Response to pre-bid queries raised by bidders

Implementation of Gyankunj in Government Elementary Schools within the State of Gujarat including Supply of Hardware, Operating Software and Maintenance of the Systems for 5 years on behalf of Gujarat Council of Elementary Education (GCEE), Education Department, Government of Gujarat

RFP No.: GIL\GCEE - SSA\Gyankunj \2019

Sr. No.	Tender Description	Query / Clarification / Suggestions from the Venders	Response to bidders
ELIGIBILITY AND PRE-QUALIFICATION CRITERIA			
1	The bidder should be ICT system Integrator or an Edutech company or any other company in the business of ICT in India and should be in existence since last 3 years.	We request to to revise the clause as follows :- The bidder should be ICT system Integrator or an Edutech company or any other company in the business of ICT in India and should be in existence since last 3 years **as on bid submission date.**	Please see the change in revised RFP
2		The bidder should be ICT/IT/ITES/eGOV system Integrator or an Edutech company or any other company in the business of ICT/IT/ITES/eGOV in India and should be in existence since last 3 years.	
3		Start-ups who are also OEM, focused on ICT / Edutech should be exempted from this clause of 3 years of existence in the market	
4		By Considering the "Scope of the project" we request to the department to consider that bidder (an ICT system integrator or an Edutech Company)who has an experience to implement the ICT project in the Govt School or Govt aided schools so the amended clause is The bidder should be ICT system Integrator or an Edutech company in the business of ICT in India and should be in existence **implementing ICT project @ Govt Schools or Govt aided schools since last 5 years**	
5	The Bidder must have average annual turnover of Rs. 300 crores for last three financial Years (2015-16, 2016-17, 2017-18). 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-2017-18, then bidder will have to submit CA certified provisional Annual Account report of year 2017-18	The Bidder must have average annual turnover of **Rs. 100 crores** for last three financial Years (2015-16, 2016-17, 2017-18).	Please see the change in revised RFP
6		We request you to kindly reduce the average annual turnover to **Rs 175 Crores** for last three financial Years (2015-16, 2016-17, 2017-18). As per appropriate tender guidelines, the required turnover should be commensurate with the project size. We do not understand how a requirement of a turnover of Rs. 300 Crores can be justified.	
7		The Bidder must have average annual turnover of **Rs. 150 crores** for last three financial Years (2015-16, 2016-17, 2017-18). 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- 2017-18, then bidder will have to submit CA certified provisional Annual Account report of year 2017-18. REMARKS This shall allow more competitive bids and maximize participation of bidders	
8		The Bidder must have average annual turnover of **Rs. 150 crores** for last three financial Years (2015-16, 2016-17, 2017-18). 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-2017-18, then bidder will have to submit CA certified provisional Annual Account report of year 2017-18. Since "Gyankunj" is a prestigious project, and many system integrators with significant amount of work done would like to participate in the same. Higher turnover doesn't necessarily shows the strength of a company as a whole, instead GIL could have bundled the average turnover with no. of schools implemented. Never the less, we suggest Department to reduce the amount of annual turnover in order to maximize participation, else it might focus only on 1-2 System integrators in Edutech industry.	

9		Considering the requirement of fund flow management to achieve delivery milestone in 6000 schools and meet final delivery schedule, it is extremely important that SI should have strong financials with positive net worth. Moreover, the size of SI / lead bidder's turn over must be at least minimum 3 times then the overall project value. This is normal practice in any state priority project like Gyankunj. We thus request you to modify the clause as "The Bidder must have average annual turnover of **Rs. 600 crores** for last three financial Years (2015-16, 2016-17, 2017-18). 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-2017-18, then bidder will have to submit CA certified provisional Annual Account report of year 2017-18"	
10		We would like to request you to please consider "the average annual turnover of **Rs. 100 crores** for last three financial Years (2015-16, 2016-17, 2017-18)", the same will enable us and other new upcoming companies to take part in the bid	
11		We request to revise the average annual turnover of Rs. 300 Crores for last three financial years, up to **Rs. 200 Crores.**	
12		To enable mid size companied the annual turnover be reduced to **Rs.100 Crs**	
13		As per our understanding for showing the turnover details Audited annual Account Balance sheet & CA certificate will suffice the requirement . **Statutory certificate is not required. Please clarify**	**It is clearly mentioned in the RFP. As per revised RFP**
14	The bidder should have positive Net worth in last financial year. CA certificate mentioning net worth of the bidder should be enclosed.	A company may have high net worth in previous years and be loss making in last few years with respect to profitability. For ensuring sound financial health and ensuring capacity to deliver, it is requested to amend and set the parameters with respect to profitability in last 3 years and not net worth. This will ensure that companies of dubious financial credibility in the past few years do not participate in the bidding process and This will help ensure full accountability of the successful bidder and ensure success of the Project **Requested Amendment** : The bidder should be a sound financial health and should not have incurred losses in any of the previous three financial years i.e. (2015-16, 2016-17, 2017-18).	**Suggestion not accepted, as per revised RFP**
15		Request to revise the clause: The Bidder should have **positive net-worth in last three financial years** and should be a profitable organization Justification: long term-financially stable and profit making organization will have the capability and financial resources to execute a project of such scope and size. Hence, a consistent positive net-worth and profitability of the bidder should be considered.	
16		We request to the department to consider the **positive net worth of last three financial Years** (2015-16, 2016-17, 2017-18).of the bidder. CA certificate mentioning net worth of the bidder should be enclosed.	
17	The Original Equipment Manufacturer (OEM) of the products quoted against this RFP should be ISO 9001:2008 Process Certified OEM for manufacturing. ISO certificates are required for Laptop.	**ISO 27001.** Security of data and content is the prime thing in today scenario. Therefore, we request ISO 27001 certification to include for OEM.	**Suggestion not accepted, as per revised RFP**
18	Bidder should have capacity & experience for implementation and monitoring smart classroom project (supply of similar hardware component in the RFP in India);	Bidder should have capacity & experience for implementation and monitoring smart classroom project **including various hardware components and E-content required for running a smart classroom project as per the scope of this RFP.**	See the change in revised RFP
19		Request to update the clause 'Bidder should have capacity & experience for implementation and monitoring smart classroom project (supply of similar hardware component in the RFP in India) **in 300+schools (In proportion with desired number of schools.)** Justification: Mentioning a number would ensure the entry of bidders with genuine experience in smart classroom projects	
20		The bidder should have executed projects for delivery, Installation, Maintenance, of hardware like PCs, Projectors, which may include network related hardware	

21	a) Bidder should have capacity & experience for implementation and monitoring smart classroom project (supply of similar hardware component in the RFP in India); AND b) The bidder should have carried out implementation and maintenance of Smart / Digital Classrooms in last 3 years. The work experience letter from either State / Central Government / PSU or from Private Institution / Company / Organization will be considered. Please submit the copies of purchase orders / completion certificate / customer references for the same.	Modification Requested: **The Tenderer must have the experience in IT Hardware/ICT/ICT Infrastructure Business and should have commissioned a similar project with a value of Rs.200 crores in the past five years in India** (Necessary PO Copy and commencement certificate should be furnished along with client contact details)	
22	The bidder should have carried out implementation and maintenance of Smart / Digital Classrooms in last 3 years.	The bidder should have carried out implementation and maintenance of Smart / Digital Classrooms in last 3 years **in 3000 classrooms.**	
23		The bidder should have carried out implementation and maintenance of Smart / Digital Classrooms in last 3 years **in at least 1000 schools.** Existing clause allows even small scale implementations to be allowed as eligible. There should be a minimum number of smart classes required to be eligible for the tender.	
24		b) The bidder should have carried out implementation **or** maintenance of Smart / Digital Classrooms in last 3 years. OR b) **The bidder or the consortium partner** should have carried out implementation or maintenance of Smart / Digital Classrooms in last 3 years.	
25		**We request you to consider the ongoing implementation projects of smart /digital classroom.** c) The bidders should be under process of implementing smart/digital classroom in last 3 years	
26	The OEM of Laptop & Projector should have minimum 4 authorized service center in Ahmedabad, Baroda, Rajkot & Surat. Documentary proof the same to be submitted. In case it doesn't have, it should setup within 30 days of work order if it gets selected.	Since, the service delivery contract for implementation of project Gyankunj has to be signed between the BIDDER who may not be OEM and GUJARAT INFORMATICS LIMITED (GIL) and also considering the matter of the fact that OEMs open service centers on their own discretion as per their business plan, the bidder may not be in a position to inforce OEMS to open authorized service centers in specified cities. the condition sounds restrictive for the bidder hence, requested to be kept out of the eligibility criteria set for the Bidder.	Suggestion not accepted, as per revised RFP
27	Bidder should have back-to-back agreement with the original equipment manufacturer (OEM) to provide comprehensive onsite warranty during the warranty period and a copy of such agreement should be enclosed.	OEM shall provide the warranty certificate for the quoted product in their letter head duly signed and stamped to the bidder . it will cater the requirement . we request to the the department to remove the agreement. in place of agreement bidder will provide the warranty certificate issued by the OEM at the time of bid submission .	Please see the change in revised RFP
28	Consortium or Subletting in any form will not be permitted	Consortium or Subletting should be allowed for maximize participation of bidders and completive bids	Suggestion not accepted, as per revised RFP
29		Consortium or Subletting is allowed (with individual eligibility criteria). As this project is of large scale, consortiums should be allowed as it will encourage different companies to get together to provide the best solution possible. Also, it will increase participation.	
30		Consortium is Allowed up to 3 companies.	
31		Consortium should be allowed to at least 3 parties for successful completion of the project.	
32		Considering the hardware items listed in RFP Volume 1, Form no. F1 page 38 has to come from an OEM and other Services from the bidder, in the interest of smooth implementation, request is to permit consortium and subletting.	
33		We request to allow the consortium up to two members include lead bidder.	
34		Consortium is allowed. We request you to consider forming of Consortium for the Project	
35		Allow Consortium	

