

**Response to Pre-Bid Queries**

**Indian Highways Management Company Ltd.**

**RFQ for shortlisting of System Integrator(s) for implementation of Hybrid ETC System at Toll Plazas on National Highways**

Ref No. IHMCL/HETC/2018/08, Dated: 14.08.2018

Date:25.08.2018

Pre-bid meeting date: 21.8.2018

The following response to Pre-bid queries is hereby issued against RFQ for shortlisting of System Integrator(s) for implementation of Hybrid ETC System at Toll Plazas on National Highways:

Sr. No	RFQ Reference	Provision in the RFQ	Clarification Sought/ Suggestion as Received	Clarifications/Responses
1			Request to Kindly clarify eligibility of IEA i.e. Infrovate-Essae-Arya Omnitalk as an individual bidder and to participate in the empanelment.	The terms and conditions of the RFQ remain unchanged.
2			Kindly confirm, if IEA is an eligible bidder, then you will consider the joint financial IEA partners	The terms and conditions of the RFQ remain unchanged.
3	Clause 3.1 (ii and iii)		As it was asked to submit the details for FY 16-17, our auditing is completed for FY 17-18 also will it be allowed to submit details for FY 17-18.	Please refer to Corrigendum - 1
4			Under Technical Evaluation Criteria with reference to Technical strength points B1 & B2 request to clarify how points will be awarded under both sections individually i.e. if we have done hybrid ETC for 150 Lanes then points will 20 +20 as per the slabs in B1 & B2. Kindly confirm	The understanding is correct.
5			In a consortium Request to clarify, if any company is formed less than 3 years than the average financially capability would be considered. Kindly confirm	The terms and conditions of the RFQ remain unchanged.
6			It was observed a contradiction in statement in DLP section (5.4(i)). It is mentioned that DLP should be there for 24 months and it was assumed that it will be on capex model but in service level requirement section (5.7(vii)) penalties of 5% will be deducted on quarterly invoices	The terms and conditions of the RFQ remain unchanged.

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			as it is applicable on service model. Please provide clarification on whether further projects will be assigned on Capex model or service model.	
7			Kindly provide us clarification on award criteria after empanelment. Suggest to invite L1, L2 and L3 for reverse bidding for final award.	The terms and conditions of the RFQ remain unchanged.
8	Part-III : Instructions to Applicants - Application Conditions - Cl. 3.1 Eligibility to Apply - (v)	A Wholly Owned Subsidiary (WOS) Company registered in India of a Foreign Company having requisite experience.	Kindly consider wholly owned subsidiary company "of an Indian Company registered under Companies Act" having requisite experience.	The terms and conditions of the RFQ remain unchanged.
9	Part-III : Instructions to Applicants - Application Conditions - Cl. 3.1 Eligibility to Apply - (v) - iii	The Lead Partner in the JV or Consortium shall be single largest partner in terms of Capital contribution to the Capital of JV/ Consortium.	We understand lead partner shall be having Technical and work credentials. However, can take consortium partner to meet financial eligibility criteria. Kindly confirm	The terms and conditions of the RFQ remain unchanged.
10	Part-III : Instructions to Applicants - Application Conditions - Cl. 3.1 Eligibility to Apply - (v) - iii	The eligibility/ experience of any partner of JV or Consortium shall be considered only if the partner is proposed to hold at least twenty-six percent (26%) of capital contribution in the JV/ Consortium.	We understand lead partner shall be having Technical and work credentials. However, can take consortium partner to meet financial eligibility criteria. Kindly confirm	The terms and conditions of the RFQ remain unchanged.
11	PART V - Scope of Work -Cl. 5.3.1 Supply, Installation and Integration	Service provider shall complete the Installation, Integration, Commissioning of Hybrid ETC system and sub systems as specified in Annexure-A on such specified sites within 30 days of the receipt of notification. The service provider shall be responsible for system integration so that the Hybrid ETC and Toll Management System including the sub-system(s) work coherently and are able to exchange	Kindly consider the period of completion of Supply, Installation, Integration and Commissioning of the system as 90 days.	Please refer to Corrigendum - 1

