

## Responses to Pre-bid Queries

**RFP for Implementation of Smart Education in Gujarat Secondary Schools within the State of Gujarat including Supply of Hardware, Operating Software and Maintenance of the Systems for 5 years on behalf of Commissionerate of Schools, Education Department, Government of Gujarat (RFP NO.:GIL\CoS\Smart Education\2017)**

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
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1	Volume II / Page No. 21 / Technical Specifications / IR Camera	Simultaneous Touch points: 4 or higher	Can this feature can be removed from the IR camera specs as it is more of software function. Multi-user feature mentioned in software specs below. Also the number of pens to be provided per IR camera is limited to two pcs in general. So we request to remove this feature from IR camera specs and make amendments in software section below.	The bidder will have to supply the IR camera along with the software meeting the specifications and scope of work defined in RFP.
2	Volume II / Page No. 22 / Technical Specifications / Software for Interactive facility	Should Support multi touch & multi writing	Can the multitouch and multiwriting applicable to either basic or advanced software. We have one basic and an advanced drawing software. Either a common single software with all features combined in one software or two different software, basic and advanced to be provided which should collectively cover all the software features.	Bidder will have to offer the software as per the requirements meeting the specification & scope of work defined in the RFP.
3		Should support Gesture Recognition like zoom, pan, tilt, flicks etc.	Can the "gesture recognition" be removed as it is ambiguous term. Generally it is used in smart boards with finger touch feature. In such boards, hand finger gesture are used for pan tilt zoom of imported images in the drawing software. However, in IR based portable kits, stylus pens are used with which gesture control is impractical to use. Also as the number of stylus pens generally are provided in quantity of two pcs and zoom, pan, tilt, flicks etc features are also very easily possible using single pen in our software.	The functionalities as defined in RFP should be meet with the offered software.
4		Should have the following interactive tools / features like Pen, Eraser, spot light, curtain, shape recognition, shape editing, auto grouping, minimum 256 colour options for annotation, colour bucket, back ground pattern, lines & arrows, screen capture tools (freehand capture is must), import / export files, recycle bin, unlimited pages, Cut & Paste, page navigation, save page(s), Undo/Redo, Geometric Tools like protractor, compass, ruler etc.	Can we add zoom, pan, tilt, flicks of imported images etc in this column	The functionalities as defined in RFP should be meet with the offered software.
5		Shape-recognition up to six-sided figures	Normally 4 point auto detection is sufficient so clause should be changed as "4 to 6 point auto shape detection. Can we try to make it to 4 sided figures. We have any number of sides automatic polygon draw feature by choosing vertices with the pen which is equally as good as auto shape detection of any side polygon. Kindly let us know in case you would like to see the demonstration of our IR Camera and its software features.	No Change.

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6	Volume II / Page No. 21 / Technical Specifications / Projector	Brightness: 5000 lumens at ANSI level or higher	Generally 3000 lumen to 3500 lumen brightness projectors are sufficient and most commonly used in classrooms. 5000 lumen projector are very high cost compared to 3000-3500 lumen projectors.	See the changes in Corrigendum.
7		Technology: LCD	DLP should also be included. DLP is the most widely used technology for high luminance, high contrast projectors worldwide. Also this technology based projectors available with most reputed projector brands. LCD (actually "3-LCD") available with only couple of brands like Epson, Sony	See the changes in Corrigendum.
8	Volume II / Page No. 20 / Technical Specifications / Laptop	Screen: 13.3"/14"/15.6" or higher LED B/L Display with 1366*768 resolution, contrast ratio: 300:1, Brightness 200nits	Screen: 13.3"/14"/15.6" or higher LED B/L Display with 1920*1080 resolution. It is highly recommended to go Full HD resolution which gives better video out put and better color contrast visibility. Moreover, tender demands for discrete Graphics which enable better resolution thus, it is more suggested to have higher resolution.	No Change.
9		Graphic Card with minimum 1 GB memory	Graphic Card with minimum 2 GB memory Understanding the requirement for Smart Class environment it is highly recommended to go for the latest technology trend which can hold for longer time and thus; it is suggested to go for 2GB Graphics which are designed for 3D AND modeling / rendering.	No Change.
10		Inbuilt Web Camera	Inbuilt HD Web Camera Recommended to go for High Definition Web Camera for better result in video conferencing.	No Change.
11		Pre-loaded licensed Microsoft Windows 10 Pro. National Academic Edition (under shape the future program) Operating System with Latest service pack.	Request LOE to be shared for getting the benefits under STF	Please see the uploaded Microsoft STF approval letter for this project.
12	Volume II / Page No. 21 / Technical Specifications / Projector	Technology: LCD	LCD / DLP Request incorporating DLP technology too for ensuring maximum participation and generating more competition. Subsequently,	As above at Sr. No. 7.
13		Brightness: 5000 lumens at ANSI level or higher	3,600 ANSI Lumens We request 3600 ANSI Lumens brightness under DLP technology which provides higher contrast, smoother video and less pixels visibility.	As above at Sr. No. 6.
14		Contrast Ratio: 2000:1 or above	20000:1 or above Higher contrast ration better and smoother video performance.	No Change.
15		Mounting: Front, Rear, Ceiling, Desktop/Laptop	Projector can not be mounted on Desktop or Laptop. We request to re visit on this point where ask is to mount on Desktop or Laptop.	See the changes in Corrigendum.
16	Volume II / Page No. 20 / Technical Specifications / Laptop	Processor – 7th generation Intel® Core™ i5 Processor (3M Cache, 2.4 GHz)	7th generation Intel® Core™ i5 Processor (3M Cache, 2.4 GHz) / AMD A10 (2M Cache, 2.4GHz). We request to include AMD processor specifications along with the competition specifications so that OEM/Bidders have an option to quote for an Intel as well as AMD based platforms, which will ensure that the department gets the desired technology at the more competitive pricing.	No Change.

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17	RFP Vol-I Project smart education Page no 6	"Smart Education" model is approved for pilot implementation in Classes along with facilities as under:  1) Projector 2)IR Camera 3) laptop	There is a alternate Solution for Laptop & Projector system with a multi-utility features embedded into single unit. An Integrated Computer Projector combines utility of projector & Laptop. Taking into account the utility of such device in education delivery, by being an All in-one and easy to use device; and also understanding the latest trends observed in recent Smart Class Tenders in states like Maharashtra, Himachal Pradesh, Andhra Pradesh, Telengana, we would request the department to kindly consider deploying "Integrated Computer Projector" in place of the Projector & laptop	No Change.
18	RFP Vol-I Clause 3.2.3 Page no 6	3.2.3. The Bidder must have average annual turnover of at least Rs. 50 crores of last three financial Years (2014-15, 2015-16, 2016-17). The copies of Audited Annual Accounts/Statutory CA Certificate for last three years shall be uploaded along with the bid. In case bidders do not have audited Annual Account report of Year-2016-17, then bidder will have to submit audited Annual Account report of Year-2013-14	As the expected bid cost is more than 50 Crores, we request the department to have average annual turnover of bidder increase to RS 100 crores, & positive net worth for last 3 financial years i.e. of last three financial Years (2014-15, 2015-16, 2016-17). The copies of Audited Annual Accounts/Statutory CA Certificate for last three years shall be uploaded along with the bid. The bidder should be profitable in last 3 years	No Change.
19	RFP Vol-I B. Other eligibility criteria Clause d Page no 13	Eligibility criteria for OEM : Bidder should quote Projector and Laptop from those OEM who have total turnover of Rs. 1000 Crore or more globally during last 3 financial years as on March'17.	As IR Camera is an very important part of whole setup, we request you to consider installation base as selection criteria for IR camera. We suggest that IR camera should have minimum installation base of 10000 units in India.	No Change.
20	RFP Vol-I Clause 5.10.2 Page no 24	Within 15 (fifteen) days of receipt of the notification of award/LOI, the successful Bidder shall sign and date the Contract and return it to the COS. Any incidental expenses of execution of agreement shall be borne by the successful Bidder(s). Hereafter the Preferred Bidder shall be referred to as "Operator".	We request to the department to consider that Bidder shall sign the contract after getting the draft agreement and the communication from the CoS. Duration of the project should be 3 years instead of 5 years	No Change.
21	RFP Vol-II Clause no 4.1.3 Page no 9	Obtain Insurance against theft, fire and natural calamities of all installed equipment and accessories	We request department to consider replacement of stolen assets after 15 days receipt of NTR (Non traceability report) . NTR is basis at which insurance company gives go ahead for purchase of items.	Successful bidder will have to replace the equipments free of cost against the stolen equipments without waiting for NTR. Respective School will file the FIR and NTR will be given to successful bidder once get from Police. In this case, the replaced material will be the property of Cos / Respective school and the recovered theft material will be the properly of successful bidder.  The bidder will have to replace the stolen material within 7 school working days from the date of incident reporting by respective school / CoS, failing to which the penalty clause D.1 as per Penalty Schedule may apply.

