

SL NO	BIDDER NAME	QUERY			OPTCL RESPONSE/REMARKS
		TENDER CLAUSE/CATEGORY	TENDER REFERENCE (TW-IT/OT/06/2015-16 Dated - 15-12-2015)	BIDDER'S REQUEST	
1	VIDEONETICS	VMS	Tech Spec. for Poles for VMS - Page: 67	The Video Management and Recording software should be of enterprise grade and capable to connect UNLIMITED NOS. OF cameras and should have all provisions to expand the system to any no of cameras with additional licenses if required in future. The Software SHOULD HAVE INTIGRATED ANALYTICS AND should be able to stream live analytics on the clients and should have all function for post event forensic search from the recorded video data for SEAMLESS INTEGRATION. The VMS (Video management software) and VRM The Video Management and Recording software should be of enterprise grade and capable to connect UNLIMITED NOS. OF cameras and should have all provisions to expand the system to any no of cameras with additional licenses if required in future. The Software SHOULD HAVE INTIGRATED ANALYTICS AND should be able to stream live analytics on the clients and should have all function for post event forensic search from the recorded video data for SEAMLESS INTEGRATION. The VMS (Video management software) and VRM (Video Recording manager) should NOT be from the same camera OEM for OPENNESS TO ANY ONVIF IP CAMERA AND OTHER HARDWARES AT ANY POINT OF TIME. VMS shall support open protocol IP cameras from all major vendors. Bidders shall clearly list in their proposal the brands and models already integrated into VMS. VMS	The tech. spec shall be as mentioned in the tender.
			Tech Spec for VMS - Page no.: 69	The VMS should be able to run on a hardware server of a reputable brand supporting Microsoft Windows Operating system and Linux (Ubuntu , SuSE). Sever can be on LINUX and client on WINDOWS OS for safety of server. VMS should support Remote access for Live viewing and Archive search using any standard Browsers, e.g, Mozilla Firefox, Chrome, Internet Explorer, Safari, etc.	The VMS, IVA and all other softwares provided by the vendor to support and run the complete surveillance system shall be able to be run on Windows/Linux OS in a seamless manner. VMS should support Remote access for Live viewing and Archive search using any standard Browsers, e.g, Mozilla Firefox, Chrome, Internet Explorer, Safari, etc.
		Qualification of Bidder	Page No.: 17 - 6.(V).(b)	Request for single order value of 40 Lakhs so that we can participate or 2 order of 15 lakh each or 9 lakh 3 orders	As per Tender

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PTZ camera technical spec.	Tech Spec for PTZ camera - Page no.: 37, 38, 41	1080p HD 30x PTZ camera, no IR, no IK rating, no PPPoE protocol, Operating temp. -40 °C to 55 °C (-40 °F to 131 °F) only	As per Tender
	Tech Spec for PTZ camera - Page no.: 41; The "Mount type" of the camera is not mentioned in the tender. The vendor has to visit the site. The camera is to be installed in the grid switchyard. The mount type is to be decided accordingly.	Pendant arm mount with 230VAC	The "Mount Type" of all the cameras shall be accordance with the actual location of implementation.
Outdoor Fixed Camera (with Housing)	Tech Spec for Outdoor camera - Page no.: 42, 45, 46	1080p HD fixed box camera with inbuilt IVA no PPPoE protocol, no IK rating, Operating temp. -20°C to +50°C (-4°F to 122°F) only,	As per Tender
	Tech Spec for Outdoor camera - Page no.: 42	9-40mm IR corrected lens	It is clearly mentioned in the tender that the cameras shall have IR facility in-built/ external depending upon the effective view length of the camera.
	Tech Spec for Outdoor camera - Page no.: 45	IP66rated outdoor housing	As per Tender
	The "Mount type" of the camera is not mentioned in the tender. The vendor has to visit the site. The camera is to be installed in the grid switchyard. The mount type is to be decided accordingly.	Wall mount bracket	The mount type of the camera shall depend on the the actual site feasibility.
	Tech Spec for Outdoor camera - Page no.: 42	100m external IR illuminator	As per Tender
Indoor Dome Camera	Tech Spec for indoor camera - Page no.: 47, 51, 50	1080p HD Dome camera with 3-9mm lens and IVA no PPPoE protocol, Operating temp. -20°C to +50°C (-4°F to 122°F) only	As per Tender
	Tech Spec for indoor camera - Page no.: 47	30m external IR illuminator	The IR illuminator for indoor camera is mentioned as 30mtrs.
NAS Server for video storage(16 TB)	Tech. Spec. NAS server - Page No: 62	Intel Xeon Processor E3-1275 V3(8M Cache, 3.5 GHz), Memory installed 8 GB, DDR3-1666 ECC UNB (1 x 8 GB), Dual Intel i210AT Gigabit LAN, RAID-5 offered, Warranty as per BOSCH standard policy.	As per Tender
Pole (PTZ Mounting)	Tech Spec. for Poles for outdoor cameras - Page: 66	POLE mount adapter offered, pole in SI SCOPE	Pole height is modified to 15 meters/ as per actual requirement of the location

