

Clarification on queries submitted on the NIT ID: 2020_KSRTC_397367_1

Ref.No: EDP/003398/2020

Sl.No	Clause	Query	Clarification
1.	<p>4.2.2 Pre-qualification of the tenderers: Tenderer shall be a manufacturer of VLT device having a place of business in any of the states of India with registered office in Kerla and having service facility in three zones ie; Central, North, South of Kerala only are eligible to participate in this tender. Original equipment manufacturers shall submit the Manufacturers offer form as per Annexure V and service centre details in Annexure VII.</p>	<p>We request your clarification on this criteria considering below points: - If a company have a registered office anywhere in India and business centre in Kerla will it be considered as eligible bidder? We request you modify the clause as below: "Tenderer shall be a manufacturer of VLT device having a place of business in any of the states of India with registered office in India and having service facility in three zones ie; Central, North, South of Kerala only are eligible to participate in this tender. Original equipment manufacturers shall submit the Manufacturers offer form as per Annexure V and</p>	<p>As per the Motor Vehicle Department criteria the manufacturer shall agree to open an office in Kerala region within one month, once the manufacturer enlisted by Motor Vehicle Department. So those who meet the clause 4.2.1 shall have an office in Kerala region. Hence shall be modified as - <i>Tenderer shall be original equipment manufacturers (OEMs) of VLT device having a place of business in any of the states of India with registered office in India having an office in Kerala region and having service facility in three zones ie; Central, North, South of Kerala only are eligible to participate in this tender. Original equipment manufacturers shall submit the Manufacturers offer form as per Annexure V and service centre details in Annexure VII.</i> In the case of bidders, who do not already have a service centre should submit an undertaking to the effect that the service centre will be set up post award of contract within one month.</p>

2.	<p>4.2.7 Pre-qualification of the tenderers: The tenderer should have supplied the offered VLTD device to five different SRTU's with minimum 2000 Nos and with minimum of single order of 500 Nos to any STU's in India during last 5 years and are still functioning satisfactorily. Notarized documentary proof shall be submitted.</p>	<p>We request you to change the criteria as below: The tenderer should have supplied the VLTD device to five different SRTUs/ PUSs/Govt. organizations with minimum 2000 Nos and with minimum of single order of 500 Nos to any STU's/SRTUs/ PUSs/Govt. in India during last 5 years and are still functioning satisfactorily. Notarized documentary proof shall be submitted. This change will allow maximum bidders to participate in tender which will lead to cost effective and technically complied products for KSRTC</p>	<p>The Modified clause: <i>4.2.7 The tenderer should have supplied VLTD device for bus applications to five different SRTU'S / Govt / Semi Govt organizations. with minimum of 2000 Nos and with a minimum of single order of 500 Nos to any SRTU's / Govt/ Semi Govt organizations. in India during last 5 years and are still functioning satisfactorily. VLTD supplied by the tenderer through system integrator or software solution provider to SRTU's/ Govt / Semi Govt organizations for bus applications shall also be considered subject to written confirmation from SRTU's/ Govt/ Semi Govt organizations documentary proof shall be submitted.</i></p>
3.	<p>4.2.2 Tenderer shall be a manufacturer Of VLT Device having a place Of business in any Of the States Of India with registered office in Kerala and having service facility in three zones ie; Central, north, south Of Kerala only are eligible to</p>	<p>In general OEMs do not have required operations support team for managing the day-to-day operations. OEMs are already having their own distributor network, though they operate as on date in Kerala. We Request authorities to permit either Technical Partners to bid with Registered OEMs or allow consortium bidding, so that OEMs can partner with</p>	<p>Already explained in Serial no 1. Only original equipment manufacturers (OEMs) need to participate. The Kerala Motor Vehicle criteria also stipulate for OEM's only.</p>

