

Reply to Pre-bid queries Published on 24.06.2019

RFP no. IHMCL/MLFF/2019/01 : RFP For Selection of Vendor for Pilot of Multi-Lane Free Flow barrier-less tolling using Radio Frequency (RFID) technology system on Delhi-Chandigarh project corridor at NH-44 on Design, Build, Finance, Operate and Maintain basis published on 12.06.2019

SI No.	RFP reference	Query related to	Suggestion (If any)	IHMCL Response
1	3.14 - Damages	Delay in Design, Engineering & Installation : If service contractor fails to supply, design, and engineer and install the gantry based design as per timelines, penalty of Rs. 50,000/- per day upto maximum of Rs. 50,00,000/- shall be applied. In case of delay beyond 20 days, IHMCL may consider termination of contract or forfeiture of the performance security or both.	Kindly consider maximum penalty upto 5,00,000/- instead of 50,00,000/-	As per RFP
2	3.13 - Payment Milestones - Milestone 2.	After GO-Live of MLFF RFID gantry based Pilot - Mile stone Due date M+45 Days	Kindly clarify the exact duration allowed for Go-Live from the date of signing of contract agreement.	Refer Corrigendum - 1
3	5.8 - Damages	Delay in Design, Engineering & Installation : If service contractor fails to supply, design, and engineer and install the gantry based design as per timelines, penalty of Rs. 50,000/- per day upto maximum of Rs. 50, 00,000/- shall be applied. In case of delay beyond 20 days, IHMCL may consider termination of contract or forfeiture of the performance security or both.	Kindly consider maximum penalty upto 5,00,000/- instead of 50,00,000/-	As per RFP
4	5.8 - Damages	Each Issue / concern highlighted during the contract period must be addressed within 24 hours of written notice / email from IHMCL. For which start time shall be the time of email forwarded / issued by IHMCL	Kindly consider to increase the rectification allowance window of 72 hours before imposing penalty.	As per RFP
5	4.3 - 5 b. Page no. 38	ANPR - enabled camera with below specifications as per project requirement - Frames per second: 60	Kindly consider Minimum Frames per second as 50 frames	As per RFP

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6	4.3 - 5 b. Page no. 38	ANPR - enabled camera with below specifications as per project requirement - Maga Pixel: 3.2	Kindly consider Minimum of 3.0 Mega pixels	Refer Corrigendum - 1
7	Clause No.3.10.4.1 (Page No.26/70)	Eligibility Criteria - Relevant Experience	We request you to consider experience of Lead Member or Consortium partner for eligibility criteria. We request you to amend the clause as "The sole Bidder, or the Lead Member or Consortium Partner (In case of Consortium) should have this following experience in order to be eligible for bidding	Refer Corrigendum - 1
8	Clause No.3.10.4.1 (Page No.26/70)	Eligibility Criteria - Relevant Experience	We request you to add "Traffic Congestion Monitoring System" experience also into relevant experince criteria. Request you to amend the clause as below 1. Successfully executed end to end deployment (from planning to construction to operation & maintenance for at least 6 months) of RFID based ETC Tolling System for commercial operations anywhere in the world or Multi Lane Free Flow tolling system or Traffic Congestion Monitoring System at Toll Plazas anywhere in the world on at-least 5 project having 100 lanes cumulatively.	As per RFP
9	Clause No.3.6.iv.b Pg. No.20	Evaluation of submitted bids	We request you to add "Traffic Congestion Monitoring System" also into eligibility criteria. We request you to amend the clause as below The technical proposal should contain a technical presentation in PDF format, which can showcase the Bidder's experience at all projects of implementing Multi Lane Free Flow (MLFF) Tolling System or Traffic Congestion Monitoring System at toll plazas or RFID based ETC tolling system	As per RFP

