

RFP Name		RFP for Design, Supply, Installation, Testing, Commissioning and Operation & Maintenance of Advanced Traffic Management System on Lucknow Ring Road (LRR) of NH-230 on OPEX mode												
Ref:		RFP No. IHMCL/ATMS/LRR/2024/01												
Dated:		28/06/2024												
Sr. No.	RFP Page No.	Clause	RFP Statement	Query	Remarks	Reply IHMCL								
1	18	PQ 2 - Annual Turnover	<p>The Bidder shall have a Minimum Average Annual Turn Over (updated to the price level of the year based on factors indicated in table below) of Rs 50 Crore for the last 3(three) financial years.</p> <table border="1"> <tr> <td>Year</td> <td>Updation Factor</td> </tr> <tr> <td>Year 1</td> <td>1.00</td> </tr> <tr> <td>Year 2</td> <td>1.05</td> </tr> <tr> <td>Year 3</td> <td>1.10</td> </tr> </table> <p>In the case of a Joint Venture/Consortium, the Lead Member shall meet at least 70% requirement of Minimum Average Annual Turnover and the other Member shall meet at least 20% of Minimum Average Annual Turnover. For avoidance of doubt it is further clarified that the Joint Venture must collectively and individually satisfy the above qualification criteria, i.e., JV shall cumulatively/collectively fulfil the 100% requirement</p>	Year	Updation Factor	Year 1	1.00	Year 2	1.05	Year 3	1.10	<p>The Bidder shall have a Minimum Average Annual Turn Over (updated to the price level of the year based on factors indicated in table below) of Rs 25 Crore for the last 3(three) financial years.</p> <p>In the case of a Joint Venture/Consortium, the Lead Member shall meet at least 70% requirement of Minimum Average Annual Turnover and the other Member shall meet at least 20% of Minimum Average Annual Turnover. For avoidance of doubt it is further clarified that the Joint Venture must collectively and individually satisfy the above qualification criteria, i.e., JV shall cumulatively/collectively fulfil the 100% requirement</p>		As per RFP
Year	Updation Factor													
Year 1	1.00													
Year 2	1.05													
Year 3	1.10													
2	19	PQ – 4 Relevant Field of Business	<p>The Sole Bidder, or ALL members of the JV/Consortium in the case of a Consortium, should be operating in the field of Software development/ IT Solutions/ IT services/ATMS/ ITS/ OEM of Electronic Equipment for at least five (5) years as on bid due date. Information regarding the same should be provided along with documentary evidence.</p>	<p>The Sole Bidder, or ALL members of the JV/Consortium in the case of a Consortium, should be operating in the field of Software development/ IT Solutions/ IT services/ATMS/ ITS/ OEM of Electronic Equipment for at least three (3) years as on bid due date. Information regarding the same should be provided along with documentary evidence.</p>		As per RFP								
3	22	PQ - 6 Certification	<p>The Sole Bidder or Any Member, in case of a Consortium, should have a valid certificate (or equivalent certificate in the country of origin) of any TWO of the following 3 Months prior to Bid Due Date:</p> <ol style="list-style-type: none"> CMMi Level 3 or above ISO 20000 for IT Service Management ISO 27001:2013 for Information Security Management System 	<p>The Sole Bidder or Any Member, in case of a Consortium, should have a valid certificate (or equivalent certificate in the country of origin) of any One of the following 3 Months prior to Bid Due Date:</p> <ol style="list-style-type: none"> CMMi Level 3 or above ISO 20000 for IT Service Management ISO 27001:2013 for Information Security Management System 		As per RFP								
4	18	PQ 2 – Annual Turnover	<p>The Bidder shall have a Minimum Average Annual Turn Over (updated to the price level of the year based on factors indicated in table below) of Rs 50 Crore</p>	<p>Based upon recent tenders floated by IHMCL primarily on the Opex models where two projects have been opened and based upon the estimated values the proposed turnover are much higher and become a bottleneck for some genuine prospective bidders were request that an average 40 Crore be averaged It is hereby requested that the Turnover be proportion to the estimated value and not a funnel for a few existing players .</p>		As per RFP								

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5	18	PQ 2 – Annual Turnover	The Bidder shall have a Minimum Average Annual Turn Over (updated to the price level of the year based on factors indicated in table below) of Rs 50 Crore	The criteria of putting such high turnovers are restrictive while enhance the companies with large turnovers only. There is no such criteria set forth by GOVT OF INDIA that a company with credentials but be ruled out due to Turnover. Any MORTH work entitles atleast half the turnover of the estimate. Further Please refer the PMO guidelines – no restrictive practices including high turnover be done away with. It is hereby requested that the Turnover be proportion to the estimated value and not a funnel for a few existing players. This matter maybe revised by the competent authority wherein in same estimated Tender values criterias are changed		As per RFP