	<p>participate in this tender. Original Equipment Manufacturers shall submit the 'Manufacturers Offer Form' as per Annexure V. And service centre details in Annexure VII.</p>	<p>backend operations partners to bid for RFP. This will help Operations partners to gain credentials in operations for future opportunities.</p>	
4.	<p>4.2.4 The tenderer Of the equipment offered should be in the business Of the supply and installation Of VLTD for the last five financial years with in the country. Notarized documentary proof shall be submitted.</p>	<p>As per the specification of the device given in the tender, It is understood that, authorities are looking for AIS 140 certified device. AIS 140 certification for the devices started in the year 2016, so there will not be any AIS 140 certified device in the market for 5 years. We request Authorities to relook into this PQ criteria.</p>	<p>Need not be in the business of manufacturers of AIS 140, But shall be in the business of manufacturing ,supply and Installation of VLTD device for Last 5 years.</p> <p>Instead of offered model the clause modified by removing "Offered" and VLTD for bus applications</p> <p>The Modified clause: 4.2.4 <i>The tenderer Of the equipment should be in the business Of the supply and installation Of VLTD for bus applications for the last five financial years with in the country. Notarized documentary proof shall be submitted.</i></p>

5.	4.2.7 The tenderer should have supplied the offered VLTD device to five different SRTU'S with minimum Of 2000 Nos and with a minimum Of single order Of 500 Nos to any STU's in India during last 5 years and are still functioning satisfactorily. Notarized documentary proof shall be submitted.	We request Authorities to relax this for any Government, Semi Government Organizations and large trucking and logistics companies instead of specific SRTU's. This will be bring in good competition	Already explained in Serial no 2.
6.	4.1.2 & 4.1.3 Total 7 years of contract between warranty and CMC	As the device specification indicates the communication is based on 2g technology. As per the news (not confirmed) the 2g technology will be short-lived and may not be available after 1-2 years. In Such cases, all the devices needs to be replaced. Does authorities ask the contractors to replace all the devices at additional cost? - Please clarify	This is a policy matter need to explore from the concerned Ministry.
7.	1.2 EMD Rs 4,00,000	Request to exempt the MSME from paying EMD. The ongoing pandemic has not only hit the business of MSME segmeent also affected the cash flow.	Exemption From EMD cannot be granted.
8.	4.2.2 Tenderer shall be a manufacturer of VLT Device having a place of business in any of the States of India with registered office in Kerala and having service facility in three zones ie; Central, north, south of Kerala only are eligible to	Request either to consider the partner registered office/ distributor/ dealer Offices. Allow the successful bidder to setup office post award of the contract if it is required. An undertaking in this regard may be provided.	Already explained in Serial no 1.

	participate in this tender. Original Equipment Manufacturers shall submit the 'Manufacturers Offer Form' as per Annexure V. And service centre details in Annexure VII		
9.	4.2.7 The tenderer should have supplied the offered VLTD device to five different SRTU'S with minimum of 2000 Nos and with a minimum of single order of 500 Nos to any STU's in india during last 5 years and are still functioning satisfactorily. Notarized documentary proof shall be submitted.	Request to consider the project whether tenderer has supplied the devices to Main System Integrator/System Integrator/Software Solution providers	Already explained in Serial no 2. This can be amended as if the tenderer supplied VLTD to any STU's ,through system integrator or software solution provider .This shall also be considered subject to and submit to written confirmation from STU concerned and system integrator that VLTD manufactured by the tenderer, is supplied and fitted and functioning satisfactorily.
10.	Appendix –I A separate Dashboard with Five Numbers of Colored LED Light to indicate speed, bus bunching etc.	Need clarity	The display unit is meant to provide indication of over speed, rash driving, bus bunching, etc. as LED lights mounted as a display unit.
11.	BOQ-	Whether Data charges for 7 years needs to be included in BoQ. Please provide the clarity	The data pack should be activated for a minimum of 7 years. The data charges during the warranty period shall be included in the unit equipment cost and subsequently the data charges for each