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22	RFP Vol-II B. Manpower Deployment and provision of technical support personnel (TSP) Page no 9	The bidder will have to depute full time Technical Service Personnel (TSP) One per every 5 schools for 2 months period after installation, testing and commissioning of equipment. The TSP will have to provide teacher training, handholding and Maintenance in each school starting from the date of installation and commissioning of all hardware, software and connected accessories throughout the Term of this Agreement.	We understand that GIL/ CoS shall make available the no of teachers to be trained under the scope of work. And all necessary circulars / orders for ensuring the availability of the teachers are to be made by GIL/ CoS. please clarify	The successful bidder will have to depute the Technical Service Personnel (TSP) One per every 5 schools for 2 months period for providing handholding support and functional training to the teachers as per the scope of work defined in the RFP document. The TSP will visit each school on regular basis for providing services as per RFP scope.
23	RFP Vol-II 5. OBLIGATIONS AND RESPONSIBILITIES OF BIDDER AND COS Clause no 5.1.7 Page no 10	The Bidder has to observe all statutory compliances like Service tax, Minimum wages act etc. of Government of Gujarat and Government of India as and when applicable during the contract period. Any disruption in the services and cost arising from the same due to such non-compliance will be sole responsibility of the bidder/contractor.	We request department to fix the salary for TSP to be deployed. The minimum wages act keep changing time to time.	No Change.
24	RFP Vol-II IR camera Features Page no 22	Pen/stylus: Minimum 3 hrs continuously work after full charging	We request the department to consider The pen/ stylus should be able to fully charge in 3-5 min . Battery free & consumable free, Super-capacitor based. After full charging stylus should be able to work up to 3 hrs of standard use Remarks :-It is crucial to mention the charging time and Super-capacitor based. Battery based stylus takes around 10-12 hrs to charge and it can delay the teaching session and hamper the student study time.	Pen/Stylus should be having non-removable battery & have capacitor based charging and can be charged in minimum time during school timing.
25	RFP Vol-II IR camera Features Page no 22	Interactive response: Real time interaction and writing speed with response time less than 500 ms.	We request the department to consider Real time Interaction and writing speed with response time of less than 20 ms Remarks :-The response time of 500 ms is too high and it will not be possible to use the product in practical. The slow performance will add delay after each annotation / stroke	See the changes in Corrigendum.
26	RFP Vol-II IR camera Features Page no 23	Interactive Area: Tracking Active Area/active screen area must be Minimum 80 inches diagonal	We request the department to consider Tracking Active Area/active screen area must be Minimum 80 inches diagonal when the IR camera is placed not more than 25CM from the board. Remarks :-IR cameras are based on the line of sight principle. The longer the distance from the board the poor the performance and difficult for the user.	No Change.
27	RFP Vol-II Page no 22	Software for Interactive facility	All the given features of interactivity should be cater by the single software or there is a possibility that it should be cater by using different software. We request the department to clarify .	We have asked the software features as per project requirements. Bidder may quote single software or multiple software to provide the interactivity features as defined in RFP scope.

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28	RFP Vol-II Equipment Deployment Page no 24 Point 5	Bidder will have to facilitate to install e-contents / any other software provided by CoS / School in all requisite hardware	1) Installation of e-content and software to be provided during the appointment of TSP Or department should provide econtent and required softwares with LOI so that it can be pre-installed. Please clarify 2) It should be a part of agreement / LOI. 3) Antivirus is also not mentioned in RFP, which should be a part of specification of laptop .We request the department to Kindly Consider above mentioned points	It has been discussed and clarified during the pre-bid meeting. E-content will be given after award of contract and successful bidder will have to install the same as per the scope of work of RFP. Licensed Ant viruses will be given to the successful bidder which should be pre-installed from factory site.
29	RFP Vol-II Scheduled II Manpower Deployment Page no 27 Point 5	Bidder shall also provide 1 TSP per 5 schools for the period of 2 months. The TSP will have to provide teacher training, handholding and Maintenance in each school starting from the date of installation and commissioning of all hardware, software and connected accessories throughout the Term of this Agreement	As the schools are scattered it is difficult to map 1 TSP for 5 school, it is requested to either consider 1 TSP per school for 6 months or 1 TSP per 2 schools for minimum 6 months. It is very difficult to find manpower for 2 months. So it is requested that TSP be deployed for minimum 6 month	No Change.
30	RFP Vol-II SCHEDULE V PAYMENTS AND PENALTIES Page no 32 Point 5	General	We request the department to Kindly consider the mobilization of the advance of 20% against the PBG, adjustable in subsequent payments	No Change.
31	RFP Vol-II SCHEDULE III – IMPLEMENTATION SCHEDULE Page no 30	SCHEDULE III – IMPLEMENTATION SCHEDULE	Implementation process of Site Survey, Site Preparation, Electrical and LAN, hardware procurement, PDI by GIL, T+60 looks very short period for implementation. We request the department to make it T+90 School working Days. The Manpower would be deployed for X number of calendar months from date of Go live	No Change.
32	RFP Vol-II SCHEDULE V PAYMENTS AND PENALTIES Page no 32	The Bidder has to operate the manpower salary account in the manner as follows for CoS monitoring (if required): <input checked="" type="checkbox"/> Shall transfer the first payment towards the remuneration of manpower to the escrow account	We request the department that there is no need of the Escrow account as TSP appointment is for 2 months only	Request accepted.
33	General query	General	As department requires periodic reports from agency then one project manager and zonal coordinators are required for monitoring the project and submission of periodic reports.	No Change.
34	General query	General	TSP is going to 5 schools in a week for 2 months only which is max 8 days in 2 months so it is not possible to install all content and do training. it is difficult to identify such trained manpower for 2 months We request the department to consider TSP appointment period should be minimum 1 year	As above at Sr. No. 29.
35	General	Consortium	Can this Bid will be submitted in Consortium? If Yes please specify the maximum no. of Consortium Member	No Change.

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36	General	Consortium	Can Experience and any other credentials required in the tender should be presented by any of the Consortium member?	No Change.
37	Volume I / Page No. 112-13 / Eligibility and Pre-Qualification Criteria	The bidder should have experience of executing at least one single project of eLearning / virtual class room of minimum value of 5 Crore in last 3 years. AND Should have experience of supply and installation of Laptops / Desktops / Projectors hardware in single project of minimum 10 Crore in last 3 years OR System Integration experience of setting up Cloud enabled / Data Center Hosted / eLearning / Tele Medicine / Similar (multi location system integration project) of minimum Rs. 5 Crore in last 3 years. Please submit the copies of purchase orders / completion certificate / customer references for the same.	Request to please modify the clause as The bidder should have experience of executing at least one single project of eLearning / virtual class room / skill Development project of minimum value of 5 Crore in last 3 years. AND Should have experience of supply and installation of Laptops / Desktops / Projectors hardware in single project of minimum 10 Crore in last 3 years OR System Integration experience of setting up Cloud enabled / Data Center Hosted / eLearning / Tele Medicine / Similar (multi location system integration project) of minimum Rs. 5 Crore in last 3 years Please submit the copies of purchase orders / completion certificate / customer references for the same.	See the changes in Corrigendum.
38	3. ELIGIBILITY AND PRE-QUALIFICATION CRITERIA	f. The OEM / Bidder should have minimum 4 authorized service center in Ahmedabad, Baroda, Rajkot & Surat. Documentary proof the same to be submitted.	Request to please modify the clause as The OEM / Bidder should have authorized service center in Gujrat. Documentary proof the same to be submitted.	No Change.
39	Volume II / Page No. 21 / Technical Specifications / IR Camera	Interactive response: Real time interaction and writing speed with response time less than 500 ms.	Real time Interaction and writing speed with response time of less than 20 ms. The response time of 500 ms is too slow and it will not be possible to use the product in practical. The slow performance will add delay after each annotation / stroke.	As above at Sr. No. 25
40		Interactive Area: Tracking Active Area/active screen area must be Minimum 80 inches diagonal or higher with Interactive size of minimum 80 inches or more.	Tracking Active Area/active screen area must be Minimum 80 inches diagonal when the IR camera is placed not more than 25CM from the board. IR cameras are based on the line of sight principle. The longer the distance from the board the poor the performance and difficult for the user.	As above at Sr. No. 26.
41		Pen/Stylus: Minimum 3 hrs continuously work after full charging	The pen stylus should be able to fully charged in 2-3 min. Battery free & consumable free, capacitor based. After full charging stylus should be able to work up to 3 hrs of standard use. It is crucial to mention the charging time and capacitor based. Battery based stylus takes longer to charge and it can delay the teaching session and hamper the student study time.	As above at Sr. No. 24.
42		General	ISO 9001 certified for Quality It will help to procure quality product	No Change.