		VMS for surveillance system	BOQ - Page No: 8, Tech spec. - Page:67-80	BVMS 64ch lite version software with 64ch, 4 clients and 2 KBD licenses	As per Tender	
3	MAPLE Computer & Communication Pvt. Ltd.	Qualification of Bidder	Page No.: 17 - 6.(III)	Annual Average Turnover minimum Rs.5 Crores as per your Tender so we request you to kindly change Annual Turnover Rs.5 Crores to minimum Rs.3 Crores. If the last year Annual Turnover is more than Rs.5 Crores (out of which more than Rs.3 Crores business in Surveillance) can the bidder participate?	It is clearly mentioned that the "The annual average turnover of the bidder shall be minimum Rs. 5 Crores (Five Crores) for the financial years 2012-13, 2013-14 and 2014-15."	
			Page No.: 16-19	Consortium may allowed so that more vendor will be participated.	As per OPTCL practices, consortiums are not allowed.	
		XXII. TERMS OF PAYMENT:	60% of the Contract Price shall be released on receipt of items in good condition on delivery, verification and Page 32 of 162 stores entry of the all ordered IT Items which are fully factory inspected and inspection report is duly accepted by IT, OPTCL on submission of the following documents.	80% of contract price shall be released on receipt of items in good condition on delivery 20% should be released on installation and acceptance	As per Tender	
			PENALTY		Please add Limitation of Liability clause as" Under no circumstances shall the bidder be liable to the customer for any indirect, special, punitive or exemplary damages, or for any loss of business, profit, use, goodwill, reputation or data. Notwithstanding anything contained in the tender document or the contract, the maximum liability of the bidder in respect of all claims, in the aggregate, under or in relation to the tender/contract shall not exceed the total fees paid to the bidder by customer in the twelve months immediately preceding the date of the claim."	As per Tender
				Bidder shall be financially sound and must not be anticipating any ownership change for coming 03 (three) years from bid submission date. An undertaking to this effect shall be submitted by the Bidder duly certified by authorized CA.	Please define "financially sound". Also, please accept bidder/bidder's parents financials for the purpose of this RFP	Networth of the participating firm should be positive.

4	Airtel	Qualification of Bidder	(b) The bidder must have successfully executed at least one number of similar project of value more than Rs. 60 Lakhs (Sixty Lakhs) or two numbers of similar project of value more than Rs. 40 Lakhs each (Forty Lakhs) or three numbers of similar projects of value more than Rs.30 Lakhs (Thirty Lakhs) each during last three years. At least one such project should have been executed for any Govt. office / PSU / autonomous Govt. body. Customer certified credentials shall be submitted	Similar projects would include CCTV projects or connectivity related to CCTV. Please confirm. Also, please accept bidder/bidder's parent's credentials for the purpose of experience.	Similar projects w.r.t. to the said tender shall mean "Projects for implementation of IP based CCTV surveillance system in transmission grids or similar hazardous environment. If the bidder has implemented IP based CCTV surveillance in offices/city surveillance/factories/ports, etc. then also their bids shall be taken into consideration. But, preference shall be given to bidders who have implemented surveillance system in grids or similar other hazardous environment. Networth of the participating firm should be positive.
			The bidder must have full-fledged service centre at Bhubaneswar equipped with spare stock and certified manpower (self-certificate).	Stock will be kept at the OEMs support office/warehouse. Request you to accept the credentials of the service support centre only and not the spare stock and manpower.	The bidder has to give "self certificate" w.r.t.. Its service centre at Bhubaneswar working in a full fledged manner, equipped with spare stocks and certified manpower.
		SERVICE LEVELS AND PENALTIES TOWARDS NON PERFORMANCE	For installation and commissioning: If the installation, commissioning training and acceptance is not completed within the schedule time the penalty @ 0.5% of the total installation cost for each week subject to minimum or 5% shall be recovered.	Please revise the penalty to "0.5 percent of the installation cost for the item , subject to a maximum of installation cost of the item"	As per Tender
			penalty on downtime of a unit	Request you to cap the penalty on the downtime of the unit to Rs 500	As per Tender
		POST WARRANTY MAINTENANCE:	The compressive warranty support & penalties on downtime thereof shall be applicable as specified under the SECTION-III.(1).XVII. and 25% penalty mentioned above.	There is a discrepancy in this point and the point above (which talks of 30 percent penalty). Please clarify. Also the penalty for non conduct of preventive maintenance should be 5% on the CAMC charges for that quarter for that particular equipment	The penalty percentage shall be 30%. Wherever it is mentioned as "25%", is modified as "30%".

