

13-Feb-2012

Clarifications on the EoI Document to Set-up Integrated Command and Control, Communication, Computer & Intelligence Operation Centre (C4I), Security and Surveillance System in Gautam Buddha Nagar

#	Clause No & Page No	Query/ clarification raised	Original Clause	Revised Clause/ Clarification
1.	2.2 Pg 6	Request for detailed list & technical details of the other systems that need to be integrated as this will enable estimation of the additional resources & efforts that would be required & feasibility to be examined	Brief scope of work	Details would be provided during the RFP stage
2.	2.2 Pg 6	Request for all related details like, number of police stations, beat points, sensitive locations, real estate building, parking lots, railway stations etc that are going to be part of C4I project	Brief scope of work	Details would be provided during the RFP stage
3.	2.2 Pg 6	Scope should articulate if data centre setup would be provided or would need to be done as part of project or professional data centre or non IT data centre would need to be created	Brief scope of work	Details would be provided during the RFP stage
4.	2.2.4 Pg 9	Please clarify whether applicant has to build separate Fibre optic network for this project or has to only provision for it like by taking bandwidth from the telecom operator or equivalent service provider	The project includes provision of optic fiber network, as well as preparation of the final system design (FSD), documenting all system components, preparation of input like messages, dynamic sign contents, response/ action plans, etc. according to the Client's requirements, coordination with the Client on training and maintenance by providing technical support.	Clarification: A separate and dedicated fibre optic network will be developed/ laid for the Project.
5.	5.6. (i) Pg 31	Request for Exclusion of Joint Venture requirement. The consortium will be signing the contract with prime bidder having overall responsibility with each consortium member liable for their portion of work.	The Project shall be undertaken by a Special Purpose Company (SPC) which will be incorporated by the Parties in line with the shareholding commitments expressly stated under the EoI, RfP and the Project Agreement. The said SPC shall not undertake any other business during the Project Period.	No change

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6.	2.5.4 Pg 10	<ul style="list-style-type: none"> ▶ Request for removal of equity shareholding information of consortium partners, as this is not relevant for consortium. The scope spilt of work would be shared for your perusal. ▶ MOU between consortium partners shall be submitted during RFP (or next stage of the process) and not at EOI submission stage. ▶ Since lead member require minimum 51% and 33% minimum is required for technical criteria, so only 2 consortium member will need to need for criteria instead of 3 which is allowed for consortium. Request for 33% mentioned should be replaced with minimum 20% or more. 	<p>The application submitted by a Consortium should comply with the following additional requirements (failing which shall result into disqualification of the Applicant):</p> <ul style="list-style-type: none"> ▶ Number of member in a Consortium should be limited to three (3) ▶ The EOI should contain the information required for each member of the Consortium ▶ The EOI should include a broad description of the roles and responsibilities of each of the members of the Consortium ▶ Each Consortium must specify the proposed equity shareholding and nominate a lead member of the Consortium and must submit the Power of Attorney by all members of the Consortium in favor of the lead member ▶ An individual Applicant cannot at the same time be a member of a Consortium applying for this Project. Further, a member of a particular Consortium cannot be member of any other Consortium applying for this Project ▶ The Consortium shall submit a Memorandum of Understanding (MoU) which shall clearly state who is the lead member. ▶ Members of the Consortium shall enter into a memorandum of understanding (MoU) specific to this Project which shall be submitted with the EOI. The MoU shall, inter alia: ▶ Convey the intent to form a joint venture/ company, with shareholding commitments(s) in accordance with the EOI Document, which would enter into the Project Agreement and subsequently carry out all the responsibilities as Implementing Agency in terms of the Project Agreement, in case the Project is 	<ul style="list-style-type: none"> ▶ No Change ▶ EoIs without MoU shall be considered non-conforming and shall be disqualified.

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			<p>awarded to the Consortium.</p> <ul style="list-style-type: none"> ▶ Clearly outline the proposed roles and responsibilities of each member at each stage. ▶ Lead member in the Consortium shall be an Indian Company having minimum stake of 51% in Consortium or more with management control in JV in Indian Co's hand and with Indian Citizen. ▶ Lead Member will own at least 51% equity of the Consortium and that each of the other Consortium Members shall hold at least 10% of the equity of the Consortium until the Commissioning Date of the Project is achieved. Post Commissioning Date, the Lead Member will be required to maintain a minimum equity stake of 33% while the member/s other than the Lead Member shall hold a minimum equity of 10% in the Consortium throughout the Project Period. ▶ The members of the Consortium shall be jointly and severally liable for the execution of the Project in accordance with the terms of the Project Agreement. ▶ The lead member in the Consortium alone or in collaboration with the Consortium members must meet the terms and conditions for eligibility criteria. ▶ The Consortium as a whole must be a sound entity both technically and financially. ▶ If the successful Applicant is a Consortium, the Project Agreement shall be signed with the entire Consortium i.e. all the Consortium members shall be a party to the Project Agreement. 	

