

Resonse to Pre-Bid Queries CCTV meeting dated 23.03.2016

Project Name: SUPPLY, INSTALLATION, TESTING & COMMISSIONING OF CCTV SURVEILLANCE SYSTEM WITHIN DELHI AREA

Tender No. : ICSIL/12/184(2)/CCTV/2015-16/Vol 3 dated 19.03.2016

S. No.	Tender Document Reference(s) (Section, Page)	Tender clause	Bidder's Query	ICSIL Response
Name of the Bidder: FLIR INC				
1	3.1, ELIGIBILITY CRITERIA(3.1.10, Pg 6)	3.1.12 The OEM for the product being offered for active component should have their office in India for a min of 8 years on the date of bidding.	Kindly change it to OEM for the product being offered for active component should have direct presence in India from min of 8 years on the date of Bidding.	The Clause has been amended to " The OEM for the product being offered for active components should have own office with service and support center in Delhi/NCR registered under company act 1956 , for a min period of 4 years on the date of bidding. The average turn over (worldwide) of the OEM should be min Rs. 1000 Cr. (In INR. equivalent) in each of the last 5 financial years. The OEM must have installed base of at least 5000 cameras in the public safety domain in India as on 31/12/2015 with minimum one single order of 2000 cameras, which should be in operation for atleast 1 year on the date of bidding . The OEM to provide documentary evidence. Joint venture (JV) / Partner/Distributors of OEM's. not allowed .
2	1.1 Analog IR Vari-Focal Bullet HD Camera(S.No.6 , Pg 56)	IR Light & Distance: Minimum 50 Mtrs or better.	Standard range for analog bullet cameras ranges upto 30 to 35 m. so, kindly change IR light distance to 35 m or better.	The IR Light and distance requirement has been amended to 30 mtrs or better.
3	1.1 Analog IR Vari-Focal Bullet HD Camera(S.No.7 , Pg 56)	View of Angle: 109° to 22° Horizontal View	kindly change the angle of view to 34-90° as specs is asking for 2.8-12mm lens so 34-90° horizontal view should be applicable and sufficient to meet the requirement.	
4	1.1 Analog IR Vari-Focal Bullet HD Camera(S.No.24 , Pg 57)	Certification,CE, RoHS & EN/UL standards for Safety.	FCC, CE, ROHS should also be acceptable. Pls confirm.	CE/FCC/EN/RoHS/UL accepted
5	Technical Specification, Pg 69 ,1. Analog HD Camera	Approved Make : Honeywell/Panasonic/Sony/Bosch/Pelco/DVtel/Samsung/Axis	Please change the name of the OEM " DVTEL" to "FLIR" as FLIR Systems which is an renowned name and world leader in thermal and visible cameras has acquired DVTEL. Press release Document for ""FLIR System acquires DVTEL"" dated 30th November, 2015 also attached for reference.	The approved Make requirement in the tender is relaxed for camera and DVR systems. The bidders to quote OEM product/s which meet the OEM qualifications as per s.no. 1 above.
6	2. Digital Video Recorder, Pg 71	Approved Make : Honeywell/Panasonic/Sony/Bosch/Pelco/ DVtel/Samsung/Axis	Please change the name of the OEM " DVTEL" to "FLIR" as FLIR Systems which is an renowned name and world leader in thermal and visible cameras has acquired DVTEL. Press release Document for ""FLIR System acquires DVTEL"" dated 30th November, 2015 also attached for reference.	Same as above at s.no. 5
Name of the Bidder: M/s SAM INFOSYSTEMS				

