



No.: KSCL/PMC/EP/04

Date: 26/11/2018

Corrigendum-1

Tender Ref No: No.: KSCL/PMC/EP/129/01-05 dated 04/09/2018

Tender ID: 2018_NNKAN_268561_1

The prospective bidders can download the detail "Reply of Pre-bid Queries" as per pre-bid meeting held on dated 15/11/2018 from website www.etender.up.nic.in & www.kanpursmartcity.in

Title of the Works	References	Uploading the reply of Queries
Supply, Installation, Testing and Commissioning of ICT based solutions for Smart Classrooms (E-Pathshala) including Civil Infrastructure Development Works for Six Schools in ABD area and 5 years Comprehensive Annual Maintenance Contract (CAMC)	Pre-Bid Queries received from prospective bidders on 15/11/2018	"Reply of Queries" Corrigendum-1 Annexure-A



**Addl. Chief Executive Officer,
Kanpur Smart City Limited,
Kanpur**

Annexure-A
Reply of Pre-Bid Queries for Smart Classroom (E-Pathshala)
Pre-Bid Meeting – 15.11.2018 at 4:00 PM

Sl. No.	RFP Section & sub section/Clause No.	RFP Page No.	Content of RFP Requiring Clarification	Clarification sought/ Change Request (highlight the portion with RED colour which is intended to be changed)	KSCL Clarification
1	Preamble/Bidders' Profile / Point No. 1	9	The Bidder for participation in the Selection Process, should be a System Integrator (SI) who may be either a single entity or a group of entities (the "Consortium"), coming together to execute the project. Single entity / at least one entity of the Consortium should be a Class I & Class II Contractors registered with the State Public Works Department /CPWD for Civil Infrastructure works (Part-I) of the project	The Bidder single entity or a group of entities or the Lead Bidder should be a Trust or Society registered under---- with at least more than 10 years of experience in operation and management of Schools	AS Per RFP
2	Preamble/Bidders' Profile / Point No. 3	9	No Member at any given point of time may assign or delegate its rights, duties or obligations under the Agreement/Contract except with prior written consent of procuring entity	We assume that no Sub Contracting is allowed in the tender as allowing will dissolve the seriousness of the bidders in the Tender	As per RFP Clause no 3.36 (Page No 109) And Clause no 7.1(Page no 157.)
3	1 Instruction to Bidder/1.8- Site Visit and Verification of Information	20	The appointment for site visit may be obtained two (2) days in advance and before the last date of submission of bid from the Nodal Officer, Kanpur Smart City Limited whose details are as follows: Nodal Officer, Kanpur Smart City Limited, Kanpur Nagar Nigam Mukhyalay, Motijheel, Contact No.:	Request to provide complete address, contact details (Mobile Numbers) and obtained Seven (7) days in advance and before the last date of submission of bid.	Required Contact No is 7081802663 Ms. Pooja Tripath (Nodal Officer)

4	1 Instruction to Bidder/1.9- Bid Security/Earnest Money Deposit	20	The proposal should be accompanied by a Bid Security/Earnest Money Deposit of Rs.7, 00,000.00 (Rupees Seven lakh) only.	On Page no.8 of the RFP, The EMD is 10 Lakhs whereas on page no. 20 EMD amount is 7 Lakhs. Please clarify the EMD amount	Clause read as .. The EMD amount should be Rs.07,00,000.00 (Rupees Seven Lakhs Only)
5	1 Instruction to Bidder/1.9- Bid Security/Earnest Money Deposit	20	Any extension of the validity of the Bid Security/EMD as requested by Authority shall be provided within 7 (seven calendar) days prior to the expiry of the validity of the Bid Security/EMD, being extended	We request the department to make it 15 calendar days for re-submission as it involves logistics and banking procedures.	Accepted
6	1.21 -Pre- Qualification Criteria / Serial No. 1-Legal Entity for ICT component	27	The Lead bidder (In case of consortium) or Sole bidder should be registered in India under Companies Act, 1956/2013 or as amended and should have been in operation for at least 5 years as on date of submission of the bid.	Trust/ experience	As per RFP
7	1.21 -Pre- Qualification Criteria / Serial No. 4- Turnover for ICT component	27	The lead member/sole bidder of consortium should have average annual turnover of minimum Rs. 5.00 Crores for last 3 audited financial years (2015-2016, 2016-17 and 2017-18).	The lead member/sole bidder of consortium should have average annual turnover of minimum Rs. 3.00 Crores for last 3 audited financial years (2015-2016, 2016-17 and 2017-18).	As per RFP
8	1.22 Technical Evaluation Criteria / serial No.2.1	29	The lead bidder or any member of its consortium should have successfully implemented smart classrooms during last three year. More than 300 Smart Classrooms: 10 Marks More than 200 but less than 300 Smart Classrooms: 7 Marks More than 100 but less than 200 Smart Classrooms: 5 Marks	The lead bidder or any member of its consortium should have successfully implemented smart classrooms during last three year. More than 200 Smart Classrooms: 10 Marks More than 100 but less than 200 Smart Classrooms: 7 Marks More than 50 but less than 100 Smart Classrooms: 5 Marks	Revised criteria as follows <ul style="list-style-type: none"> • More than 150 Smart Classrooms: 10 Marks • More than 100 but less than 150 Smart Classrooms: 7 Marks • More than 50 but less than 100 Smart Classrooms: 5 Marks

