

STATE TRANSPORT AUTHORITY, ODISHA

It No. 12677

Letter No: XXXXXX Dated 22/11/2021

With reference to the RFP published on 08/11/2021 by State Transport Authority, Odisha for the Selection of Agency for Supply, Installation and Commissioning of Vehicle Location Tracking (VLT) Devices (AIS-140 Compliant) for Enforcement Vehicles of Transport Department, response to the query against the RFP No. XLIII/30/21: 11996 dated 08/11/2021 are hereby notified for the information of the intended bidders.

Sl. No.	RFP Clause No.	RFP Page No.	Content of RFP required Clarification	Query/ Suggestion	Response
1	2	11	The bidder must have an average annual turnover from VLT device business (supply/installation/operation/maintenance) in India of at least Rs. 1 Crore during the last three completed financial years (FY 18-19, FY 2019-20, FY 2020-21).	Kindly consider financial years (FY 2017-18, 18-19, 19-20) instead of (FY 18-19, FY 2019-20, FY 2020-21).	As per RFP it is considered
2	1	11	A company registered under the Indian Companies Act, 1956/2013	Is a registered partnership firm also allowed to bid in this tender?	Please refer corrigendum
3	4	12	Non-Refundable Tender Fee	We have MSME Certificate; can we get tender fee exemption based on that?	As per RFP
4				Kindly mention the estimated cost of the project.	Kindly quote as per the requirements of this project
5				How many manpower is required?	Deploy the Manpower to meet the SLAs
6		38	As per AIS 140 / BIS 16833 Annex (A) as revised time to time.	Kindly clarify this point, do we need to give declaration	Not required

7	3.3 Pre- Qualificatio n Criteria	11	The bidder should be: a) A company registered under the Indian Companies Act, 1956/2013 b) Should be registered with GST	regarding this? Please clarify if LLP Company participation in this tender is allowed as our company is legal entity registered under Indian Law of Limited Liability Partnership Act 2008 and it is registered under GST.	Please refer corrigendum
8	3.3 Pre- Qualificatio n Criteria	12	The bidder should have implemented VLT solution by installing minimum 200 VLT devices in any Central / State Government Department or Central/State Public Sector Units (PSUs) or any other Government (Central / State / PSU/ ULBs/Smart Cites SPV) in India in last three years on the due date of proposal submission.	We request you to include the bidder should have implemented VLT solution by installing minimum 200 VLT devices in the Public Sector in last Five years in India	Please refer corrigendum
9	3.4 Technical Qualificatio n Criteria for bidders	14	The bidder should have implemented VLT solution by installing minimum 200 VLT devices in any Central / State Government Department or Central/State Public Sector Units (PSUs) or any other Government (Central / State / PSU/ ULBs/Smart Cites SPV) in India in last three years on the due date of proposal submission. • Per project 5 marks • Maximum 4 projects	We request you to include the bidder should have implemented VLT solution by installing minimum 200 VLT devices in the Public Sector in last Five years in India	Please refer corrigendum
10	4. SCOPE OF WORK-	17	The backend software should provide history tracking and trail of movement of a specific vehicle or a group of vehicles	We request you to modify the clause to "for a specific vehicle on a map only" Since, Trail is	Please refer corrigendum

	4.1. Detail of Scope of Work for bidder; 2. Backend Software Solution:		on map.	possible only for 1 vehicle at a time as the travel path, date & time for 2 different vehicles would be different.	
11	B. BID DATASHEET; Sl. No- 12	5	Non-Refundable Tender Fee- INR 10,000 (Ten thousand) only as DD drawn on any Nationalized Bank payable at Cuttack in favor of "Transport Commissioner"	We request you to kindly share the bank details so that the tender fees can be transferred through NEFT/RTGS/IMPS etc.	As per RFP
12	4.1(1)	17	Is panic button required, if yes then how many for each bus?		Panic Button is required for operational demonstration by bidder.
13	4.1(1) Bullet Point no. 3	17	Will all the vehicles of each zone converge at one place?		No
14	4.1(2) Bullet Point no. 1	17	Is there a need for a mobile app for authority login and tracking?		Not Required
15	4.1(2) Bullet Point no. 3	17	Does the department need a physical (local) server or cloud?		As per RFP
16	4.1(2) Bullet Point no. 7	17	Is there a need for an SMS notification for incident alert?		Not required
17	3.4. Technical Qualificatio	14	Live demonstrate of the bidder's solution of vehicle location tracking system tested and certified as per AIS-	As per the SOP issued by MoRTH for implementation of AIS-140, it mentions the	Please refer corrigendum

	n Criteria for bidders		140 standard.	following as note, "The backend should be tested by the testing agency referred to in rule 126 of the Central Motor Vehicles Rules, 1989 to check the compliance as per AIS-140." This clause should be modified as under for compliance to the guidelines of MoRTH: "Live demonstrate of the bidder's solution of vehicle location tracking system tested and certified by the testing agency referred to in rule 126 of the Central Motor Vehicles Rules, 1989 to check the compliance as per AIS-140"	
18	3.4. Technical Qualificatio n Criteria for bidders	13	The bidder should have implemented VLT solution by installing minimum 200 VLT devices in any Central / State Government Department or Central/State Public Sector Units (PSUs) or any other Government (Central / State / PSU/ ULBs/Smart Cites SPV) in India in last three years on the due date of proposal submission. • Per project 5 marks • Maximum 4 projects	The VTS are long term in nature. Even in this RFP the project tenure is 5 years. Thus asking for 3 years of experience does not reflect adequacy of the experience of bidders, successfully executing and managing long term projects of such nature for last 4 or 5 years. We would thus request you to consider experience of minimum 5 years or above and consider all projects being successfully run for last 5 years.	Please refer corrigendum
19	3.5. Price	15	GPS devices AMC charges (all	What are the coverage in the	Yes, it includes AIS-