5	In2IT Technologies Pvt. Ltd.	Qualification of Bidder	Page No.: 17 - Clause 6.(V).(b)	With reference to above cited subject matter, we are humbly requesting to consider the experience of bidder in the field of AMC & FMS of Networking Items, asked under Qualification of Bidder : point no V.b in page no 17 of the Tender Document.	Similar projects w.r.t. to the said tender shall mean "Projects for implementation of IP based CCTV surveillance system in transmission grids or similar hazardous environment". If the bidder has implemented IP based CCTV surveillance in offices/city surveillance/factories/ports, etc. then also their bids shall be taken into consideration. But, preference shall be given to bidders who have implemented surveillance system in grids or similar other hazardous environment.
		Qualification of Bidder	Pg no 19, point 21.Sales Tax Clearance (Odisha)	Is it compulsory for a bidder to submit the Sales Tax Clearance (Odisha). Can an outstation bidder participate in this tender?	Yes, the bidder can participate. The bidder has to submit Sales tax clearance from resp. state of registration.
		Qualification of Bidder	Pg no 95, point 6. Turnover for similar equipment sold in last three years (in Indian Rupees)	SITL's turnover is related to IT/ITES, which includes CCTV surveillance system. Request you to clarify if this could suffice or we need to submit a declaration from the CA regarding the same.	Declaration from CA is required
		EMD Exemption	Pg no 6, Tender papers shall be free of cost, 50% exemption on payment of EMD will be allowed to the MSEs registered with respective DICs, Khadi village, cottage industries, OSIC in Odisha. NSIC Registration / Scope of business of MSE should cover the items to be procured in this tender.	SITL is registered under NSIC, Kolkata office for "Installation, maintenance of CCTV surveillance system". Please clarify if we are eligible for 50% exemption on the EMD amount.	Tender papers shall be free of cost, 50% exemption on payment of EMD will be allowed to the MSEs registered with respective DICs, Khadi village, cottage industries, OSIC in Odisha. NSIC Registration / Scope of business of MSE should cover the items to be procured in this tender.
		Tech.Spec. for Surge protector	Pg no 52, point 8. Connection Type BNC for Surge protector.	As all the cameras are IP based, so Ethernet surge protector is required. Kindly replace BNC with Ethernet.	The "Surge Protector" may have ethernet connector provided it is compatible with the entire surveillance system in total and does not affect the performance of the system in an adverse manner.
		Tech.Spec. for Media Converter	Pg no 57, point 7. Data transfer rate 1 Gbps for Media converter.	As media convertor will be used at camera end so 10/100 Mbps data transfer rate is sufficient. Kindly amend the same to 10/100.	The data transfer rate of 10/100 Mbps shall be acceptable.

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Pole erection for cameras	Pg no 66, point 2. 25 mtr pole.	25 mtr pole is not in a standard item for installing CCTV camera, 15 mtr is sufficient to install cameras, so request to change the same to 15 mtr height.	Height of the pole is modified to 15mtrs height
Tech.Spec for VMS	Pg no 8, point 3. VMS for surveillance system (1 no with 4 nos. of users)	As per the design there will 4 nos independent site without any interconnection. VMS software normally comes with base license (required for each site) and camera / channel license (required for each camera). We feel that for each site one VMS base license need to be considered. Pls clarify	At present the surveillance system in each of the four nos. of grids are not connected. But, it is highly likely of integrating all the grids in the future. Four nos. of softwares shall be acceptable provided it should be able to be integrated centrally.
Tech Spec. for patch panel	Pg no 7, point 4. 6 port patch panel	Kindly let us know the use of 6 port patch panel as in camera side camera could be connected directly with Media converter using a CAT5 patch chord, we feels 6 port patch panel not needed. Clarification required	It is to use for 6 port LIU
Tech Spec for LIU	Pg no 7, point 6. 6 port LIU	As per the design in each site some of the camera to be connected over CAT5 cable and rest of the camera will be connected over OFC cable. Accordingly no of camera are not same as of no of media converter. 6Port LIU is needed for the cameras to be connected over OFC hence no of 6 port LIU need to be same as half of no of media converter however in BOQ no of 6 port LIU mentioned are as per no of camera, pls clarify.	Media converter is for outdoor cameras as well as conversion at the switch end. 6 port LIUs required for all outdoor cameras.
Tech spec. for PTZ camera	Pg no 38, point 2, preset accuracy	Most of the reputed OEM has preset accuracy in the range from +/- 0.5 deg, request to consider the same	As per Tender
	Pg no 38, point 2, zero backlash	Zero backlash term is very uncommon for a CCTV system, clarification required what exactly meant for by zero backlash. This applies to all types of camera.	It is another term use for "image stability" feature of the camera .
Tech Spec. for fixed camera	Pg no 43, point 2, preset accuracy	Preset function is related with PTZ camera and not for fixed type camera. Request to delete this parameter from the requirement of fixed camera, this applies to both type fixed cameras	Preset accuracy feature is applicable to PTZ camera only
	Pg no 43 point 2, flip/mirror	This function is related to PTZ camera and not related to fixed camera, request to delete this parameter from the requirement of fixed camera. This applies to both type fixed camera	This feature is largely related to PTZ cameras it also applicable to certain reputed brand fixed cameras.However,it may be considered applicable to PTZ cameras for this tender.