#	Clause	Query/Suggestion	Response
36	Bidder should quote Projector & Laptop from those OEM who have total turnover of Rs. 1000 crore or more globally during last 3 financial years. • i.e. 2015-16, 2016-17, 2017-18. If the country of origin of OEM follows April to March next year as the financial year. • If the country of origin of OEM follows (i.e. January to December) as the financial year, then the financial turnover of the OEM would be considered as per calendar year for 2016, 2017, 2018.	Total Turnover 2000 Cr. Or more during last 3 financial years. Indian climate and school spread geographical require the products which had been running smoothly in such scenario and also this requirement as well for India, we request for Turnover clause to be considered only for India domain.	Please see the change in revised RFP
37		Not all OEMs, particularly the Indian domestic OEMS, may have turnover of Rs 1000 crore or more, therefore it's requested to reduce the turnover amount.	
38		To enable Make in India/Start up companies this clause be removed. Otherwise, the bid get restricted to large MNC's only This clause does not allow domestic manufacturer's & Start Ups under "Make in India" and " Startup India" program and restricts the OEM from India to participate keeping in mind the high THREE YEAR TURNOVER REQUIREMENTS, WHICH IS GREATER THAN 1000 CRORES PER ANNUM. Thereby only large multinational OEMs can participate in this requirement defeating the primary purpose of "Make India Program" and entities registered under "Start Up India". We are attaching herewith the notification issued by Government of India, where there is clear instruction from the Central Government advising all State and Central Government bodies to give encouragement and support to "STARTUP COMPANIES" and "Make In India" Companies who have designed and development NEW and INNOVATIVE TECHNOLOGIES which are developed fully within the country. It also advises Government Departments NOT to put stringent pre-qualifications like "Number of Years in Business", "Turnover", EMD etc in order to encourage and support companies like ours who are focused on introducing Newer and Latest Technologies within the country Suggestion: Hence, we request you to WAIVE OFF the OEM Turnover clause for Make in India Products and also EMD for companies representing such OEM.	
39		Request to revise the clause by OEM should not be blacklisted to ensure the entry sound background of OEM in terms of services. 1000 Cr. Turnover shall restrict some good OEM's to submit competitive quotes. OEM's are not involved directly in the project. It is bidder's responsibility to get best product and services from OEM's. Hence, asking their turnover shall limit to very few OEM's and economic price discovery will not take place.	
40		To ensure better OEM service and support in future we suggest to include below OEM eligibility criterion: "The laptop and projector OEM shall have positive operating profit for last 3 years". As the Volume of Projector supply in this Tender is Very Big i.e. 12000 units, that is almost 7% of the total Projector Market size for last Year. To Complete this Project in a given timelines is possible only by those reputed Brands who have supplied 25K units Projector Per Year during the last 3 Financial Years in India with Proof.	
41	-	Requested new point for inclusion in prequalification criteria The bidder should have experience of executing at least one single project of 750 smart classrooms / e-learning of minimum value of Rs. 7.5 Crore in any one of the last three years. Please submit the copies of purchase orders / completion certificate / customer references for the same.	Suggestion not accepted, as per revised RFP
42	-	The Bidder shall have ISO/IEC 20000-1:2011 & CMMi3 Level Certified Organizations	Suggestion not accepted, as per revised RFP
Terms & Conditions			
43	Bidder is requested to submit the non-refundable bid processing fees of Rs. 17,700/- in the form of Demand draft in favor of Gujarat Informatics Ltd, payable at Gandhinagar	Railtel being 100% Central Govt. PSU (under Ministry of Railways) requests for the **waiver of Bid processing fees.**	Suggestion not accepted, as per revised RFP
44	Bidder is requested to submit the refundable EMD of Rs. 3,00,00,000/- in the form of Demand Draft OR in the form of an unconditional Bank Guarantee (which should be valid for 12 months from the last date of bid submission) of any Nationalized Bank (operating in India having branch at Ahmedabad/ Gandhinagar) as per the G.R. no. EMD/ 10/ 2018/ 18/ DMO dated 16.04.2018	We request you to **accept the Bank Guarantee from other nationalized bank also** apart from the listed Bank in G.R. no. EMD/ 10/ 2018/ 18/ DMO dated 16.04.2018.	Suggestion not accepted, as per revised RFP
45		Railtel being 100% Central Govt. PSU (under Ministry of Railways) **requests for the waiver ofEMD.**	
46		We request you to reduce the EMD to One Crore	

47		We request to the department to also allow the Scheduled bank for the issuance of the Bg in the form DD or BG	
48	The Bidder with the lowest Financial Bid (L1 Bidder) will be appointed for the project implementation from the sum total of prices for all line items without tax with warranty and be called for further negotiations if required.	The financial bid of the technically qualified bids only will be opened and commercially awarded **between L1 AND L2 bidder @ 60:40 ratio, provided L2 bidder matches the price of L1.** Considering the dynamic of project it is recommended to split the order between L1 & L2 and also, the order should be split proportionately between 2 vendors based of distribution of split order.	**Suggestion not accepted, as per revised RFP**
49	L1 will be the lowest grand sum total of rates of all line items (F1+ F2) without tax with warranty.	The final evaluation for arriving at L1 would be done without considering taxes. Please confirm.	**It is clearly mentioned in the RFP. As per revised RFP**
50	Signing of contract : T **Delivery, Installation, Commissioning & Inspection:** T + 30 (1st lot 2000 schools) T + 60(2nd lot additional 2000 schools). T + 90(3rd lot 2000 schools) (100% of Delivery, installation and commissioning of each complete lot of 2000 schools after inspected by GIL)	Signing of contract = T Delivery, Installation, Commissioning &Inspection: T + 60 working days(1st lot 2000 schools) T + 90 working days(2nd lot additional 2000 schools). T + 120 Working days(3rd lot 2000 schools) Considering the dynamic of project there are lot of dependency on external parameters involve which creates hurdle sometimes for getting the material in time thus, we sincerely request delivery schedule timelines to be considered as per requested terms.	**Please see the change in revised RFP**
51	**Manpower Deployment : T+91**	T + 60 (1st lot 2000 schools) T + 90(2nd lot additional 2000 schools) T + 120(3rd lot 2000 schools)	
52	(Manpower resources should be deployed immediately after completion of installation and commissioning. One person per block for first year & One person per district for second to fifth year)	Being one of the largest manufacture of projectors globally, we like to request for the below delivery schedules for smoother execution. 1st 2000 school, 8 – 10 weeks , 2nd 2000, school – 10 -12 weeks & 3rd 2000 school – 12-14 weeks.	
53		Time Line for Deliveries, T + 60 (1st lot 2000 schools), T + 90 (2nd lot additional 2000 schools), T +120 (3rd lot 2000 schools)	
54		requests to change it to : T+90(1st lot of 2000 schools) T+120(2nd lot of 2000 schools) T+150(3rd lot of 2000 schools) This is being requested as manufacturing, shipment, etc of the items will take time. Railtel requests to change it to T+151 days for Manpower Deployment	
55		We request you to increase the **implementation period to 6 months** from existing 3 months considering the 6000 number of schools	
56		Implementation time should be **at least 6 months**.	
57		T+90(1st lot of 2000 schools) T+120(2nd lot of 2000 schools) T+150(3rd lot of 2000 schools) Timeline : T+121 days for Manpower Deployment	
58		1) As the scope of work is very complex, and involves a large number of locations, we request amend the schedule to: - T + 60 (1st lot 2000 schools); - T + 90 (2nd lot additional 2000 schools); - T + 120 (3rd lot 2000 schools) 2) We understand the time schedule for vendor will start after GCEE - SSA fulfills its conditions Precedent as detailed in Vol 2 Clause 3.2.3 (confirmation on list of schools and minimum physical infrastructure). Kindly confirm.	
59	Delivery, installation, commissioning & Inspection shall be divided in 3 lots, each lot will have 2000 schools. The inspection will be done as decided by GIL	Please confirm who will inspect the material School authorities or GIL.	**It is clearly mentioned in the RFP. As per revised RFP**

60		Please confirm if inspection by School Administration(which is to happen within 7 days) will be considered as a GIL inspection.	No. GIL will inspect the material before delivering at respective sites
61		We request to add a Site Not Ready (SNR) clause. If any site of a lot, is not ready for installation within 30 days of delivery of materials, GCEE - SSA will release the vendors payments for that lot, against declaration from Vendor to complete installation on receipt of site readiness confirmation. Kindly confirm.	Suggestion not accepted, as per revised RFP
62	**Payment Structure:** • **Hardware & software payment** o No advance payment will be made.	o 70% payment after successful delivery & inspection of the ordered goods. o Remaining 15% of hardware cost of all lots will be released after 6 months from successful completion of delivery, installation, commissioning & Inspection of last lot. o Remaining 15% of hardware cost of all lots will be released after 1 year from successful completion of delivery, installation, commissioning & Inspection of last lot.	Please see the change in revised RFP
63	o Delivery, installation, commissioning & Inspection shall be divided in 3 lots, each lot will have 2000 schools.	100% of delivery, installation, commissioning of each complete lot of 2000 schools after inspected by GIL	
64	o On successful completion of delivery, installation, commissioning & inspection of each lot, 80% payment of that particular lot will be released. o Remaining 10% of hardware cost of all lots will be released after 6 months from successful completion of delivery, installation, commissioning & Inspection of last lot.	Request for the revision in Payment Terms as below: 1. 60% of Capex value should be paid on delivery of material for each lot. 2. 30% of Capex value should be paid on successful commissioning of the each lot. 3. 10% of Capex value should be paid within one month from date of 'Go-Live' each lot.	
65	o Remaining 10% of hardware cost of all lots will be released after 1 year from successful completion of delivery, installation, commissioning & Inspection of last lot. o The inspection will be done as decided by GIL o All payments to be linked to SLA performance • **Operational Support Services payment:** Quarterly after completion of every quarter, after submission of invoice with supporting documents.	Payment Structure: 1) Hardware & software payment - No advance payment will be made. - Delivery, installation, commissioning & Inspection shall be divided in 3 lots, each lot will have 2000 schools. - On successful completion of delivery, installation, commissioning & inspection of each lot, 80% payment of that particular lot will be released. -Remaining 10% of hardware cost of all lots will be released after **3 months** from successful completion of delivery, installation, commissioning & Inspection of last lot. -Remaining 10% of hardware cost of all lots will be released after **6 months** from successful completion of delivery, installation, commissioning & Inspection of last lot. -The inspection will be done as decided by GIL -All payments to be linked to SLA performance	
66	All payment to be linked to SLA, performance of resources deployed ,actual attendance of resources deployed and subject to submission of required reports.	Modification requested: 1) Mobilization Advance: 10% 2) Successful completion of delivery, installation, commissioning & inspection of each lot, 80% payment of that particular lot will be released. 3) Remaining 10% of hardware cost of all lots will be released after 6 months from successful completion of delivery, installation, commissioning & Inspection of last lot.	
67		We request for Payments to be released for lots of 500 Schools, which will ensure faster bill submission and payment release to Vendors for the work completed by Vendors. Payment period is not specified. We propose for Payments to be released within 30 days of submission of bill and supporting documents, on completion of the respective milestone. Kindly confirm.	
68		For Each Lot of 2000 Schools, 50% of Payment shall be made against Delivery. For Each Lot of 2000 Schools, 30% of Payment shall be made against Installation, Commissioning & Inspection . For Each Lot, Remaining 10% of hardware cost shall be released after 1 year from successful completion of delivery, installation, commissioning & Inspection of respective lot.	
69	No Advance Payment will be made	10% Advance Payment shall be made.	Suggestion not accepted, as per revised RFP
70	PENALTY SCHEDULE Penalty schedule for various performance parameters as below: 1. Equipment deployment delay: • Per school per day Rs. 5,000 for deployment delay.	Equipment deployment delay: • Per school per day Rs. 5,000 for deployment delay.	Please see the change in revised RFP