7	3.1.11, Page-5	CCTV Camera, DVR, Recording, Analytics Software should be of same OEM. The OEM must be registered with open industry forum for the development of a global standard for the interface of network video products- ONVIF & PSIA.	We have gone through the tender and no where you have asked for Analytics. So kindly remove this clause that CCTV Camera, DVR, Recording, Analytics Software should be of same OEM. Secondly, ONVIF & PSIA is required for IP Solution for the compatibility between various brands while you are asking for the Analog solution. So please remove this clause.	CCTV Camera, DVR shall be from same OEM. ONVIF/PSIA acceptable
8	3.1.12 , Page-6	The OEM for the product being offered for active component should have their office in India for a min of 8 years on the date of bidding.	There are OEMs which are available in INDIA through their Authorized partner and doing good business and providing satisfactory support to their clients. So kindly remove this 8 years clause so that they may also participate in this tender and you may get better prices with healthy competition. The main OEM who introduced the HD Analog to CCTV industry and patented this technology can't even bid due this this clause.	The Clause has already been amended at S.no. 1 above.
9	5.1.4. SYSTEM DESCRIPTION, Page 19	a. Each CCTV camera shall have a video at 1080P (HD Format) and 30/25 frames and a dual stream capability such that the viewing and recording at different resolutions and frames per second are possible.	In technical specifications you have asked for 1.3 MP Camera only so 1080P (2MP) is contradictory here.	The Clause has been amended to " Each CCTV camera shall have a video at 720P/1080P/ (HD Format) and 30/25 frames.
10	5.1.4. SYSTEM DESCRIPTION, Page 19	c. The storage device for recording shall be external and of standard make with RAID 0, 1, 5 protections.	In technical specifications you have asked for NVR based solution with internal storage while this clause is asking external storage with RAID 0, 1, 5 protections.....Please clarify.	Internal storage is acceptable for the current requirement. The DVR should have the provision to connect an external storage in future with RAID 0, 1, 5 protections. Moreover Provision for USB pen drive in the DVR should be available.
11	5.1.4. SYSTEM DESCRIPTION, Page 20	d. The recording shall be stored for at least 30 days at 720P resolution, 25/20 frames per second. However the system should be capable of recording at 1080P 30/25 frames per second for all cameras.	As you are asking for 1.3 MP Camera and recording at 720P resolution, so kindly amend the recording capability to 720P.....this will help you in getting the better pricing.	The Clause is amended as "The recording shall be stored for at least 30 days at 720P resolution, 25/20 frames per second. However the system should be capable of recording at 720P/1080P, 30/25 frames per second for all cameras"
12	5.1.5. GENERAL REQUIREMENTS, Page 20	5.1.5.1. Manufactured products shall be quality system compliant and shall be UL, EN, FCC certified as required.	Please relax between UL & EN and amend it to UL/EN.	The Clause has already been amended at S.no. 4 above.
13	Page No.69 and so on..	Approved Make : Honeywell/Panasonic/Sony/Bosch/Pelco/DVtel/Samsung/Axis	We request you to add CP PLUS and Dahua in approved makes. At the same time this will help you in creating good and healthy competition between the various brands to get aggressive prices.	The Clause has been amended at S.no. 5 above.

Name of the Bidder: M/s Technosys security systems Pvt Ltd -

14	3.1.5 Section 3 Page -5	Average Annual Turnover of the Bidder should be minimum 10Cr for the 3 Years .2012-13,2013-2014,&2014-2015.Attach Copies of Audit Balance.	It should be 15cr as the Project is Very huge and Prestigious	No change in tender clause.
15	3.1.9 Section3 Page -5	The Bidder Should Enclose MAF from the OEM for all relvent active Components VIZ,CCTV Camera,DVR,UPS,LED,Monitor,t hat would be require in Tender bidder to submit orginial on OEM letter head ,Duly signed by Authorized Signatory (Scan Copy,Email copy,Photo copy of MAF will not be Considered.	Should considered Scan Copy,Email,Photo Copy (Attested by Notary) and can produce the Same if Reuired .It is for to reduce the Time of Tender Preparation.	Scan Copy /Photo Copy on OEM letter head is acceptable at the time of bid submission. However the bidder needs to submit the original MAF from OEM before opening of the price bid.
16	3.1.12. Section 3 Page no-6	The OEM for the Product being offered for active component should have their office in India for Minimum 8 Years on the date of bidding.	Request to change as" OEM or bidder Should have their office in India for Minimum 8 Years on the date of Bidding." As bidder is responsible for provided after sales support .	The Clause has already been amended at S.no. 1 above.