SI No.	RFP reference	Query related to	Suggestion (If any)	IHMCL Response
10	Clause No.3.5.v.a.B 1 Pg. No.21	Technical Evalaution Criteria	<p>We request you to consider "Traffic Congestion Monitoring System" also for experience criteria. We Request you to amend the clause as below</p> <p>Experience of implementing Multi Lane Free Flow (MLFF) Tolling System or RFID based ETC tolling system or "Traffic Congestion Monitoring System" for commercial operations anywhere in the world; with minimum traffic of 20000 vehicles per day</p>	As per RFP
11	Phase 2. Section B1 (Page 21 of RFP) Section 3.10 Eligibility of bidder, Item No. 4 (Relevant Experience) Page 27 of RFP	<p>Experience of implementing Multi Lane Free Flow (MLFF) Tolling System for commercial operations anywhere in the world; with minimum traffic of 20000 vehicles per day: Successfully executed end to end deployment (from planning to construction to operation & maintenance for at least 6 months) of RFID based ETC Tolling System for commercial operations anywhere in the world or Multi Lane Free Flow tolling system anywhere in the world on at-least 5 project having 100 lanes cumulatively.</p>	<p>Does this means if a company has exeucted RFID ETC Projects (at toll plazas) over 100 lanes in India is eligible?</p> <p>Can 20,000 vehicles per day as overall vehicle traffic from toll plazas be considered?</p>	Refer Corrigendum - 1
12	4.3 SCOPE OF WORK 5.a Page 38 of RFP	99% RFID Reading accuracy	<p>Accuracy goes down when there are vehicles having two or such ETC tags (blacklisted by one bank and newly issued from other bank). In this scenario either both tags or any one can get read. If Tag A is read at MLFF lcoation and Tag B is read at toll plaza, this will create accuracy issue.</p> <p>This is difficult to validate with records at toll plaza ETC transaction. How to address accuracy in this scenario?</p>	As per RFP
13	Clause 1.1; Clause 3.6-V	IHMCL intends to engage agencies/service providers, with prior experience in ETC tolling or Multi lane free flow tolling, to provide RFID based multi lane free flow (MLFF) tolling solution on selected stretch.	We request to also consider the ETC experiece in clause 3.6(v)	As per RFP

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14	Clause 1.1	RFID technology, with the exact same ISO 18000-6C standard as currently used in India, to enable tolling at high speed and high traffic highway road networks with significant level of accuracy.	Do we need to use existing tags on vehicle on windshield only or shall we have flexibility to put TAG either on windshield or on rear glass.	Existing RFID tag standards to be used										
15	Clause 3.6-V(B1)	Relevant Project Experience	<p>Replace as Experience of implementing Multi Lane Free Flow (MLFF) Tolling System for commercial operations anywhere in the world; with minimum traffic of 20,000 vehicles per day or experience of implementation of E-tolling system on government projects: -</p> <table border="1"> <thead> <tr> <th>No. of projects</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>0 projects /0 lanes</td> <td>0</td> </tr> <tr> <td>>1 to <=5 projects /50 lanes</td> <td>10</td> </tr> <tr> <td>>5 to <=10 projects/>50 & <=75</td> <td>15</td> </tr> <tr> <td>>10 projects/ >75 lanes</td> <td>20</td> </tr> </tbody> </table>	No. of projects	Marks	0 projects /0 lanes	0	>1 to <=5 projects /50 lanes	10	>5 to <=10 projects/>50 & <=75	15	>10 projects/ >75 lanes	20	Refer Corrigendum - 1
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16	Clause 3.10	Relevant Experience	<p>Replace "E Tolling system approved by government agency anywhere in the world" with "E-tolling projects successfully commissioned on government/PSU project with at least 50 lanes</p> <p>Further we request to replace In case of a Consortium, only one member needs to necessarily satisfy the above project experience with "In case of a Consortium, any member can satisfy the above project experience."</p>	As per RFP										
17	Clause 3.13	Payment terms	We request to increase Milestone-2 from M+45 to M+60 days	Refer Corrigendum - 1										
18	Clause 4.3-5(f)	Power and internet connectivity source to support the installation and integration of gantry design	We request to know Power & Internet connectivity can be provided from nearest Toll Plaza to the successful bidder? We request confirmation of authority on the same	Successful bidder to arrange power and internet at their end										

