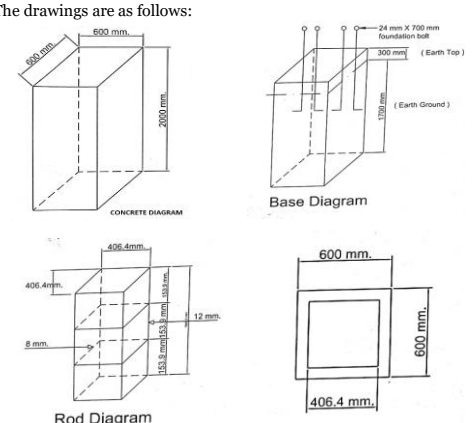


PRE-BID CLARIFICATIONS

#	Clause No.	Page No.	Details as per Tender Document	Bidders Request/ Suggestion	OPTCL Management Decision
1	Section I - Bidding Schedule	4	**Tender papers shall be free of cost, 50% exemption on payment of EMD will be allowed to the local MSEs registered with respective DICs, Khadi village, cottage industries, OSIC and NSIC. Registration / Scope of business of MSE should cover the items to be procured in this tender.	We would like to bring to your notice that we are NSIC /MSME registered START UP Organisation and we are eligible / Exempted from the Tender fee and the EMD to bid for the tender. We request your you to kindly exempt us (NSIC /MSME and setup organisation with the EMD.	Tender Clause Stands
2	Section V.VII SCHEDULE - H (APPROVED MAKE, QUOTED MAKE & MODEL)	55		Requested For Brand Inclusion of CP PLUS	Please refer to corrigendum notice no. III for the revised approved Makes (Revised Schedule-H)
				Requested For Brand Inclusion of HIKVISION	Please refer to corrigendum notice no. III for the revised approved Makes (Revised Schedule-H)
				Requested For Brand Inclusion of PANASONIC	Please refer to corrigendum notice no. III for the revised approved Makes (Revised Schedule-H)
				Requested For Brand Inclusion of UNIVIEW	Please refer to corrigendum notice no. III for the revised approved Makes (Revised Schedule-H)
				Requested For Brand Inclusion of VANTAGE	Please refer to corrigendum notice no. III for the revised approved Makes (Revised Schedule-H)
3	Section I.6.A.b Qualification of Bidders	9	The Bidder should have positive net worth, and should have an average turnover of more than INR 20 crores, for the last three Financial Years ending on 31st March 2019.	The Bidder should have positive net worth, and should have an average turnover of more than INR 18 crores, for the last three Financial Years ending on 31st March 2018.	The Bidder should have positive net worth, and should have an average turnover of more than INR 18 crores, for the last three Financial Years ending on 31st March 2018.
			The Bidder should have positive net worth, and should have an average turnover of more than INR 20 crores, for the last three Financial Years ending on 31st March 2019.	Reuquest you to kindly accept Annual Financial Turnover for 2015-16, 2016- 17, 2017-18. For 2018-19 financial balance sheet is under process and will take time to get audited. So Kindly accept the same. As per the CVC guidelines Average Annual financial turnover during the last 3 years, ending 31st March of the previous financial year, should be at least 30% of the estimated cost. so we request you to kindly ammend that or request you to ammend cummlitative turnover instead of average turnover.	The Bidder should have positive net worth, and should have an average turnover of more than INR 18 crores, for the last three Financial Years ending on 31st March 2018.