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7.	4.2.1 Pg 18	Request for detailed requirement of this clause – as to why all 400 outdoor cameras should have video analytics associated with their video channel. This does not seem to be a technically viable (as it may lead to loss of camera efficiency depending on the location where camera is deployed), security and commercially viable option. So request to revise this requirement to ask video analytics in some of the outdoor cameras. Additionally, also as an alternative to this clause, consider experience of 1 (one) large project of the bidder/consortium member rather than 5 smaller projects & it may bring competitive advantage to Noida Authority.	The Applicant should have deployed Four Hundred (400) outdoor cameras in a single project all with outdoor video analytic (not embedded in the camera), and in addition have completed at least five video surveillance projects with more than Two Hundred (200) cameras in each project in last Five (5) years.	The revised clause (4.2.1.) should be read as “The Applicant should have deployed Four Hundred (400) outdoor cameras in a single project all with outdoor video analytic (not embedded in the camera), and in addition have completed more than One (1) and upto Five (5) video surveillance projects with total of more than One Thousand (1,000) cameras in last Five (5) years, provided each such project should have minimum Two hundred (200) cameras”.
8.	4.2.2 Pg 18	Request to consider experience of at least 500 ANPR cameras in one larger project rather than in 5 small projects.	The Applicant must have an experience of at least Five (5) projects over the last Five (5) years for ANPR systems, deploying at least Two Hundred (200) ANPR Cameras. One (1) of these should contain at least One Hundred (100) ANPR cameras that are connected to a single command and control center.	The revised clause (4.2.2.) should be read as “The Applicant must have an experience of more than One (1) and upto Five (5) projects over the last Five (5) years for ANPR systems, deploying at least Two Hundred (200) ANPR Cameras. One (1) of these should contain at least One Hundred (100) ANPR cameras that are connected to a single command and control center”.
9.	4.2.3 Pg 18	Request for consideration of System Integrator/O&M experience in various Indian Government projects, Government departments or with customer overseas and request for considering reducing the number of project from 10 small project to 1 or 2 large projects.	O&M: Applicants shall be engaged in at least Ten (10) completed or ongoing service contract for security and safety systems and with an average turnover of at least INR 25 crore per annum for the from security and safety contracts.	The revised clause (4.2.3.) should be read as “O&M: Applicants shall be engaged in at least Five (5) and upto Ten (10) completed or ongoing service contract for security and safety systems and with an average turnover of at least INR 25 crore per annum during the last Three (3) years from security and safety contracts”.

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10.	4.2.4 Pg 18	<p>The clause of 300 Kms F/O be removed and replaced by SWAN experience.</p> <p>Each security concept or project is unique & specifying only one technology like ring topology will limit competition. Request for modify this clause as other technology players also bring design & engineering parameters which are unique to each security concept.</p>	<p>The Applicant should have deployed over the last Five (5) years at least One (1) project that includes telecommunication backbone for multiservice network covering Audio, Video and Data systems, that includes at least Forty (40) communication switches connected by F/O cabling, and implemented ring architecture for redundant communication. In addition, The Applicant should have deployed over the last Five (5) years at least One (1) project that includes minimum 300 KM of F/O communication with at least Forty (40) communication switches, all connected to a central redundant switch. Of the above Video management system projects the Applicant should have executed at least One (1) project with the same vendor as would be proposed by the Applicant.</p>	<p>The revised clause (4.2.4.) should be read as “The Applicant should have deployed over the last Five (5) years at least One (1) project that includes telecommunication backbone for multiservice network covering Audio, Video and Data systems, that includes at least Forty (40) communication switches connected by F/O cabling, and implemented ring architecture for redundant communication (or any other topology capable of achieving 100% redundancy). In addition, The Applicant should have deployed over the last Five (5) years at least One (1) project that includes minimum 300 KM of F/O communication with at least Forty (40) communication switches, all connected to a central redundant switch. Of the above Video management system projects the Applicant should have executed at least One (1) project with the same vendor as would be proposed by the Applicant”.</p>
11.	4.2.5 Pg 18	<p>Request for change of 5 command and control systems to 2 command & control systems. This shall enable global large companies of integrated security solution domain to also participate & provide their experience to Noida Authority from very large project done by them globally</p>	<p>The Applicant should have deployed and integrated over the last Five (5) years at least Five (5) Command & Control systems each of them comprises of at least Four (4) out of the following sub systems, connected by IP network: i. Video surveillance systems; ii. Fence laser systems for perimeter protection; iii. Outdoor Video analytics; iv. Intrusion detection systems; v. ANPR systems; vi. Access Control; vii. Intercom or PA; viii. CAD/ C4I and AVLS; ix. Tetra</p>	<p>No change</p>

