

# REQUEST FOR PROPOSAL



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DESIGN, DEVELOPMENT, SUPPLY, IMPLEMENTATION, OPERATION, MAINTENANCE AND MANAGEMENT OF INTELLIGENT TRANSIT MANAGEMENT SYSTEM (ITMS) & AUTOMATED FARE COLLECTION SYSTEM FOR BUS RAPID TRANSIT SYSTEM AND CITY BUS SYSTEM FOR AHMEDABAD MUNICIPAL CORPORATION, AHMEDABAD

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## **ANSWER TO PRE BID QUERIES AND CORRIGENDUM DOCUMENT -3**

APRIL 2016

AHMEDABAD JANMARG LIMITED  
GUJARAT. INDIA

## THIS DOCUMENT COMPRISES FOLWWOING SECTIONS

- A. GENERAL CLARIFICATIONS AND AMMENDMENTS
- B. ANSWER TO QUERIES

## A. GENERAL CLARIFICATIONS AND AMMENDMENTS

### 1. Project Experience Criteria

As per point No 6 and 7 of Section A of Answer to Pre Bid Queries and Corrigendum Document-1(page no 16) issued earlier, the OEMs experience have been permitted for the evaluation of 1) Vehicle Scheduling and Planning Experience (2) Depot Management System (3) CCTV camera based surveillance System (4) Flap Gates/Turnstiles Installation Experience.

Additionally OEM experience is also permitted for meeting the AFCS Project Experience specified in said clause of said section.

**Accordingly** Project Experience Criteria specified in clause 5.2 C (a) of RFP and Point No 6 of Answer to Pre Bid Queries and Corrigendum-1 is amended and placed below.

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#### a) **Project Experience**

##### 1) **Nature of Project Experience :**

The Bidder should be able to demonstrate experience in terms of project successfully implemented any time **and** which should have been in operation anytime during last 7 years from the due date of tender, comprising the nature of project experience described hereunder;

##### (i) **Experience in Bus/Rail based Automated Fare Collection System (AFCS).**

The bidder shall have satisfactorily designed and successfully implemented/commissioned at least **three** qualifying **smart card/smart token/coin based AFCS Project** any time and which is either in operation currently or should have been in operation anytime during last 7 years and Operation/maintenance services for any point of time should have been provided by the Bidder/OEM of the Bidder.

**Qualifying AFCS Project:** An AFCS project consisting of an application for **smart card** based Automatic Fare Collection for Bus/Rail based public transit, integrated with at least **50 fare gates/turnstile /flap gates or 300 validators in a single**

**contract** and such project should have registered daily transaction of atleast 50,000 smart cards/smart token/coin in a single Contract.

(ii) **Experience in Bus/Rail based Automatic Vehicle Tracking System (AVLS)**

The provisions with regards to PIS Project Experience remains unchanged and as per the Point No 6 of section A of Answer to Pre Bid Queries and Corrigendum-1.

(iii) **Experience in Bus/Train based Passenger Information System (PIS).**

The provisions with regards to PIS Project Experience remains unchanged and as per the Point No 6 of section A of Answer to Pre Bid Queries and Corrigendum-1.

(iv) **Experience in Bus/Train based Vehicle Scheduling & Planning Project**

The provisions with regards to Vehicle Scheduling & Planning Project Experience remains unchanged and as per the Point No 6 of section A of Answer to Pre Bid Queries and Corrigendum-1.

**1) Single Bidder**

- (i) The Single Bidder must have experience in all of (ii) AVLS and (iii) PIS specified in clause 5.2 C a) (1) above.
- (ii) The Nature of the Project experience specified in (i) and (iv) above can be **met by either the bidder himself or OEM or together with Bidder and OEM** with whom the bidder has a MAF (Manufacturer Authorization Form). In case Bidder is showcasing its OEM's experience then it must also provide the MAF, and Declaration specific to this tender along with the technical bid along with declaration from OEM stating that Products quoted are not end of life technology products and there will be spares availability, patches and service support for the quoted Products during the project/contract period. Such MAF and Declaration should explicitly state the responsibility of the OEM comprising of Supply, Implementation and after sales services during the Contract Period. Further Performance Warranty Certificate shall also be provided from the OEMs. The tenure of such arrangement should be coinciding with the Contract Period of this Project.