5	Section I.6.B Qualification of Bidders	10	The Bidder should have designed, supplied, installed, tested, commissioned and operated IP Based CCTV Surveillance project(s) at least in any Central Govt. / State Govt. / PSU /Autonomous Body(Govt.) in India conforming to the scope of the work during the last three (03) financial years: • One (1) project with Order Value of minimum INR 1.5 Crores; OR • Two (2) projects each with Order Value of minimum INR 1.2 Crores each. • Three (3) projects each with Order Value of minimum INR 1.0 Crores each.	The Bidder should have designed, supplied, installed, tested, commissioned and operated IP Based CCTV Surveillance project(s) at least in any Central Govt. / State Govt. / PSU /Autonomous Body(Govt.) in India conforming to the scope of the work during the last three (03) financial years: • One (1) project with Order Value of minimum INR 1.1 Crores; OR • Two (2) projects each with Order Value of minimum INR 80 Lakh each. • Three (3) projects each with Order Value of minimum INR 60 Lakh each.	Tender Clause Stands
				The Bidder should have designed, supplied, installed, tested, commissioned and operated IP Based CCTV Surveillance project(s) at least in India conforming to the scope of the work during the last three (03) financial years: • One (1) project with Order Value of minimum INR 1.1 Crores; OR • Two (2) projects each with Order Value of minimum INR 80 Lakh each. • Three (3) projects each with Order Value of minimum INR 60 Lakh each.	Tender Clause Stands
6	Section I.6.A.f Qualification of Bidders	10	The Bidder should have at least one office in Odisha.	The bidder should have an office in Odisha. However, if the presence is not there in the state, the bidder should give an undertaking for establishment of an office, within one month of award of the contract.	The Bidder should have at least one office in Odisha(Latest copy of Property tax /Electricity Bill/Telephone Bill/G.S.T./C.S.T. Registration/Lease agreement etc. should be submitted as proof). If the Bidder is not having any office in Odisha then the bidder should submit a letter of undertaking to open an office in Odisha within 30 days from the date of issue of work order.

7	Section I.6 Qualification of Bidders	10	The Bidder shall have support center in Odisha with % spare stock (10% of the ordered quantity) should be available at the service center in Odisha with at least 05 (five) technically qualified professionals in the area of CCTV Surveillance System and Networking as on bid submission date.	we are serving customers all over India from our Ajmer, HO for about 60 years. So we are assuring you that we are very much able to give you support from our HO	The Bidder shall have support center in Odisha with % spare stock (10% of the ordered quantity) should be available at the service center in Odisha with at least 05 (five) technically qualified professionals in the area of CCTV Surveillance System and Networking as on bid submission date(Undertaking from the bidder in its letter signed by authorized signatory mentioning the details of its maintenance & support center along with maintenance & support engineers with their qualification and years of experience.) If the Bidder is not having any support center in Odisha then the bidder should submit a letter of undertaking to open support center in Odisha with % spare stock (10% of the ordered quantity) within 30 days from the date of issue of work order. However, the bidder is required to have at least 05 (five) technically qualified professionals in the area of CCTV Surveillance System and Networking as on bid submission date. The bidder needs to submit the details of support engineers with their qualification and years of experience during the Techno-commercial bid.)
8	Section I.6.A.e Qualification of Bidders	9	The Bidder must have valid ISO 9001:2008 certificate for CCTV Surveillance System and Networking System as on bid submission date	The Bidder must have valid ISO 9001:2008 certificate mentioning IT Consultancy, IT/ITES services	Tender Clause Stands
			The Bidder must have valid ISO 9001:2008 certificate for CCTV Surveillance System and Networking System as on bid submission date	Please amend to "the Bidder shall have Iso 9000 certificate"	Tender Clause Stands
9	Section V SCHEDULE - J (PROFORMA OF BANK GUARANTEE FOR CONTRACT PERFORMANCE (CPBG))	Section V.J(No te 3) Page no. 64	3. In case a Contractor is a Joint Venture/Consortium, The CPBG shall be submitted by the Lead Partner mentioning the Name & Address of the Lead Partner & Other Partner.	Please add Subletting option. The complexity of implementation would require sublet option.	Tender Clause Stands. Joint Venture/ Consortium/ Subletting is not allowed.