9	1.22 Technical Evaluation Criteria / serial No.2.2	29	<p>The lead bidder or any member of its consortium should have successfully implemented web applications for Smart School / Smart Classroom solution or similar type of work. Such project should have been performed during the last three years. Number of schools where the web application has been implemented.</p> <p>More than 300 Web Applications: 10 Marks</p> <p>More than 200 but less than 300 Web Applications: 7 Marks</p> <p>More than 100 but less than 200 Web Applications: 5 Marks</p>	<p>The lead bidder or any member of its consortium should have successfully implemented web applications for Smart School / Smart Classroom solution or similar type of work. Such project should have been performed during the last three years. Number of schools where the web application has been implemented.</p> <p>More than 200 Web Applications: 10 Marks</p> <p>More than 100 but less than 200 Web Applications: 7 Marks</p> <p>More than 50 but less than 100 Web Applications: 5 Marks</p>	<p>Revised Criteria</p> <ul style="list-style-type: none"> • More than 150 Web Applications: 10 Marks • More than 100 but less than 150 Web Applications: 7 Marks • More than 50 but less than 100 Web Applications: 5 Marks
10	1.22 Technical Evaluation Criteria / serial No.2.4	30	<p>The lead bidder or any member of its consortium should have provided trainings to teachers and students in topics related to smart classrooms within the last three years.</p> <p>More than 300 Training: 10 Marks</p> <p>More than 200 but less than 300 Training: 7 Marks</p> <p>More than 100 but less than 200 Training: 5 Marks</p>	<p>The lead bidder or any member of its consortium should have provided trainings to teachers and students in topics related to smart classrooms within the last three years</p> <p>More than 100 Training: 10 Marks</p> <p>More than 50 but less than 100 Training: 7 Marks</p> <p>More than 25 but less than 50 Training: 5 Marks</p>	<p>Revised Criteria</p> <ul style="list-style-type: none"> • More than 150 Training: 50 Marks • More than 100 but less than 150 Training: 7 Marks • More than 50 but less than 100 Training: 5 Marks
11	1.22 Technical Evaluation Criteria / serial No.2.5	30	<p>The lead bidder or any member of its consortium should have successfully implemented smart classrooms (Hardware and Software) in multiple schools in a single contract. These schools should be in different locations. However, they can be branches of same school.</p> <p>100 school – 2 mark</p> <p>200 school – 4 mark</p> <p>300 school – 6 mark</p> <p>400 school – 8 mark</p>	<p>The lead bidder or any member of its consortium should have successfully implemented smart classrooms (Hardware and Software) in multiple schools in a single contract. These schools should be in different locations. However, they can be branches of same school.</p> <p>10 school – 2 mark</p> <p>20 school – 4 mark</p> <p>30 school – 6 mark</p> <p>40 school – 8 mark</p> <p>50 school – 10 mark</p>	<p>Revised criteria</p> <p>50 school – 2 mark</p> <p>100 school – 4 mark</p> <p>150 school – 6 mark</p> <p>200 school – 8 mark</p> <p>250 school – 10 mark</p>

12	1.23 Technical Compliance Matrix / serial No .2	32	500 school – 10 mark The Bidder (Prime bidder in case of consortium) should be Service based Company/Firm registered in India and operational in the domain of Education sector for at least last 5 (five) years. Self-attested copies of Incorporation/Registration certificate along with MoA (or similar document) should be furnished as documentary proof. One of the consortium Member should be in domain of education sector for at least last 5 Years	Prime bidder should be school running trust registered under societies act with more than 10 years of experience in operation and management of schools	As per RFP
13	1.23 Technical Compliance Matrix / serial No .3	32	The bidder (prime bidder in case of consortium) should have average minimum annual turnover of Rs. 5crore (Rupees Five crore only) in the last 3 financial years As documentary proof, attested copy of the Audited Balance Sheet to be submitted. The prime bidder also has to provide the CA certificate specifying that the bidder has minimum 3 average Rs 70 Lakhs of revenue from the business of smart class operations and IT enabled educational solutions.	The bidder (prime bidder in case of consortium) should have average minimum annual turnover of Rs. 3 crore (Rupees Five crore only) in the last 3 financial years As documentary proof, attested copy of the Audited Balance Sheet to be submitted. The prime bidder also has to provide the CA certificate specifying that the bidder has minimum 3 average Rs 70 Lakhs of revenue from the business of smart class operations and IT enabled educational solutions.	As per RFP
14	1.22 Technical Evaluation Criteria / serial No.2.3	30	The lead bidder or any member of its consortium should have successfully implemented Interactive Module in a variety of classes as per syllabus. Contract should cover implementation of smart classroom content and smart classroom boards, etc. Such implementation should have been done within the last three years. More than 300 Interactive Modules: 10 Marks	The lead bidder or any member of its consortium should have successfully implemented Interactive Module in a variety of classes as per syllabus. Contract should cover implementation of smart classroom content and smart classroom boards, etc. Such implementation should have been done within the last three years. More than 200 Interactive Modules: 10 Marks More than 100 but less than 100 Interactive Module: 7 Marks More than 50 but less than 100 Interactive Module: 5 Marks	<p>Revised Criteria</p> <ul style="list-style-type: none"> • More than 150 Interactive Modules: 10 Marks • More than 100 but less than 150 Interactive Module: 7 Marks • More than 50 but less than 100 Interactive Module: 5 Marks