	Proposal		hardware & software)	software? Does this include the AIS-140 backend application? Please clarify	140 backend application
20	3.6. Final Evaluation	16	The technically qualified bidder (securing minimum 80 marks) who quotes lowest "Price Proposal Total" of Clause 3.5 may be considered as L1 bidder and be preferred for award of contract	Technical scoring threshold of 80 is very high. We request to reduce the cut-off marks to 70	As per RFP
21	4. SCOPE OF WORK	17	In total 165 number of GPS devices to be installed on vehicles whose details will be intimated by STA, Odisha to the successful bidder	As per the list of vehicles mentioned in Annexure-8 Location wise Vehicle List in page 37-37, out of 165 vehicles, 117 are hired vehicles. We would like to understand if these vehicles are permanently deployed for this work, or the vehicles may change at any point of time. In case of change of hired vehicles, what shall be the role of the successful bidder? Who shall bear the cost of misplacement/ damage/ removal/ tampering of GPS devices? Who shall bear the cost of removal and re-fitment of GPS devices if hired vehicles are changed?	Please refer corrigendum
22	3.3. Pre-Qualification Criteria	11	OEM Certificate The bidder shall provide Manufacturing Certificate/MAF for the proposed model of the GPS device.	Kindly provide the format of the MAF.	Please refer corrigendum



23	3.3	11	The bidder should have implemented VLT solution by installing minimum 200 VLT devices in any Central / State Government Department or Central/State Public Sector Units (PSUs) or any other Government (Central / State / PSU/ ULBs/Smart Cites SPV) in India in last three years on the due date of proposal submission.	Please include Private sector as well	As per RFP
24	3.3	12	The VLT device model which bidder proposes must be certified according to AIS-140 standard by CMVR test agency	Please clarify if you are looking for 2G or 4G device with a fall back network on 2G. Considering the future requirement, we would suggest you to have a 4G device	Bidder to propose best solution considering RFP guidelines
25	3.4	12	The bidder should have service center in Odisha, if bidder doesn't have service center in Odisha, it should open service center within 15 days from date of signing of the contract.	Can we submit the documentation in the third-party service center name along with the agreement to provide technical support?	As per RFP
26	3.4	13	The bidder should have implemented VLT solution by installing minimum 200 VLT devices in any Central / State Government Department or Central/State Public Sector Units (PSUs) or any other Government (Central / State / PSU/ ULBs/Smart Cites SPV) in India in last three years on the due date of proposal submission. • Per project 5 marks • Maximum 4 projects AND	1. Please include the private entity in the evaluation criteria for point number 2 and 3. 2. Please confirm if we can submit single project with 800+ VLT from a single customer rather than 4 projects and still get 20 marks 3. Please confirm if the clause no-2 refers to POs and clause no. 3 refers to the successful implementation as both clauses are very similar.	1. As per RFP 2. As per RFP 3. Please refer corrigendum 4. Please refer corrigendum

			<p>Successfully implemented the Vehicle Tracking device which is proposed in this proposal for any Govt. entity/ PSU / Private entity covering minimum 100 vehicles in India in last 5 years as on bid submission date.</p> <ul style="list-style-type: none"> • Per project 5 marks • Maximum 4 projects 	<p>4. Considering the current requirement is 165 devices, do we need to submit 4 projects with minimum of 200 or in total of 200 VLT devices.</p>	
27	3.5	14	<p>STA Odisha may place order for additional quantity of devices at the same quoted rate during the contract period</p>	<p>Please clarify on the additional quantity of devices requirement.</p>	<p>As per RFP Clause</p>
28	3.8	16	<p>A performance bank guarantee shall be equivalent to 5 % of total order value and shall be submitted by the successful bidder within 15 days of sig issuance of LoA. The performance bank guarantee shall be in the format provided in Annexure 7 shall be issued from any the nationalized bank and shall remain valid for entire contract period from the date of signing of the contract.</p>	<p>Please revise the performance bank guarantee to 3% of the total order value as per the guidelines as per the guidelines of ministry of finance.</p>	<p>Please refer corrigendum</p>
29	5.3	19	<p>Project Milestones</p>	<p>Please clarify if the bidder will be allowed to prioritize the cities as per the project plan of the cities will be shared by the customer.</p>	<p>Bidder may Prioritize the Cities</p>
30	5.8.3	23	<p>The Client, STA, Odisha, by 30 days of written notice sent to the Successful Bidder, may terminate the contract, in</p>	<p>Please increase the notice period from 30 days to 90 days</p>	<p>As per RFP</p>

			whole or in part, at any time for its convenience. The notice of termination shall specify that termination is for the client's convenience, the extent to which performance of the Successful Bidder under the contract is terminated, and the date upon which such termination becomes effective.		
31	5.9	25	Resolution time for device issue	Request to increase the resolution time to be increased to 72 hours as having service center presence, if 38 cities in one particular state would be a challenge for any service provider.	As per RFP
32	6.8	37	No. of Hired vehicles, Highway interceptors, Govt. Jeep	Please share the details of hired vehicles and highway interceptors	Will be shared with successful bidder