17	3.1.14 Section3 Page no-6	The Bidder should have Executed one project of SITC of Rs 100 Lacs or above involving minimum 100 Cameras with DVR/VMS or 2 Projects of Rs 75 Lacs or above minimum 75 Cameras with each DVR/VMS or 3 Projects of Rs 50 Lacs involving Minimum 50 Cmeras or More with DVR/VMS DURING LAST 5 Years.	Request to change as "Executed one project of SITC of Rs 400 Lacs or above involving minimum 300 Cameras with DVR/VMS or 2 Projects of Rs 300 Lacs or above minimum 200 Cameras with each DVR/VMS or 3 Projects of Rs 200 Lacs involving Minimum 150 Cmeras or More with DVR/VMS DURING LAST 5 Years."	No change in tender clause
18	3.1.16 Section 3 Page 6	The Bidder should have at least 20 Technical resources in CCTV surveillance domain on its Payroll .This is to justify that the Bidder is serious about his business of CCTV Which will ensure Long Term after Sales support and spare parts support from the Bidder .Bidder to Produce dcumentry proof to establish the eligibilty i,e list of employees with the EPF Details.	Rquest to change as " bidder should have at least 30 Technical resources in CCTV surveillance domain on its Payroll .This is to justify that the Bidder is serious about his business of CCTV Which will ensure Long Term after Sales support and spare parts support from the Bidder .Bidder to Produce dcumentry proof to establish the eligibilty i,e list of employees with the EPF Details.	The Clause has been amended to " The Bidder should have at least 20 Technical resources in CCTV surveillance domain on its Payroll .This is to justify that the Bidder is serious about his business of CCTV Which will ensure Long Term after Sales support and spare parts support from the Bidder .Bidder to Produce dcumentry proof to establish the eligibilty i,e list of employees with the EPF Details. In absence of EPF, the RTGS details of the salary payment made for last 3 months as on 29th feb,2016 should be attached with tender response, for each such employee who are not under EPF."
19	1.1 Section 9 Page no 69.	Approved Makes Honeywell/Panasonic/Sony/Bosch/Pelco/Dvtel/Samsung/Axis in analouge cameras	In given approved make most of the co. is not manufacturing Analuge CCTV & DVR , So very less oem is left , for avoid cartel it should be open for all establish brand , it is advisable that you should mention " top 10 Companies listed in HIS/IMS Report 2015.	The Clause has been amended at S.no. 5 above.
Name of the Bidder: M/s Aditya Infotech Ltd.				
20	3.1.11, Page-5	CCTV Camera, DVR, Recording, Analytics Software should be of same OEM. The OEM must be registered with open industry forum for the development of a global standard for the interface of network video products- ONVIF & PSIA.	We have gone through the tender and no where you have asked for Analytics. So kindly remove this clause that CCTV Camera, DVR, Recording, Analytics Software should be of same OEM. Secondly, ONVIF & PSIA is required for IP Solution for the compatibility between various brands while you are asking for the Analog solution. So please remove this clause.	CCTV Camera, DVR shall be from same OEM. ONVIF/PSIA acceptable

21	3.1.12 , Page-6	The OEM for the product being offered for active component should have their office in India for a min of 8 years on the date of bidding.	There are OEMs which are available in INDIA through their Authorized partner and doing good business and providing satisfactory support to their clients. So kindly remove this 8 years clause so that they may also participate in this tender and you may get better prices with healthy competition. The main OEM who introduced the HD Analog to CCTV industry and patented this technology can't even bid due this this clause.	The Clause has already been amended at S.no. 1 above.
22	5.1.4. SYSTEM DESCRIPTION, Page 19	a. Each CCTV camera shall have a video at 1080P (HD Format) and 30/25 frames and a dual stream capability such that the viewing and recording at different resolutions and frames per second are possible.	In technical specifications you have asked for 1.3 MP Camera only so 1080P (2MP) is contradictory here.	The Clause has already been amended at S.no. 9 above.
23	5.1.4. SYSTEM DESCRIPTION, Page 19	c. The storage device for recording shall be external and of standard make with RAID 0, 1, 5 protections.	In technical specifications you have asked for NVR based solution with internal storage while this clause is asking external storage with RAID 0, 1, 5 protections.....Please clarify.	The Clause has already been amended at S.no. 10 above.
24	5.1.4. SYSTEM DESCRIPTION, Page 20	d. The recording shall be stored for at least 30 days at 720P resolution, 25/20 frames per second. However the system should be capable of recording at 1080P 30/25 frames per second for all cameras.	As you are asking for 1.3 MP Camera and recording at 720P resolution, so kindly amend the recording capability to 720P.....this will help you in getting the better pricing.	The Clause has already been amended at S.no. 11 above.
25	5.1.5. GENERAL REQUIREMENTS, Page 20	5.1.5.1. Manufactured products shall be quality system compliant and shall be UL, EN, FCC certified as required.	Please relax between UL & EN and amend it to UL/EN.	The Clause has already been amended at S.no. 4 above.
26	Page No.69 and so on..	Approved Make : Honeywell/Panasonic/Sony/Bosch/Pelco/DVtel/Samsung/Axis	We request you to add CP PLUS and Dahua in approved makes. Both the brands are well known brands in INDIA/ Globally with large satisfactory clientele list specially for City Surveillance kind of projects. At the same time this will help you in creating good and healthy competition between the various brands to get aggressive prices.	The Clause has been amended at S.no. 5 above.