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		data/information electronically, amongst themselves (if applicable), as well as with the acquirer bank and central clearing house for ETC program without any financial implication to Toll Operating Agency and IHMCL/NHAI.		
12	Part-III : Instructions to Applicants - Application Conditions - Cl. 3.15 Key Dates	Application Due Date - 31 August 2018 (Up to 15:00 Hrs IST)	We request you to kindly extend the due date of submission till 14th September 2018.	The terms and conditions of the RFQ remain unchanged.
13	Clause 3.2 (A)	<p>Bidder's Average Annual Turnover over the last 3 financial years (FY 2014-15, 2015-16 and 2016-17).</p> <ul style="list-style-type: none"> <li>· INR 20 Cr to 40 Cr : 5 Marks</li> <li>· &gt;INR 40 Cr. to 60 Cr : 10 Marks</li> <li>· &gt;INR 60 Cr. to 80 Cr : 20 Marks</li> <li>· &gt;INR 80 Cr. to 100 Cr : 30 Marks</li> <li>· &gt;INR 100 Cr: 40 Marks</li> </ul>	<p>System integrators in India operating in the field of Tolling Systems for Highways have annual average turnover of 25-40 cr. Therefore, we request to amend the marking as follow:</p> <p>Bidder's Average Annual Turnover over the last 3 financial years (FY 2014-15, 2015-16 and 2016-17).</p> <ul style="list-style-type: none"> <li>· INR 15 Cr to 25 Cr : 5 Marks</li> <li>· &gt;INR 25 Cr. to 35 Cr : 10 Marks</li> <li>· &gt;INR 35 Cr. to 45 Cr : 20 Marks</li> <li>· &gt;INR 45 Cr. to 55 Cr : 30 Marks</li> <li>· &gt;INR 55 Cr: 40 Marks</li> </ul>	The terms and conditions of the RFQ remain unchanged.

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14	Clause 5.3.1 (iii)	Service Provider shall be fully responsible for the safety of equipment which shall be delivered or installed at site before commencing SAT by respective PIU. Prior to SAT, if any equipment/sub-equipment/consumable gets non-functional/damaged due to any reason whatsoever, excluding scenarios covered under force majeure, then service provider will be liable for replacing of damaged item without imposing any extra charges to IHMCL	We request the client to keep Safe storage under their scope only. Also, security of equipment after commissioning should be in client's scope.	The terms and conditions of the RFQ remain unchanged.
15	Clause 5.3.1 (iii)	Service provider shall complete the Installation, Integration, Commissioning of Hybrid ETC system and sub systems as specified in Annexure-A on such specified sites within 30 days of the receipt of notification.	We request the client to increase the time period for completion of installation & commissioning of HES system.	Please refer to Corrigendum - 1
16	Clause 5.3.1 (vi)	Service provider shall ensure to complete all pre-requisite minor civil works i.e. pole foundation/ sensor foundation/ cabling chamber/lane ducting, plaza to Lane connectivity, Median Extension etc. pertaining to hybrid ETC system and Toll Management System.	We request to keep Median extension in client's scope only. Further we request the client to clarify the requirement of median extension in Hybrid ETC lanes	The terms and conditions of the RFQ remain unchanged.