6	19	PQ – 4 Relevant Field of Business	(viii) The Sole Bidder, or ALL members of the JV/Consortium in the case of a Consortium, should be operating in the field of Software development/ IT Solutions/ IT services/ATMS/ ITS/ OEM of Electronic Equipment for at least five (5) years as on bid due date. Information regarding the same should be provided along with documentary evidence.	The Opex model is the very reason for joint ventures which is not feasible as contradictory Either member of the JV needs to be essentially a financial partner and hence restricting both partners to be IT companies will not necessary accumulate investment for 5 years by MSME Such criteria is giving edge to only a selected large IT companies who work on opex models . Both IT companies and in Opex model has there any such previous business model for IHMCL ensured the related SLA /uptimes but such clause has become a bottleneck for restricted participation	Concept of JV is either member qualifies the criteria. Sole bidders qualify for financial & JV member qualifies for technical Vi Versa	As per RFP
7	19	PQ – 4 Relevant Field of Business	(viii) The Sole Bidder, or ALL members of the JV/Consortium in the case of a Consortium, should be operating in the field of Software development/ IT Solutions/ IT services/ATMS/ ITS/ OEM of Electronic Equipment for at least five (5) years as on bid due date. Information regarding the same should be provided along with documentary evidence.	Either member of the JV /consortium shall meet the criteria referred in clause as the payment terms stipulated by the competent authority are non-feasible for small MSMESS typical OPEX model for which a financial partner is essential and is not going to be an IT company unless large players which the clause is self-explanatory to only promote large players to rule out small medium experienced proven players and at a much higher cost on the govt of India on pretext of operational performance . Sir we would like to question that has many of the previous initiatives OPEX being successful and system integrators maintained the SLA ?? Any tender both Members are jointly and severable liable e seek clarification as to how a case of both IT services company become more committed / liable / ensure 100% compliance / delivery etc ?		As per RFP
8	24	Additional Condition	The Technical Bid shall be rejected in case more than four make /model shall be proposed for any component by the bidder.	The 2023 ATMS Policy which is the basis of this tender is to do away with restrictive policies as makes and models the tender is no different than specifying makes / models which again gives the edge to selective OEMs	As long as the components/sub components meets the compliance the make/make should not be restrictive.	As per RFP
9	24	Additional Condition	The Technical Bid shall be rejected in case more than four make /model shall be proposed for any component by the bidder.	The essence of 2023 ATMS Policy is to eradicate the concept of preference of make and models unlike yester directives However this clause itself is contemplating its own directives wherein so long as any make meets out the functional specifications it should not be made conditional		As per RFP

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10	43	6.10. PERFORMANCE SECURITY	The Performance Security shall be valid for period of Six (6) years.	Average life of all field equipment's is 5 years and is evident yet 6 years of performance security is unreasonable does extending security ensure beyond organic performance of equipment's ?	The project itself is of 5 years. Holding 3 % till 6 years would unnecessarily pile up the interest form the bank. Hence, PBG should be realized after 5 years	As Per RFP
11	43	6.10. PERFORMANCE SECURITY	The Performance Security shall be valid for period of Six (6) years.	Authority may realizes based upon all previous experiences that any field equipment's life span is average 4- 5 years thereafter which require replenishments while yet such directives of 6 years of performance security . does enhancing security ensure an added life time of field equipment's we seek clarifications please		As Per RFP
12	34-41	6.8.3.2. Second Stage: Technical Qualification/ Technical Scoring:	d) Bidders, whose bids are responsive, based on minimum qualification criteria as in Pre- Qualification Criteria and score (ST) at least 70 marks out of total 100 from the technical evaluation criteria would be considered technically qualified and shall be considered for Third Stage – Financial Bid Evaluation. Annexure 01	Marking scoring patterns is not recommend by the PMO guidelines rather give the leverage to the authority / consultants to rule out simply on the basis of document overlooking genuine executions / performance The PMO guideline to be kindly taken into consideration which directs all such restrictive practices		As Per RFP