## 2) Consortium

- (i) Consortium Members together must meet Project Experience specified in all of (ii) and (iii) in clause 5.2 C a) (1) above.
- (iii) The Nature of the Project experience specified in (i) and (iv) above can be **met by either the bidder himself or OEM or together with Bidder and OEM** with whom the bidder has a MAF (Manufacturer Authorization Form). In case Bidder is showcasing its OEM's experience then it must also provide the MAF, and Declaration specific to this tender along with the technical bid along with declaration from OEM stating that Products quoted are not end of life technology products and there will be spares availability, patches and service support for the quoted Products during the project/contract period. Such MAF and Declaration should explicitly state the responsibility of the OEM comprising of Supply, Implementation and after sales services during the Contract Period. Further Performance Warranty Certificate shall also be provided from the OEMs. The tenure of such arrangement should be coinciding with the Contract Period of this Project.
- (ii) Lead Member and Non Lead Member of the consortium must meet any one of Nature of Project Experience from (i), (ii), (iii) and (iv) specified in clause 5.2 C a) (1) above.

Other Provision remains unchanged as per the point No 6 of Section A of Answer to Pre Bid Queries and Corrigendum Document-1”

## 2. TECHNICAL MARKING CRITERIA

- a) OEM experience is also permitted for meeting the AFCS Project Experience specified in Technical Marking System specified in Annexure-1 of Answer to Pre Bid and Corrigendum-1 document. The definition of qualifying AFCS Project stands revised as per the definition specified in Point Number 1 a) 1)(i) of section A above (page no 3 and 4 of this document).
- b) As per point No 6 and 7 of Section A of Answer to Pre Bid Queries and Corrigendum Document-1 document issued earlier (page no 16), the OEMs experience have been permitted for the evaluation of Technical Marking for 1) Vehicle Scheduling and Planning Experience (2) Depot Management System (3) CCTV camera based surveillance System (4) Flap Gates/Turnstiles Installation Experience.
- c) for a) and b) above ,the experience of Bidder /its OEM /combined experience of Bidder and OEM with whom the bidder has a MAF shall be considered. In case Bidder is showcasing its OEM's experience then it must also provide the MAF, and Declaration specific

to this tender along with the technical bid along with declaration from OEM stating that Products quoted are not end of life technology products and there will be spares availability, patches and service support for the quoted Products during the project/contract period. Such MAF and Declaration should explicitly state the responsibility of the OEM comprising of Supply, Implementation and after sales services during the Contract Period. Further Performance Warranty Certificate shall also be provided from the OEMs .The tenure of such arrangement should be coinciding with the Contract Period of this Project.

**3. Assessment of compliance with Technical Specifications and Functionality specified in RFP vis a vis Solution and Equipments Offered.**

- a) The Complete product solution shall be evaluated through Technical Proposal and Equipment Data Sheets provided as part of Technical Bid/Proposal .The Technical Proposal and Equipment specifications offered shall be complied with the Technical Specifications and Scope specified in RFP.
- b) Deviations if any in compliance of Technical Solution and Equipment specifications offered shall be clearly specified with rational describing how it will not make any adverse effect on the Project.
- c) Authority shall determine whether any deviation suggested represents a material deviation. Bidders must demonstrate that their offer do not represent any “material deviation or reservation” from the Contract or Technical Specifications in order to be technically qualified and eligible to have their Price Bid opened in addition to other Evaluation criteria/provisions specified in RFP and subsequent Corrigendum/Addendum. A “material deviation or reservation” is one which adversely affects in any way the scope, quality, performance or administration of the (proposed) Project/ contract, and/or which limits in any substantive way, the Authority’s rights or the bidder's obligations under the contract/Project , and the acceptance of which would affect unfairly the competitive position of other bidders presenting responsive and eligible and qualified bids at reasonable prices. **Bids found inconsistent with the terms and conditions and/ or specifications of the RFP Document and Bids containing Material Deviations are liable for rejection. The decision of the Authority in this regard, shall be final and binding.**

#### 4. EXTENSION OF BID SUBMISSION DATE

The Bid Submission Date is extended. Table placed in clause 1.9 of the RFP Part-1 and Point no 17 , Section A of Answer to Pre Bid Queries and Corrigendum-1 and Corrigendum-2 is amended as follows.