71	• If delay is more than 7 days, penalty will be as follows: o From 8th day to 14th day, penalty would be levied @150% (Rs. 7,500) o From 15th day onwards penalty @ 200% (Rs. 10,000) of the per day penalty amount	We feel that the penalty schedule is extremely stringent and levied penalty per day per school is extremely high. Request that the rates and timelines be revised. We also request that the penalties to be levied during warranty period be reduced accordingly.	
72	• The amount of penalty for delay in delivery & installation shall be subject to a maximum limit of 10% of the total contract value. • Delay in excess of 8 weeks will be sufficient to cause for termination of the contract. In that case the Performance Bank Guarantee of the bidder will be forfeited. • 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. **Note**: Penalty will be jointly calculated & deducted for all schools.	Equipment deployment delay: Per school per day Rs. 500 (Five Hundreds Only) for deployment delay.	
73		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. We request the amount of penalty for delay in delivery & installation shall be subject to a maximum limit of 5% of the total contract value.	
74	Equipment downtime: Per day charge for downtime • During warranty period, if the complaint is not resolved within 3 working days from reported date, the penalty of Rs. 500 per day for Laptops, Projector and penalty of Rs. 200 per day for other peripherals will be levied. However, if the complaints not resolved within 7 working days then from 8th working day to 14th working day, penalty would be levied @ 150% and from 15th day onwards penalty @ 200% of the above rates would be levied. The amount of penalty will be recovered from the Performance bank guarantee during warranty period. The amount of Operational/Warranty period Penalty shall be subject to a maximum limit of 5% of the total contract value. Penalty will be claimed from PBG & hold payment during warranty period.	As the schools may be remotely located across Gujarat, we request a resolution period of 4 working days for locations beyond district headquarters. Kindly confirm.	Suggestion not accepted, as per revised RFP
75	The final List of schools for implementation at every district will be decided at the time of issue of the Letter of Intent. List of school may increase / decrease of each district as may be decided by GCEE - SSA	Please share the List of Schools before Bid submission date which enables bidders for cost management implementation.	List of Schools is uploaded on website
76		With stringent penalty clause mentioned in the RFP, request the department to share the list of entire schools before submission for bidders to account for costs accordingly.	
77	Total of 6000 number of schools is proposed to be covered under this Project which will be indicated separately.	Request you to provide the list of schools to be covered under the project.	
78	As per the provision in Electronics & IT/ITeS Start-up Policy Resolution No. ITS / 10 / 2015 / 5284 / IT dated 6th June, 2016 issued by Department of Science & Technology; in e-Governance project undertaken by Government Departments or its Boards, Corporations or parastatal bodies getting grants from the Government, the chosen solution provider or system integrator will pass on job work or will outsource part of the work of a value ranging between 5% to 10% of the contract value to the eligible start-ups and to students of shortlisted Technical Colleges in Gujarat. In such arrangements, the responsibility of meeting SLAs (Service Level Agreements) will continue to belong to the solution provider or the system integrator.	In order for bidders to plan well please provide list of eligible start-ups and profiles of colleges/students to which 5-10% contract needs to be outsourced.	It will be provided to successful bidder.
79	After technical evaluation, GIL/GCEE - SSA will inform one date & time for demonstration of their proposed solution & bidder must have to be ready for demonstration of their proposed solution on given time.	If demonstration is sought than evaluation criteria of the demonstration should be made clear point to point.	Please see the change in revised RFP
80		Kindly clarify which components of the complete solution needs to be demonstrated at this stage.	
81	-	Available bandwidth at all the location should be specified.	It will be informed to successful bidder
82	Last date of bid submission : 01.02.2019 up to 1500 hours	For such a big tender due date should be extended by at least 4 weeks.	Please see the change in revised RFP
83		request you to kindly extend the bid submission date by 3 weeks as it needs sufficient time to prepare a quality bid	

84		requests to extend the date of submission by 15 days(i.e. till 15th Feb,2019) Justification: Considering the scope and volume of this project, additional time is required to prepare the competitive bid.	
85		Extend by 20 days	
86	Background: Gyankunj " model is approved for implementation in Classes along with facilities as under:	Do all 6000 Schools have power backup? Is there a requirement of UPS Power Backup.	There is no need of UPS.
87	• Whiteboard • Interactive Projector • Laptop • Speakers • Learning Management System with analytics for application software usage • Software Application to update e-content through Internet Connectivity • Necessary Electrification	Request to change : Gyankunj" model is approved for implementation in Classes along with facilities as under: • Whiteboard • IR Camera • Short Throw Projector • Laptop • Speakers • Learning Management System with analytics for application software usage • Software Application to update e-content through Internet Connectivity • Necessary Electrification Interactive projectors do come in two forms, 1. Integrated Interactive Camera built in Projector. 2. Separate Projector and IR Camera enabling Interactivity. Since there are not more than 2 OEMs manufacturing Integrated Interactive camera built in Projectors, which is again neither a proven technology nor been deployed in such huge number as yet. we suggest, a short throw projector bundled with IR Camera on the lines of "Gyankunj 1" which is a proven smart classroom structure in more than 4000+ government schools in Gujarat. IR Camera should be placed on a white board to avoid any obstruction and shadow affect. This will ultimately increase number of participations for all leading OEMs and System Integrators as a whole.	Please refer sr. no. 134 to 141

88	Requisite Facilities at Classroom under this Model: The package of robust infrastructure is defined by considering schools local conditions and usage level and operational context. Under this model, School Classes would have the facilities as under:	Basis RFP, we understand that Internet is available in all schools, however, we also see requirement of Wi-Fi router and LAN switches in the RFP. Please clarify.	Please see the change in revised RFP

89	Wi-Fi Internet Connectivity at school
	  Whiteboard
	  Interactive Projector
	   Laptop
	  Speaker
	  Learning Management System with analytics for application software usage
	  Software Application to update e-content through Internet Connectivity
	  Wi-Fi Router
	  LAN Switch with necessary LAN cabling
	  Maintenance support for hardware
	
	Out of these facilities, the internet connectivity & LAN cabling is already being taken care by Gujarat Council of Elementary Education (GCEE) and rest of them are rendered to procure under this RFP.
		We understand that LAN cabling is not in scope but please confirm on wifi router and switch scope.	

90	The EMD of Unsuccessful Bidders will be returned as promptly as possible but not later than 15 days after the expiration of the period of Bid Validity OR upon the successful Bidder signing the Contract, and furnishing the PBG, as prescribed by GIL, whichever is earlier.	The EMD of unsuccessful Bidder shall be returned to the unsuccessful bidder within 120 days from date of opening of commercial bid We request you not to align the EMD return date with the bid validity period which is 1 year as per the existing Bid clause.	Suggestion not accepted, as per revised RFP
91	Bids shall remain valid for 1 year after commercial bid opening. A bid valid for a shorter period shall be rejected by the GIL as non-responsive. If required, GIL may extend the bid validity for further period from the date of expiry of bid validity in consultation with the successful bidder.	Bids shall remain valid for 180 days after commercial bid opening.	Suggestion not accepted, as per revised RFP
92		We request to limit the validity period to 90 days after commercial bid opening. It may not be possible to quote with 1 year price validity period, due to IT products going EOL and huge currency fluctuations.	
93	The Technical Support Person shall be a MCA/BE with 1+ years experience or Diploma / BCA with 3+ years experience in any ICT stream.	The Technical Support Person shall be a Diploma / BCA with 1+years experience in any ICT stream.	Suggestion not accepted, as per revised RFP
94	GCEE - SSA shall fulfill the following Conditions Precedent within 30 days of this Agreement i. Confirm the list of schools district-wise that would participate in the tender ii. Confirm availability of minimum physical infrastructure (namely availability of classroom/space for Gyankunj hardware install with electrical power connection) in 50% of the schools where services are to be provided.	We request you to amend the clause to provide within 40 days list of schools district wise as well as ensure availability of minimum physical infrastructure/ensure school readiness in 100% of schools to facilitate the timely installation process	Suggestion not accepted, as per revised RFP
95	Non-Fulfillment of bidder's Conditions Precedent If the bidder's Conditions Precedent has not been fulfilled by the Long Stop Date, other than for reason of Force Majeure or GCEE - SSA's waiver of the bidder's obligations, GCEE - SSA shall have the right to encash the Performance Bank Guarantee at a rate of one per cent (1%) per week or part thereof for the period of delay.	We request you remove the clause as penalties are already levied for failure to act as per bidder's obligation requirement	Suggestion not accepted, as per revised RFP
96	Adequate care shall be taken by Bidder for the safety and security. Successful bidder will have to replace the equipments free of cost against the stolen equipments without waiting for Non Tractability Report (NTR). Respective School will file the FIR and NTR will be given to successful bidder once get from Police.	We request you to remove the said clause and associated penalties as the equipment that are supplied and installed in the schools shall be under school custody .The responsibility of the safety and security of the equipment shall reside with the respective school management and not the bidder.	Please see the change in revised RFP
97	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.	We understand the customer will need to take Adequate care for the safety and security, as post delivery and installation the materials will be in ownership/possession of the customer. Kindly confirm.	
98		Kindly clarify the period during which vendor will be required to replace stolen materials. We understand vendor will be responsible for replacement due to theft/fire, till completion of installation & acceptance? Kindly confirm.	It is clearly mentioned in the RFP. As per revised RFP
99		In case of theft or fire, we request the period for replacement to be amended from 7 working days to 30 working days.	Suggestion not accepted, as per revised RFP