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43	Volume II / Page No. 22 / Technical Specifications / White Board	80" diagonal size of marker writing board with aluminum section trim in powder coated matt finished paint with wall mount kit.	Metal writing board for writing purpose mounted on wooden based particles board (as per IS : 3087) with electro galvanized backing steel sheet and frame anodized extruded aluminum alloys hollow section.	It has been discussed and clarified during the pre-bid meeting. We have asked minimum requirements of White Board. Successful bidder will have to supply the White Board as per the scope of RFP along with necessary wall mounting kit and mount the same on the classroom wall.
44		Bidder will have to mount white board on the wall	The Board shall have all round framing of anodized extruded aluminum alloys hollow section. Designation 63400 as per IS : 1285 – 2002 ( Reaffirmed 2007) or IS : 733-1983 with admit. No. 1 ( Reaffirmed 2006) edition 4.1	
45			The Frame section shall be front : 20mm, side : 16mm, wall thickness : 0.7mm (+ 0.03 mm)	
46			White, Board with Metal sheet Top Surface:- The writing top surface shall be made of Metal sheet of thickness 0.25 to 0.3mm. It shall have Matt-Finish coating. Thickness on top and 0.25 mm min. on the back. The top shall be free from waviness and shall show excellent erasiability. The core material shall be 9mm thick plain particle board having Bulk Density of 650 kg per cubic meter (Grade IS : 3087) manufactured by FSC certified company under continues pressed three layered latex free process and variation on density maximum not more than 5%. The backing material sheet shall be minimum 0.25 mm thick electro galvanized steel sheet confirming to IS : 277-2003. Both the top and the backing sheet shall be properly fixed with particle board using rubber based adhesive to avoid any moisture absorption. The tolerance of particle board and backing sheet shall be as per relevant IS.	
47			The writing board shall be provided with suitable wall mounting device. The board should be provided with necessary fitting clamps. The clamps should be Mild steel with suitable corrosion free coating like chrome plating/ Zincing/ Anodizing/ powder coating material to sustain board weight.	
48			The corner of the board should be made up with 100 % virgin ABS material in grey colour match with border.	
49			Packing : The boards shall be packed in corrugated paper packing/box packing for local delivery and in wooden crate for dispatch by rail / road transport to withstand transit hazards.	
50	Volume I / Page No. 112-13 / Eligibility and Pre-Qualification Criteria	<p>The bidder should have experience of executing at least one single project of e-Learning / virtual class room of minimum value of 5 Crore in last 3 years.</p> <p>AND</p> <p>Should have experience of supply and installation of Laptops / Desktops / Projectors hardware in single project of minimum 10 Crore in last 3 years OR System Integration experience of setting up Cloud enabled / Data Center Hosted / eLearning / Tele Medicine / Similar (multi location system integration project) of minimum Rs. 5 Crore in last 3 years.</p> <p>Please submit the copies of purchase orders / completion certificate / customer references for the same.</p>	<p>The bidder/System integrator should have experience of executing at least one single project in education domain of minimum value more than 3 Crore in last 3 years.</p> <p>AND</p> <p>Should have experience of installation and maintenance of Laptops / Desktops / Projectors hardware in single project of minimum 3 Crore in last 3 years OR System Integration experience of setting up Cloud enabled / Data Center Hosted / eLearning / Tele Medicine / Similar (multi location system integration project) of minimum Rs. 3 Crore in last 3 years.</p> <p>Please submit the copies of purchase orders / completion certificate / customer references for the same.</p>	As above at Sr. No. 37.

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51	Page 32, Volume 2,	<p>Hardware payment</p> <ul style="list-style-type: none"> <li>o No advance payment will be made.</li> <li>o 30% Payment against the inspection and delivery of equipments at schools. The inspection will be done as decided by GIL</li> <li>o 30% Payment on successful Installation &amp; Commissioning.</li> <li>o 10% Payment on completion of first 6 months after commissioning.</li> <li>o 10% Payment on completion of 9 months after commissioning.</li> <li>o 5% Payment on completion of 2nd Year.</li> <li>o 5% Payment on completion of 3rd Year.</li> <li>o 5% Payment on completion of 4th Year.</li> <li>o 5% Payment on completion of 5th Year.</li> <li>o All payments to be linked to SLA performance</li> </ul>	<p>All hardware payment should be release against installation and commissioning of project.</p> <p>Payment of services should be released on quarterly basis instead of yearly.</p>	No Change.
52	Volume 2, Page 22, IR Camera specs	Shape-recognition up to six-sided figures	Shape-recognition four to six-sided figures	As above at Sr. No. 5.
53	Volume I / Page No. 17 / Eligibility Criteria	The Bidder must have average annual turnover of at least Rs. 50 crores of last three financial Years (2014-15, 2015-16, 2016-17). The copies of Audited Annual Accounts/Statutory CA Certificate for last three years shall be uploaded along with the bid. In case bidders do not have audited Annual Account report of Year-2016-17, then bidder will have to submit audited Annual Account report of Year-2013-14.	<p>To have more participation in this tender, so that department will get competitive and healthy bidding across the prospective bidders.</p> <p>We request you to change it as below:</p> <p>The Bidder must have total turnover of at least Rs. 75 crores in last three financial Years (2014-15, 2015-16, 2016-17)</p>	No Change.
54	Volume I / Page No. 18 / Eligibility Criteria	<p>The bidder should have experience of executing at least one single project of eLearning / virtual class room of minimum value of 5 Crore in last 3 years.</p> <p>AND</p> <p>Should have experience of supply and installation of Laptops / Desktops / Projectors hardware in single project of minimum 10 Crore in last 3 years OR System Integration experience of setting up Cloud enabled / Data Center Hosted / eLearning / Tele Medicine / Similar (multi location system integration project) of minimum Rs. 5 Crore in last 3 years.</p> <p>Please submit the copies of purchase orders / completion certificate / customer references for the same.</p>	<p>As it is system integration project consisting multiple solution component, where SI can have experience of multiple domains. We request authority to allow SI experience and amend the pre Qualification as follow:</p> <p>d. The bidder should have experience of executing at least one single project of eLearning / virtual class room of minimum value of 5 Crore in last 3 years.</p> <p>OR</p> <p>Should have experience of supply and installation of Laptops/ Desktops/ Projectors hardware/Networking in single project of minimum 5 Crore in last 3 years</p> <p>OR</p> <p>System Integration experience of setting up Cloud enabled / Data Center Hosted / eLearning / Tele Medicine / Networking/ Similar (multi location system integration project) of minimum Rs. 5 Crore in last 3 years.</p>	As above at Sr. No. 37.