10				OEM credentials will be considered against bid eligibility criteria	Not accepted
11	Section V SCHEDULE - J (Note-3) (PROFORMA OF BANK GUARANTEE FOR CONTRACT PERFORMANCE (CPBG))	64	3. In case a Contractor is a Joint Venture/Consortium, The CPBG shall be submitted by the Lead Partner mentioning the Name & Address of the Lead Partner & Other Partner.	In case of a Joint Venture/Consortium, The credential of any partner will be considered as bid eligibility criteria and CPBG shall be submitted by any Partner mentioning the Name & Address of the Lead Partner & Other Partner.	Tender Clause Stands. Joint Venture/ Consortium/ Subletting is not allowed.
12	Section I.4.IV.1 (Project Timelines with Payment Breakup)	8	Submission & Acceptance of preliminary site survey report, Inspection of the BoQ items, Procurement & Delivery of BoQ items (Hardware & Software) (29 locations) 60% of Total Project Cost(excluding CAMC cost & Installation & Commissioning Cost)	Kindly allow location wise part Billing for the material delivery & work executed & release of payment accordingly.	Tender Clause Stands.
13	Section I.4.IV.2 (Project Timelines with Payment Breakup)	8	Successful installation & commissioning, Successful system roll-out of the entire system, Successful training given to OPTCL officers (field officer + IT officer) and Submission of all the manuals/documents/drawings of CCTV Surveillance System duly checked and accepted as given in the tender (29 locations)	Kindly allow location wise Installation, completion & part Billing & release of payment accordingly	Tender Clause Stands.
14	Section I.4.IV.3 (Project Timelines with Payment Breakup)	8	Successful system maintenance & Hand-holding for 90 days and System acceptance by "End Users" (29 locations)	Kindly amend the term of 90 days to Successful system maintenance & Hand-holding for 30 days and System acceptance by "End Users for location wise	Tender Clause Stands.
15	Section I.4.IV.4 (Project Timelines with Payment Breakup)	8	Warranty Period (36 months from date of installation at the last location or 38months from the date of delivery of the last lot of items, whichever is later)	Kindly allow start of warranty period from the date of handingover of the individual location.	Tender Clause Stands.
16	Section I.4.IV.5 (Project Timelines with Payment Breakup)	8	Comprehensive AMC Support (Quarterly Payment at the end of each quarter)	Kindly allow monthly Billing & release of payment.	Tender Clause Stands.

17	B.12 Procedure to Submit the Bid	11	No Deviation Certificate as per the prescribed format	As different line of items have different makes, so kindly allow bidder to quote with minimum deviation which wont affect the operational requirement and the same can be evaluated by TEC.	Tender Clause Stands.
18	Section III.1.VI.a & b (DISPATCH INSTRUCTIONS)	16	1. The delivery period of the items ordered, as specified, should not exceed 60(Sixty) days from the date of date of acceptance of "Work Order/Purchase Order". 2. The Installation and commissioning of the items ordered should be completed within 120(One Hundred Twenty) days from the date of acceptance of "Work Order/Purchase Order".	Since most of the approved camera OEM manufactures camera at abroad and lead time for their products are appx 6-8 weeks and Fiber Optic cable quantity also huge it also takes much lead time to manufacture and materials to be delivered 29 different sites therefore you are requested to kindly extend the project completion time (i.e. Supply, Installation, Testing & commissioning) 180(One hundred Eighty) days from the date of date of acceptance of "Work Order/Purchase Order."	1. The delivery period of the items ordered, as specified, should not exceed 75(Seventy Five) days from the date of date of acceptance of "Work Order/Purchase Order". 2. The Installation and commissioning of the items ordered should be completed within 150(One Hundred Fifty) days from the date of acceptance of "Work Order/Purchase Order". Project deadlines mentioned in Section I.4.IV.1 & 2 (Project Timelines with Payment Breakup) may be considered accordingly as above
19	Section V.VIII Schedule H: 21.LIU-Box with Accessories(adaptor plate, pigtail, etc)	55	LIU-Box with Accessories (adaptor plate, pigtail, etc) Make - Open	The Fiber cable and LIU Box with accessories should be same make. If the Fiber cable and LIU connectivity will be from different OEM, there will be Attenuation / Synchronization issue, as different OEM has difference Attenuation like At 1310 nm: & 1550 nm. So there will be more loss of bandwidth.	Accepted. Approved Make: Molex/TE/ Systemax/ Krone/ Commscope (Please refer to Corrigendum No. III for the revised approved Makes (Revised Schedule-H)) The Fiber cable and LIU Box with accessories should be of same make.