			year shall be included in annual CMC charges in the BOQ.
12.	4.2.7 The tenderer should have supplied the offered VLTD device to five different SRTU's with minimum of 2000 nos and with a minimum single order of 500 Nos to any STU's in India during the last 5 years and are still functioning satisfactorily. Notorised documentary proof shall be submitted.	<ol style="list-style-type: none"> 1. AIS 140 and IRNSS is a very new concept in the tracking industry 2. No state in India other than Kerala has started implementing AIS140 tracking systems. 3. Even though the fitment has been made mandatory for certain classes of vehicles in Kerala, the implementation is very much relaxed and the Government has not started strict enforcement till date. 4. Fitment of IRNSS based VLTD is not mandatory in Kerala, hence, the end customer chooses Non-IRNSS based AIS140 standard devices over IRNSS based VLTD due to financial reasons. 5. No other STU's have implemented VLTD in large quantities. 6. Hence 4.2.7 will only favor 1 or 2 players who have done certain POC implementations in few STUs and will surely monopolies this tendering process. 	Already explained in serial no. 2
13.		During the meeting bluetooth functionality was mentioned a preferred feature if available. All our devices already have bluetooth functionality inbuilt. We could even try to further elaborate on this feature based on Tender Issuing Authority's ideas/requirements.	AIS 140 does not mandatory for Bluetooth .It is an optional module hence need not be included.
14.	4.2.7 The tenderer should have supplied the offered VLTD device to five different SRTU's with minimum of 2000	<ul style="list-style-type: none"> • Section 4.2.7 mentions minimum 2000 of the same devices to have been supplied to 5 different SRTUs. Since AIS 140/IRNSS is a fairly new technology this would be less probable. Request your 	Already explained refer serial no. 2

	nos and with a minimum single order of 500 Nos to any STU's in India during the last 5 years and are still functioning satisfactorily. Notorised documentary proof shall be submitted.	reconsideration of this condition.	
15.	4.2.2 Tenderer shall be a manufacturer of VLT Device having a place of business in any of the States of India with registered office in Kerala and having service facility in three zones ie; Central, north, south of Kerala only are eligible to participate in this tender. Original Equipment Manufacturers shall submit the 'Manufacturers Offer Form' as per Annexure V. And service centre details in Annexure VII	Most manufacturer's have registered office in India but these are mostly outside kerala. However, for their presence in kerala, they have partner companies or franchisees to represent them for the KMVD project. These franchisees handle installations, tagging and servicing in the state. Is this acceptable for this project as well?	Already explained, refer serial no.1 The bidder should submit an undertaking to the effect that the service centre will be set up post award of contract within one month.
16.		Feasibility: Timeline for the project was mentioned as 1 month in the meeting. This is quite impractical if you consider that there should not be any disruption in the KSRTC bus schedules. 5500 buses in 30 days means approximately 184 buses per day in various depots. A minimum of 2 technicians are required to install device on each bus and they can do a maximum of 3 buses per day. So this means a workforce of at least 123 technicians will be needed. Firstly, no manufacturer will have a workforce for	Implementing time line cannot be changed payment will be made by part as and when installation are completed. Eg: If satisfactorily installed and commissioned and tagged with the Motor Vehicle Department of 200 or 250 No's .The payment as per payment clause No: 5.29.1 shall be released

		<p>installations as their franchisees handle this. No single franchisee will have this workforce at hand. Subcontracting is not permitted as per the tender document. In any case, huge investment will be required for this. Next is the payment terms. Payment will only be made after tagging and other relevant certificates. This process on its own incurs delays for normal individual vehicles. In this case there will be multiple buses with tight schedules. Basically, we request the Tendering authority to review the implementation timeline and define a more practical timeline and payment terms.</p>	
17.	5.29.1.	<p>Further to above point, can payment be made in multiple invoices if possible on a daily basis i.e., suppose 100 buses installation is completed on a particular day, can we raise invoice on the same day for the 100nos?</p>	Same as Serial no. 16
18.	4.2.7: The Tendered should have supplied the offered VLTD device to SRTU's with minimum of 2,000 numbers and with a minimum of 500 nos. to any STU's.	<p>Aargee Equipments Pvt. Ltd is a 40-year-old company and is a manufacturer and supplier of different Electrical items including GPS, LED Destination signboards, etc to different STU's and OEM's. Our customer list includes some of the SRTU's like KSRTC(Karnataka), BMTc(Bangalore), TNSTC, UPSRTC, MHSRTC, BEST, RJSRTC,APSRTC, TSRTC and we are a Tier one supplier to companies like TATA, Ashok Leyland, Daimler, Volvo, Eicher, Olectra, etc.</p> <p>We are one of the very few MSME registered company who are certified in IATF16949 (that can</p>	Already explained refer serial no. 2