100	-	Is there a requirement of setting up Help Desk support for query resolution	No
101	**Operational support services** Under this activity, the Bidder is responsible for providing users functional training for the equipments & software to be supplied under this project in co-ordination with GCEE - SSA for normal operations and conversant in installation of hardware & software and its basic trouble shooting.	We request to the department to provide training duration, no of trainee & also provide the details of location for training	**Bidder will have to provide operational training of supplied hardware, Operating Software and peripherals to all school teachers after installation of all items at schools**
102	**A. Facilitation and confirmation of school-level readiness for the Project** GCEE - SSA shall facilitate making available a confirmation letter from each of the Schools, confirming readiness for this Project in terms of availability of	We request to the department to kindly provide the E content at the time of signing of contract so that prospective bidder will avoid delay in hardware readiness as bidder has to provide pre-installed content.	**It is clearly mentioned in the RFP. As per revised RFP**
103	physical infrastructure for implementation of this Project covering the following: i. Separate classroom / space with a door and latch, so that the equipment can be kept locked when not in use.	We also request to the SSA department to provide the concrete based roof so that Projector will easily mount on the roof	**As per revised RFP**
104	ii. Stable single phase power connection to provide electricity supply for the equipment. iii. The content CDs (CDs for syllabus & any revised course content CDs) will be provided by GCEE - SSA at regular interval to the Bidder. The Bidder has to install & co-ordinate with GCEE - SSA for content thus provided under this RFP. 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. Bidder shall be responsible to provide existing e-content given by GCEE preloaded with laptop iv. Licensed Ant viruses will be given to the successful bidder which should be pre-installed from factory site.	Kindly clarify during what period these content CDs will be provided. Kindly clarify on the scope for installation of these CDs.	**It is clearly mentioned in the RFP. As per revised RFP**
105	**C. Payments to Bidder** GCEE - SSA will make payments to the Bidder under this Agreement in a timely manner in accordance with terms of Payments to Bidder of this Agreement	We request to the department to kindly provide the details of the documents required for the payment release	**Please see the change in revised RFP**
106		We understand the bill submission and payment release will be centralized from a single location. Kindly confirm.	**The bill submission and payment release shall be centralized from a single location of GCEE-SSA**
107	**Through integrated use of above facilities, the key deliverables are derived as under:** Teachers would be able to execute all pedagogy tactics (Do, Define, Demo, Evaluation) for enhanced delivery of curriculum	In the absence of END Point Devices for the Students, how are we going to achieve to execute all pedagogy tactics (Do, Define, Demo, Evaluation) for enhanced delivery of curriculum to the Students. Please clarify and elaborate.	**As per revised RFP**
108	**Through integrated use of above facilities, the key deliverables are derived as under:** Use of e-Content provided by Gujarat Council of Elementary Education (GCEE) and Video Content telecast under e-Class project; at teachers-students comfort level	Please clarify on the provision to telecast the E-Content and Telecast it under e-Class?	**As per revised RFP**
109	**Through integrated use of above facilities, the key deliverables are derived as under:** Exploring utilization of all Educational Contents, Freeware, Open Source Resources, Online Resources, eContent Created / Tailored by teachers etc. with comfort to teachers up to complete understanding of all students	Please confirm where the content tailored by teacher needs to be stored: locally or server.	**Locally**
110	**Through integrated use of above facilities, the key deliverables are derived as under:** Academic delivery through e-Contents, Audio-Visuals, Digital Textbooks which can be accessed offline (local host), online (Cloud based) as well as on local computer	We request to the department to clarify about the local host also the Cloud based space.	**As per revised RFP**

111		We request you to please provide the Storage Requirements for the content on Local Host as well as on cloud. Please clarify that the Local Host which is mentioned in the Tender is same, i.e. a Teacher's Laptop Device? please specify Current Requirement and provision from future scalability perspective	As per revised RFP
112	Bidder shall be responsible to provide the Laptops with preloaded usage tracking software with real time automatic usage/on-off logs for application and equipment. Bidder will have to develop & provide a usage tracking application for monitoring the usage of equipments. The said usage tracking application is required to be preloaded in the laptop. The usage tracking application should provide following details: i. Number of laptops switched ON at any point of time – daily basis ii. Duration for which a laptop was ON – Daily basis iii. Duration for which e-content was played on laptop – daily basis iv. These reports should be generated school wise, district wise. The said usage tracking application shall send the details to cloud based application over internet. In absence of internet connectivity, the usage tracking application shall store the logs locally & shall send the details to cloud based application once the internet connectivity is available. The access to cloud based application for usage tracking shall be provided in the form of user ID & password to GCEE – SSA for accessing the details & downloading the required reports as mentioned above.	We request to the Department to provide the necessary API for monitoring purpose such as - System Serial Number	Teacher Name	Grade	Subject	Chapter	Topic	Lesson	Start Date	End Date	Start Time	End Time	Duration	GCEE-SSA will assist in providing required APIs, as necessary to successful bidder
113	**Change request of new make & model** : The Bidder may quote only one option (i.e. only one product can be quoted) against each item. Bidders are required to mention make & Model of the product (Do not write "OEM" against any item.) No "End of Life" product should be quoted in the bid. Make & Model quoted by the bidder should be available till the contract period (duly supported for spares/OEM support for contract period).in any case, change of make & model of quoted item will not be allowed. However, during the contract period, if the OEM stops manufacturing the quoted model and the bidder will offer to supply new make & model instead of quoted make & model, then compulsorily min. percent (2 %) of that item total value shall be deducted from the payment of that particular qty. of item. The final amount to be deducted will be determined by GIL after having look at the market prices. Also, whenever such a change is proposed by the bidder, prior permission of GIL to do so will be required.	We request to the department to remove the clause of the 2% deduction of the total value of the new make & model for providing it instead of quoted make of model . Due to technical enhancement OEM may introduce the new & updated version of the quoted model .	Suggestion not accepted, as per revised RFP
114		In case any OEM is not able to supply any product/component due to unforeseen issues, we request to allow vendor to supply equivalent models from same OEM or any other OEM, with prior approval from customer. Kindly confirm.	Suggestion not accepted, as per revised RFP
115	**Make & Model List** Note : You may quote only one make & model against item	We propose multiple makes which are technically equivalent and would meet RFP requirements. This will help the SI to offer a very competitive price to the customer by taking aggressive risks on their costs, which will totally benefit the customer. If only one make is insisted the vendor does not support the Si in times and therefore the costs go up considerably. For your Kind information, in almost all of the government contracts there is a list of Compendium of Suppliers approved for each of their item required for the Project. This list is made part of the contract. During execution of the contract, the SI/Contractor shall have to supply materials of makes/vendors who are in that list only. Alternatively, we request you to allow to offer two makes till the time of PoC. During PoC Bidder shall commit single make. Hence we request you to kindly accept the same.	Suggestion not accepted, as per revised RFP
116	This Request for Proposal (RFP) is issued by Gujarat Informatics Limited (GIL) on behalf of Gujarat Council of Elementary Education (GCEE), Education Department, Government of Gujarat to identify Service Provider (s) to implement a Gyankunj Project in 6000 Government Elementary Schools within the framework of Sarva Shiksha Abhiyan (SSA). The intent of this Request for Proposal (RFP) is to solicit Proposals from parties ("Bidders") who are interested in and are capable of providing the installation, commissioning and support for implementation of Gyankunj in 6000 Government Elementary Schools within the framework of Gujarat Council of Elementary Education (GCEE).	Since this project has large value & scale(implementation of Gyan kunj model 6000 Government Elementary Schools in the we request to the department to split the whole Project into zones. Following benefits will prevail: 1) For meeting the project Implementation time line 2) State Government has better facility to monitor the Project 3) It is also easy for the bidder to meet the financial investment to Implement the project	Suggestion not accepted, as per revised RFP

117	Warranty: Comprehensive onsite warranty for 5 years from the date of installation of equipments	We request to clarify warranty term for consumables like Laptop Battery, adaptor, Projector Lamp, Interactive Stylus	As per revised RFP
118		Clarification on warranty on Consumable Item (i.e. adaptor and battery of Laptop). We need clarification on warranty for consumable Item of Laptop. It also covered complete 5 Year Warranty as per warranty terms mentioned in RFP.	
119	Clarifications on submissions made : GIL reserves the right not to proceed with the Bidding Process at any time without notice or liability and to reject any Proposal without assigning any reasons.	Modification Requested: GIL reserves the right not to proceed with the Bidding Process at any time. However, in such cases, GIL will give a notice of 60 days time period and the Bidder shall be paid in full for the part of work completed. GIL reserves the right to reject any proposal at any time with an explanation for the reason for termination.	Suggestion not accepted, as per revised RFP
120	Acceptance or Rejection of Bids If any information given by the bidder/contractor is found to be false/fictitious, the Bidder will be debarred for 3 years from participating in any other tenders of Govt. of Gujarat.	We request that the blacklisting clause be removed.	Suggestion not accepted, as per revised RFP
121	The E.M.D. may be forfeited: In case of a successful Bidder, if the Bidder fails: If the successful bidder fails to submit the Performance Bank Guarantee & sign the Contract Form within prescribed time limit, the EMD of the successful bidder will be forfeited. GIL also reserves the right to blacklist such bidder from participating in future tenders if sufficient cause exists.	We request that the blacklisting clause be removed.	Suggestion not accepted, as per revised RFP
122	Force Majeure The Bidder shall advise GCEE - SSA by a registered letter duly certified by the local statutory authorities, the beginning and end of the above causes of delay within seven (7) days of the occurrence and cessation of such Force Majeure Conditions. In the event of delay lasting over two months, if arising out of causes of Force Majeure, GCEE - SSA reserves the right to terminate this Agreement .	Modification Requested: In the event of delay lasting over two months, if arising out of causes of Force Majeure, GCEE - SSA reserves the right to terminate this Agreement. However, the Bidder shall be paid in full for the part of work completed.	Suggestion not accepted, as per revised RFP
123	Penalty and Termination for non-fulfillment of Contract In this case, Bidder cannot claim any damages or further payment for any services /goods unpaid. The decision of GCEE - SSA would be final & binding to the bidder. In case of any dispute, jurisdiction will be Gandhinagar.	Modification Requested: The Bidder shall be paid in full for the part of work completed.	Suggestion not accepted, as per revised RFP
124	Manpower resource absence / non-deployment during the period: o 1 day leave per month per resource is allowed. Accordingly, leave of maximum 3 days (including separate/consecutive) per quarter is allowed subject to permission of reporting authority. o Any absenteeism beyond 3 days leave in a quarter will lead to deduction in payment on pro-rata basis as per respective monthly rate. o In case of absenteeism between 4 to 15 days (including separate/consecutive), half month payment will be deducted and in case of absenteeism between 16 to 30 days (including separate/consecutive), full month payment will be deducted. o In case of absenteeism due to resignation or any other reason, replacement has to be provided within maximum 7 days.	The manpower resource deployment schedule is extremely stringent. Request relaxation in number of leaves and penalties.	Suggestion not accepted, as per revised RFP

