

Request for Proposal

For

A Comprehensive Smart Solution for Mine Digitalization and real-time Monitoring of Vehicles for GMDC's multiple mines

RFP No.: GMDC/CO/IT/SM/01/2024-25

Answer to Pre - Bid Queries and Corrigendum - 3

Gujarat Mineral Development Corporation

6 January 2025

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Sl. No.	RFP Document Reference (Section and Page no.)	Content of RFP requiring clarification	Clarification sought	Draft Response/ Addendum/ Corrigendum if any
1.	Section-VIII (Payment Terms) Delivery of all Hardware along with all accessories	PAYMENT TERMS a) The payment shall be made by GMDC as per the payment terms specified hereunder.	As the project involves software development as well as procurement of hardware from OEMs, both of these components work independently but coterminus with each other. Procurement and commissioning of hardware is approximately 60% of the overall capital deliverable scope, payment terms for which is significantly different from those of the software component due to back to back dependencies and cashflow requirements from the OEMs. furthermore, in the current format of the payment terms proposed, we understand that "aggregate value of total delivered capital items" and "aggregate value of total installed capital items" (which should include the software components under table B) are different from each other, leading to discrepancy in the total realised figure. We request the client to have separate payment terms of the software and Hardware components. Proposed payment terms on sheet 1	Kindly refer Annexure 1 of this document.
2.	Section-VIII (Payment Terms), Page No 96 Successful Installation and Commissioning and issuance of Go-Live certificate	PAYMENT TERMS a) The payment shall be made by GMDC as per the payment terms specified hereunder.	We request client to kindly consider following payment clause against successful installation and Commissioning: Proposed payment terms on sheet 1	Kindly refer Annexure 1 of this document.
3.	Section-VIII (Payment Terms), Page No 96 Six months of successful operations during the stabilization period after the Issuance of Go-Live Certificate	PAYMENT TERMS a) The payment shall be made by GMDC as per the payment terms specified hereunder.	We request client to kindly consider following payment clause against successful stabilization period: Proposed payment terms on sheet 1	Kindly refer Annexure 1 of this document.
4.	Section-VIII (Payment Terms), Page No 96 Twelve months of successful Operations during the warranty period after the Issuance of Go-Live Certificate	PAYMENT TERMS a) The payment shall be made by GMDC as per the payment terms specified hereunder.	We request client to kindly consider following payment clause against successful Operations during the warranty period: Proposed payment terms on sheet 1	Kindly refer Annexure 1 of this document.

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5.	SECTION X: ANNEXURES, Page No 138 Annexure 3: Auditor's Certificate for Turnover for bidder	Annexure	Requesting client to kindly deem admissible the format provided by the auditor for compliance under " auditor's Certificate for Turnover the bidder", where the content of the certificate will be scrutable as per the RFP's pre-qualification criteria however the verbiage used shall be that of the Statutory Auditor's/ Registered Chartered Accountant's on their respective letter head.	The bidder should submit turnover certificate from Auditor / registered CA specifying / endorsing audited turnover.
6.	Generic	Working Capital	Since working capital is a vital indicator of a bidder's financial stability and ability to manage daily operational expenses without cash flow risks, we kindly request the client to incorporate a working capital clause into the Prequalification criteria. proposed clause could state: "The bidder must demonstrate a minimum working capital of [insert amount in INR] in the most recent fiscal year, verified through audited financial statements or a certified letter from the bidder's bank."	No change. RFP conditions prevails
7.	Generic	Date Extension	Given the extensive scope of work, we have a limited timeframe to prepare a comprehensive bid. To ensure a high-quality proposal, we respectfully request an extension of at least 15 days from the date of submission deadline.	Kindly refer Annexure 4 of this document.
8.	Page No. 46, Clause C General Functionalities of the Mine Digitalization Solution	All Items/ Subsystems (e.g. Camera, Radio Link, handheld reader device etc.) should be supplied with suitable accessories including required cords for Power Supply and Network Connection, Fixing/ Placement arrangement etc. as applicable, even if the same are not specifically mentioned in BOQ/Technical Specifications	Since the RFP is silent on the supporting structures (three legged pole, tower etc.) for the radio linking of the touch point, we request you to kindly clarify if the same shall be covered by GMDC or by the successful bidder. If by the successful bidder, kindly provide the required specifications for the structures	The scope of procurement and management for three leg poles (until 9 meter height) and ground based self-supporting towers (for more than 9 meter height) are in the successful bidder/ service provider's scope. Kindly refer to Annexure 2 for further details on the same for price bid line items. The bidder to note that the exact requirement of the poles and tower will be finalized post the As- Is assessment study
9.	Page No. 9 /Definitions	Consortiums are not permitted.	As automation of mining is a new emerging field in India and lots of work is to be done in this area. To ensure maintenance and improve the quality of the Mine Digitalization Solution it is essential to permit a minimum two bidders' consortium. Each having domain expertise in either software or hardware solutions.	As per the relevant provisions of the RFP, the Consortium is not permitted to participate as Bidder.