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55	Volume I / Page No. 112-13 / Eligibility and Pre-Qualification Criteria	<p>3.1 The bidder should have experience of executing at least one single project of eLearning / virtual class room of minimum value of 5 Crore in last 3 years AND Should have experience of supply and installation of Laptops / Desktops / Projectors hardware in single project of minimum 10 Crore in last 3 years OR System Integration experience of setting up Cloud enabled / Data Center Hosted / eLearning / Tele Medicine / Similar (multi location system integration project) of minimum Rs. 5 Crore in last 3 years. Please submit the copies of purchase orders / completion certificate / customer references for the same.</p>	<p>We request to amend the eligibility as below:  The bidder should have experience of executing (or under execution; in case if its currently under execution PO for same needs to be submitted) at least one single project of eLearning / virtual class room of minimum value of 5 Crore in last 3 years AND OR Should have experience of supply and installation of Laptops / Desktops / Projectors hardware in single project of minimum 10 Crore in last 3 years OR System Integration experience of setting up Cloud enabled / Data Center Hosted / eLearning / Tele Medicine / Similar (multi location system integration project) of minimum Rs. 5 Crore in last 3 years. Please submit the copies of purchase orders / completion certificate / customer references for the same.</p>	As above at Sr. No. 37.
56	Volume II / Pg 32 /Payment Terms - Hardware	<p>Hardware payment o No advance payment will be made. o 30% Payment against the inspection and delivery of equipments at schools. The inspection will be done as decided by GIL o 30% Payment on successful Installation &amp; Commissioning. o 10% Payment on completion of first 6 months after commissioning. o 10% Payment on completion of 9 months after commissioning. o 5% Payment on completion of 2nd Year. o 5% Payment on completion of 3rd Year. o 5% Payment on completion of 4th Year. o 5% Payment on completion of 5th Year. o All payments to be linked to SLA performance.</p>	<p>We request for below milestones for hardware payment:  80% Payment against the inspection and delivery of equipment's at schools. 20% Payment on successful Installation &amp; Commissioning, and submission of 10% Performance Bank Guarantee.</p>	As above at Sr. No. 51.
57	Volume II / Page No. 20 / Technical Specifications / Laptop	Laptop Specs: Processor – 7th generation Intel® Core™ i5 Processor (3M Cache, 2.4 GHz)	We request to please accept AMD A10 processor AMD A10-9600P APU with Radeon R6 Graphics (1.8 GHz, 2 MB cache) as its equivalent to said intel I5 processor	As above at Sr. No. 16.
58		Laptop Specs: 1TB SATA HDD with 7200 RPM	We request to amend 7200 RPM to 5400 RPM as its standard RPM for HDD in such machines.	See the changes in Corrigendum.
59		Laptop Specs: Graphic Card with minimum 1 GB memory	We request to please amend the clause as: Integrated Graphics / Graphic Card with minimum 1 GB memory	No Change.
60		Mandatory Ports: 3 USB (including 1 USB 3.0 port), 1 Head Phone jack & Micro Phone jack /Headphone & Microphone Combo jack, 1 RJ-45, Card Reader, 1 HDMI port	USB 2.0 is getting obsolete now a days. Since the project term is 5 years hence we request to accept Laptops with only USB 3.0 Also request to please amend HDMI port as HDMI/Display Port	No Change.

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61		Certifications: RoHS, Latest Energy Star Compliant	These laptops are meant for open classroom with dust environment and hence we suggest to include MIL certification in specs to increase the durability of procured product. MIL certified products ensures that better make components are used in machines which gives better performance and long durable life with lesser issues.	No Change.
62	Payment Terms - Period and Location	CoS will make payments to the Bidder under this Agreement in a timely manner in accordance with terms of section 7 Payments to Bidder of this Agreement.	1) Payment period is not specified. We propose for Payments to be released within 30 days of submission of bill and supporting documents by the supplier. Kindly confirm. 2) We understand the bill submission and payment release will be centralized from a single location. Kindly confirm.	Payment will be released against the completion of milestone as defined in RFP. Yes, the bill submission and payment release will be from centralized location.
63	Payment Terms - Hardware	Hardware payment o No advance payment will be made. o 30% Payment against the inspection and delivery of equipments at schools. The inspection will be done as decided by GIL o 30% Payment on successful Installation & Commissioning. o 10% Payment on completion of first 6 months after commissioning. o 10% Payment on completion of 9 months after commissioning. o 5% Payment on completion of 2nd Year. o 5% Payment on completion of 3rd Year. o 5% Payment on completion of 4th Year. o 5% Payment on completion of 5th Year. o All payments to be linked to SLA performance.	We request for below milestones for hardware payment: o 80% Payment against the inspection and delivery of equipments at schools. o 20% Payment on successful Installation & Commissioning, and submission of 10% Performance Bank Guarantee.	As above at Sr. No. 51.
64	Payment Terms - TSP	TSP handholding payments: 100 % payment after successful 2 months handholding.	We request for monthly payment for TSP handholding.	No Change.
65	Delivery and Installation	Installation & Commissioning - T+60 working days. Activities - 100% of installation and commissioning after inspected by GIL.	1) As the number of locations are very large, and scope includes 3rd party materials, LAN and Electrical work, we request a period of 120 working days to complete delivery and installation. Kindly confirm. 2) We understand the period of 60 working days will commence after the completion of pre-dispatch inspection by GIL. The time period taken by customer to complete the pre-dispatch inspection will be excluded from the SLA for Installation and Commissioning. Kindly confirm.	1) No Change. 2) These 60 school working days includes inspection activities by GIL.
66	Manpower deployment	Schedule III - Manpower deployment - T + 61 working days. TSP should be deployed immediately after completion of installation and commissioning. Provide handholding for 2 months as per the SLA Helpdesk functional after installation and commissioning.	We request a period of T + 120 days for Manpower deployment.	No Change.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
	Page No. / Section No. / Clause No.	Tender Description		
67	Installation and Training of e-content / softwares	<p>1) The content CDs (CDs for syllabus &amp; any revised course content CDs) will be provided by CoS at regular interval to the Bidder. The Bidder has to install &amp; co-ordinate with CoS for content thus provided and provide operational training of contents &amp; training to School as per training deliverables under this RFP.</p> <p>2) Bidder will have to facilitate to install e-contents / any other software provided by CoS / School in all requisite hardware.</p>	<p>1) We understand the content CDs will be provided before delivery of materials for pre-installation in the equipments. There will be no requirement of loading content CDs during the handholding or warranty support period. Kindly confirm.</p> <p>2) The vendor will not have expertise to provide training on the content and how to use the content. We request to remove this from scope of work of the vendor.</p>	<p>1) As above at Sr. No. 28.</p> <p>2) Successful Bidder will have to provide functional training and hand holding support as per the RFP Scope.</p>
68	Penalty and Termination	<p>8.2.1. If the initial phase of the contracted assignment (i.e. Equipment deployment) is not completed in full within the period as stipulated in the Contract Agreement, penalty at the rates will apply as outlined in penalty schedule.</p> <p>8.2.2. In the eventuality of Termination for non-fulfillment of the contractual obligations, the Performance Bank Guarantee furnished by the Bidder will stand forfeited.</p> <p>8.2.3. In the eventuality of Termination for non-fulfillment of the contractual obligations during the contract period, CoS may ask Bidder to take back the material without any additional compensation.</p> <p>8.2.4. In this case, Bidder cannot claim any damages or further payment for any services /goods unpaid. The decision of CoS would be final &amp; binding to the bidder. In case of any dispute, jurisdiction will be Gandhinagar.</p>	<p>We request that in the event of any such Termination, Customer shall make payments for all materials delivered and all services rendered and accepted till the effective date of such termination. Kindly confirm.</p>	<p>No Change.</p>
69	Subletting	<p>The Bidder shall not assign or make over the contract, the benefit or burden thereof to any other person or persons or body corporate. No under letting or subletting to any persons or body corporate for the execution of the contract or any other part thereof is permitted.</p>	<p>Vendor will carry out execution and services, through its own authorized partners (business model). Vendor will remain directly liable to customer for complete scope and liabilities. Request your confirmation.</p>	<p>Bidder will have to meet the scope defined in the RFP document.</p>
70	Term of Agreement	<p>This Agreement will continue for a period of three years from the Effective Date, except where terminated or extended in accordance with the provisions of this Agreement.</p>	<p>We understand this will be five year as warranty period is for 5 years. Kindly confirm.</p>	<p>The contract period will be of 5 years.</p>