		<p>be received only if you adhere to the quality requirements of the OEM's). With regard to the above mentioned tender we would like to bring to your attention about one of the eligibility criteria that is presently existing in the tender as follows:</p> <p>Due to current Covid situation most of the States excluding Kerala have been very slow in implementing the AIS 140 VLTD devices and only VERY FEW COMPANIES will be able to meet such a criteria. We have sold <u>more than 500 VLTD</u> device in the State of Kerala and this can be verified via. CDAC or SURAKSHA Mitra. We are qualified technically for the tender except for this one clause</p> <p>We would kindly request you to modify this clause of having 2,000 installations and give an equal opportunity to company like us to bid for the tender by considering a smaller installation base.</p> <p>We are a MSME registered company with more than 80% of woman employees. It is our sincere prayer that you will consider this option to give us a fighting chance of trying to bid for this tender.</p>	
19.	3.2.13	Please confirm the exact number of panic buttons that would be fitted on the buses.	Refer clause 3.2.13
20.	4.1.5 Payment of CMC Charges- Every six months after completion of the period	Payment will be done once in 6 months, can this be reduced to 3 months since PM calls are done once in 3 months and report would be submitted for the same	Can't reduce the period.
21.	4.1.7		Same as Serial no. 16

	After supply, configurations, testing, certification and approval from KMVD and successful commissioning of VLTDs.	We request you to release part payments based on installations. This can be based on zones or numbers as well. Eg. agency completes 1000 installations, submits the invoice and payment can be released for the same. This will help the supplier to handle the cash flow.	
22.	4.2.2 Tenderer shall be a manufacturer of VLT Device having a place of business in any of the States of India with registered office in Kerala and having service facility in three zones ie; Central, north, south of Kerala only are eligible to participate in this tender. Original Equipment Manufacturers shall submit the 'Manufacturers Offer Form' as per Annexure V. And service centre details in Annexure VII.	Would it be ok if we set up service centers at the 3 specified zones of KSRTC within the specified period of time stipulated in the tender	Already explained, refer serial no.1
23.	4.2.7 The tenderer should have supplied the offered VLTD device to five different SRTU'S with minimum of 2000 Nos and with a minimum of single order of 500 Nos to any STU's in india during last 5 years and are still functioning satisfactorily. Notarized documentary proof shall be submitted.	The document is demanding a vendor who supplied 2000/500 similar devices to to any SRT's. Please note the AIS140 was originally mandated in October 2018 which was later extended in multiple times by the MoRTH. The technology is still evolving and the state of Kerala is the first state to completely execute AIS140 implementation. Considering the non-implementation of this technology so far in any other states, we would request you to rephrase this condition to enable stable and experienced companies to bid this tender	Already explained refer serial no. 2

		<p>1. Instead of similar model hardware, any type of vehicle tracking system.</p> <p>2. Instead of state owned SRT's, any government or semi government organization.</p>	
24.	Appendix 1 Point 6 & 7	<p>This was clarified that it is not a two way voice communication. Most telematics devices are capable of executing commands from the central server which meets your requirement of setting up an information display panel for the driver. This mostly being a software platform related feature, the call to be taken by the software service provider. Though this is technically possible to execute, this may end up in higher integration which results in delay of installation and reliability of long term performance.</p>	<p>This could be any warning signal through LED lights</p>
25.	Functional Requirement Point 3	<p>The devices have been tested and certified to be tamper proof. Any external tampering like wire-cut, battery removal etc will generate errors and such communication are sent to the server</p>	<p>Should confirm the requirement.</p>
26.	Bluetooth as a feature	<p>Most telematics devices today comes with Bluetooth low energy as integrated feature. This helps the user to expand his features in future based on the realistic requirement at the filed. BLE is capable of connecting to wireless sensors like fuel level, temperature, humidity, vibration, light, movement, etc.</p>	<p>Since AIS 140 does not mandatory Bluetooth module, hence cannot be kept as mandatory requirement.</p>
27.	Number of Buses in each Bus Depot	<p>We request you to please share the list of bus depot's with the number of vehicles in each depot. This would help us to size the number of manpower required at each depot</p>	<p>The list of Depots with vehicle at present is attached. This is only indicative the buses would be transferred to any depot as and when required by KSRTC. Shall be taken only for reference purpose.</p>