125	**Penalty and Termination for non-fulfillment of Contract** 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 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. 8.2.3. In the eventuality of Termination for non-fulfillment of the contractual obligations during the contract period, GCEE - SSA may ask Bidder to take back the material without any additional compensation. 8.2.4. In this case, Bidder cannot claim any damages or further payment for any services /goods unpaid. The decision of GCEE - SSA would be final & binding to the bidder. In case of any dispute, jurisdiction will be Gandhinagar.	We understand that there won't be any material take back by the bidder for materials accepted and used by customer. In case of Termination, the customer will make payments for all products and services which are delivered/rendered, accepted and are already being used by customer, as on the effective date of termination. Kindly confirm.	As per revised RFP
126	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.	We understand that for all SIs certain jobs/services will need to be executed through our own authorized partners/vendors (business model). We will however remain directly liable to customer for complete scope and liabilities. Request your confirmation.	As per revised RFP
127	**Payment Structure:** The Bidder has to operate the manpower salary account in the manner as follows for GCEE - SSA monitoring (if required): • Shall transfer the first payment towards the remuneration of manpower to the escrow account.	We request to remove the need of an Escrow account.	Suggestion not accepted, as per revised RFP
128	The bidder will have to depute full time Technical Support Person - One resource per Block at Block level for 1st year on completion of commissioning in all schools.	1) We understand the resources for 1st year, will be deployed from completion of commissioning in all schools of the 2000 lot. Kindly confirm. 2) In case installation/commissioning is not completed in any school due to reasons attributed to customer, such school will be excluded from the lot of 2000, for the purpose of resource deployment. Kindly confirm.	It is clearly mentioned in the RFP.
129	**Scope of Services** Updation of e-content on annual basis through manual process of installation of e-content on updates provided by GCEE, SSA if any.	Please confirm if this needs to be done manually or over the internet through application as mentioned in other parts of tender.	It is clearly mentioned in the RFP. As per revised RFP

130	-	In order to have better working capital for the project we propose an Assignment clause as below to be included in the Payment Schedule, which shall allow us to factor the bill with financing institution, and therefore enable us to participate in the Tender. **Assignment Clause (new Clause proposed)** : "The Contractor shall not, without the express prior written consent of the Employer, assign to any third party the Contract or any part thereof, or any right, benefit, obligation or interest therein or there under, except that the Contractor shall be entitled to assign either absolutely or by way of charge any monies due and payable to it or that may become due and payable to it under the Contract to any Financial Institution(s) or Bank(s) or NBFC(s). In the event the Contractor assigns the monies due and payable to it or that may become due and payable to it, under the Contract, to any Financial Institution(s) or Bank(s) or NBFC(s), the Employer shall acknowledge the intimation letter it may receive from such financial institution(s) or Bank(s) or NBFC (s). If the Employer does not reply within 15 days of the receipt of the intimation letter, it can be considered as "acknowledged by the Employer". Furthermore the Employer will provide an indicative date by when the funds will be released to the Contractor as a measure of comfort for the decisions of Financial Institution(s) or Bank(s) or NBFC(s)".	Suggestion not accepted, as per revised RFP
131	-	Request for inclusion of clause In the event of bidder participating through its fully owned subsidiary, the credentials of the parent organization should hold true for the fully owned subsidiary as well. This is being asked as Railtel wishes to participate through Railtel Enterprises Limited, which has been set-up for such System integration projects.	Suggestion not accepted, as per revised RFP

Gyankunj Hardware, Software and connected accessories

White Board

132	80" diagonal size of marker writing board with aluminum section trim in powder coated matt finished paint with wall mount kit. Bidder will have to mount white board on the wall 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.	Suggestion 1 Go For inbuilt Interactive whiteboard manufactured in India. We have all spares & support for Contact of 5 year and even more at additional cost of spares. Interactivity is very fast & Accurate. Its support both stylus touch & finger touch at no extra cost. The sensor is combination of IR & Image sensors that makes Touch very intuitive and accurate. We have diagnostic software to resolve problem if any online. The sensors are very small at the corner of board which can be replaced on site. Our Touch board is HID devise, its Plug & Play. Its works in Windows, Linux-Ubuntu, Android & Mac.We have calibration programme for all system to make touch more precise. Presently we have whiteboard software and now developing whiteboard software with all advanced feature including VC & Virtual classroom concept. All our boards are light weight and elegant design. Comes with USB cable, whiteboard software, Pen tray, stylus & one meter extendable Pointer. Its real "Make in India" project. We can manufacture board from 36 diagonal to 120 diagonal. We can send demo board to feel the touch. The surface of board is nano coating steel which has absolutely no hot spot. We are not suggesting to use this nano steel surface for writing with marker as user can write digitally on board and also saves their presentation on Computer or Laptop. We can also produce combo board with Touch board and Ceramic Green board for chalk writing. Please find our attached leaflet for entire range of products manufactured by us. Or visit us at www.altop.com	Please refer sr. no. 134 to 141

133		Suggestion 2	Please see the change in revised RFP
		Your project needs warranty of 5 years for that you need to decide section of Whiteboard.	
		If school wanted to use whiteboard for writing & projection both and needs warranty for more than 5 years than Ceramic coated surface is the best suited surface. This Ceramic coating (Vitrified enamel coating on metal) done in Europe & Japan.	
		This ceramic surface is matt surface which allows writing -Dry wipe & projection. 70 degree matt measured at 60 degree Gloss meter can allow Projection with little hot spot & writing with dry wipe. This surface is used all over the world.	
		This ceramic sheet is scratch resistance and the expected life is more than 25 years. We have supplied all Ceramic coated Green chalk board is SSA project of Gujarat. You can double check with the end users.	
		As the specification of present tender says matt surface means bidder will use melamine coated surface which is basically a paper coated melamine and its called "mica" in day to day language. The same board were used in earlier Gyankunj project.	
		This melamine surface either made Glossy or matt by using steel plate pressing.	
		Glossy board give hot spot and matt board did not allow writing with marker.	
		This surface is non warrantied product and technically its not sustainable surface for 5 years.	
		As the melamine coating wiped out with use the dry wipe is not possible.	
		However the cost of mica board to Ceramic board is 3 times higher as the Ceramic/porcelain coating require special process in that coating pass through 800 degree Celsius temperature. Its like Glass coated on metal. The surface carries 25 years warranty against normal wear & tear. Its best surface available in the world for writing board.	
		If we do cost benefit analysis the ceramic is winner…	
		Our Intention is just to suggest suitable product for their application as we are manufacturing & supplying this smart class products to ICT companies from last 2 decades.	

	Interactive Projector		
134	Interactive Short Throw Projector	Currently the Projector required is Short Throw .We recommend a Ultra short throw projector due to below comparative features benefits:- i. As ultrashort throw are wall mount they don't disturb the eyes of the teachers and there will be no shadow while writing, but in short throw we can see shadow while writing. ii. Not all brand have short throw with Interactive . Only one brand have Short throw Interactive and this may create monopolistic bidding situation	Please see the change in revised RFP
135		a. Change to Ultra Short throw – i. As ultrashort throw are wall mount they don't disturb the eyes of the teachers and there will be no shadow while writing, but in short throw we can see shadow while writing. ii. Not all brand have short throw with Interactive . Only one brand have Short throw Interactive and others will not fair chance to participate in this tender. This may lead financial loss due to monopolistic bidding.	
136	Interactive Short Throw Projector	Short throw Projector (WXGA) without interactive and Interactive can be provide thru any third party	
137		DLP/LCD Projector with Interactive Kit to perform the objective of Iterative Projector. Interactive projector is emerging technology and provided in multiple ways as solution. Integrated and Bundled, hope both the solutions are acceptable. Interactive projectors do comes in two forms, In-built cam based Interactivity and outer cam based interactivity. In Built Interactivity in Short Throw only limited to 1-2 Projector OEM, in which Only One OEM qualify amongst the Top 5 Projector OEM's. There is no large install base in India for this which is successful, up & running. Interactivity with Cam and Sensor based – All Leading OEM of Global will be able to participate with this solutions. There is already 5000+ Install base of the same in India in Govt / Pvt Sector. Inbuilt is specific to 1-2 OEM and due to commercials difference between these 2 OEM's Model this whole tender will get dominated by Only One OEM of Projector. Therefore we request department to clarity and allow both solution to be accepted to have healthy participation against this RFP from the largest and leading projector OEM's.	
138		DLP/LCD Projector with Interactive Kit to perform the objective of Iterative Projector. Interactive projector is emerging technology and provided in multiple ways as solution. Integrated and Bundled, hope both the solutions are acceptable.	
139		IR camera with Short Throw projector 1.Interactivity is the tool which enhances teaching and learning process. The Projector companies offer basic interactivity without specific education features such as MYCLOUD etc and as an OEM we keep updating with latest features. The Interactivity should be from a Edutech company 2.Also Interactive projectors installation base in education is limited. 3.Interactive Projector is provided by only One company which is also mentioned in the prebid by many reputed OEM like View sonic , BENQ ,Acer etc	
140		Pls allow to quote OEM Interactive Kit along with Projectors for interactive instead of inbuilt interactive projector, so that user get more benefited In terms of technical consideration, an in-built interactive projector is not a cost-effective proposition in the long run. Assuming that the interactivity technology of the projector stops working, customer will have to replace the whole projector. While, in case of projectors which have optional interactivity module as an accessory, the same could be replaced when faulty. Therefore, this proves to be more economical in the longer run.	