SI No.	RFP reference	Query related to	Suggestion (If any)	IHMCL Response
19	Clause 4.3-5(b)	ANPR for Project requirement	Fast tags doesn't have vehicle registration number, Please confirm the use of ANPR system in this project	The FASTags are linked with individual vehicle number. The ANPR data shall be verified with the Plaza data for establishing/verifying the accuracy of ANPR feed data
20	Clause 4.3-5(n)	Air Interface Protocols - ISO 18000-6C (EPC Class 1 Gen 2), ISO 18000-6B	ISO 18000 6B is also asked, wherein the above its mentioned Fastags which are ISO 18000 6C. Kindly Clarify	Refer Corrigendum - 1
21	Clause 4.3-6	6. The performance tracking reports for each of the gantries should include data of each vehicle captured at the gantries in the following format: <input type="checkbox"/> Timestamp <input type="checkbox"/> ETC Tag ID (as per RFID reader data) <input type="checkbox"/> Vehicle number (as per ANPR camera) <input type="checkbox"/> Direction of movement of vehicle	Since it is unidirectional traffic what is expected in this do we also need to address opposite direction traffic	Vehicle coming in wrong direction shall not be counted for evaluation purpose
22	Clause 4.7	Project Duration	Project duration as per clause 4.7 & execution table as per clause 5.7 are not aligned. Kindly Clarify	As per RFP
23	General Query		Shall Partner/ OEM experience will also be considered. Please clarify	As per RFP
24	General Query		Does successful milestone from ongoing POC in another country can be considered as experience?	As per RFP
25	General Query		We request atleast 2 week extension for bid submission from the date of receipt of clarifications since this is a new concept in India and shall require proper assessment	As per RFP
26	3.10 page 27	Eligibility Criteria - Relevant Experience	Since, it's a pilot project in India, we request you to kindly consider credentials of parent company	Refer Corrigendum - 1
27	1.2, page 6	Closing date: 01.July. 2019	We would request you to extend the bid closing date 10 July, 15th 2019	As per RFP

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28	Phase-2: Technical Evaluation , Point a, Page 21	Average annual turnover of the Sole Bidder/Lead Member in case of a Consortium, per annum during the last three (03) financial years, i.e. FY 2016-17, FY 2017-18 and FY 2018-19 Marks shall be allotted as given below: Average Annual Turnover (last 3 FY) Marks Below Rs. 5 Crore 0 > Rs. 5 Crore to <= Rs. 10 Crore 5 > Rs. 10 Crore to <= Rs. 20 Crore 10 >20 Crore 20	Relook on marking scheme : Average annual turnover of the Sole Bidder/Lead Member in case of a Consortium, per annum during the last three (03) financial years, i.e. FY 2016-17, FY 2017-18 and FY 2018-19. Marks shall be allotted as given below: Average Annual Turnover (last 3 FY) Marks Below Rs. 25 Crore 0 > Rs. 25 Crore to <= Rs. 35 Crore 5 > Rs. 35 Crore to <= Rs. 50 Crore 10 >50 Crore 20	As per RFP
29	Phase-2: Technical Evaluation , Point a, Page 21	Experience of implementing Multi Lane Free Flow (MLFF) Tolling System for commercial operations anywhere in the world; with minimum traffic of 20000 vehicles per day: - No. of projects Marks 0 projects 0 >1 to <=5 projects 10 >5 to <=10 projects 15 >10 projects 20	As this is very new concept in India we requesting you to allow us to show O&M project experience with Government body instead of keeping it stipulated on Multi lane free Flow tolling system only. This will help you to have Indian bidder proposing Make in India concept.	Refer Corrigendum - 1
30	Phase 3: - Financial Evaluation , Page 22-23	Financial score & Composite score. SF (Financial Score of a Bidder) = 100 x [lowest Total Financial Bid quoted (in INR) / Total Financial Bid quoted by the Bidder (in INR)]	Required clarification and more simple format on score calculation.	As per RFP
31	Scope of work	Any other specifications as deemed necessary by the contractor for capturing and identifying ETC-enabled vehicles at speed of maximum 150 km/hour with an accuracy of 99% (ninety-nine percentage) at least	Can you please reduce the max speed limit to 100Kmph to POC.	As per RFP
32	Scope of work	CONTRACTOR'S RESPONSIBILITY/OBLIGATION The Contractor shall be responsible for arrangement and provision of all sources of electrical power including back-up, internet and communication for setting up the entire system.	As Bidder , it's very difficult to arrange all electrical power requirement on site instead of that its very Easy to provide electric power and backup on NH by IHMCL. Its their own property and they have all rights with them. With assistance if they provide same it will be better option to start and keep running the POC project.	Successful bidder to arrange power and internet at their end