27	2.1, DVR-4 Channel HD Digital Video Recorders, Page No. 71	DVD writer: built-in	As requirement is with 8 TB storage which can be possible with 2 SATA but as inbuilt DVD writer is mentioned. If we go with inbuilt DVD writer then one slot goes to DVD writer and one slot for HDD. So its not possible for 30 days storage on 1 HDD. Support external DVD writer. Moreover these days DVD writers are not at all required for back-up into the DVR as high capacity HDDs are available and used. USB storages are preferred and used.	DVD writer clause removed. DVR should have provision to add DVD writer externally when required in future.
28	DVR-4, 8, 16 Channel HD Digital Video Recorders	For 4Ch, 8Ch, 16Ch -DVR Resolution: 1536p (2048 x 1536), 1080p (1920 x 1080); 720p (1280 x 720); D1 (704 x 576 / 704 x 480); 4CIF (704 x 576; 704 x 480); CIF (352 x 288; 352 x 240); QCIF (176 x 144; 176 x 120)	The Maximum resolution 1080p supported. Also as per other parameters of DVR, maximum 1080p resolution is being used for recording and viewing. The recording resolution available with max OEM for HD analog DVR is 2MP. So requested to amend the resolution to 2MP (1920* 1080) instead of 1536p(2048 * 1536)	Request accepted. The 1536 P resolution requirement is now removed
29	2.3 DVR-16 Channel HD Digital Video Recorders, Page No. 79		As for recording 16 Ch cameras with 25fps, 720p for 30 days total storage required is 20TB. So requested to amend the storage to 32TB i.e. 8 SATA slot DVR for recording of 30 days.	No change in tender clause. Bidders to provision for extra storage in DVR (4,8,16 channel), if needed, for the requirement specified in the tender. The bidder may be required to demonstrate the same during tender evaluation.

Name of the Bidder: M/s HIKVISION.