20	Section IV.2.I Detailed Technical Specifications E.16 Channel NVR	35	Storage: Min. 8 SATA hard disk ports, each shall supports a hard disk with capacity min. 4TB.	We understand as per BOQ NVR shall have 2 SATA hard disk ports, each shall support a hard disk with capacity min. 4TB. Please confirm.	Storage: Min. 2 SATA hard disk ports, each shall supports a hard disk with capacity min. 4TB.
			Auxiliary Interface: USB 2 ports USB2.0; RS232 1 port, For PC communication & Keyboard; RS485 1 port, For PTZ control	USB 2 ports USB2.0; For PC communication & Keyboard; RS485 1 port, For PTZ control. (RS232 is obsolete in modern NVRs as it is no more required with the IP camera technology. Keeping this port unnecessarily increases cost.)	Storage: Min. 2 SATA hard disk ports, each shall supports a hard disk with capacity min. 4TB. RS232 1 port & RS485 1 port is dropped.
			Input / Output Bandwidth capability	Min 320 Mbps input & min 320 Mbps output B/W This is a new point, which ensures that the NVR can support 4K cameras on all 16 channels in future if the cameras are upgraded.	Tender clause stands.
21	Section IV.2.II Detailed Technical Specifications A.Outdoor Junction Box	42	Outdoor Junction Box Toughened glass window in the front door	In CCTV junction box there will be no such device installed which need to be monitored periodically through toughened glass and the glass has no use. Therefore, you are requested to please accept outdoor junction box IP65 rated without toughened glass	Outdoor junction box IP65 rated without toughened glass is accepted.
22	Section IV.2.II Detailed Technical Specifications B.Pole (For Outdoor Cameras)	42		Kindly share the foundation drawing of the pole.	The drawings are as follows: 
23				Kindly share the cable laying procedure at outdoor and indoor area.	All the cables should be laid through trenches and wherever trench is not available, the SI is required to lay the cables through PVC/HDPE conduit (as applicable) with standard excavation/digging.
24				We understand nearest earthpit connection to be connected with JB/Poles. Making new earthpit is not in scope of bidder/vendor.	Making new earthpit is not in scope of bidder/vendor.

25	Section IV.2.I Detailed Technical Specifications H:16 port managed network switch	37/38	Switch should support Protocol Based VLAN, IP subnet based, Guest VLAN and MVR	We can achieve the MVR functionality through IGMP and MLD snooping. Request to change that "Switch should support Protocol Based VLAN, IP subnet based, Guest VLAN and MVR/MLD snooping"	Please refer to corrigendum notice no. III for the revised technical specification of 16 port managed network switch
			should support Layer 2 Protocol Tunneling(L2PT)	This is router functionality and it is not relevant to this project. Request to remove this clause.	
			should support GVRP, automatic VLAN member registration	GVRP feature will required for enterprise LAN where multiple VLANs users are connected to access switch. It is not related for the surveillance project. Hence request to remove this clause.	