141	Short Throw Projector, Projector should be fit at a distance where it should not create shadow / interference on whiteboard while writing on whiteboard during teaching process and also should not create disturbance on eyes of the teacher conducting the class	IR camera should be fixed on the whiteboard at such a distance the presenter shouldn't come in between. Maximum distance between board and IR camera should be 24 Cm Like precaution is being taken for no shadow for projector a similar precaution must be taken for IR camera else the user experience will not be smooth . Built-in Interactive Projector will have frequent obstruction issue as they work on Line of sight principle .	
142	Resolution : 1024 x 768 or better	b. Change of resolution – Options i. FHD (1920 x 1080): as you have asked for laptop with FHD resolution, it is recommended to take projector with FHD resolution only since mismatch in input/output source will deteriorate the output quality of projection. Alternatively ii. WXGA – 1280 x 800 – which is also called as HD ready and is 1 step down FHD resolution and quality will less deteriorated as compared to asked XGA – 1024x768 – resolution. As Laptop display format is on 16:9 , projector format is also recommended for same (16:9) or above, for better output quality.	Suggestion not accepted, as per revised RFP
143		The current laptops are wide **format (16:9 or 16:10 aspect ratio)** hence we recommend to amend the native resolution to **WXGA (1280 x 800)** Minimum or higher to match with laptop / desktop PC display aspect ratio; so that there is no any loss in content and image quality	
144		Resolution should be WXGA i.e. 1280X800 Since Laptop is going to be used with Projector, Laptop has wide aspect ratio not 4:3. Hence request the management to consider wide aspect ratio to showcase better content without losing pixels	
145		iii. If GIL is keen on short throw projector , the asked resolution of projector in tender should be changed to FHD (1980 x 1080) , reasons for change of resolution are given below in point below . -Change of resolution – Options i. FHD (1920 x 1080): as you have asked for laptop with FHD resolution, it is recommended to take projector with FHD resolution only since mismatch in input/output source will deteriorate the output quality of projection. Alternatively ii. WXGA – 1280 x 800 – which is also called as HD ready and is 1 step down FHD resolution and quality will less deteriorated as compared to asked XGA – 1024x768 – resolution.	
146	Brightness : Minimum 3000 lumens at ANSI level or higher	Request to amend the same to 3000 Ansi lumens in **White & Colour Brightness**; if projector brightness is measured in only white light ignoring Colour you will not get actual Colour in the output. Colour plays an important role in education; if colors are not same as in your content the digital teaching would not be advantage to students	Suggestion not accepted, as per revised RFP
147		Since the standard of brightness has been increased globally and across all brands so in order to get the latest product for your tender ,We request you to increase the starting brightness in your tender **as 3500 Lumens**	
148		Since we are giving short throw projector which will be mounted at a very short distance from the white board, we request you to accept **1500 ANSI Lumens with LED bulbs**, where the brightness will be adequate classes in natural room ambience.	
149		increase the brightness 4000 lms.	
150	Contrast Ratio : 2000:1 or above	In order to get the better clarity in picture contrast ratio should be **20000 or above**	Suggestion not accepted, as per revised RFP
151		Since we are **offering LED technology, request you to allow us to offer 1000:1** contrast ration with overlapping technology	
152	Lamp life hours in Standard mode : Minimum 3000 hours or better	**Minimum 10000 hours or better** Due to technology enhancement, the Lamp life hours is increased in comparison to previous generation projectors. This should be increased to 10,000 hours which will enable SSA to save cost of consumables / running cost / service intervals and longevity of the Product.	Suggestion not accepted, as per revised RFP

153	Zoom Facility/Focus : Required	We understand that Zoom / Focus any one feature is required. Please confirm	**It is clearly mentioned in the RFP. As per revised RFP**
154		request to permit autofocus projectors where the focus gets automatically adjusted according to the distance between projector and whiteboard	**Suggestion not accepted, as per revised RFP**
155	Key stone : One way must	Since the projector is autofocus, this feature must be exempted	**Suggestion not accepted, as per revised RFP**
156	Mounting : Ceiling & front	Ceiling & front / Tripod to be permitted for easy portability between classrooms	**Suggestion not accepted, as per revised RFP**
157	Remote : Full function remote with battery	If the remote comes with laser Pointer, It will be an additional tool for speaker to explain .	**Suggestion not accepted, as per revised RFP**
158	Computer, Video (Optional), HDMI, Audio In	Laptop and projector will be connected with HDMI which transfers both Audio and Video. Hence Audio IN will not be required. Hence we request to please delete "Audio IN" requirement.	**Suggestion not accepted, as per revised RFP**
159	Interactivity features : • Support Windows OS platform • Should Support multi touch & multi writing • Should support Gesture Recognition like zoom, pan, tilt, flicks etc. • Native handwriting recognition of English • Support shape recognition and text recognition features including for all alphabets, numerals • Should capable to annotate on any 3rd party applications • Should have recording feature • Capability of taking Snapshot from running video	In built interactivity projector have limitation on features. **You are requested to accept third party interactivity solution in case projector doesn't have built-in interactivity with all below features specified in tender:** a. Should support Gesture Recognition like pan, tilt, flicks etc. b. Native handwriting recognition of English c. Support shape recognition and text recognition features including for all alphabets, numerals d. Should have recording feature e. Capability of taking Snapshot from running video	**For third party interactivity solution along with Projector, please refer sr. no. 134 to 141. However Interactivity software should support all Interactivity features as mentioned in RFP**
160		Request to consider this point of "Support shape recognition and text recognition features including for all alphabets, numerals" as Optional Features. As Majority of the features will be key Interactive features of the Interactive Kit.	**Suggestion not accepted, as per revised RFP**
161	Interactivity features : • Should have recording feature	Kindly elaborate. Should the proposed projector have Audio and Video Recording facility? From which source this audio/video captured? Local classroom features from teachers? Should the projector have its own storage for saving audio and video files? If yes what is the preferred capacity?	**Please see the change in revised RFP**
162	-	Request to include lecture capture system & multi classroom collaboration software for better utilizing the existing resources and improve the education delivery quality	**Suggestion not accepted, as per revised RFP**
163	-	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 . The specification doesn't specify writing medium stylus or finger touch . Its crucial to mention so that best and appropriate products are quoted. If a replaceable battery pen is provided then 2 AA / 2 AAA cost per month for 12000 units will be big burden.	**Please see the change in revised RFP**
164	-	Real time Interaction and writing speed with response time of less than 18 ms The mentioning of writing speed is crucial else the writing will be slow 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 Need to specify projection and interactive area "Cloud Access" in Interactive Whiteboard Application to access filtered free educational content on any topic in the world There are millions of free Educational Video/ Image freely available on internet And the tool to access will enhance education.	**Please see the change in revised RFP**
165	-	The company should have received 5000 units order of similar model in last 12 months from any Education Department in India 12000 units is a big Qty and not mentioning the criteria may be risky . The previous experience will help in procure field tested product	**Suggestion not accepted, as per revised RFP**

166	-	IR camera/ Interactive Camera and interactive camera should be from same OEM and should be ICON based The software plays a crucial role and its should be from same OEM as IR Camera / Interactive camera for better user experience. Icon based makes it language independent.	Suggestion not accepted, as per revised RFP
167	-	There should be LAN connectivity in the projector so that they can be maintained in better way	Suggestion not accepted, as per revised RFP
168	-	If the speaker of 10W is inbuilt in the projector that can save department of the cost of extra speaker, Installation and looks aestheticallygood,10 W speaker is ok for a small class	Suggestion not accepted, as per revised RFP
169	-	If the projector have 4 point corner correction with Horizontal and Vertical keystone correction, It can be advantage for easier installation.	Suggestion not accepted, as per revised RFP
170	-	All short throw projectors shall throw a shadow even if the projector is installed 2 feet from the white board. Even Ultra Short throw projectors create shadow while writing on the white board. Kindly clarify if the department is looking only for ZERO shadow equipment.	As per revised RFP
171	-	Projector Brand should submit BIS Certificate for the model Quoted in this tender at the time of bid submission	Suggestion not accepted, as per revised RFP
Laptop			
172	Processor – 7th Generation Intel® Core™ i5 Processor (3M Cache, 1.60 GHz) or higher	Processor -8th generation Intel core i5 (1.6 Ghz, 6MB cache, 4 cores, 8 threads) or higher It is requested to keep only 8th Gen processor which is available with all OEMs. 8th Gen processor are better in performance as compared to 7th Gen processor which has got more cores, cache and threads. Hence in order to have all competition to quote on common ground, we request to consider 8th Gen processor	Please see the change in revised RFP
173		We suggest Intel 8th Gen Intel i5 8250U Processor (1.6 GHz, 6 MB Cache). We also suggest to include AMD equivalent Ryzen processor. Latest Generation processor.	
174		We request to please accept equivalent AMD processor (AMD Ryzen™ 5 2500U APU with Radeon Vega Graphics) as an option too. This processor has better base clock of 2 GHz with 6 MB cache, 4 cores resulting in overall superior experience and compute power.	Suggestion not accepted, as per revised RFP
175		Processor – 7th Generation Intel® Core™ i5 Processor (3M Cache, 1.60 GHz) or AMD Ryzen 3 2200U (5MB Cache, 2.5GHz) or higher AMD Ryzen 3 2200U is higher in terms of specifications and performance than the mentioned Intel processor.	
176	8 GB DDR4 @ 1866 MHz or better upgradeable to 16 GB	8GB DDR4 RAM with 1 DIMM slot free. It is highly recommended for expandability, there must be 1 dim slot free after population of 8 GB RAM on Laptop. If additional RAM is required then 4GB RAM would be waste for the customer in case the OEM provides 2*4GB RAM.	Please see the change in revised RFP
177		8 GB DDR4 @ 2400 MHz or better upgradeable to 16 GB with 2 DIMM slots 1866 MHz speed is in stage of Obsolete, hence in order to avoid lower quality models being positioned it is requested to keep memory speed as 2400Mhz which will increase speed and performance of the machine. This will allow all bidders to quote equally. Also, we request GIL to mention 2 DIMM slots as in market various models are available with 4 GB memory soldered on motherboard. Such models are more prone to failure because if motherboards fails than memory had to be replaced and if memory gets failed than entire motherboard had to be replaced. Thus in such kind of models reptitivative problems occur more frequently once the system is opened. This can only reduce productivity which can eventually affect overall growth and performance Hence we recommend to incorporate 2 DIMM slots for such kind of requirement so that all OEMs are on common platform.	