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Sl. No.	RFP Document Reference (Section and Page no.)	Content of RFP requiring clarification	Clarification sought	Draft Response/ Addendum/ Corrigendum if any
10.	BOQ Item	Rack	It has been observed that rack is not considered in the current Bill of Quantities (BOQ) Item. As it is important for the proper storage and smooth functioning of all IT equipment's, we kindly request that it be added smart rack to the tender BOQ.	12 U Rack (non AC) per checkpoint to be procured and installed by the service provider. The rack shall be industrial standard rack for mine checkpoint use.
11.	6KVA UPS	Input voltage range : Half load (110-300) + 5VAC, Full load (176-300) + 5VAC	As per industry standard the Input voltage range : Half load 100 to 280V) + 5VAC, Full load (176 -280V) + 5VAC, we request you to amend the same to encourage greater participation from UPS's OEMs.	The said specification is amended as: Input voltage range : Half load ((100V to 110V) - (280V to 300V) + 5VAC, Full load (176 to (280 - 300) + 5VAC The Service Provider shall need to keep batteries of UPS outside the Rack
12.	6KVA UPS	Operating Temperature: 0°C to 50°C	As per industry standard the Operating Temperature should be 0°C to 40°C, we request you to amend the same to encourage greater participation from UPS's OEMs.	Agreed.
13.	Due date of submission	Due Date for Submission of EOI on or before 21.12.2024	We kindly request you for extending the submission deadline by a minimum of three weeks from the existing due date.	Kindly refer Annexure 4 of this document.
14.			Please allow Consortium to bid in this RFP, as combination of Hardware experience along with Oracle APEX is hardly available within one organization.	Kindly refer to answer to pre-bid query response no. 9 of this document.
15.			Smart Racks: Minimum 2 Racks for optimal space and configuration flexibility. These racks are designed for enhanced organization, airflow management, and easy expansion, ensuring both efficiency and scalability.	Kindly refer to Response to pre-bid query no. 10 of this document.
16.			Cooling System: 7 kW Cooling per Rack to ensure optimal temperature control for your equipment, promoting longevity and reducing the risk of overheating. Redundancy (N+N) to ensure constant operation without any downtime. This setup will ensure that if one unit fails, the other is still operational, ensuring uninterrupted cooling.	No cooling system required in rack. However, bidder to supply and install one quantity of 2 Ton inverter AC (with star ranking of 3 or above) per mine checkpoint which shall be from the following make: OGeneral, Daikin, Mitsubishi, LG, Samsung. A separate line item is added for the same in the price bid. Kindly check the Annexure 2 of this document for the same. Service Provider shall need to keep outdoor unit of AC outside the cabin

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17.			UPS System: 10 kVA UPS with 10 Minutes Backup to provide power protection and short- term autonomy in case of power failures. Redundancy (N+N) for the UPS, ensuring that both units are available for power protection, offering enhanced reliability and resilience. This solution ensures that both the cooling and UPS systems will operate efficiently, providing your systems with the redundancy and uptime needed for critical operations.	RFP conditions prevails.

ANNEXURE 1: Amended Payment Terms

The RFP Section 8 Chapter 2 a) Payment Terms are amended as below.

Milestone	Payment Amount (Software)	Payment Amount (Hardware)	Timeline for processing invoice	Submission and Approval required for the Payment
Approval from GMDC for Solution design and SRSD	30% of the aggregate value of the software capital items (Table B)	-	Within 30 days from the receipt of Invoice	<ul style="list-style-type: none"> • Invoice • Approval from GMDC to service provider for SRSD finalization.
Delivery of all Hardware along with all accessories	-	50% of the aggregate value of total delivered hardware capital items (Table A)	Within 30 days from the receipt of Invoice	<ul style="list-style-type: none"> • Invoice. • Delivery challan confirmation at site for respective site.
Successful Installation and Commissioning and issuance of Go-Live certificate	60% of the aggregate value of the software capital items (Table B)	40% of the aggregate value of total delivered hardware capital items (Table A)	Within 30 days from the receipt of Invoice	<ul style="list-style-type: none"> • Invoice. • Successful Installation and commissioning Go-Live Certificate issued by GM Projects of respective site.
Six months of successful operations during the stabilization period after the Issuance of Go Live Certificate	5% of the aggregate value of total installed software capital items (Table B)	5% of the aggregate value of total installed hardware capital items (Table A)	Within 30 days from the receipt of Invoice	<ul style="list-style-type: none"> • Invoice • SLA Report
Twelve months of successful Operations during the warranty period after the Issuance of Go Live Certificate	5% of the aggregate value of total installed software capital items (Table B)	5% of the aggregate value of total installed hardware capital items (Table A)	Within 30 days from the receipt of Invoice	<ul style="list-style-type: none"> • Invoice. • Issuance of Project Acceptance Certificate. • SLA Report

Other provisions of the Section 8 Chapter 2 remains unchanged.

