

Statement showing the point wise replies on the queries raised by RICOH in pre-bid conference held on 13.01.2016

Sl. No	Pg. No.	Section	Sub-section. (if any)	RFP statement requiring clarification	Proposed Clarification/ Amendments	EdCIL Clarifications
1	9	Eligibility Criteria for the Bidder	Eligibility Criteria for Bidder Pt. No. 1	The bidder must be a reputed registered organization. The bidder should be operating in India for the last seven years as on 31/03/2015 in the field of Education and Training	The bidder should be Operating in India for the last (03) Three years in the field of Education and Training . For Competitive Bidding , Good Partners and enhancing the performance criteria in the procurement process the Consortium to be allowed . As per the Pre Qualification Criteria in the RFP so that a company like Ricoh India Limited having turn over of 1600 + Cr and financial net worth of more than 100 cr for last 3 years and whose parent company Ricoh Inc Japan is present in 203 countries world wide and having total global turnover of more than 25 billion USD can participate in this tender / rate contract and become part of such a prestigious project , We have been awarded Multiple ICT projects (1100 schools in Delhi Govt . , 2000+ Schools in Odisha , 3500+ Virtual classroom / Live Two way , 1 Lac + Tablets / Laptops supplied through MHRD projects) across the country having CMMI Level 4 company , ISO 9001:2008 , ISO 14001:2004 , ISO 27001:2005 ,etc.	No Change. Consortium is not allowed as EdCIL is looking out for experienced stand alone supplier with robust experience in supply of an integrated product and performance in working with Govt/PSUs

2	9	Eligibility Criteria for the Bidder	Eligibility Criteria for Bidder Pt. No.4	The bidder / suppliers must have trained at least 10000 teachers during last three financial years in Private / Government educational institution. Projects of Agency who have implemented/implementing educational projects will only be considered.	For Competitive Bidding , Goodand specialised Partners and enhancing the performance criteria in the procurement process the Consortium to be allowed to meet the criteria.	No Change. Same remarks as in S.No. 1 above.
3	8	V. Schedule of Bill of Material:	V. Schedule of Bill of Material:Pt. No.1	Integrated Community Computer : Integrated community computer with projector with minimum Intel i3 processor, 2500 ANSI Lumens short throw, LAN Connectivity for internet, 2 GB RAM, 500GB HDD, DVD player facility and built in Audio system facility and preloaded with windows 8.x of higher OS - Professional version	The word Integrated Community Computer to be read as ICT Project As the device Integrated Community Computer is a combined system of Projection and computing technology and there is no such product available in the market Or any Nomenclature for ICT equipment refered by MHRD , Available through ONLY ONE Vendor , namely K-YAN thru IL&FS . Being a Properitory Product it can be procured through RULE No. 154 GFR 2005 but it cannot be awarded as a rate contract . It's a very old technology , being offer for past 10 years and If anything were to go wrong with single component then entire integrated unit cannot be used in class by teacher therefore no class session and None of the components of the hardware are available as OEM with them thereby support issue	No Change.Edcil is interested to buy the product with Specificaion clearly given in the open tender to invite vendors in the field who can deliver the product as required by Edcil. The integrated community computer is a general term so it can not come under proprietary article under the ambit of Rule 154 of GFR.

4	13	Terms and Conditions of Bid/Section 5	Schedule of Payment	EDCIL will release the payment to the bidder on back to back basis on receipt of related payment based on certification of the end customer. The bidder shall submit a PBG of 5% of the order value to EDCIL for every project being awarded under this rate contract.	As a bidder we should be get payment on completion and handling over the Project against the certification released by the client .	No Change
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Statement showing the point-wise replies on the queries raised by Educomp in pre-bid conference held on 13.01.2016