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17	Clause 5.4 (ii)	Maintenance, repair and replacement of all hardware, software, peripherals and sub components of all BOQ items shall be the responsibility of Service Provider without any cost to IHMCL/NHAI.	We request to keep any damage due to power, mishandling of equipment's by site agency, accidental or any force Majeure in that case in client scope only	The terms and conditions of the RFQ remain unchanged.
18	Clause 5.4 (iv)	If the time for rectification exceeds 24 hours, 1% penalty on daily basis shall be imposed on service provider from the amount which shall be reserved for completion of DLP.	1% penalty on daily basis is too high. We request the client to provide upper capping on the given penalty to a maximum of 5 % of quarterly invoice amount	Please refer to Corrigendum - 1
19	Clause 5.6 (iii)	The Service Provider shall arrange for all insurances pertaining to the scope of work and it shall be deemed that any related costs are included in the price Application.	We request to keep the same under client scope only.	The terms and conditions of the RFQ remain unchanged.
20	Clause 5.6 (iv)	The scope of the service provider will also include civil, electrical, networking works required to complete installation/commissioning of Hybrid ETC and Toll Management System and associated peripherals on the plaza.	We request the client to clarify the scope of electrical and civil work for the same	The terms and conditions of the RFQ remain unchanged.
21	Clause 3.19 & 3.21	Specification of Booth & Fixed lens Bullet Cameras	Specification and Safety Certifications of all cameras are OEM specific, we request the client to amend the same and make the specifications non-specific to any particular OEM	The terms and conditions of the RFQ remain unchanged.

Sr. No	RFQ Reference	Provision in the RFQ	Clarification Sought/ Suggestion as Received	Clarifications/Responses
22	Clause 3.4.5	Industrial PC & IP 65 Enclosure for AVC	Please clarify the same is it cabinet PC or Fanless computer. Also, AVC enclosure should be IP55 to maintain the controller temperature	The terms and conditions of the RFQ remain unchanged.
23	Clause 3.4.1	The AVC system shall be 100% auditable and accuracy of vehicle counting should be 99.5% and classification accuracy shall not be less than 98%.	We consider the same is for standard vehicles. Please clarify	The terms and conditions of the RFQ remain unchanged.
24	Clause 3.4.4	The AVC shall be able to automatically classify the classes of vehicles as indicated in the vehicle class table to an accuracy of 99.60% without manual intervention and class correction or validation.	We request the client to kindly reduce the same to 98.5%	The terms and conditions of the RFQ remain unchanged.

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25	Clause 3.1	Applicant shall have positive net worth in each of the last three consecutive financial years, the last financial year being taken as financial year ended on 31st March-2017. For the purposes of this RFQ, net worth (the "Net Worth") shall mean the aggregate value of the paid-up share capital and all reserves created out of the profits and securities premium account, after deducting the aggregate value of the accumulated losses, deferred expenditure and miscellaneous expenditure not written off, as per the audited balance sheet, but does not include reserves created out of revaluation of assets, write back of depreciation and amalgamation. (A certificate from the Statutory Auditor as proof for the above in the format specified in Section 6.3: Applicant's Financial Capacity)	Sir, we were established in the year 2014 and our commercial operations had started by Mid. 2015 and hence request you to kindly give us some relaxation and last financial year year to be considered as year ending on 31st March 2018 with turnover up to 20 Cr.	Please refer to Corrigendum - 1
26		The Applicant shall have average annual turnover of INR 20 Crores (Rupees Twenty Crore) for last three Financial Years the last financial year being taken as financial year ended on 31st March-2017. (A certificate from the Statutory Auditor as proof for the above in the format specified in Section 6.3: Applicant's Financial Capacity)		Please refer to Corrigendum - 1

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27		i. A company incorporated and registered in India under the companies act 2013/1956	Sir, we are registered in India under LLP act under Ministry of Corporate Affairs . Moreover, with reference to the "Definitions" as mentioned on page 5 of 71 of the RFQ which says that "Applicant/Bidder" means a 'firm' or 'Consortium' which participates in the subject RFQ and submits its application/bid." With reference to the above statement we hope that we as QuaLiX Information System LLP is eligible to participate	Please refer to Corrigendum - 1
28			A. Financial Strength A1- Bidder's Average Annual Turnover. Maximum marks for turnover criteria should be INR 30cr to 40cr	The terms and conditions of the RFQ remain unchanged.
29			Technical strength B1- Experience in Implementing & Operationalising ETC lanes. Since ETC lanes is relatively new concept, maximum marks should be for 5 Plazas/70+Lanes. B (ii) No Change	The terms and conditions of the RFQ remain unchanged.
30			You can also modify the term "Experience in Implementing & Operationalising ETC lanes" To "Bidder should have Implemented or under Implementation ETC/ Toll Plaza"	The terms and conditions of the RFQ remain unchanged.
31	3.1 (page number - 9), 6.6 (Page Number-33)	Page Number-9 -(The documentary proof in support of the experience (in the form of copy of work order and completion certificate), Page Number - 33- (Copies of Work orders/Agreement/Client certificate to be attached along with)	Here at Clause 3.1, it is mentioned, Documentary proof in the form of Copy of Work order and Completion certificate. But at Clause 6.6, it is mentioned Copies of work order/Agreement/Client certificate. So, do we need to submit both work order and certificate or any one of them? Kindly Clarify	The terms and conditions of the RFQ remain unchanged.