30			All CCTV hardware products (Model wise) offered in the project should be UL, CE,FCC, RoHS, certified. (certificate must be attached) · CCTV OEM shall be ISO 9001:2008 certified for at least one year and also ISO 14001:2004 certified for manufacturing process. · The OEM should have a minimum turnover of Rs. 1000.00 Crores in each of the last 3 financial years. A group turnover shall also be considered in case the OEM has worldwide operations. · Should have existence in India for more than 5 years (under Companies Act, 1956/2013) in India. · The OEM for CCTV camera should have at least 300 employees on its payroll in India. This is to justify that CCTV OEM has made investment in India and is serious about its business in India which will ensure long term after sales support and spare support from the OEM. Bidder to produce documentary proof to establish the eligibility. .The OEM should have CMMI certification	The Clause has already been amended at S.no. 1 and S.no.4 above.
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Name of the Bidder: M/s Elkosta Security Systems India				
31	5	3.1.1: The Bidder must be a company registered under Indian Company Act	We ESSI are empanelled vendor with ICSIL for CCTV projects. However, the said clause won't allow us to participate in this project. Hence, we request you to please change this clause	No change in the tender clause.
32	1	Closing Date & Time of Proposal Submission 28-03-2016 at 03.00 PM	We submit that the tender has been published on 22-03-16 at 9.00 am on Govt. Procurement Portal. It is submitted that from 24-03-2016 to 26-03-2016 is non working day. We bidders are dependent on our Bankers for EMD & OEMs for MAF and other bid documents. We also need some additional time to prepare optimal solution. Hence, we request you to please extend the bid due date by atleast two weeks i.e up to 12-04-2016	The Tender submission date is extended to 30th March,2016. Kindly refer corrigendum Dated 23/3/2016 on ICSIL site as well as E-portal of Delhi Govt
33	3	Earnest Money Deposit: Rs. 5,00,000 (Rs. FIVE lacs only)	It is requested to kindly exempt the firm to submit EMD who are registered with ICSIL in CCTV domain.	No change in the tender clause.
Name of the Bidder: M/s Twenty Four Systems Pvt. Ltd				
34		In Section 3 Eligibility Criteria point no. 3.1.5 "Average Annual Turnover of the bidder should be minimum Rs.. 10 Cr. For the year 2012-13, 2013-14 & 2014-15	We request you for the purpose of turnover, participating companies are allowed to include turnover of their holding/parent company for the relevant years.	The turn over of the parent/holding/ associate company acceptable for the turn over clause in this tender, if directors in such company/ companies are same.
35			Please include MSME clause for exemption of EMD as it is government tender.	No change in tender clause
Name of the Bidder: M/s Vantage Integrated Security Solution				
36	1.1, Page No 69	Approved Make : Honeywell/Panasonic/Sony/Bosch/Pelco/DVtel/Samsung/Axis	This is to Inform you that we, Vantage Integrated Security Solution Pvt Ltd, is 25 Years Old Company in Field of Electronic Security Domain. We have complete range of Analog & IP CCTV Surveillance Product with All Certification Like UL CE FCC, ROHS etc. we have the compliance also as per specification asked in tender. So request you to kindly incorporate "Vantage" as an approved makes to enable us to participate in tender.	The Clause has been amended at S.no. 5 above.
Name of the Bidder: M/s Hariom electronics				
37		Bid submission date	Please extend date till 10th April,2016; since OEM and Bank are closed till 27th march because of Hili festival.	The Clause has already been amended at S.no. 32 above.
Name of the Bidder: M/s Maple Leaf Intelligent Solutions Pvt Ltd				

38	3.1.12	The OEM for the product being offered for active component should have their office in India for a min of 8 years on the date of bidding.	Kindly elaborate Meaning of active component. As per our understanding it is about Oem of CCTV/DVR/VMS	The active component are already specified in Clause 3.1.9 of the tender in section-3
39	3.1.14	The Bidder should have Executed one project of Supply & installation of CCTV surveillance system of value Rs 150 Lacs or above involving minimum 200 Cameras with DVR/VMS or 2 Projects of overRs 100 Lacs or above involving minimum 150 Cameras each with DVR/VMS or 3 Projects of Rs 50 Lacs involving Minimum 100 Camera each with DVR/VMS during the last 5 Years as on 31/12/2015	We have done a single project of Rs 1.24 Cr. where we have installed 260 cameras, we request you to kindly look into the same. In order to have more competition, we request you to kindly revise the clause so that we can also participate and ICSIL can have more bidders	No change in tender clause
40	As per Tender Clause 3.1.16	The Bidder should have at least 20 Technical resources in CCTV surveillance domain on its Payroll .This is to justify that the Bidder is serious about his business of CCTV Which will ensure Long Term after Sales support and spare parts support from the Bidder .Bidder to Produce dcumentry proof to establish the eligibilty i,e list of employees with the EPF Details.	We have total 20 nos of employee but not registered in EPF, Kindly take self declaration as documentary proofon company letter head and consider the same	The Clause has already been amended at S.no. 7 above.
41		Specification of LED Monitor	These are specifications of 22"LED TV not display monitor. And Normal TV is not suitable for 24*7 monitoring purpose. Request you to kindly consider other a few more. And remove Audio Clause.	Audio system clause removed
42		Bid submission date	Kindly extend date of bid submission for at least 10 days from 28th March to 8th April,2016, because most of the OEM offices and Bank are closed till 27th March, so we don't have much time for bid preparation. Kindly consider the same	The Clause has already been amended at S.no. 32 above.