S.No	Page No. & Clause	Tender Document Points	Remarks/Suggestion/Clarification Required	EdCIL Remarks
1	Section – III, Point No – 3.1.1	In Case of Non/Partial Supply of the equipment within a stipulated period penalty@1% of total contract value for every week of delay on the defaulted amount.	The purpose of levying penalty is to cause deterrence in allowing any kind of deviation in performance. Therefore the penal clause should define the time limit & the penalty amount should be capped. In our view, Penal clause should be with the following structure 1. Maximum four weeks is permissible. 2. Beyond four weeks issuance of 'Show Cause notice' for termination of contract 3. Forfeiture of PBG 4. Max penalty amount should not exceed 4% of the contract value of the 'non delivered goods / services"	Please refer to amendment in the bid document.
2	Clause VI Pre-qualification Criteria; Eligibility Criteria,	Bidder should have authorized service support in across India. (At least one in each of the four regions and in North East)	Please mention the four regions or we understand as N, E, W and S where the authorized service support should be available pan India.	It is clarified that four regions refer to East, West, North and South part of India.

S.No	Page No. & Clause	Tender Document Points	Remarks/Suggestion/Clarification Required	EdCIL Remarks
	Point No. 7			
3	Page 8, V. Schedule of Bill of Material; point (1)	Integrated Community Computer : Integrated community computer with projector with minimum Intel i3 processor, 2500 ANSI Lumens short throw, LAN Connectivity for internet, 2 GB RAM, 500GB HDD, DVD player facility and built in Audio system facility and preloaded with windows 8.x of higher OS - Professional version	Please specify the Contrast ratio of projector and clarify as to whether a Projector screen is required?	Please refer to amendment for contrast ratio. Projector screen is not required.
4	Page 8, V. Schedule of Bill of Material: Point (2)	Inbuilt Screen Interactivity Option with Integrated Community Computer	Specifications are not clear kindly elaborate	Screen Interactivity software should be inbuilt with Integrated Community Computer. User can able to interact with projection display with help of stylus / Pen.
5	Page 8, V. Schedule of Bill of Material: Point (4)	LAN – UTP CAT 6 LAN cabling to connect above computers through 16 port 10/100 ethernet switch	Instead of 16 port switch, 8 port would be enough & cost effective measure to connect 5+1 Computers. What is the requirement: Rack and Structured networking or basic networking setup only?	No change. Keeping in view the scalability of computers in the Lab the specifications of Networking Switches are kept as 16 ports, other items are optional depends on Client site locations.

S.No	Page No. & Clause	Tender Document Points	Remarks/Suggestion/Clarification Required	EdCIL Remarks
6	Page 8, V. Schedule of Bill of Material: Point (9)	Supply of 2 KVA online UPS with 2 hours backup facility on lab load OR 2 KVA Solar UPS with 2 hour of back up in hybrid model on lab load OR 3 KVA Solar UPS with 2 hour of back up in hybrid model on lab load	Since the Lab. Load is 1+5 Computers + Network Switch or, any other item also to be included in the list to count as full load. Whether Single phase or 3 Phase Input and Output is required?	No change. Single phase is sufficient.
7	Page 8, V. Schedule of Bill of Material:	Site Preparation – Electrical networking for all IT equipment in the lab, earthing for the lab Tables : 6 Chairs : 12	Kindly provide the Specification required for Electrical work, (Earthing - if required?) & Specifications of Tables and Chairs required.	Please refer to amendment for tables and chairs in bid document. All electrical work necessary for networking is required.
8.	Page 13, Schedule of Payment	5.1 EdCIL will release the payment to the bidder on back to back basis on receipt of related payment based on certification of the end customer. The bidder shall submit a PBG of 5% of the order value to EdCIL for every	1. In order to ensure smooth & efficient functioning of the project, a schedule payment is highly desirable. 2. A huge financial burden on the bidder(In this case it may be attributed to be anywhere between 35-40% of the project value). Beside, there is need for working capital for 2 quarters of services hence it become un desirable for a bidder to make pitch for such bids. Also there is	No change.