ANNEXURE 2: AMENDED line item in PRICE BID FORMAT (TABLE A and Table E)

In continuation of Amended Price Bid Format provided in Corrigendum 2, additional Six Hardware items stands added to Price Bid Table A and Table E as below.

Table A: Prices for Hardware (Capital item)

Sr. No.	Items	No. of Units (A)	Base Rate per Unit (B)	Applicable taxes/GST (C)	Total D=(A*(B+C))
6.	Poles (10 ft.)	18			
7.	ANPR Bullet Camera	15			
9.	Controllers	8			
13.	6 KVA UPS (2 hrs backup)	8			
15.	L2 Network Switch	8			
19.	Three Leg Pole for Radio Links (9 meter)*	1			
20.	Ground based self supporting tower (12 meter)*	1			
21.	Ground based self supporting tower (18 meter)*	1			
22.	Ground based self supporting tower (30 meter)*	1			
23.	12U Rack (non- AC)	8			
24.	2 Ton Inverter Air Conditioner with outdoor unit	8			
25.	Poles for Ultrasonic sensors (5 ft.)	12			

Table E: Yearly Comprehensive Annual maintenance Contract rate for Hardware (in case of issuance of sub-order within the rate validity period)

Sr. No.	Items	No. of Units (A)	Base Rate per Unit (B)	Applicable taxes/GST (C)	Total D=(A*(B+C))
18.	Three Leg Pole for Radio Links (9 meter)*	1			
19.	Ground based self-supporting tower (12 meter)*	1			
20.	Ground based self-supporting tower (18 meter)*	1			
21.	Ground based self-supporting tower (30 meter)*	1			
22.	12U Rack (non-AC)	1			
23.	2 Ton Inverter Air Conditioner with outdoor unit	1			
24.	Poles for Ultrasonic sensors (5 ft.)	1			

**Only one quantity of different categories of poles required for installation of Radio link is specified in price Bid tables A and E for the purpose of price discovery. The quantities of such items shall be finalized during the AS IS Study phase. The payment for actual finalized quantities shall be made at above rates as per the Payment Terms. The installation of required poles and tower's at mine site are in the service provider's scope of work.*

Rest all the clauses and line items remains unchanged for this Chapter.

Annexure 3: Service Level Benchmarks

For B. Default in Performance during the Warranty and Annual Maintenance Period:

Sr. No.	Service Level Item	Description	Target Service Level	Measurement Period	Damages
11*	Availability of Air Conditioner (AC)	AC shall be available with accurate performance	99%	To be measured Daily but Quarterly average shall be considered for calculation of Damages	For every decrease of 0.50% in availability of the indoor/outdoor unit in a quarter, a penalty of INR 2000 shall be imposed.

*Addition of one SLA. Rest all SLAs are having no change.

Annexure 4: The Schedule of Bidding specified in amended Corrigendum 2 Bid submission events stands amended as below.

#	Event Description	Clause as per RFP	Amended Clause
5	Online Submission of Price Bid	The Price Bid is to be submitted online only at designated place on https://tender.nprocure.com 10/01/2025 up-to 15:00 hrs. and (i) any submission of offline price bid (i.e., physical submission) or (ii) submission of price bid along with technical bid will lead to disqualification. A copy of instruments or information pertaining to it may be required to be submitted online at the time of submission of Price bid. Technical Bid is not to be submitted online, but should be submitted in physical offline mode after the submission of the Price Bid at the designated address by the deadline mentioned.	The Price Bid is to be submitted online only at designated place on https://tender.nprocure.com 17/01/2025 up-to 15:00 hrs. and (i) any submission of offline price bid (i.e., physical submission) or (ii) submission of price bid along with technical bid will lead to disqualification. A copy of instruments or information pertaining to it may be required to be submitted online at the time of submission of Price bid. Technical Bid is not to be submitted online, but should be submitted in physical offline mode after the submission of the Price Bid at the designated address by the deadline mentioned.
6	Last Date and Time of Submission of Technical Bid, RFP Fees & EMD in Hard Copy	The Technical Bid is to be submitted offline, on or before 10/01/2025 up to 15:00 Hrs. at GMDC office situated at Khanij Bhavan, 132-ft. Ring Road, Gujarat University Ground, Vastrapur, Ahmedabad- 380052, by Speed Post/RPAD/Hand delivery/Courier in sealed cover duly super scribed as mentioned in the RFP.	The Technical Bid is to be submitted offline, on or before 17/01/2025 up to 15:00 Hrs. at GMDC office situated at Khanij Bhavan, 132-ft. Ring Road, Gujarat University Ground, Vastrapur, Ahmedabad- 380052, by Speed Post/RPAD/Hand delivery/Courier in sealed cover duly super scribed as mentioned in the RFP.
7	Opening of Technical Bid	On 10/01/2025 AT 16:00 Hrs. at GMDC office	On 17/01/2025 AT 16:00 Hrs. at GMDC office