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
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71	Quantity Variation	CoS shall confirm the exact list of schools to be covered under the Project at the time of issue of the Letter of Intent. The gross number of schools thus confirmed shall not increase from the number of schools provided of this Agreement by more than 30%.	We understand the all orders (including the 30% increase in number of schools) will be awarded within the validity period of 180 days of bid opening. Kindly confirm.	Purchasing department may place additional order up to 30% under this project during bid validity i.e. 180 days after commercial bid opening. However if required, GIL/department may extend the bid validity for further period in consultation with the successful bidder.
72	Pre-Dispatch Inspection	The bidder will have to offer the inspection in the manner as decided by GIL before delivering to the at respective 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 and install 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, Software supplied ( if applicable) for back to back warranty support as per tender terms & conditions.	1) We understand the pre-delivery inspection will be conducted at a single location in vendors warehouse in Gujrat. Kindly confirm. 2) Kindly confirm the % sample of materials which will be inspected during the pre-delivery inspection.	1) Yes, the pre-delivery inspection will be conducted at a single location in vendors warehouse as per RFP scope. 2) GIL technical team will inspect the functional parameters of the equipments of minimum 30% material of total ordered material.
73	Training / TSP deployment / Handholding	The bidder will have to depute full time Technical Service Personnel (TSP) One per every 5 schools for 2 months period after installation, testing and commissioning of equipment. The TSP will have to provide teacher training, handholding and Maintenance in each school starting from the date of installation and commissioning of all hardware, software and connected accessories throughout the Term of this Agreement.	We request to make below correction: "The TSP will have to provide teacher training, handholding and Maintenance in each school starting from the date of installation and commissioning of all hardware, software and connected accessories for 2 months after installation, testing and commissioning throughout the Term of this Agreement."	As per RFP scope, successful bidder will have to depute Technical Service Personnel (TSP) One per every 5 schools for 2 months period after installation, testing and commissioning of equipment and provide the TSP services for that duration.
74	Seminars	Bidder shall facilitate CoS in conducting periodically seminars at the local district level to outline the key stakeholders on the Smart Education progress. The Bidder shall ensure that there is participation of the respective PM and also co-ordinate with the local administrative bodies for their presence.	We request to remove from Bidders scope, the coordination with local administrative bodies for their presence. Bidder will however ensure participation of its Project Manager / Representative in such seminars. Kindly confirm.	As per RFP scope, successful bidder will have to help and facilitate the CoS for such type of activities.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
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75	Warranty / Support	<p>1) A help desk setup is required for entire project duration to support the teachers for resolving problems of hardware and software.</p> <p>2) To establish state level help desk with toll free number as required by the project for a period of the project duration of 5 years. To maintain necessary systems and processes to track the project progress.</p>	<p>1) Kindly clarify on the period for which the Help Desk is required to be set up.</p> <p>2) We understand the Help Desk will be responsible for resolution of calls only for the hardware and software supplied by the vendor (not content, applications etc.). Kindly confirm</p>	<p>1) Help desk setup will be required for the contract duration of 5 years.</p> <p>2) Help Desk will be responsible for login &amp; resolution of complaints for the hardware and software to be supplied under this project.</p>
76	Insurance	<p>1) Obtain Insurance against theft, fire and natural calamities of all installed equipment and accessories.</p> <p>2) Adequate care shall be taken by Bidder for the safety and security. Bidder is required to take Insurance of the materials supplied to school.</p> <p>3) To provide, install and maintain in working condition the hardware, software and necessary infrastructure get insurance in the name of purchaser at bidder's cost against theft and fire or any other natural calamities of the Smart Education hardware and the accessories. In case of theft and fire, bidder has to take adequate steps and resume the contracted services to CoS in 15 working days after receiving the copy of FIR complaint from school principal.</p>	<p>1) Kindly clarify on the period of insurance cover.</p> <p>2) We understand the Insurance will be taken by the customer, as the materials are property of the customer. Kindly confirm.</p>	<p>Successful bidder will have to take necessary Insurance for the equipments to be supplied for the duration of contract period of 5 years as per the scope defined in RFP.</p>
77	Penalty	<p>TSP absence / non-deployment during the period of 2 months:</p> <p>☒ 1 day leave per month per school is allowed.</p> <p>Afterwards, if TSP will absent for</p> <ul style="list-style-type: none"> <li>• 2 days continuous absent - Rs. 300 per day per school</li> <li>• 3 day continuous absent - Rs. 1000 per day per school</li> <li>• 7 days continuous absent - Rs. 2500 per day per school</li> <li>• &gt; 7 days – joint penalty (Ex. If TSP is absent for continuous 11 days then penalty will be 7 days + 3 days + 1 day = 11 days 2500+1000+300= Rs. 3800).</li> </ul>	<p>We request to allow a leave of 3 days per month. Kindly confirm.</p>	<p>Only 1 day leave per month per TSP will be allowed.</p>
78	Risk Purchase	<p>In case, the selected bidder does not supply the ordered items for any reason, the bidder will be liable to pay the difference amount to the purchaser, over and above the performance guarantee, which indenter department has to pay to the next or other selected bidder for purpose of the said items.</p>	<p>We request for customer to provide a notice and cure period of minimum 30 days for vendor to take corrective actions, before initiating any action on risk purchase. Kindly confirm.</p>	<p>No Change.</p>