26	Section IV.2.I Detailed Technical Specifications I: Media Convertor (Box Type)	39	100 Base-FX to 100 Mbps Tx Single mode media convertor	It is mentioned under function that 100Mbps and again mentioned 1Gbps under Data Transfer Rate. Request to confirm the same what is exactly required.	1000 Base-FX to 1000 Mbps Tx Single mode media convertor
27	Section IV.2.I Detailed Technical Specifications (A) Outdoor PTZ Camera [Range 200 Meters]	28	Image Sensor: Progressive scan CMOS 1/2.8" or better	1/1.9" Sony progressive scanning CMOS sensor. Suggested sensor being bigger in size and from the best sensor manufacturer in the world, produces best quality image with minimum loss of clarity.	Tender clause stands.
			Lens: Bidder needs to submit the camera lens' sizing sheet from OEM to meet the tender requirement. This should be considered as a mandatory technical requirement, duly signed and sealed by authorised person of OEM and should be submitted as an integral part of the technical bid.	6-180mm It is suggested to mention a Lens value, else different bidder might quote different Lens, which may produce different quality of image, impacting the commercials as well.	Tender clause stands.
			IR Distance: Minimum 180mtrs	IR Distance: Minimum 200 mtrs	Tender clause stands.
			Wide Dynamic Range: Should have WDR feature	Min 120dB WDR (If WDR value is not mentioned Digital WDR might be proposed, which gives inferior image in variable light conditions.)	Tender clause stands.
			Compression Standards: H.264, MJPEG / MPEG4	H.265 /H.264 switchable M-JPEG independent encoding. H.265 compression has ability to save at least 25% recording disk space over H.264. Hence recommended.	Tender clause stands.
28	Section IV.2.I Detailed Technical Specifications (B) Outdoor PTZ Camera [Range 100 Meters]	30	Image Sensor: Progressive scan CMOS 1/2.8" or better	1/1.9" Sony progressive scanning CMOS sensor. Suggested sensor being bigger in size and from the best sensor manufacturer in the world, produces best quality image with minimum loss of clarity.	Tender clause stands.
			Lens: Bidder needs to submit the camera lens' sizing sheet from OEM to meet the tender requirement. This should be considered as a mandatory technical requirement, duly signed and sealed by authorised person of OEM and should be submitted as an integral part of the technical bid.	4.3-129mm It is suggested to mention a Lens value, else different bidder might quote different Lens, which may produce different quality of image, impacting the commercials as well.	Tender clause stands.
			Wide Dynamic Range: Should have WDR feature	Min 120dB WDR (If WDR value is not mentioned Digital WDR might be proposed, which gives inferior image in variable light conditions.)	Tender clause stands.
			Compression Standards: H.264, MJPEG / MPEG4	H.265 /H.264 switchable M-JPEG independent encoding. H.265 compression has ability to save at least 25% recording disk space over H.264. Hence recommended.	Tender clause stands.
29	Section IV.2.I Detailed Technical Specifications (C) Outdoor Fixed Camera	32	Wide Dynamic Range: Should have WDR feature	Min 120dB WDR (If WDR value is not mentioned Digital WDR might be proposed, which gives inferior image in variable light conditions.)	Tender clause stands.
			Outdoor Fixed Camera Lens Type: Varifocal Lens	We understand that lens to be motorized varifocal lens only. Please confirm.	Tender clause stands.

			Compression Standards: H.264, MJPEG / MPEG4	H.265 /H.264 switchable M-JPEG independent encoding. H.265 compression has ability to save at least 25% recording disk space over H.264. Hence recommended.	Tender clause stands.
30	Section IV.2.I Detailed Technical Specifications (D) Indoor Dome camera	34	Wide Dynamic Range: Should have WDR feature	Min 120dB WDR (If WDR value is not mentioned Digital WDR might be proposed, which gives inferior image in variable light conditions.)	Tender clause stands.
			Compression Standards: H.264, MJPEG / MPEG4	H.265 /H.264 switchable M-JPEG independent encoding. H.265 compression has ability to save at least 25% recording disk space over H.264. Hence recommended.	Tender clause stands.

Sr. General Manager (IT)
OPTCL