		Tech Spec. for PTZ, Fixed camera (indoor/outdoor)	Pg no 43 point 2, min illumination	The minimum range specified for illumination is too low for any HD camera, this range could only be achieved using IR illumination, request to specify this in the range of .005 lux. This applies to both indoor and outdoor fixed camera.	It is very clearly mentioned in the tech spec. of the different types of cameras, that IR facility should be given with camera (in-built/external)
		Tech Spec. for PTZ, Fixed camera (indoor/outdoor)	Pg no 45, point 4 operating temperature	Most of the camera OEM specifies operating temp upto 50 deg C, request to consider the same. This applies for all types of camera.	As per Tender
7	Hikvision	Tech Spec. for PTZ	Pg. 38	Preset accuracy may be revised to 0.1	As per Tender
		Tech Spec. for PTZ, Fixed camera (indoor/outdoor)	Pg. 38, 43, 47	Min illumination may be modified to 0.0002 lux	As per Tender
		Tech Spec. for PTZ, Fixed camera (indoor/outdoor)	Pg. 40, 44, 49 : Protocol support	IPv4/IPv6, HTTP, HTTPS, 802.1X, QoS, FTP, SMTP, UPnP, SNMP, DNS, DDNS, NTP, RTSP, RTP, TCP, UDP, IGMP, ICMP, DHCP, PPPoE may be included in the supported protocol list	It should support all latest protocols that is being used in the industry.
		Tech Spec. for PTZ, Fixed camera (indoor/outdoor)	Pg. 40, 45, 50 : Conformance	Open - ended API, support ONVIF, PSIA, CGI and Genetec	As per Tender
		Tech Spec. for PTZ, Fixed camera (indoor/outdoor)	Pg. 41, 46, 51 : Input Voltage / Current	HighPoE&24 VAC, Max.60W	As per Tender
		Tech Spec. for PTZ, Fixed camera (indoor/outdoor)	Pg. 42, 46, 51 : SD card capacity	Onboard storage, up to 128GB	As per Tender
		Tech Spec. for Fixed camera (outdoor)	Pg. 41, 45, 50 : Operating Temperature / Humidity	(-10 deg centigrade to +60 deg. Centigrade); Humidity:90%	As per Tender
		Tech Spec. for indoor camera	Pg. 42, 46, 51 : SD card capacity	YES 128GB	As per Tender
8	Rubenius	Pole erection for cameras	Pg. 66	The pole OPTCL Grid which has 25mtr height to mount camera we seek to know the actual purpose.	It is clearly mentioned in the tender that the "Pole" has to be erected for outdoor PTZ cameras wherever needed for overall surveillance.

9	DVTEL	Tech. Spec. for VMS	Pg. 67	In your Schedule of quantity, you have asked for 1 no VMS software with 4 user.You need 4 nos of VMS software to be used at 4 nos of server at 4 different substation locations	At present the surveillance system in each of the four nos. of grids are not connected. But, it is highly likely of integrating all the grids in the future. Four nos. of softwares shall be acceptable provided it should be able to be integrated centrally.
		Tech Spec. for Intelligent Video Analytics Software	Pg. 81	In your tender you have asked for all kind of video analytics possible. All of them are not required for your application which may jeopardise normal functioning of specified servers. You will need Camera tampering detection and Video Motion detection only for your application. Rest all can be deleted.	As per Tender. The IVA software should enable the user to enable/disable any feature as per requirement.
		Tech Spec. for PTZ, Fixed camera (indoor/outdoor)		Very importantly, for your application, Synchronized Failover directory feature should be provided with the offered system to avoid the single point of failure. Accordingly Fail over recording feature must be provided for all cameras and servers.	Incase of power failure/ network failure, the vendor shall setup and provide backup mechanism for the entire surveillance system to prevent any loss of data that may occur due to such failures.

Note: All other terms and conditions of the tender shall remain unchanged.

CHIEF GENERAL MANAGER(IT)