3 mining zones (10x10 sq km)	Please provide .KML / .KMZ file of the mining zones.	This is essential for flight planning.	AOI will be provided to the successful bidder.
17.	Flying permission	Since it is a surveillance functional requirement by CGM over its mining areas, it is assumed CGM / GIL will have the necessary permissions from DGCA and/or local / district / state police or other concerned authorities. Kindly confirm.		Permissions should be taken care by successful bidder.
18.	Government regulation with respect to the use of drones in India.	The RFP documents do not mention any specifications of the drones to be deployed. This allows for imported drones to be deployed for GIL's use, thus resulting in the chances of the project running into regulatory hurdles in the future. It is advised to include a clause for use of only those drones which are manufactured in India (under Industrial License).	As per Directorate General of Foreign Trade (DGFT), Ministry of Commerce and Industry rules, importing of UAV's is restricted. UAVs are classified as licensed items for manufacturing and sale. This is due to the Safety and Security risk attached to use of UAVs. Firms engaged in these activities are required to have Industrial License, issued by Department of Industrial Policy and Promotion (DIPP), Ministry of Commerce and Industry. (notifications attached in email)	All the legal regulations should be taken care by successful bidder at their own risk.
19.	Page No. 6 Point no. 4	Survey Patches of 10 Kms to be carried out with automated drone operation as per the returnable and programmable routes.	We need the clarification i.e do the department required Survey or Surveillance Services or Both	Surveillance Services only.

20.	Page No. 6 Point No. 5	Simultaneous operation of 3 patches:- Successful bidder should be able to operate simultaneously in 3 mining zones (10x10 sq km) which has been divided by department for the ease of the conduction of operation.	As per the detail mentioned in it, we need to know that 3 mining zones will come in (10x10 sq km) or it the area for per mining Zones.	Survey has to be conducted as per the direction of CGM's requirement in 3 individual mines. The AOI will be provided to the successful bidder
21.	Page No. 6 Point No. 6	Continuous live streaming and recording for 2 hours to be provided.	Is there any time frame for these particular hours. If department requires the service for 24*7, then our request is to inform us in prior notice.	Time frame will be decided as per the CGM requirement. The successful bidder should deploy a team at control room on stand-by. And billing shall be done on actual hourly recording basis.
22.	Page No. 11 Point No. 23	The contract duration will be for one year. During the contract period, the bidder shall have to provide necessary support & services as defined in the RFP including support for the equipment supplied under the contract.	We request you to let us know, what kind of support is required for one year.	As per the scope of work mentioned in the RFP
23.	-	-	We request you to give the confirmation of specific location, time frame for services required and the month i.e when department is willing to start work.	As per point no. 2
24.	-	-	We request you to let us know i.e, do the department will provide the Security while conducting the surveillance.	Security arrangements will be taken care by successful bidder
25.	Page No. 15 Point No. 37	The Bidder is responsible to maintain proper necessary documentation and have to	We request you to share the list of documents required by the department. (If any format is there, then please share)	Field Book, Flight Plans Hard Copies, Insurance copies of Drones & resources & Contract Agreement should be

		update the same on regular basis.		maintained in onsite with the field teams
26.	-	-	<p>We required to initiate the work of Drawn Survey</p> <ul style="list-style-type: none"> • Permission from GOG FOR Drawn survey • Ground Sample Distance • Koran (AOI) • Concern available Map (I.e. – SOI , Topo sheet) • Dematerialize Map if any Available • POI Like (Sabarmity River and Other Area • GCP (Ground Control Point List • High Resolution Satellite Image of 0.60mt. or 0.15 mt 	No Change. As per RFP.
27.	-	-	<p>Pl change the qualify criteria</p> <ul style="list-style-type: none"> • Sale Turn over for 2013-14,2014-15,2015-16 Pl add 2016-17 • Consortium for last One Year from March 2017 	As per corrigendum.
28.			<ul style="list-style-type: none"> • Kindly let us know minimum committed hours of operation on daily or monthly basis. May we request for probable geographical area of operation? 	Please see revised financial bid.
29.			<ul style="list-style-type: none"> • We request for security arrangements to safeguard the operators and equipment. 	Security arrangements will be taken care by successful bidder
30.			<ul style="list-style-type: none"> • A personal visit to the location of area to be surveyed before actual operations would be desirable. 	Successful bidder will get the AOI of the entire project. Later patches will be divided from the AOI based on the priority & requirements of the CGM.
31.			<ul style="list-style-type: none"> • Permanent place with electricity and air conditioning within the vicinity of area of interest. (Within 5 kms from centre point of area of interest) 	No Change. CGM will discuss with the successful bidder.
32.			<ul style="list-style-type: none"> • While the rotary wing and fixed wing drones are made available, the flight time 	CGM concern is that the successful bidder should meet the requirement which can