178		8GB DDR4 RAM with 1 DIMM slot free. It is highly recommended for expandability, there must be 1 dim slot free after population of 8 GB RAM on Laptop. If additional RAM is required then 4GB RAM would be waste for the customer in case the OEM provides 2*4GB RAM.	
179	Screen: 14"/15.6" or higher LED B/L non-touch Display with 1920*1080 resolution	We request to please accept 1366 x 768 resolution which is better than asked projector resolution of 1024 x 768. 1366 x 768 is sufficient for classroom scenario and proposed projector.	Please see the change in revised RFP
180	Graphics card: Additional Intel® Graphics 1GB Media Accelerator HD or better	Clarification on dedicated graphics or Intel HD integrated Graphics. We would like to understand the requirement of Graphics card dedicated or Intel HD integrated Graphics, with Intel HD integrated Graphics the graphics memory would be shared from the system memory of 8GB, however with the dedicated graphics, the memory would be through a NVidia card. We need clarification for the same.	Please see the change in revised RFP
181		Integrated UHD graphics or better It is requested to remove additional Graphic of 1 GB as with 8th Generation processors, integrated graphics are "UHD" graphics. Integrated gfx is always shared memory which can go to max of 32GB. Refer below link from Intel https://ark.intel.com/products/149088/Intel-Core-i5-8265U-Processor-6M-Cache-up-to-3-90-GHz-. Hence it is recommended not to go for additional/discrete graphic card as it will unnecessary increase the cost of machine.	
182		Dedicated graphics will consume more power and battery gets drained faster. Educational contents don't require dedicated graphics. Graphics cards are required for other higher compute applications. Hence we request to please remove the requirement of dedicated graphics which will also reduce the laptop price substantially and use shared/integrated graphics	
183		Graphics: Intel® Graphics HD or AMD Radeon Vega Graphics HD or better AMD Radeon Vega Graphics is an integrated graphics solution which has an equivalent or higher performance as compared to the discrete graphics solution.	
184	Optical Drive: DVD +/- RW (Internal/External)	DVD RW use has been drastically reduced in past few years across the globe due to various reasons and unwanted cost. As per tender solution talks of remotely updating the content and application over internet which makes this DVD RW component redundant. Moreover USB ports are already available in case of any data transfer happens locally. If at all dept. thinks of any local data transfer than a small low price USB pen drive will solve the purpose. Classroom scenario chalk dust/environment dust will frequently damage the lens in DVD RW. Hence we suggest to remove this component which have substantial cost for the project and actually redundant from solution perspective.	Please see the change in revised RFP
185	Mandatory Ports: 3 USB (including 1 USB 3.0 port), Additional 1 USB port or extender for the same, 1 Head Phone jack & Micro Phone jack / Headphone & Microphone Combo jack, 1 RJ-45, 1 HDMI port	Clarification on actual requirement of USB port on board on Laptop, whether 3 or 4 USB Port. If the machine has onboard 3 USB ports then also an additional port for extender is required or not ,henceforth we would like to understand the actual requirement of USB port on board and also the no. of USB for Extender (4 ,6 8 Etc.)	It is clearly mentioned in RFP. As per revised RFP
186		Clarification on actual requirement of USB port on board on Laptop, whether 3 or 4 USB Port. If the machine has onboard 3 USB ports then also an additional port for extender is required or not ,henceforth we would like to understand the actual requirement of USB port on board and also the no. of USB for Extender (4 ,6 8 Etc.)	

187		2 USB 3.0 and 1 USB 2.0, headphone/mic combo jack, 1 RJ 45 Port, HDMI. Our request is to keeps standard 3 USB with 2 USB 3.0 ports only .	Suggestion not accepted, as per revised RFP
188	Pre-loaded licensed Microsoft Windows 10 Pro. (64 bit) National Academic edition (under shape the future program) Operating System with Latest service pack.	LOE letter to be provided for the same by the customer. As per requested terms.	It will be uploaded on Website
189		for STF we shall require in advance LOE (Letter of Eligibility) and appendix A from the department to bid.	
190		We request you to please provide the Microsoft STF approval letter for this project.	
191		Please confirm if the i5 7th or 8th Gen/8 GB RAM/1TB/14" or 15.6" would qualify for STF benefits and request to share the STF letter with corrigendum.	
192		Please mention Preloaded, Pre Activated by OEM	Please see the change in revised RFP
193	3 or more Cell Lithium-Ion / Lithium-Ion Polymer battery with minimum 4 Hours of battery back-up time	4 Cell Battery with 40Whr battery Capacity for Battery Backup. Considering the dynamic of the project and use of the laptop by Teachers for session back to back in Class and also Laptop connected with other peripherals required more consumption of Battery, it is highly recommended for battery back up to quantify the battery capacity in Whr rather than mentioning only the no. of hours of battery backup. We hereby suggesting for better battery Backup, Capacity of Battery should be minimum 40Whr.	Please see the change in revised RFP
194		4 Cell Battery with 40Whr battery Capacity for Battery Backup.	
195		Battery backup time reduces over a period of time. Standard warranty of battery is 1 year only even if the laptop warranty is 5 years and hence we request to amend the same as under: "FAST CHARGING LONG LIFE battery with min 40WHr capacity with 3 years warranty". This will ensure better quality and higher backup time battery from any OEM and reduced expense for dept. in future.	
196	Licensed Antivirus will be given to the successful bidder which should be pre-installed from factory site.	Here we request you to approve Quick Heal to Participate in this project so we can give you better service & solution:- 1. We have R&D Center in India so we can give you better Services & Support 2. We have Local Branch Office & Service Support in Gujarat so we will more helpful in terms of Service and better productivity 3. We have Randsomeware Back up Solution which will give you data security if cyber attack happen 4. We have antivirus solution with "Self Protection" in ".exe" so no client can stop antivirus from Notebook 5. We have "File Activity Monitor" solution , which will help user to bird's-eye view of all actions against confidential files of all formats within an organization 6. As per the recent Notification released by PMO office and directive released by Cabinet Secretary's to all State/Center Government Departments to promote INDIGENIZATION. (Letter Attached) Considering the above facts-features and Key Government Initiative "MAKE IN INDIA", we would like to request you to allow Quick Heal to Participate in BID and by allow fair chance to Quick Heal	Please see the change in revised RFP
197	Microsoft Office 2016 (Academic Edition) will be separately procured by GCEE, SSA that will be provided to successful bidder. Successful bidder will have to supply all the Laptops with pre-loaded Microsoft Office 2016 (Academic Edition)	Instead of Microsoft office, open office applications should be allowed.	Suggestion not accepted, as per revised RFP
198	-	Backlit Keyboard We are requesting here to include the Backlit Keyboard in Laptop. As the Interactive Classes would be in Low light where backlit keyboard will help teachers for typing in low light condition.	Suggestion not accepted, as per revised RFP
199	-	Request to add Keyboard: Spill Resistant keyboard It is requested to incorporate spill resistant keyboard to avoid risk of spillage	Suggestion not accepted, as per revised RFP

200	-	We suggest Spill resistant & backlit Keyboard, Since, These features will allow user in open environment and low light situations.	Suggestion not accepted, as per revised RFP
201	-	Request to add Security: Finger print reader and TPM 2.0 (Since laptop shall be loaded with contents and other important data and hence it is requested to incorporate finger print reader and TPM to avoid data theft.)	Suggestion not accepted, as per revised RFP
202	-	We request that the equipment (laptops, interactive projectors) to should be provided with Device management Software /application so that traceability can be ascertained, usage status can be measured remotely and pilferage/misuse can be avoided. Usage status and information should include real time automatic usage/on-off logs for applications and equipment's, including following details such as: o Number of equipment switched ON at any point of time – daily basis o Duration for which an equipment was ON – Daily basis o Duration for which e-content was played on equipment – daily basis • Equipment tracking and usage data can be collected and represented at a School, District, zone and State level via reporting dashboards for department log-in as well. • In absence of internet connectivity, the device management software/application shall store the logs locally & shall send the details to cloud based application once the internet connectivity is available. • The software should be capable of pushing Govt. apps, messages for youth and periodic upgrades to such Apps remotely from a centralized console • The Device Management software should be hosted locally in the SDC space provided by the department for better control	Suggestion not accepted, as per revised RFP
203	-	• To ensure that the company/product meets quality as well as Information Security standards, we recommend that the Device Management software vendor should be ISO 9001:2015, ISO 27001:2013 & VAPT certified. • The Device Management software provider should have the experience of working in the Government sector in the past three years –2015-16; 2016-17 and 2017-18, and should have mana •The deployment credentials should be from the end user government agencies/departments and must be pre-dated to the date of issue of this tender • The bidder should provide the Manufacturer Authorization Form from the respective Device Management software provider.	