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
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79	Responsive Proposal	Bidders may note that GIL/CoS will not entertain any deviations to the RFP at the time of submission of the Proposal or thereafter. The Proposal to be submitted by the Bidders will be unconditional and unqualified and the Bidders would be deemed to have accepted the terms and conditions of the RFP with all its contents including the Contract. Any conditional Proposal shall be regarded as non-responsive and would be liable for rejection.	We request the customer for relaxation on this condition to the extent of our recommendations and queries pertaining to the terms & conditions contained herein.	No Change.
80	Indemnity	The Bidders shall be responsible for all arrangements and shall release and indemnify GIL / CoS and / or any of its agencies / consultants / advisors from and against all liability in respect hereof and shall be solely responsible for any personal injury, loss of or damage to property or any other loss, damage, costs or expenses, however caused, which, but for the exercise of such permission, would not have arisen due to this RFP or Project.	We request modification of this clause as under: The Bidders shall be responsible for all arrangements and shall release and indemnify GIL/CoS and/or any of its agencies/consultants/advisors from and against all liability in respect hereof and shall be solely responsible for of any personal injury, loss of or damage to property or any other loss, damage, costs or expenses incurred by GIL/CoS, however caused due to the gross negligence or will misconduct of the Bidder and/or the Bidder's employees, which, but for the exercise of such permission, would not have arisen due to this RFP or Project.	No Change.
81	EMD forfeiture	EMD to be forfeited if Bidder fails to sign the contract agreement	We request for the contract terms to be mutually negotiated and agreed prior to signing. Further, customer shall not forfeit the EMD due to the inability of the parties to reach consensus on the terms and conditions.	No Change.
82	Contract Signing	Contract Signing	We request for the contract terms to be mutually negotiated and agreed prior to signing.	No Change.
83	PBG Forfeiture	If the Preferred Bidder after signing the Contract fails to perform any contractual obligation, the Performance Bank Guarantee furnished by the bidder will be forfeited.	We request that the PBG be invoked only upon termination of the agreement due to Bidder's failure to rectify the material breach of the Agreement within 60 days of receipt of written notice mentioning the material breach that is required to be cured. The PBG shall be valid only for the period of the Contract. The PBG will be issued within 21 days of execution of the written agreement.	No Change.
84	Binding Contract	Until a formal contract is prepared and executed, this bid, together with your written acceptance thereof and your notification of award shall constitute a binding Contract between us.	If down-selected, we request for our obligations to commence only from the effective date of the contract signed between the parties.	No Change.
85	Deviations	We confirm that we have not imposed any condition in conflict with the tender condition if it is found it should be treated as withdrawn.	We request the customer for relaxation on this condition to the extent of our recommendations and queries pertaining to the terms & conditions contained herein.	No Change.
86	Governing Laws and Jurisdiction	Governing Laws and Jurisdiction	"This Agreement shall, at all times, be governed by the laws of India and subject to the provisions of Clause 9.2 of this Agreement, the courts in Ahmedabad shall have jurisdiction over this Agreement."	No Change.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
	Page No. / Section No. / Clause No.	Tender Description		
87	Volume II / Page No. 21 / Technical Specifications / IR Camera	Interactive response :Real time interaction and writing speed with response time less than 500 ms.	Real time Interaction and writing speed with response time of less than 20 ms The response time of 500 ms is too high and it will not be possible to use the product in practical. The slow performance will add delay after each annotation / stroke	As above at Sr. No. 25.
88		Interactive Area : Tracking Active Area/active screen area must be Minimum 80 inches diagonal	Tracking Active Area/active screen area must be Minimum 80 inches diagonal when the IR camera is placed not more than 25CM from the board. IR cameras are based on the line of sight principle. The longer the E6distance from the board the poor the performance and difficult for the user.	As above at Sr. No. 26.
89		Pen/Stylus :Minimum 3 hrs continuously work after full charging	The pen/ stylus should be able to fully charge in 3-5 min . Battery free & consumable free, Super-capacitor based. After full charging stylus should be able to work up to 3 hrs of standard use. It is crucial to mention the charging time and Super-capacitor based. Battery based stylus takes around 10-12 hrs to charge and it can delay the teaching session and hamper the student study time.	As above at Sr. No. 24.
90	Volume II / Page No. 22 / Technical Specifications / White Board	80" diagonal size of marker writing board with aluminum section trim in powder coated matt finished paint with wall mount kit.	Board size is 80 inch diagonal i.e 48" x 64" in aspect ration of 4:3 ? is it okay? Or should we take it as 4 feet x 6 feet i.e 48" x 72" Board surface is not mentioned? Is it ceramic for writing & projection? Or laminated matt surface only for projection? Price mainly depends on surface	As per RFP.
91	Volume II / Page No. 21 / Technical Specifications / Projector	Technology LCD	DLP is one of the Leading Projection Technology used worldwide. So it will be fair to include this as well	As above at Sr. No. 7.
92		Lamp life hours in 3000h in standard mode	Being High Brightness Projector, lamp life is always lower as compare to Less Brightness Projector. So request you to consider 2000 Hrs or more	See the changes in Corrigendum.
93	Volume II / Page No. 21 / Technical Specifications / Projector	Input: Computer, Video (Optional), HDMI, Audio In, USB (preferred)	Please don't keep USB compulsory in the Tender. So that all Premium Brands can participate.	We have asked USB as preferred port. USB port is not compulsory.
94		Resolution: XGA (1024 x 768) or better	And keep WXGA Resolution for the Projector, because all the Laptops of every Brand has now 16:9 aspect ratio. And Because of WXGA resolution, fonts & images will be much more sharper compared to XGA Resolution based Projectors.	See the changes in Corrigendum.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
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95	Volume II / Page No. 21 / Technical Specifications / Projector	Technology: LCD	<p>To consider DLP Technology as well along with LCD Projection Technology. We request you to include DLP in the Projection Technology, as DLP Technology covers more than 50% Market Share in Projector Industry in India and World Wide and it has many advantages for the user's in Education Segment which is listed below:</p> <p>Advantage #1: Outstanding Readability  Ø Higher Contrast Ratio  Ø High Fill Factor</p> <p>Advantage #2: Long Lasting Precise Colours  Ø Majority of DLP brands utilize Brilliant Color™ to deliver cinema quality color performance to schools</p> <p>Advantage #3: Low TCO (Total Cost of Ownership) because of Filter Free Design, Low Maintenance</p> <p>Advantage #4: Fast Digital Video Performance  Ø Faster Switching Speed = Smooth, Sharp Video</p> <p>Advantage #5: 3D Readiness (All DLP Projectors are 3D Ready – Future Proof)</p> <p>Advantage #6: Tough DLP® EXP™ chip. Reliability-Sealed optics is good for dusty environment</p> <p>Advantage #7: Portability</p>	As above at Sr. No. 7.
96		Brightness: 5000 lumens at ANSI level or higher	<p>To consider Lamp Life of 2500 Hrs on Eco Mode:</p> <p>a. As the asked Projector in the tender is High Brightness Projector (i.e. 5000 ANSI Lumens), in such projectors lamp life is always lower as compare to Less Brightness Projector. So request you to please consider 2500 Hrs or more in Eco Mode, to allow us to participate in this tender. We assure you to quote competitive model with competitive pricing.</p> <p>b. We also bring to your kind notice that, we already have a Rate Contract with your esteemed Organization for the 5000 ANSI Lumens Projector Category.</p>	As above at Sr. No. 6.
97	Volume II Page No 14.	<p>Performance Bank Guarantee:  Within 15 (Fifteen) days of receipt of letter of acceptance the successful bidder shall deliver to the purchaser a Performance Bank Guarantee amounting to 5% of the total order value in favor of Commissioner, Commissionerate of Schools, Gandhinagar payable at Gandhinagar.</p>	<p>Within 15 (Fifteen) days of receipt of letter of acceptance the successful bidder shall deliver to the purchaser a Performance Bank Guarantee amounting to 10% of the total order value in favor of Commissioner, Commissionerate of Schools, Gandhinagar payable at Gandhinagar.</p>	No Change.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
	Page No. / Section No. / Clause No.	Tender Description		
98	Volume I / Page No. 112-13 / Eligibility and Pre-Qualification Criteria	<p>The bidder should have experience of executing at least one single project of eLearning / virtual class room of minimum value of 5 Crore in last 3 years.</p> <p>AND</p> <p>Should have experience of supply and installation of Laptops / Desktops / Projectors hardware in single project of minimum 10 Crore in last 3 years OR System Integration experience of setting up Cloud enabled / Data Center Hosted / eLearning / Tele Medicine / Similar (multi location system integration project) of minimum Rs. 5 Crore in last 3 years.</p>	<p>The bidder should have experience of executing at least one single project of eLearning / virtual class room of minimum value of 5 Crore in last 3 years.</p> <p>AND-OR</p> <p>Should have experience of supply and installation of Laptops / Desktops / Projectors hardware in single project of minimum 10 Crore in last 3 years OR System Integration experience of setting up Cloud enabled / Data Center Hosted / eLearning / Tele Medicine / Similar (multi location system integration project) of minimum Rs. 5 Crore in last 3 years.</p> <p>There seems to be typo error mentioning AND whereas; it should have been OR to ensure maximum participation in bid since; it's pure hardware related bid and no e-learning content has to be provided. Thus, we recommend to remove the clause of demanding the single project of e-learning/ virtual classroom of minimum value of Rs.5 Crores which restrict System Integrator to participate.</p>	As above at Sr. No. 37.
99	Volume II Page No 33.	<p>Payment for Goods and Services</p> <p>Hardware payment</p> <ul style="list-style-type: none"> <li>o No advance payment will be made.</li> <li>o 30% Payment against the inspection and delivery of equipments at schools. The inspection will be done as decided by GIL</li> <li>o 30% Payment on successful Installation &amp; Commissioning.</li> <li>o 10% Payment on completion of first 6 months after commissioning.</li> <li>o 10% Payment on completion of 9 months after commissioning.</li> <li>o 5% Payment on completion of 2nd Year.</li> <li>o 5% Payment on completion of 3rd Year.</li> <li>o 5% Payment on completion of 4th Year.</li> <li>o 5% Payment on completion of 5th Year.</li> <li>o All payments to be linked to SLA performance</li> </ul>	<p>Hardware payment</p> <ul style="list-style-type: none"> <li>o No advance payment will be made.</li> <li>o 90% payment after successful delivery of the ordered goods.</li> <li>o 10% payment will be done after successful installation, commissioning &amp; functional training of the ordered goods.</li> </ul> <p>Since it's hardware tender it is restricting maximum bidder to participate and even it will lead for higher commercial with such payment terms thus we sincerely request to revised payment terms as per gil standard hardware tender.</p>	As above at Sr. No. 51.
100	RFP Vol-I Clause 3.2.3 Page no 6	<p>3.2.3. The Bidder must have average annual turnover of at least Rs. 50 crores of last three financial Years (2014-15, 2015-16, 2016-17). The copies of Audited Annual Accounts/Statutory CA Certificate for last three years shall be uploaded along with the bid. In case bidders do not have audited Annual Account report of Year-2016-17, then bidder will have to submit audited Annual Account report of Year-2013-14.</p>	<p>We request you to change the above clause to "The Bidder must have average annual turnover of at least Rs. 25 crores of last three financial Years (2014-15, 2015-16, 2016-17)....."</p> <p>Considering the scope of the project and the fact that the EMD of Rs. 70 Lacs which is usually 2% of the project cost makes the estimated project cost of Rs. 35 Crore. The estimated project cost of Rs. 35 Crore is that too is distributed over the entire project duration of 5 years.</p> <p>Average annual turnover of Rs. 50 Crore will benefit only the selected few companies making the tendering process biased and demotivating the companies who are capable of successfully executing the project. An average turnover of Rs. 25 Crore instead of 50 Crore will ensure that the bidder has the financial strength to successfully make the initial capital expenses required to kick start the project.</p>	As above at Sr. No. 53.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