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33	3.10 ELIGIBILITY OF BIDDER - Page 27 of RFP	<p>4. Relevant Experience The Sole Bidder, or the Lead Member (in case of Consortium), should have following experience in order to be eligible for bidding:</p> <p>1. Successfully executed end to end deployment (from planning to construction to operation & maintenance for at least 6 months) of RFID based ETC Tolling System for commercial operations anywhere in the world or Multi Lane Free Flow tolling system anywhere in the world on at-least 5 project having 100 lanes cumulatively.</p> <p>2. Should have an agreement for supply of RFID transceiver and ANPR camera from the OEM which have been deployed at least 2 RFID based MLFF tolling system or ETC tolling system approved by government agency anywhere in the world.</p> <p>In case of a Consortium, only one member needs to necessarily satisfy the above project experience.</p>	Bidder should be allowed to propose OEM with latest and advance technology.	As per RFP																				
34	Phase-2: Technical Evaluation - Page 20 of RFP	<p>B. Relevant Project Experience B1 Experience of implementing Multi Lane Free Flow (MLFF) Tolling System for commercial operations anywhere in the world; with minimum traffic of 20000 vehicles per day: -</p> <table border="1" data-bbox="262 1055 1008 1266"> <thead> <tr> <th>No. of projects</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>0 projects</td> <td>0</td> </tr> <tr> <td>>1 to <=5 projects</td> <td>10</td> </tr> <tr> <td>>5 to <=10 projects</td> <td>15</td> </tr> <tr> <td>>10 projects</td> <td>20</td> </tr> </tbody> </table>	No. of projects	Marks	0 projects	0	>1 to <=5 projects	10	>5 to <=10 projects	15	>10 projects	20	<p>We request IHMCL to normalize the Technical experience required under this clause and modify the clause as under:</p> <p>B1 Experience of implementing Multi Lane Free Flow (MLFF) Tolling System for commercial operations anywhere in the world; with minimum traffic of 20000 5000 vehicles per day: -</p> <table border="1" data-bbox="1008 1055 1795 1266"> <thead> <tr> <th>No. of projects</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>0 projects</td> <td>0</td> </tr> <tr> <td>>1 to <=5 projects</td> <td>10</td> </tr> <tr> <td>>2 5 to <=10 projects</td> <td>15</td> </tr> <tr> <td>>=3 10-projects</td> <td>20</td> </tr> </tbody> </table>	No. of projects	Marks	0 projects	0	>1 to <=5 projects	10	>2 5 to <=10 projects	15	>=3 10-projects	20	Refer Corrigendum - 1
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35	Phase-2: Technical Evaluation - Page 20 of RFP And 3.10 ELIGIBILITY OF BIDDER - Page 26 of RFP	Additional Notes to 3.10 ELIGIBILITY OF BIDDER and Phase-2: Technical Evaluation : <i>Standard clause for allowing bidders to used Parent Company Experience.</i>	Generally a National level Project like this one is mostly done in Joint Venture or Consortiums wherein experties of multiple companies is brought together. In view of this we request IHMCL to allow bidder to use Techncial experience of Parent / Subsidiary / Sister Concern company.	Refer Corrigendum - 1
36	3.10 Eligibility of Bidder	Sl.# 1 Legal Entity	1. The bidder shall be one of the following: (i) Sole Bidder or in case of consortium Lead Bidder registered in India and incorporated under the Companies Act 1956/2013. (ii) A company of foreign origin is eligible as consortium member and need not required as registered in India and Incorporated under the Companies Act 1956/2013. (iii) Consortiums, or Joint Ventures are allowed to bid subject to following conditions: a. maximum number of partners in the Consortium shall be two (2); b. the parties in the Consortium shall be jointly and severally liable; c. No applicant applying individually or as a member of a Consortium, as the case may be, can be member of another Applicant. d. The Application should contain the information required for each member of the Consortium; e. members of the Consortium shall nominate one member as the lead member (the "Lead Member"), who shall be responsible for all interactions with IHMCL; f. the Application should include a brief description of the roles and responsibilities of individual members; and The eligibility/ experience of any partner of JV or Consortium shall be considered only if the partner is proposed to hold at least twenty-six percent (26%) of capital contribution in the JV/ Consortium.	Refer Corrigendum - 1

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37	3.10 Eligibility of Bidder	Sl.# 4 Relevant Experience	<p>The Sole Bidder, or the any member or all members of consortium (in case of Consortium), should have following experience in order to be eligible for bidding: 1. Successfully executed end to end deployment (from planning to construction to operation & maintenance for at least 6 months) of RFID based ETC Tolling System for commercial operations anywhere in the world or Multi Lane Free Flow tolling system anywhere in the world on at-least 5 project having 100 lanes cumulatively. 2. Should have an agreement for supply of RFID transceiver and ANPR camera from the OEM which have been deployed at least 2 RFID based MLFF tolling system or ETC tolling system approved by government agency anywhere in the world. In case of a Consortium, only one member needs to necessarily satisfy the above project experience.</p>	Refer Corrigendum - 1