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12.	4.2.6 Pg 18	Request for relaxation in the number of projects experience of at least five (5) security & surveillance projects for Govt of India or abroad to a large one (1) project. Request for deletion of Government in India in this clause. Clarification regarding whether the term "abroad" refers to Government projects overseas?	The Applicant should have experience of implementing at least Five (5) security & Surveillance projects for Government in India or abroad.	<ul style="list-style-type: none"> ▶ Clarification: The term "abroad" refers to projects experience with Government in foreign countries. ▶ No change in the clause
13.	4.2.7 Pg 19	Request for considering completion certificate for completed portion of the project as the scope is under continuous enhancement. Also, request for considering self declaration due to sensitive nature of customers where implementation of the Security/surveillance solution is being done.	<ul style="list-style-type: none"> ▶ The Eligible Projects as described above should include the supply, installation, system integration and commissioning of the complete equipment and solutions for the projects on its own. ▶ In case the Applicant or the Consortium member claiming the above experience was by way of a joint venture/ Consortium with any other partner, the Applicant/ Consortium members' scope of the work/ responsibility should comprise of the above experience (documentary evidence to be enclosed). 	<ul style="list-style-type: none"> ▶ Clarification: Phased completion certificates shall be considered and accepted. However, client certificates are must. Only self declarations will not be considered. ▶ No change in the clause
14.	4.2.7 Pg 19	The Applicants should be allowed to present the experiences of the Parent company.	▶ The qualification should be from the Consortium or Joint Venture group members on their own. Qualifications from a parent company or an affiliate company or group of affiliate companies shall not be considered.	<ul style="list-style-type: none"> ▶ Clarification: The Applicant has an option to get the Parent Company as a Consortium Partner ▶ No change in the clause
15.	2.5.4 Pg 11	Each member of the consortium can take responsibility of its own area/ domain. Request for amending liability upto each members to the extent of role in the project in terms of domain expertise.	The members of the Consortium shall be jointly and severally liable for the execution of the Project in accordance with the terms of the Project Agreement.	No change
16.	Proforma 6 Pg 31	Please clarify whether this SPC needs to be registered entity.	The Project shall be undertaken by a Special Purpose Company (SPC) which will be incorporated by the Parties in line with the shareholding commitments expressly stated under the EoI, RfP and the Project Agreement.	Yes, SPC needs to be registered entity. However, this is not a requirement at the EoI stage.

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			The said SPC shall not undertake any other business during the Project Period.	
17.	Proforma 6 & 7	For foreign companies, should not be insisted on this documentation and they may do it on their letter head and scanned copy should be submitted attested by the lead bidder. Request for signed PDF to be submitted and time of a month to be provided to submit originals.	[To be executed on non-judicial stamp paper of the appropriate value in accordance with relevant Stamp Act. The stamp paper to be in the name of the company who is issuing the power of attorney.]	No change
18.	2.5.2 Pg 10	Request for removing chartered accountants/statutory auditor for foreign companies and accept board resolution for authorizing the signatory to sign the EOI on behalf of the company.	The Applicant should submit a Board resolution, verified by the statutory auditors/chartered accountants of the company, authorizing the signatory of the Applicant to sign the EOI on behalf of the company.	The revised clause (2.5.2.) should be read as “The Applicants should submit a Board resolution authorizing ‘the Signatory’ of the Applicant to sign the EOI on behalf of the Company”.
19.	4.1.1. and 4.1.2. Pg 17	Clarifications regarding the year/ period for financial criteria.	4.1.1 The Applicant shall have an average annual turnover of minimum INR 1,000 crore during the past three (3) financial years (last year to be considered will be FY 2011/ 2010-11). The Applicant has to submit the annual report/ audited accounts for the last three (3) years to establish the turnover. In case the Applicant or the Consortium members are subsidiary companies, the immediate parent company’s financials shall be considered. 4.1.2 The Net Worth of the Applicant (either sole or Consortium) should be at least INR 500 crore as on the close of last financial year (FY 2011/ 2010-11).	Revised clauses: 4.1.1 The Applicant shall have an average annual turnover of minimum INR 1,000 crore during the past three (3) years (last year to be considered will be Year 2010/ FY 2010-11). The Applicant has to submit the annual report/ audited accounts for the last three (3) years to establish the turnover. In case the Applicant or the Consortium members are subsidiary companies, the holding company’s financials shall also be considered. 4.1.2 The Net Worth of the Applicant (either sole or Consortium) should be at least INR 500 crore as on the close of last year (Year 2010/ FY 2010-11).