	Page No. / Section No. / Clause No.	Tender Description		
101	Part 1: Page no. 17: Eligibility Criteria Point No. 3.2.3: Turnover Criteria	The Bidder must have average annual turnover of at least Rs. 50 crores of last three financial Years (2014-15, 2015-16, 2016-17). The copies of Audited Annual Accounts/Statutory CA Certificate for last three years shall be uploaded along with the bid. In case bidders do not have audited Annual Account report of Year-2016-17, then bidder will have to submit audited Annual Account report of Year-2013-14.	The Bidder must have average annual turnover of at least Rs. 40 crores of last three financial Years (2014-15, 2015-16, 2016-17). The copies of Audited Annual Accounts/Statutory CA Certificate for last three years shall be uploaded along with the bid. In case bidders do not have audited Annual Account report of Year-2016-17, then bidder will have to submit audited Annual Account report of Year-2013-14. We request you to kindly relax the turnover criteria to 40 cr considering the project size .	As above at Sr. No. 18.
102	Part 1: Page no. 17: Eligibility Criteria Point No. 3.2.4: Network Criteria	The bidder should have Net worth of minimum 5 Crore in last financial years as above. CA certificate mentioning net worth of the bidder should be enclosed.	The bidder should have Net worth of minimum 3 Crore in last financial years as above. CA certificate mentioning net worth of the bidder should be enclosed. We request you to kindly relax the Net worth Criteria to 3 cr considering the project size .	No Change.
103	Volume I / Page No. 112-13 / Eligibility and Pre-Qualification Criteria	The bidder should have experience of executing at least one single project of eLearning / virtual class room of minimum value of 5 Crore in last 3 years. AND Should have experience of supply and installation of Laptops / Desktops / Projectors hardware in single project of minimum 10 Crore in last 3 years OR System Integration experience of setting up Cloud enabled / Data Center Hosted / eLearning / Tele Medicine / Similar (multi location system integration project) of minimum Rs. 5 Crore in last 3 years.	The bidder should have experience of executing at least one single project of eLearning / virtual class room of minimum value of 5 Crore in last 3 years. OR Should have experience of supply and installation of Laptops / Desktops / Projectors / Networking hardware in single project of minimum 10 Crore in last 3 years OR System Integration experience of setting up Cloud enabled / Data Center Hosted / eLearning / Tele Medicine / Similar (multi location system integration project) of minimum Rs. 5 Crore in last 3 years. Since eLearning/Virtual Class room is a new concept most of the SI in Gujarat might not have experience of such a sizeable project 5 cr in eLearning . We request you to alternatively consider experience of supply of hardware/system integration instead of both the experience as mandatory.	As above at Sr. No. 37.
104	Part 2: Page no. 21: Laptops Specs	1TB SATA HDD with 7200 RPM	1TB SATA HDD with 5400 RPM We request you to kindly amend the specs of HDD RPM to 5400 as most of HDD in Laptop comes in 5400 RPM only	As above at Sr. No. 58.
105	Volume II / Page No. 21 / Technical Specifications / Projector	Resolution: XGA (1024 x 768) or better	The laptop resolution defined in the RFP is 1366 x 768 and the aspect ratio of the same would be 16:9; the requested resolution of projector is XGA (1204 x 768) and the aspect ratio is 4:3; hence there is mismatch between the laptop and projector resolution the image would not be full due to resolution mismatch. Hence we kindly request you to amend the projector resolution to WXGA (16:10) and this would be enable the laptop content to be fully displayed on the projector.	As above at Sr. No. 94.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
	Page No. / Section No. / Clause No.	Tender Description		
106	Volume II / Page No. 22 / Technical Specifications / Whiter Board	80" diagonal size of marker writing board with aluminum section trim in powder coated matt finished paint with wall mount kit.	The tender specification indicates 80" white board (6' wide x 4'feet height) for displaying projector image; technically for a classroom size of 20 feet length x 30 feet wide 80" diagonal would not be enough and last few rows will not be to view the displayed content clearly. Hence we recommend amending the same to 100" diagonal which would help in viewing the displayed content in classroom for the last few rows. If WXGA resolution and 100" diagonal is considered then the image size would be considered the image size would be 7 feet 1 inches wide x 4 feet 5 inches and this can be achieved by installing 8 feet wide x 6 feet height white board	As above at Sr. No. 90.
107	Volume II / Page No. 21 / Technical Specifications / Projector	General	Wireless Facility: The RFP indicates the requirement of Wireless ADSL2+Broadband Router; hence we recommend including the wireless facility on the projector; this would help in connecting devices to projector on the same wireless network. This would also help in connecting BOD (Bring Own Device) at any point of time wither from the teacher or form the student.	No Change.
108		General	Screen Mirroring Continuing on the above wireless facility; it would be convenient if screen mirroring function is included as this would help the teachers to get any mobile devices (Phone or Tab) and directly display the same on the screen without any external devise requirement. Hence request to include screen mirror function in the projector specifications.	No Change.
109		Speakers	Built-in-Speakers The RFP indicates the requirement of external speakers of 25W x 2 (100WPMPO) for classroom; technically PMPO of 25 Watt x 2 is equal to $25/2 = 12.5$ Watts RMS; hence the real output is only 12.5 Watts RMS; there are projectors with built-in-speakers from 16W – 20W RMS; hence we recommend to include either 16watts built-in-speakers or external speakers for the project.	No Change.
110		Brightness: 5000 lumens at ANSI level or higher	White & Color Brightness a. ANSI (American National Standard Institute) method has been used to measure the brightness of projectors of white light and the same has been indicated as the projector brightness; in accordance with ICDM (International committee Display Metrology) set new standard of measurement of projector brightness as colors are very important is display. Considering the same new measurement standards has been adopted for projectors which is white brightness and color brightness. This would give clear indication of the white & color brightness reproduction in the projectors and the white & color brightness has to be at same levels to get perfect image with 100% color reproduction. Hence we kindly request to amend the brightness to White & Color Brightness at 5000 Lumens.	No Change.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
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111		Lamp life hours in standard mode: Minimum 3000 hours or better	Lamp Hours The specified lamp hours is Minimum 3000 hours or better; over period of years there has been enhancement of lamp hours in projectors and current lamps hours are minimum 5000 hours in normal model and 8000 hours in Eco Mode. Hence request to amend the lamp hours to minimum 5000 hours which would reduce running cost and cost of ownership.	In specifications, we have already asked for additional Lamp Kit which will be used during the contract period at the time of replacement of lamp. Successful bidder will have to replace the lamp kit as and when required during the contract period.
112		General	Service Centers After sales support is as critical and mandatory for any product support; hence request to seek for on-site warranty and minimum 1 service Centre across locations (within 50 Kms) where projectors would be installed for better support and turnaround time in resolving service issues.	No Change.
113	Volume II / Page No. 21 / Technical Specifications / Projector	Technology: LCD	To consider DLP Technology as well along with LCD Projection Technology. We request you to include DLP in the Projection Technology, as DLP Technology covers more than 50% Market Share in Projector Industry in India and World Wide and it has many advantages for the user's in Education Segment which is listed below: Advantage #1: Outstanding Readability Ø Higher Contrast Ratio Ø High Fill Factor Advantage #2: Long Lasting Precise Colours Ø Majority of DLP brands utilize Brilliant Color™ to deliver cinema quality color performance to schools Advantage #3: Low TCO (Total Cost of Ownership) because of Filter Free Design, Low Maintenance Advantage #4: Fast Digital Video Performance Ø Faster Switching Speed = Smooth, Sharp Video Advantage #5: 3D Readiness (All DLP Projectors are 3D Ready – Future Proof) Advantage #6: Tough DLP® EXP™ chip. Reliability-Sealed optics is good for dusty environment Advantage #7: Portability	As above at Sr. No. 7.
114		Brightness: 5000 lumens at ANSI level or higher	To consider Lamp Life of 2500 Hrs on Eco Mode: a. As the asked Projector in the tender is High Brightness Projector (i.e. 5000 ANSI Lumens), in such projectors lamp life is always lower as compare to Less Brightness Projector. So request you to please consider 2500 Hrs or more in Eco Mode, to allow us to participate in this tender. We assure you to quote competitive model with competitive pricing. b. We also bring to your kind notice that, we already have a Rate Contract with your esteemed Organization for the 5000 ANSI Lumens Projector Category.	As above at Sr. No. 92.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
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115	Volume II / Page No. 21 / Technical Specifications / Projector	Resolution: XGA (1024 x 768) or better Brightness: 5000 lumens at ANSI level or higher	Please consider 4500 lumens projector instead of 5000 lumens projector with WUXGA resolution	As above at Sr. No. 6.
116		General	We would like to suggest include built in wireless in the required specifications for projector by day one for easy use	No Change.
117	Volume I / Page No. 112-13 / Eligibility and Pre-Qualification Criteria	The bidder should have experience of executing at least one single project of eLearning / virtual class room of minimum value of 5 Crore in last 3 years. AND Should have experience of supply and installation of Laptops / Desktops / Projectors hardware in single project of minimum 10 Crore in last 3 years OR System Integration experience of setting up Cloud enabled / Data Center Hosted / eLearning / Tele Medicine / Similar (multi location system integration project) of minimum Rs. 5 Crore in last 3 years.	We request the department to kindly consider either of one of the given condition or only the second condition. As the given project is only hardware supply projects in school and doesn't involve any e-learning, multimedia content or virtual class connectivity etc. therefore it should not ask for the experience in those field which are not relevant to this project. Therefore, we propose that the experienced asked for e-learning and virtual classroom should be removed and it should be restricted to "experience of supply and installation of Laptops / Desktops / Projectors hardware in single project of minimum 10 Crore in last 3 years OR System integration experience"	As above at Sr. No. 37.
118	RFP Volume 1, Page 9, Clause 1.2.1	1.2.1. A total of 1028 number of schools is proposed to be covered under this Project which will be Indicated separately.	We request you to kindly divide the total number of Schools into at least 5-6 zones depending upon the geographies with a maximum cap of 2 zones to be awarded per bidder. It will have following benefits: a. It will ensure maximum participation from the industry b. Minimized risk for the project c. Better quality of implementation due to healthy competition among bidders d. Best practices of different bidders to be implemented in the project e. Timely completion The same practice has been adopted successfully by many states and even by GIL in the past.	See the changes in Corrigendum.
119	RFP Volume II, Page 8, Clause 3.1.1	This Agreement will continue for a period of three years from the Effective Date, except where terminated or extended in accordance with the provisions of this Agreement.	Agreement period mentioned in the RFP Volume I is 5 years and in volume II it is given as 3 years. Kindly clarify.	The contract period will be of 5 years.
120	RFP Volume II, Page 8, Clause 3.2.2	The bidder shall fulfill the following Conditions Precedent within 45 days of Agreement	It should be 60 school working days as mentioned in the Implementation Schedule.	Please consider it as 60 school working days.