Speaker

204	Power Output : 15Watt or above	In open class room 15W not sufficient. Reqd 26 W or Above	Suggestion not accepted, as per revised RFP
205	Power Supply : AC 200V ~ 240V / 50Hz	Due to remote locations require AC 180V - 240V / 50 Hz	Suggestion not accepted, as per revised RFP
206	Note: Bidder will have to install two speakers on the opposite wall of white board with necessary wiring, so that the laptop output is sufficiently audible in the class.	We suggest to the department that the speaker should be on board mount so that the it will simplify the electrification.	Please see the change in revised RFP

Learning Management System with analytics for application software usage

207	Learning Management System with analytics for application software usage	The RFP seeks only Learning Management System Software for establishing the smart classroom. These software provides only traditional features and doesn't allow the schools to utilize the technology better Suggestion: The integrated solution should provide the following software applications like: a. Live 2 way audio video communication between classrooms which are located at geographically different locations b. Flip classrooms c. One teacher teaching multiple classrooms live d. Enable interactive whiteboard on any surface e. Lecture Capture System f. Deliver digital contents g. Establish connection between teachers & students even outside the classroom 1. Video Collaboration System. This system would enable participative multi-classroom teaching, wherein one teacher can teach multiple classrooms or multiple teachers can teach one classroom (Flip Class) which are located at geographically different places. This shall address a serious issue of shortage of teachers and utilize expert teacher's skills for all students 2.Lecture Capture System. Lecture Capture System shall allow the classrooms to be recorded and stored on cloud, enabling the students to review & revisit lectures at their convenience for enhanced learning and also address the challenge of remedial classes. This will also help the education institutes to create their own content over a period of time.	Please refer sr. no. 134 to 141

208		Request the department to give a detailing on the specs or functional expectations out of the Learning Management System Software mentioned.	Please see the change in revised RFP
209		Please elaborate on the features of Learning Management System	
210		We request to the department to 1) Elaborate requirement of the Learning management system(LMS). 2) what components to be tracked in the project progress by LMS This will enable the bidder for suggesting the LMS system.	
211		We request you to please provide the Features/ capabilities which are required/expected in the Learning Management Software. Request you to please Clarify its integration with the eContent and other Application. We request you to please clarify on Interoperability with Short Throw Projector, Content- offline as well as Cloud based? We request to please share final solution architecture required. We request you to please clarify what kind of MIS Reports you are expecting in LMS? have you evaluated any such similar LMS, analytics or not? Our suggestion to go off the shelf product and not customized software.	

Software Application to update e-content through Internet Connectivity

212	Software Application to update e-content through Internet Connectivity	To take care of vagaries in internet connectivity, we request that the intended LMS should be capable of working both online and offline, and should provide usage analytics in either mode. •The software application to update e-content should provide content updates both online and offline and should be integrated to the intended LMS	Wherever Internet Connectivity is available, bidder will have to update e-content
213		We understand that bidder has to supply the software application for the up gradation of the content which is provided by the Department …. We request to the department to kindly elaborate the requirement of the Software application	It is covered under LMS features
214		We request you to please clarify on Interoperability/Compatibility of the Software Application with Gyan Kunj Application and the Web Based Application which is developed by GCEE. WE request you to please share the platform , architecture of the e-Content which needs to be updated in Gyan Kunj.	Gyankunj do not have any dedicated application for classroom transactions. But, the interactive software features shall be compatible with the existing e-Content provided by SSA (in form of browser based application, on JAVA platform). The e-Content may be updated time to time and successful bidder has to ensure compatibility with it as well.

215	-	GIL is requested to accept the offer for an "ALL IN ONE SOLUTION IN PLACE OF INTERACTIVE WHITE BOARD + PROJECTOR + LAPTOP + SPEAKER"--Newline I75 Interactive flat Panel.	Please refer Sr no. 134 to 141
216	-	We suggest you to inbuilt Interactive whiteboard instead of Interactive Projector. As built in Interactive whiteboard Interactivity is best among all. The response time is very less and our board has finger touch. We can send demo sample for your evaluation.	Please refer Sr no. 134 to 141
217	-	we request you to consider interactive TV instead of Interactive Projector as optional which will include all the other facilities mentioned above.	Please refer Sr no. 134 to 141

218	-	It is our submission that the above RFP does not include Google technologies. We also demonstrated the Google for Education solution for Gyan Kunj project which addresses and fulfils all the requirements of the education solution envisioned by SSA, Gujarat. These include all the functionalities from the RFP:• Wi-Fi Internet Connectivity at school, • Whiteboard,• Interactive Projector, Laptop,• Speaker, Learning Management System with analytics for application software usage , Software Application to update e-content through Internet Connectivity , Wi-Fi Router , LAN Switch with necessary LAN cabling Maintenance support for hardware, Internet connectivity & LAN cabling is being taken care by Gujarat Council of Elementary Education (GCEE).In addition to the above, Google Education solutions are live in schools in Gujarat as well and has resulted in proven improvement in learning outcomes. We believe that the tender should provide the level playing to all technologies which can bring transformation in education. We strongly believe that the Google solution will definitely add value to the mission of the State Education Department by transforming student lives and making them ready for the future workforce by exposing the students to Global leading education solutions Having only one OEM for Operating System restricts the options for technology integration. We request amendment and/or modification of RFP to include Google for Education solution. Considering the learnings from large scale roll out across states in India, we request for inclusion of G Suite for Education, Google's free productivity suite that includes Gmail, Docs, slides, Google Drive, Google Classroom, YouTube. This should be along with Chromebooks: simple, secure, and shareable devices that teachers and students can use to create and collaborate. This will provide a sustainable, scalable model to roll out personalized learning environment for all students in the state. It would also empower educators, students, educational institutions and communities by educating them on open web technologies and their integration in education for enhanced learning outcomes.	Suggestion not accepted, as per revised RFP
219	-	We suggest this be changed to an integrated LED Short throw projector, Computing Unit, Speakers, Dual Camera & Microphone Device	Suggestion not accepted, as per revised RFP
220	-	To achieve the objectives of the said project, the authority is seeking vendors to supply various hardware & software like Integrated Projector, Laptop, Speakers, LMS, etc. We believe that the requested solution doesn't address the various key challenges mentioned above and the technology is traditional & outdated in addition to being disintegrated, difficult to operate and doesn't provide portability. We suggest the authority to opt for modern technology solutions which offers more comprehensive solution in a single device which has various components like Short Throw LED projection system, Computing Unit, Interactivity, Dual Camera, Far Field Microphone and Speakers. By this system, the authority can have one single unit which is comprehensive, easy to use and portable solution for setting up a Smart Class room. Such device should be weighing less than 3 kgs and consume less than 100w of power.	Please refer Sr no. 134 to 141
221	-	1. Digital Content as per Gujarat State Syllabus and as per CBSE Syllabus. Aim of ICT project at schools is to deliver best e-Content through ICT infrastructure and GIL has taken the same in consideration. e-Content provided by Gujarat Council of Elementary Education (GCEE) and Video Content telecast under e-Class project is planned to deliver as per RFP statement. Railtel appreciates the efforts of GCEE in this regard and humbly suggests to incorporate the good quality content offered by bidders in this RFP. Our suggestion is to harness the best, out of the established infrastructure of billions. Student would get benefited with high class Digital Content offered in this project like Simulation based Science Lab, 3- D content for conceptual learning. Math lab for mathematics fundamentals, English lab etc. All the e-content prepared with latest technology tools in different subjects as per syllabus will certainly open the treasure of knowledge. Optimum utilization of infrastructure will take place.	Suggestion not accepted, as per revised RFP
222	-	2. Solution through Web, WAP and Mobile App. The proposed services would cross the boundaries of schools and let the learners utilize the Digital learning at their ease with facility to use with their home PC or Mobile.	Suggestion not accepted, as per revised RFP

223	-	3. Platform for Learning Management System: A robust platform for e-content delivery is required for accessing, monitoring e-content. A rich, secured, robust and flexible platform of LMS shall offer following benefits from the advanced features for organized learning. i) Access control by role-based login like: Admin, Teacher, Student. ii) User Management by personalized and dynamic Dash Board. iii) Online and Offline delivery model iv) Integration with Internet and cloud v) Facility to add content by teachers (With Admin approval) vi) Setting up question paper vii) Analysis of project and its utilization viii) Analysis of academic progress of individual learner ix) Feedback process for improvement in x) Content search option for ease in access xi) MIS Reports in all formats xii) Content update xiii) Graphical representation of assessment xiv) To view the last concept taught through platform xv) E-Book option for curriculum/non-curriculum-based books xvi) Add bookmark /view book mark in Web facility for future reference xvii) Switching of academic medium facility xviii) Compatibility with OS xix) User interface localization by offering local language interface xx) SCORM Compliance for multimedia format	**Please refer Sr no. 208 to 211**
224	-	For disintegrated solution as per RFP We request to the department for the inclusion of the alternate technical solution (Student Notebook having Chrome OS) which can cater the solution providing of the Laptop We are proposing a solution which is futuristic, scalable and adaptable for government education institutions. A Student Notebook having Chrome OS Enhances collaboration, boosts productivity apps as part of GSuite for Education provide an intuitive way for users to collaborate in real-time on any device that lets students and teachers work from where they are. Student notebooks are connected to Integrated Projector device-Server via router for seamless flow of data. It is cost effective solution as compare to the technical solution described in the RFP document and further can impact larger number of students with a lesser price	**Please refer Sr no. 218**
225	Whiteboard Interactive Projector Laptop Speaker	For integrated solution of white board ,Interactive projector, Laptop, Speaker , We propose for the Inclusion of the Integrated Teaching Device as a alternate Solution for Projector with white board , interactive Projector & Speaker with a multi-utility features embedded into single unit. An Integrated Teaching Device Projector combines utility of interactive projector & Laptop & Speaker . 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 Smart class Tenders in states like Maharashtra, Himachal Pradesh, Odisha and Puducherry. We would request the department to kindly consider deploying "Integrated Teaching device " in place or as an option of the Projector with whiteboard , Laptop & speaker .	**Please refer Sr no. 134 to 141**
226	-	Request to include Interactive Digital Board	**Please refer Sr no. 134 to 141**
227	-	It has been ask for interactive projector and white board model but interactive smart board and projector will give you the batter experience as it is a very big project for the government. It is our humble request to implement such well known and established Technology to avoid any consiquency on the project. We have successfully implemented this model in more then 10000+ Classes across India. It is our experience to implement this model will be a smarter & long lasting solutions as far as this project is concerned.	**Please refer Sr no. 134 to 141**