13	34-41	6.8.3.2. Second Stage: Technical Qualification/ Technical Scoring:	d) Bidders, whose bids are responsive, based on minimum qualification criteria as in Pre- Qualification Criteria and score (ST) at least 70 marks out of total 100 from the technical evaluation criteria would be considered technically qualified and shall be considered for Third Stage – Financial Bid Evaluation. Annexure 01	Such Specific scoring criteria's restricts complete bidders rather is a criteria used as disqualifying / making bids non responsive while selecting a few .The PMO guideline to be kindly taken into consideration which directs all such restrictive practices		As Per RFP
14	123	1.2.20. Payment Schedule	Payment Schedule	For MSMEs who are genuine equipment suppliers/ service providers and work on day to day cash flows and vicious circle of taking loans which not only increase and make such MSMEs non competitive but also restrict the capacity of the MSME bidder. The upfront equipment capital required is nearly 70% hence its is requested that the competent authority pays atleast 70% upn handover and the remaining 30% be spread into Opex installments		As Per RFP
15	18	PQ 2 - Annual Turnover	The Bidder shall have a Minimum Average Annual Turn Over (updated to the price level of the year based on factors indicated in table below) of Rs 50 Crore for the last 3(three) financial years.	We request you to kindly amend the clause as:- Annual Turn Over (updated to the price level of the year based on factors indicated in table below) of Rs 35 Crore for the last 3(three) financial years.		As per RFP
16	37	A3 Certification	The Sole Bidder or Any Member, in case of a Consortium, should have a Software & System certification for ATMS complying to ATMS 2016 or ATMS 2023 circular's requirements for ATMS software by STQC as on Bid Due Date. Marks shall be allotted as given below: STQC certificate available = 5 marks STQC certificate not available = 0 marks	We request you to kindly amend the clause as:- The Sole Bidder or Any Member, in case of a Consortium, should have a Software & System certification for ATMS complying to ATMS 2016 or ATMS 2023 circular's requirements for ATMS software by STQC/CERT-In as on Bid Due Date. Marks shall be allotted as given below: STQC/CERT-In certificate available = 5 marks STQC/CERT-In certificate not available = 0 marks		As Per RFP
17	41	6.8 BID EVALUATION CRITERIA AND SELECTION PROCEDURE	Bidders, whose bids are responsive, based on minimum qualification criteria as in Pre-Qualification Criteria and score (ST) at least 70 marks out of total 100 from the technical evaluation criteria would be considered technically qualified and shall be considered for Third Stage – Financial Bid Evaluation.	This clause is restrictive and being specific to only few bidders to participate.		As Per RFP
18	105	Form F-2 - Cost Breakup	BOQ	We request to freeze the equipment quantities and provide complete BOQ of All ATMS equipment to be installed on field as well as control room.		As Per RFP
19	122	1.2.18. Payments	1.2.18.1. Contract Price	Capex Payment terms should be appallicable for all BOQ Items which is not mentioned		As Per RFP

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20	151	4.3 Equipment site plan / Indicative Equipment Location:	The Bidder shall conduct the site survey and propose the ATMS sub-system location in the Technical Proposal. The location provided in this document shall be treated as indicative, The successful Bidder, in consultation with the IHMCL / IHMCL representative, have to ascertain the indicative locations and propose the appropriate equipment location during the design phase of the Contract. The successful bidder during design phase of the contract shall provide equipment locations duly marked in the KMZ file of the project highway.	We request authority to kindly provide KMZ file/ Plan and profile/ Cad file of project location so as plotting can be done while preparing technical documents.		Refer Corrigendum-1
21	page 23 of 167 of tender	4.2.3	As per the new rule "Any bidder from a country which shares a land border with India will be eligible to bid in any procurement whether of goods, services (including consultancy services and non consultancy services) or works(including turnkey projects) only if the bidder is registered with the Competent Authority."	Request IHMCL to take the declaration from OEM that they are not using any material in assembled / SKD / Populated PCB from land boarder countries or rerouted through other countries.		As Per RFP
22	page 39 of 113 of policy document 2023	4.3.b	Overview Camera with IR or Thermal or Other Night Vision Mechanism for 60-100m range	It is mandatory to capture the violation / incident at night also. During submission Bidder must submit images – for day & night for 7-8 violations & Incidents minimum. The image must showing night FOV of 60 meters capability at night. Hence request IHMCL to ask the bidders to submit evidential proof for the same.	If it is not inline with policy document can you accept the bid?.	As per RFP