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121	RFP Volume II ,Page 10, 4.1.3	The bidder will have to offer the inspection in the manner as decided by GIL before delivering at respective 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 and install 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, Software supplied ( if applicable) for back to back warranty support as per tender terms & conditions.	We request the department to kindly clarify the manner for inspection. Additionally, we request the department that the time taken in the inspection process should be excluded from the implementation period	As above at Sr. No. 72.
122	RFP Volume II, Page 22, Projector Specs	Accessories: Manual & CD, Professional Laser Pointer, Guide, Lamp kit	Kindly clarify what do you mean by Lamp Kit? is it extra Lamp with Housing, please clarify?	As above at Sr. No. 111.
123	RFP Volume II, Page 25, Point 4	In case of theft and fire, bidder has to take adequate steps and resume the contracted services to CoS in 15 working days after receiving the copy of FIR complaint from school Principal.	We request the department to kindly increase the time to at least 1 month for the replacement of theft material as bidder will have to file the insurance claim and re-procure the material We would like to request you to please add following conditions: Bidder will not be responsible for any physical damage of any equipment supplied.	As above at Sr. No. 21.
124	RFP Volume II, Page 32, Point B Monthly reports to be submitted by Bidder to CoS	The following monthly reports need to be maintained and updated by the Bidder at individual school level. These logs will be monitored by CoS and the TPA. 1. Equipment downtime and service timelines report 2. Key faults that have caused the equipment downtime 3. Usage of the Smart Education equipment – no. of hours utilized daily 4. Preventive maintenance reports The data logs and information shared by the bidder with the CoS may be verified by the CoS at anytime. Any inconsistencies observed will attract a penalty based on the incident at the discretion of the CoS.	a. As the TSPs are to be provided only for two months, it is not clear that who will provide the data for these reports and also the management of equipments in the schools on day to day basis. Please clarify. b. Regarding usage of the Smart Education equipment, is there any online monitoring system will be provided by CoS to log the usage? c. It is also proposed to increase the TSPs duration for at least one year for the smooth functioning of the project.	It has been discussed and clarified in pre-bid meeting "Usage of the Smart Education equipment – no. of hours utilized daily" is excluded from the bidder's scope.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
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125	RFP Volume II, Page 33, Point A	<p>Payment Structure:</p> <ul style="list-style-type: none"> <li>• Hardware payment</li> <li>• No advance payment will be made.</li> <li>• 30% Payment against the inspection and delivery of equipments at schools. The inspection will be done as decided by GIL</li> <li>• 30% Payment on successful Installation &amp; Commissioning.</li> <li>• 10% Payment on completion of first 6 months after commissioning.</li> <li>• 10% Payment on completion of 9 months after commissioning.</li> <li>• 5% Payment on completion of 2nd Year.</li> <li>• 5% Payment on completion of 3rd Year.</li> <li>• 5% Payment on completion of 4th Year.</li> <li>• 5% Payment on completion of 5th Year.</li> <li>• All payments to be linked to SLA performance</li> </ul>	<p>We request CoS to consider following payment structure:  40% payment will be made against the inspection and Delivery of equipment at Schools  40% payment on successful installation &amp; commissioning  5% Payment on completion of 2nd Year.  5% Payment on completion of 3rd Year.  5% Payment on completion of 4th Year.  5% Payment on completion of 5th Year.  This will help the bidders to recover a portion of their investments and also reduce the interests cost to the governments.</p>	As above at Sr. No. 51.
126	RFP Volume II, Page 35, clause D.1, penalty	<p>Equipment deployment delay:</p> <ul style="list-style-type: none"> <li>• Per school per day Rs. 5000 for deployment delay.</li> </ul>	Rs. 5000 per day is on a very higher side and therefore we request you to kindly keep the penalty maximum at the rate of Rs. 2000 per day or Rs. 5000 per week	No Change.
127	RFP Volume 2, Page 30, Schedule iii	<p>IMPLEMENTATION SCHEDULE- Installation &amp; Commissioning T+60  Manpower Deployment- T+61</p>	<p>Considering the given terrain and spread of the project at the same time there are multiple OEMs involved therefore, we request you to kindly revise the implementation timelines as below:  Installation &amp; Commissioning T+90  Manpower Deployment- T+91</p>	As above at Sr. No. 31.
128		<p>Eligibility criteria for OEM :</p> <p>Bidder should quote Projector and Laptop from those OEM who have total turnover of Rs. 1000 crore or more globally during last 3 financial years as on March'17.</p>	To support Make in India and PMA policy of the Government of India the Projector OEMs turnover need to be amended to 100 crores.	No Change.
129	Volume II / Page No. 21 / Technical Specifications / Projector	Resolution: XGA (1024 x 768) or better	WXGA 1280 x 800 All the input devices comes with minimum WXGA Resolutions	As above at Sr. No. 94.
130		Brightness: 5000 lumens at ANSI level or higher	4000 Lumens 5000 lumens is very high brightness for the classrooms. 4000 Lumens brightness is sufficient for the classrooms.	As above at Sr. No. 6.
131		Contrast Ratio: 2000:1 or above	22000:1 Higher Contrast is required for clear image	As above at Sr. No. 14.
132		Technology: LCD	DLP Projector Technology to be changed to DLP	As above at Sr. No. 7.
133		Lamp life hours in standard mode: Minimum 3000 hours or better	6000 Hrs in Normal Mode and 10000 Hrs in ECO Mode Better	As above at Sr. No. 92.

Sr. No.	Tender Reference		Query / Clarification / Suggestions from the Vendors	Responses to the Queries
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134		Zoom Facility/Focus: Required	Short Throw (No Zoom Required) To avoid the shadow of the user, short throw projectors are advised. Longs throw projector also effects on human eyes	No Change.
135		Key stone: One way must	plus / minus 30 degree Horizontal and Vertical keystone with provision to corner correction This is required for proper image adjustment.	No Change.
136		Mounting: Front, Rear, Ceiling, Desktop/Laptop	Front, Rear, Ceiling,	As above at Sr. No. 15.
137		Input: Computer, Video ( Optional), HDMI, Audio In, USB (preferred)	USB to be deleted There is no any use of USB in projector	As above at Sr. No. 93.
138	Volume II / Page No. 21 / Technical Specifications / IR Camera	IR Camera Stand: Metal Body	Metal Body / Plastic Body / Polycarbonate Body	No Change.
139	Eligibility Criteria	General	Is the Consortium available / possible for this project?	As above at Sr. No. 35.