Sr. No.	Event Description	Date , Time and Address
4	Due Date/Last date of Price Bid Submission (online)	<b>26/04/2016</b> upto 18:00 hrs through website <a href="http://amc.nprocure.com">http://amc.nprocure.com</a> . The Proposal of the Bidder submitting Price Proposal in Physical form shall be rejected as non responsive.
5	Due Date/Last date of Technical Bid (physical without Price Bid)	From : <b>27/04/2016 to 28/04/2016</b> upto 16:00 hrs. The Technical Bid shall be submitted at following address  To, General Manager, Ahmedabad Janmarg Limited Office Ground Floor, Dr. Ramanbhai Patel Bhavan, Usmanpura Cross Road, Ashram Road, Ahmedabad-380013 Gujarat State, India.
6	Opening of Technical Bid	At <b>29/04/2016 hrs on 16:30 hrs</b> at address specified above
7	Opening of Price Bid	To be indicated to later after completion of Technical Evaluation
8	Signing of Agreement	Within 30 days from the date of issuance of LOA.

## B. ANSWER TO PRE BID QUERIES

Sr. No.	Clause No	RFP Reference	Queries/ suggestions provided by the Bidders	Response/ Corrigendum if any
1.	Clause 1.9 of RFP Part-1 and Point no 17 , Section A of Answer to Pre Bid Queries and Corrigendum-1 and Corrigendum-2	Bid Submission Date	To prepare Technically better & commercially optimized solution, we sincerely request you for at least 21 days' time extension post corrigendum, if any.	The Bid Submission Date is extended till 26 <sup>th</sup> April, 2016. Kindly refer Point No 4 of Section A General Clarification and Amendment
2.		Bid Submission Date	Considering the consecutive holidays [Holi, Good Friday & Easter] in the last week, the effort/time required to accommodate the major changes as per corrigendum-1& get response from OEMs across the world, we would request AJL to extend the BID submission date by 3 more weeks from the current deadline.	
3.		Bid Submission Date	We are keen to submit the bid document and in the process of preparing the bid response document.  In this regard, we request for an extension by minimum 4 weeks from the current date of submission of the tender. Please find attached, the letter citing the same.	
4.			Kindly extend the Bid Submission date upto 13 <sup>th</sup> May, 2016.	
5.	Clause 5.2 B .1.b) of RFP Part-1	<p><b>Turnover of Non Lead Member</b></p> <p><b>In case of a Consortium, then</b> it must together meet Financial Turnover Criteria specified in (a) above and individually meet Financial Turnover Criteria as specified below.</p> <p>(i) <b>Lead Member</b> : the annual average audited turnover for</p>	<p><b>we would you to revise the Financial Qualification Criteria as given below to open more room for participants and have the tender bidding more competitive in this way.</b></p> <p><b>Financial Qualification Criteria as follows;</b></p> <p>b) <b>In case of a Consortium, then</b> it must together meet Financial Turnover Criteria specified in (a) above and individually meet Financial Turnover Criteria as specified below.</p> <p>(i) <b>Lead Member</b> : the annual average audited turnover for the last three financial years ((starting not earlier than 2012-13 for financial years or 2012 for calendar years) should be equal or higher than <b>INR 100 crore</b></p>	No Change in Turnover Criteria . However OEM's Experience for AFCS is permitted.



Sr. No.	Clause No	RFP Reference	Queries/ suggestions provided by the Bidders	Response/ Corrigendum if any
		<p>the last three financial years ((starting not earlier than 2012-13 for financial years or 2012 for calendar years) should be equal or higher than <b>INR 75 crore.</b></p> <p>(ii) <b>Non Lead Member:</b> The annual average audited turnover for the last three financial years ((starting not earlier than 2012-13 for financial years or 2012 for calendar years) should be equal or higher than <b>INR 50 crore.</b></p>	<p>(ii) <b>Non Lead Member:</b> The annual average audited turnover for the last three financial years ((starting not earlier than 2012-13 for financial years or 2012 for calendar years) should be equal or higher than <b>INR 25 crore</b>'</p>	
6.	Clause 5.2 B .1.b) of RFP Part-1	<b>Turnover of Non Lead Member</b>	<p>We request AJL Office to change this clause as follows</p> <p><b>In case of a Consortium, then</b> it must together meet Financial Turnover Criteria specified in (a) above and individually meet Financial Turnover Criteria as specified below.</p> <p>(ii) Non Lead Member : The annual average audited turnover for the last three financial years ((starting not earlier than 2012-13 for financial years or 2012 for calendar years) should be equal or higher than <b>INR 25 crore.</b></p>	No Change in Turnover Criteria . However OEM's Experience for AFCS is permitted.
7.	Clause No 5.2 –B Financial Qualification	<b>Turnover of Non Lead Member</b>	We wish to further convey that this is an open loop AFCS implementation which involves niche AFCS partners with proven solutions. Such companies are IT Companies that are good on technology front but lacks the size of fairly large	No Change in Turnover Criteria . However OEM's Experience for AFCS is permitted.