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32	3.1 - Page Number -9	<p>The documentary proof in support of the experience (in the form of copy of work order and completion certificate from its clients indicating the names of projects undertaken, scope of work of each project, name of client, start date, date of completion, value of the project etc.) shall be submitted as part of the eligibility documents. The details of the said proofs of experience should be submitted in the prescribed format.</p>	<p>Majority of our clients has issued LOI for the Toll Management System and Dedicated ETC/Hybrid ETC. Against that LOI we have completed the work and clients has issued Work Completion Certificate. You please add copy of Letter of Intent (LOI) as a supporting documentary with Work Completion Certificate.</p>	<p>The terms and conditions of the RFQ remain unchanged.</p>

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33	5.3.1	<p>Service provider shall complete the Installation, Integration, Commissioning of Hybrid ETC system and sub systems as specified in Annexure-A on such specified sites within 30 days of the receipt of notification. The service provider shall be responsible for system integration so that the Hybrid ETC and Toll Management System including the sub-system(s) work coherently and are able to exchange data/information electronically, among themselves (if applicable), as well as with the acquirer bank and central clearing house for ETC program without any financial implication to Toll Operating Agency and IHMCL/NHAI.</p>	<p>We request you to increase installation days from 30 days to 45 days. Reason for asking 45 days is as follows:  a. OEMs have lead time of 3 to 4 weeks.  B. Installation challenges at site due to site condition.</p>	<p>Please refer to Corrigendum - 1</p>
34	3.4.1	<p>Accuracy LevelThe AVC system shall be 100% auditable and accuracy of vehicle counting should be 99.5% and classification accuracy shall not be less than 98%.</p>	<p>Without auditing desired accuracy cannot be achieved. Who will audit? Please clarify</p>	<p>The terms and conditions of the RFQ remain unchanged.</p>

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35	3.4.1	<p>Accuracy Level</p> <p>The AVC system shall be 100% auditable and accuracy of vehicle counting should be 99.5% and classification accuracy shall not be less than 98%.</p>	<p>1. How the vehicle counting &amp; classification accuracy will be derived?</p> <p>2. What will be the size of sample data will be considered?</p> <p>3. Frequency of data to be considered for sampling? (daily/weekly/monthly/quarterly) please clarify</p>	<p>The terms and conditions of the RFQ remain unchanged.</p>
36			<p>As a query we kindly request for the extending the timeline of the date of submission to 7th of Sept instead of 31st August. We are requesting for this time line as finalisation of JV partner in a short duration is difficult.</p>	<p>The terms and conditions of the RFQ remain unchanged.</p>
37			<p>Request to allow Maximum number of partners in the JV or Consortium shall be <b>three</b>, including the Lead Partner and as clarified the Bidder's Average Annual Turnover over the last 3 financial years will be considered; Request to allow &amp; clarify.</p>	<p>The terms and conditions of the RFQ remain unchanged.</p>
38			<p>The AVC shall be able to automatically classify the classes of vehicles as indicated in the vehicle class table to an accuracy of 99.60%, whereas earlier asked not less than 98% in clause 3.4.1. Kindly clarify “</p>	<p>The terms and conditions of the RFQ remain unchanged.</p>