23	page 44 of 113 of policy document 2023	4.3.2	Overspeeding, Minimum Speed of 180kmph with 98% accuracy ,day and night conditions	Please confirm Calibration certificate for speed detection system from metrological lab for the speed sensor or system to be provided by Bidder is mandatory? Compliance for night time speed accuracy is mandatory?	If it is not inline with policy document can you accept the bid?.	As per RFP
24	page 39 of 113 of policy document 2023	10.1 viii,ix,x	uninterrupted redundant power supply with supply system and backup, firewall,IDS,IPS,and other network security component ,Servers should be in hot standby configuration , backup video recording server should have adequate inbuilt storage and host stand by	Inorder to avoid the ambiguity between bidders, request IHMCL to ask the bidders to include make, model, specification, quantity, for all the major items in the command and control center section in the T-9 document inline with the ATMS policy document 2023.	If it is not inline with policy document can you accept the bid?.	As per RFP
25	page 71 , 74 of 113 of policy document 2023	10.3.1.1, 10.3.1.2, 10.3.2.23	System shall designed for 10 years,minimum 25% spare capacity,all camera recording TMCS, VIDES,Command center CCTV for a period of 180 days @25FPS at 2MP	Inorder to avoid the ambiguity between bidders, request IHMCL to ask the bidders to give the sizing of the storage in T-9 document .Should be avoid H265+ video compression since it is a Chinese preparatory technology	If it is not inline with policy document can you accept the bid?.	As per RFP
26	page 149 of 167 of tender	4.1.1.c	The ATMS Contractor will be provided with space in the Toll Plaza building for setting up of ATMS Control Centre. The Contractor shall be responsible for interior works, MEP works, etc. for construction and setting up the ATMS Control Centre, including any related electrical, lighting, generator set (preferably eco-friendly Gas powered), power backup, HVAC works, access control, air conditioning, CCTV, PTZ cameras, fire fighting, alarm, extinguishers, etc. shall be in the scope of the Contractor. All operational expenses towards electricity, diesel/fuel, and other consumables shall be in the scope of the ATMS Contractor.	Inorder to avoid the ambiguity between bidders,request IHMCL to ask the bidders to give the make, model and sizing of the interior works, MEP works, etc. for construction and setting up the ATMS Control Centre, including any related electrical, lighting, generator set (preferably eco-friendly Gas powered), power backup, HVAC works, access control, air conditioning, CCTV, PTZ cameras, fire fighting, alarm, extinguishers, in T-9 document.		As per RFP
27	page 87 of 113 of policy document 2023	10.4	Server and storage should be on 10GbE LAN network. Firewall is mandatory for field hardware and internet connectivity.	Inorder to avoid the ambiguity between bidders, Request IHMCL ask the bidders to give the make, model and quantity of the network equipments used in the control room and Firewall used in the field locations in T-9 document.	If it is not inline with policy document bid should be rejected.	As per RFP

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28	page 157 of 167 of tender	4.3.10	Operation & Maintenance (O&M)	Request IHMCL to mention – Shift hours & number of shifts for each line item. Otherwise Every bidder quotes differently. The manpower for house keeping and security not mentioned in the table. Please include the all the bidder should strictly follow the minimum wages act of central government.		The RFP gives minimum manpower. However, the bidder's solution may have additional manpower to meet the RFP conditions and SLA requirement
29	page 162 of 167 of tender	Addendum To Schedule – C Sr No M6	Chapter 4, Video Based Incident Detection and Enforcement Systems, Clause 4.3.1 point (b) {b. Overview Camera (wide range with 60-100m viewing) with IR or Thermal or other Night Vision Mechanism for 60-100m range. Additional camera(s) par with the specifications of overview camera may be added for viewing from side for ATCC purposes.}	Please clarify ATCC additional cameras – mandatory requirement or can be done with ANPR/ over view cameras .		As per RFP
30	page 94 of 167 of tender	Form T-15	Form 15, Undertaking for Compliance, As per RFP only OEM name only to specify.	Request to ensure Bidder to mention complied Make- Model - Part number as mandatory . Else bidder can change make and models of VIDES, TMCS, VMS, VASD and other major control room equipments after winning tender		As per RFP
30	102 of 167	Form F-1	Form F2- Cost Breakup (TMCS Camera)	Request for changing/reducing TMCS camera quantities in the whole of BOQ for the location with rings/feeder roads on the highway		Refer Corrigendum-1