Sr. No.	Clause No	RFP Reference	Queries/ suggestions provided by the Bidders	Response/ Corrigendum if any
	Criteria		system integrators like us. Hence please consider relaxing the yearly revenue stipulation for such companies to about INR 20 to 22 CRORE equivalent to USD 3 million dollars. We are able to identify companies only of such size who are willing to come forward and participate in this tender.	
8.	Project Experience Criteria specified in clause 5.2 C (a) and Point No 6 and Point No 7 of section A of Answer to Pre Bid Queries and Corrigendum-1	Project Experience Criteria	Experience of AFCS / AVLS (under Project Experience Criteria of pre-bid clarification page No. 16 – 17) – kindly consider preferably AVLS OR AFCS OR Both experience criteria to be met by either the bidder (consortium members) himself or OEM.	OEM's Experience for AFCS is permitted . Kindly refer Point No 1 and point no 2 of Section A of this document
9.		Project Experience Criteria	The ITS Project in Ahmedabad is fairly complex project involving multiple IT System such as AFCS,PIS,AVL etc. and we are of the opinion that the authorities should permit more than two companies in the consortium as solution providers and system integrators are normally different entities. The Third Consortium Member can have experience and financial capability in handling large IT/ITES projects in various verticals like payments Automation, Retail Automation etc. Request You to consider icreasing the limit for maximum consortium members to atleast three.	OEM's Experience for AFCS is permitted . Kindly refer Point No 1 and point no 2 of Section A of this document
10.		Project Experience Criteria	As Qualifying AFCS Project (under Project Experience Criteria of pre-bid clarification page No. 16) – <b>kindly consider projects having registered daily transaction of at least 50,000 smart cards / Smart Token / Coins in a single Contract.</b>	Kindly refer Point No 1 and point no 2 of Section A of this document
11.	Annexure- 2E Revised Price Bid specified in Answer to Pre Bid Queries and Corrigendum-1 document (page	<b>Price Bid</b> Annexure-2E : Pricing Format for Annual Service Charges for Operation and Maintenance for	We believe that One of the Annual Service Charges for Operation and Management of Central Control Center is for "Ahmedabad Municipal Transport Service (AMTS)"	Yes your understanding is correct . There is a type error in part (b) of reference clause. Said clause (b) is amended as follows “ (b) Annual Service Charges for Operation and Management of Central Control Center for AMTS.”

Sr. No.	Clause No	RFP Reference	Queries/ suggestions provided by the Bidders	Response/ Corrigendum if any
	no 167 and 168)	Control Center and Communication Charges.  (a) Annual Service Charges for Operation and Management of Central Control Center for BRTS  (b) Annual Service Charges for Operation and Management of Central Control Center for BRTS.		
12.	Annexure- 2B Revised Price Bid specified in Answer to Pre Bid Queries and Corrigendum-1 document (page no 167 and 168)	<b>B. Pricing Format for ITMS Software</b>  (Page No 154 and 155 of Answer to Pre Bid and Corrigendum-1)	From Corrigendum 1, we understand that Parking Management scope has been reduced to ETM which can dispense the tickets via handheld devices and the Parking Management Software requirement seems like deleted in Corrigendum-1. We would request AJL to re-confirm the requirement of PMS software and detail the functionality of the same.	No. Parking scope includes providing ETMs as well as Parking Management Software.  Following item is inserted in <b>B. Pricing Format for ITMS Software</b>  <b>“Sr No 21: Parking Management System Software.”</b>