43		Payment terms	Payment terms are very stringent and it will affect the overall project as it will increase the cost of the bidding. It should be revised to 50% against delivery, 30% against installation and commissioning and remaining 20% should be divided over a year quarterly basis. Moreover, the clause of Back to back basis is not acceptable.....	No change in tender clause
Name of the Bidder: M/s Netcom Impo Expo Pvt Ltd				
44	3.1.12	The OEM for the product being offered for active component should have their office in India for a min of 8 years on the date of bidding.	Please Clarify active component as CCTV/DVR	The Clause has already been amended at S.no. 38 above.
45	3.1.14	The Bidder should have Executed one project of Supply & installation of CCTV surveillance system of value Rs 150 Lacs or above involving minimum 200 Cameras with DVR/VMS or 2 Projects of over Rs 100 Lacs or above involving minimum 150 Cameras each with DVR/VMS or 3 Projects of Rs 50 Lacs involving Minimum 100 Camera each with DVR/VMS during the last 5 Years as on 31/12/2015	In order to have more competition, we request you to kindly dilute it 150 Lacs to 120 Lacs with 250 cameras	No change in tender clause
46	3.1.6	Positive Networth of the bidder should be min 1 Cr. and the bidder organisation should be profit making in last 3 financial years ending 31st march 2015.	Considered positive networth 50 lacs	No change in tender clause
47		Specification of LED Monitor	Kindly considered other brands also like Philips, HP, DELL, LENOVA, And remove point no. 9 Audio output and point no. 10 Panel control as it practically not usable and it will increase cost of the Tender. And in below 28" monitor in built Audio will not come. these are the specifications of normal 22" LED TV which is not suitable for 24*7 monitoring purpose.	The Clause has already been amended at S.no. 41 above.

Samridhi Automations Pvt. Ltd.

48	69, 71, 75, 79 1.1,2.1,2.2,2.3	Approved Make: Honeywell/ Panasonic/ Sony/ Bosch/Pelco /Dvtel/Samsung/Axis	Kindly include "SPARSH" brand - To support, encourage and promote domestic manufacturer and at least give an opportunity to compete.	The Clause has been amended at S.no. 5 above.
49	5 3.1.11	The OEM must be registered with open industry forum for the development of a global standard for the interface of network video products- ONVIF & PSIA.	From ONVIF & PSIA to ONVIF/PSIA - ONVIF is widely used at open platform in Industry	The clause has been amended to " The OEM must be registered with open industry forum for the development of a global standard for the interface of network video products- ONVIF/PSIA."
50	71, 75, 79, 2.1, 2.2, 2.3	DVD writer: built-in	DVD writer: built-in to DVD writer support Via USB. - In tender we have asked for 8 TB storage which mean 2 SATA, if DVR written has to make built-in than we will be left with 1 SATA port which not be sufficient for 30 Days recording i.e. 8 TB.	The Clause has already been amended at S.no. 27 above.

Please also find below clarifications:

- 1 It is clarified during pre-bid meeting that the comprehensive insurance for the items supplied under this tender to be valid till the warranty period.
- 2 There is a typo error in Clause 4.11, Section 4, (point no. 3). The Net worth may kindly be read as min 1 Cr. instead of min 1.5 Cr.
- 3 The analog camera may be offered motorised/ non-motorised
- 4 Section-9, S.no.2 (Digital Video recorder) : The requirement for "automatic search for cameras connected to the network" in the network interface section is amended to "automatic search for DVRs connected to the network. It should be possible to search each camera through DVR".
- 5 ICSIL may request the bidders to arrange Proof of concept (PoC) for the camera and DVR system during the technical evaluation at no cost to ICSIL.
In the Clause 4.10.2, The bidders to additionally provide the Certificate from his CA before the price opening. However MD/CEO/CFO/Director/managing Partner undertaking is must at the time of Bid submission.
- 6