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		project being awarded under this rate contract	prevailing trend in some of the ICT projects being implemented by various state Govt.'s where about 30-40% of advance / payment against deployment of hardware is being given to the bidder. We hence suggest that to keep the project viable and also to reduce the financial burden on account of Capex on the bidder, an upfront payment of 35-40% be made to meet the Capex needs of the Project. In other words 35% of order value to be paid to the bidder after signing the agreement. 3. The bidder will be incurring huge cost & risk during the implementation of the Project. In order to ensure a fair participation, the timeline of payment need to be capped. This would ascertain the bidder of his cash flow for further investments & execution of the project. 4. The purchaser has to clarify to the release of fund within a period of 45 days of submits of receipt. Alternatively, if the Purchaser foresees a delay in release of funds from the concerned party it should have contingency funds to meet the operational cost of the project.	

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			5. Alternatively, the service should be put on hold till the payment are released to bidder.	
9.			The bidder should have experience in executing ICT projects for schools throughout the life cycle of the Project.	Please refer to Clause No. 3 of Eligibility Criteria.
10.			The content is the key deliverable & is an integral part of the deployment. The bidder should be an OEM to the content delivery.	No change. Please refer to amendment. Content will be evaluated by EdCIL at the end of each year. Necessary feedback will be given to supplier. Hence it is not necessary that the bidder should be OEM of content. However, it is expected that the supply criteria would capture the attractiveness of the product in terms of all features including content quality.

Statement showing the point wise replies on the queries raised by Softbit, Nagpur in pre-bid conference held on 13.01.2016

S.NO	Tender Clause	Bidder Query	EdCIL Remarks
1	Integrated Community Computer cum Projector with minimum Intel i3 processor, 2500 ANSI Lumens short throw, LAN Connectivity for internet, DVD Player facility and built-in Audio system facility) and pre-loaded with windows OS.	Android base System with LED Lamp and Atom/Dual Core Processor with Inbuild Content cheaper in rate - Why not considered.	No Change.
2	Desktop Computer Set with necessary electrification & networking (Specification: CPU – Intel i5 or equivalent, Motherboard-AMD/Intel, Memory-min 2 GB RAM, Hard Disk Drive-min. 500 GB and pre-loaded with windows OS and MS office software Monitor-18.5” LED Monitor, Keyboard & Mouse and 2.1 speakers)	All features required for online / offline content training can be done through Android based system	No Change.
3		Financial capacity and turn over clause should be removed.	Cannot be accepted.
4		EMD Value Should be less	Cannot be accepted.
5		Work Experience Criteria Should be Flexible	No Change.

Statement showing the point wise replies on the queries raised by JIL in pre-bid conference held on 13.01.2016

S.NO	Tender Clause	Bidder Query	EdCIL Remarks
1	Section V. Schedule of Bill of Material (1)	The integrated community computer cum projector can this be replaced android based LED projector with power backup.	No Change.
2	Section V. Schedule of Bill of Material (2)	Is interactive board required for inter-activity or interactive content	No Interactive Board is required since the interactive feature is built in the integrated projector.

Statement showing the point wise replies on the queries raised by ILFS in pre-bid conference held on 13.01.2016

S.NO	Tender Clause	Bidder Query	EdCIL Remarks
1	Schedule of Payment: EdCIL will release the payment to the bidder on back to back basis on receipt of related payment based on certification of the end customer. The bidder shall submit a PBG of 5% of the order value to EdCIL for every project being awarded under this rate contract	For smooth functioning of the IT projects, there is a need of substantial amount working capital, which the bidder invest initially. Therefore, we would request the department to provide for the payment on completion of delivery and installation of project.	No change.
2	EMD	There is discrepancy in the EMD amount mentioned in word and figure	The bidder must furnished Earnest Money Deposit (EMD) of Rs. 5,00,000/- (Rupees Five Lakhs Only) in the form of Demand Draft in favor of EdCIL (India) Limited payable at Noida (U.P), failing which the bid will be rejected