			of the rotary wing drone should be clarified and may remain limited.	provide quality video & without any disturbances in both day & night light conditions & to identify the movements of any unwanted object/vehicle/activity in the mining site.
33.			<ul style="list-style-type: none"> Kindly clarify the expected visual results. 	The quality of Video should be clear without any disturbances in both day & night light & to identify the movements of any unwanted object/vehicle/activity in the mining site.
34.			<ul style="list-style-type: none"> Please let us have more information about expected deliverables. For example, geographical position of flight (latitude and longitude), flight altitude (while capturing the video/pictures), day and date stamp etc.. 	CGM is looking for video streaming & recorded video at nearest control room with date, time Stamp, Geo Location & flight altitude information.
35.		The lead bidder/consortium partner should be an IT Company registered under the companies act, 1956 (or) and should have been in existence for a period of at least one years as on 31st March, 2016	As there's no direct role of IT firms for surveillance for the project so kindly give the preference to drone service provider companies	No change. As per RFP
36.		Automatic Operation of Drones & Live Video Streaming	We would like to arrange a free demo on convenient time after discussing your future requirement.	Not acceptable at this stage.
37.		Hourly charges for surveillance of specified location (Day/night)	As the operation is intermittent so kindly add the remuneration charges for the team stationed at Gandhinagar	Please see the revised financial bid.
38.		The lead bidder should have a support office Ahmedabad/ Gandhinagar, Gujarat. If not present, the bidder should establish the same within 45 days from the date of issuance of LOI	Kindly keep the mobility time of 24 hours as we are based in Mumbai and do pan india operations so our team can be easily reach there within 24 hours of the given confirmation.	As per point no. 2

39.		Location: Sabarmati River, Gandhinagar area -3 mining zones	Kindly provide the kml/kmz file of the location	Will be provided to successful bidder.
40.		The Lead bidder / consortium partner should be an IT Company	We recommend that the title should be “IT Company / Electronic Control System Manufacturing Company / Drone Manufacturing Company”	As per corrigendum.
41.		The Lead Bidder should have a support office in Ahmedabad / Gandhinagar	We recommend that this clause should be made as “A preferable condition” instead of mandatory condition. As discussed, “Mobilization time shall be ≤ 24 Hours” which can be added to the above clause	No Change. As per RFP
42.		Continuous live streaming & recording for 2 hours to be provided	We seek more clarification on this clause as this is practically not possible with a single drone in continuous flight mode. (Endurance of a drone generally ranges from 30 minutes to 50 minutes.) Hence we recommend that to achieve this, there implies a necessity of the deployment of multiple drones	Time frame will be decided as per the CGM requirement. The successful bidder should deploy a team at control room on stand-by. And billing shall be done on actual hourly recording basis.
43.		The contract duration will be for one year	We seek clarification on the date of commencement of the contract. This will enable us for the planning of the first deployment of the drones to render the surveillance services.	Within 15 days from the date of issue of work order.
44.		Warranty Term	We seek clarification on the warranty period. This project requirement is purely service based; hence no warranty period clause may be applicable	Not applicable.
45.		Actual Order quantities may vary depending upon the actual requirements	We suggest that “Minimum hours of operation” for the requirement to be stipulated in the RFP so that it will enable	Please see revised financial bid.

			us for the optimum preparedness (Resources & material planning) for the overall execution.	
46.			We seek clarification on the DGCA permission / Local Authorities permissions. Please confirm whether this scope shall be fulfilled by “CGM” or the company has to manage for this	Bidder to take all the required permission, if any.
47.			<p>Please refer pre bid meeting on above RFP held on 7.7.17, would request clarification on following points</p> <ol style="list-style-type: none"> 1) Time gap between acceptance of our bid and required service. 2) Will you arrange a pre-visit to the site after acceptance of bid so that we can do an assessment on flight plan. 3) They have mentioned that bidder should have a primary office kindly look into this clause. 4) To open a support office at Gandhinagar/Ahmedabad should not be mandatory, as our engineers will be present at site during the flight. The support can be extended with in a day from our Gurgaon office. Opening an office will cost the company and ultimately to the government. Request to make it an optional for the bidders. 	<ol style="list-style-type: none"> 1) 15 days from the date of issue of work order. 2) Yes. 3) No change. As per RFP
48.	Page 4	Eligibility Criteria	As per our understanding of this project, serious bidders with good commercial and technical background are required for the smooth execution of project. We request you to change the eligibility criteria and include QCBS for the benefit of this project.	No Change. As per RFP
49.	Page 4	Experience: The lead bidder/consortium partner should have at least	Request you to consider global experience.	Acceptable. However, the experience document

	one drone based survey/surveillance experience.		including copy of work order and client certificate shall be submitted.
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