

**PRE BID MEETING : PROCUREMENT OF INTEGRATED COMMUNICATION
SYSTEM – QUANTITY 70 NOS FOR ASSAM RIFLES**

1. A pre bid conference for **Integrated Communication System – Quantity 70 Nos for Assam Rifles** against tender Notice No XX.11011/06/MOD/2020 -Sigs dated 11 Aug 2020 was scheduled on 25 Aug 2020 at 1100 hrs. But due to COVID-19, the Pre-bid meeting was conducted at Data Centre, HQ DGAR through video conferencing on same date and time. CSO, HQ DGAR chaired the meeting and it was conducted by SO1 (Comn), HQ DGAR. The attendance of the representative of firms is as below:

S/No	Name of Firm	Name of rep
(a)	Cornet Technology (India) Pvt. Ltd	Col Arun Jaitly
(b)	Defind Enterprises Pvt Ltd (DEPL) 3404 A, Sect 23 Gurgaon, Haryana - 122017	Col Sanjiv Kumar
(c)	M/s Accord Communication Ltd, Kolkata- 700001	Mr Prabhat Mohta
(d)	Elcom Innovations Private Limited, 5 th Floor, Tower, A Windsor IT Park, A-1, Sector 125, Noida – 201301 (UP), India	Mr Sandeep Pathak
(e)	M/s Source Dot Com Pvt Ltd, Shillong	Mr Vivek Regmi
(f)	Vedang Radio Technology Pvt Ltd. 308, Evershine Mall, Mind Space Complex, Chincholi Bunder Road, Link Road, Malad (W), Mumbai - 400064(India)	Mr Satish
(g)	NEC Kolkata	Mr Subramaniam
(h)	M/s Nice Infotech, Shillong	Mr Manish

2. During the pre-bid video conference, following queries of various firms were received :-

S.No	Name of Firm	Query Raised by Firm	Clarification
(a)	Mr Arun Jaitly Cornet Technology (India) Pvt Ltd	(a) Firm asked for types of radios used by Assam Rifles (b) Appendix A - Serial 2 (vii): <u>Operational Requirement.</u> The firm asked to make the feature " The inbuilt CPU should have hot standby and swapping for both central and remote gateway " as optional clause as approved by MHA.	Firm was info that presently most of the radios used by Assam Rifles Battalions are Motorola make in range. However, the system should not be dependent on UHF make and model of radios and should be able to integrate any type of radio sets as in future the radios will keep changing as per advancement in tech. The system should be agnostic to make and model of Radios. It was clarified to the firm that this feature is essential requirement of the Force and hence it is not optional. The clarification on this was sought from MHA/CAPF on this optional feature given in approved QRs of MHA and it was clarified by MHA that optional feature is for the Force to include or exclude as per requirement. No change is QR is acceptable.
(b)	Col Sanjiv Kumar Defind Enterprises Pvt Ltd (DEPL) 3404 A, Sect 23 Gurgaon, Haryana - 122017	(a) The firm asked for numbers of following: (i) Radios to be connected. (ii) Control room. (iii) Total locations. (b) Is this complete project is under "Make in India" or foreigners OEM can also participate.	The clarification was given as below: (i) Radios to be connected - 04 (ii) Control room - 01 (iii) Total locations - 70 It was clarified that preference will be given to "Make in India" firm, as per Govt of India policy. The firms quoting for foreign OEMs will not be rejected. However system manufactured in certain neighbouring countries would not be accepted.
(c)	Mr Manish M/s Nice Infotech, Shillong	<u>Appendix G - Serial 2 (f)</u> : The firm asked on clarification on clause mentioning that " The principal manufacturer directly or through one Indian Agent on his behalf ". The firm submitted that OEM can auth more than one Indian firm. If this is not then it will restrict the competition.	There is no change to this clause as this is as per CVC guidelines, and as per Manual for procurement of Goods 2017.
(d)	Mr Sandeep Pathak Elcom Innovations Private	(a) Appendix A - Serial 4 (ii): <u>Interfacing with Phone Lines.</u>	It was informed to all that magneto facility is optional.

	<p>Limited, 5th Floor, Tower, A Windsor IT Park, A-1, Sector 125, Noida – 201301 (UP), India</p>	<p>The firm asked whether the magneto connect facility is optional or mandatory.</p>	
		<p>(b) Appendix A - Serial 6 (i): <u>Power Supply.</u> The firm wanted clarification on whether the system should support battery bank of 12V, 24V and 48V all or any one of these.</p>	<p>It was clarified that the system should be able to support all three battery banks ie 12V, 24V and 48V whichever is present in field. No change to QR is accepted.</p>
		<p>(c) Appendix A - Serial 1 (i): <u>General.</u> "The system should be IP based server gateway architecture with one central command centre and should be fully supported across IP network by simple addition of gateways. The interfaced radios should be able to make call across the IP network through the gateway devices". The firm enquired whether there is requirement of each system to be server based or it should work on gateway.</p>	<p>No changes in QRs. The system should comply the given specifications.</p>
		<p>(d) Appendix A - Serial 7 & 8: <u>States of Environmental Condition (Optional Feature)</u> Serial. No. 7 & 8 are inter – linked, whereas Serial. No. 8 feature has been made optional, please clarify (required Commercial equipment or Ruggedised equipment)</p>	<p>It was clarified that Serial No 7 is mandatory and Serial No 8 is optional. There will not be any changes to QRs. Serial No 7 & 8 has to be complied, as such or better.</p>
(e)	<p>Mr Satish Kumar Vedang Radio Technology Pvt Ltd. 308, Evershine Mall, Mind Space Complex, Chincholi Bunder Road, Link Road, Malad (W), Mumbai -400064(India)</p>	<p>(a) Appendix A - Serial 7: <u>EMI/ EMC Compliance.</u> The firm submitted that use of modules and other hardware compliance to JSS-55555 for EMI/EMC is acceptable or complete system needs final approval. Also, if certificate can be produced during later stage of bid.</p>	<p>It was clarified that the complete system should have EMI/ EMC compliance as per given QRs and not its modules or hardware. It was also emphasised that EMI/EMC compliance cert will be required for Tech evaluation of bids.</p>
		<p>(b) Appendix A – Serial 3(iv): <u>Performance Requirement.</u> The firm asked whether VOX and VMR both are required or one will do.</p>	<p>No change in QRs. As per QRs, both are required.</p>

		(c) Firm wanted to know types of radios.	The point was already clarified in the meeting vide queries of Conet Technology (India) Pvt Ltd.
		(d) Firm wanted to know whether firm registered under communication equipments for MSME is exempted EMD or not.	It was informed that ICS is communication equipment and if firm is registered for MSME under manufacturing of communication equipment then same will be considered.
(f)	Mr Vivek Regmi M/s Source Dot Com Pvt Ltd, Shillong	<u>Appendix G - Serial 2 (f)</u> : The firm asked on clarification on clause mentioning that " The principal manufacturer directly or through one Indian Agent on his behalf ".	The point was already covered in the meeting.
(g)	Mr Prabhat Mohta M/s Accord Communication	<u>Clause 23 (b)(ii) - Eligibility Criteria.</u> "Must have satisfactory executed at least two order for IT/communication project of minimum three crores each or a single order of more than six crores in MOD/MHA or any government organisations in India for any of the last three Financial years, i.e., 2017-18, 2018-19 & 2019-20 or during current financial year". The firm asked to reduce this amount to two crores in place of three crores as given in tender being small scale industry.	No change in tender clauses, is accepted.