15	1.23 Technical Compliance Matrix / serial No .5	33	More than 200 but less than 300 Interactive Module: 7 Marks More than 100 but less than 200 Interactive Module: 5 Marks The bidder (prime bidder, in case of a consortium) must have a positive net worth of at least Rs. 5.5crore (Rupees five Crore only) as on 31.03.2018. The prime bidder must attach self-attested copies of audited accounts or CA certificate as supporting documents for this purpose	The bidder (prime bidder, in case of a consortium) must have a positive net worth of at least Rs. 3.5 crore (Rupees five Crore only) as on 31.03.2018. The prime bidder must attach self-attested copies of audited accounts or CA certificate as supporting documents for this purpose	As Per RFP
16	1.23 Technical Compliance Matrix / serial No .15	35	Content Registration: The educational platform should allow registered content of OEMs to use the e-Learning module.		No Query mentioned here
17	1.23 Technical Compliance Matrix / serial No .17	35	UP State Board Content: The educational platform should cover all content related to Class I to Class XII for subjects of the UP state board in Hindi.	We request the competent authority to give shortlisted bidder six months' time from the date of issue of LOI to convert and match the already existing content related to Class I to Class XII for subjects of the UP state board in Hindi.	Accepted
18	1.24 Eligible Goods and Services, and OEM Criteria / serial no. 1.24.5	36	The Bidder shall quote only one specific make and model from only one specific OEM, for each of the goods. Providing more than one option shall not be allowed and considered non-responsive. All goods quoted by the Bidder must be associated with item code and names and with printed literature describing configuration and functionality. Any deviation from the printed specifications should be clearly mentioned in the offer document by the Bidder	The Bidder should be allowed to quote more than one Make but with same technical specifications as specified in the Tender.	As per RFP

19	1.29 Performance Bank Guarantee (PBG)	38	Within fifteen (15) working days from the date of issuance of LOI, the Successful Bidder shall at his own expense submit unconditional and irrevocable Performance Bank Guarantee (PBG) an amount equivalent to 10% of contract value to procuring entity.	As per CVC guidelines and tender norms followed on all Govt. tenders followed pan India, Performance Bank Guarantee (PBG) should be between 2-5 % so we request the department to make it to 2 %. Within fifteen (15) working days from the date of issuance of LOI, the Successful Bidder shall at his own expense submit unconditional and irrevocable Performance Bank Guarantee (PBG) an amount equivalent to 2% of contract value to procuring entity.	As per RFP
20	1.30 Right to Vary Quantity	39	KSCL shall have the right to make any changes, modifications, deviation and change in location of installation of equipment and reduction in scope of agency's work prior to and/or after award of work. Agency shall consider such written requests and act accordingly in the matter	As per the point if there is change in location, the logistics cost may increase and accordingly it must be reimbursed to the finalised vendor	As per RFP
21	2.11 Scope of Work / 2.11.3	55	To Provide CBSE/ICSE e-books along with study material from Class 1st to 12th.	Since the E-content has been asked as per UP state board for class 1-12th, E-books along with study material must specific to UP state board only.	CBSE/ICSE e-books along with study material from Class 1st to 12 th Also required.
22	2.11 Scope of Work / 2.11.3	56	Provide Study Material for Competitive Exam along with Guidance of Subject Expert	Request the department to elaborate and specify the nature and exact competitive exams which are required to be catered in this project	Material Should cover All Competitive exams in Which Up to 12 th level Question being questioned.
23	2.19.2 Training Delivery /Deliverables & Timelines	65	The Bidder should deliver the hardware and software within 30 days from the date of Agreement. The software should be delivered along with the delivery of hardware. The commissioning of the project as per the scope of work shall be completed within 30 working days from the date of delivery of the hardware. The broad timelines for implementation of the scope of work is as follows	This paragraph is contradictory to the timelines on page number 66 of RFP. We assume the timelines are as per page number 66 of RFP and The Bidder should deliver the hardware and software within 40 to 45 days from the date of Agreement.	The Bidder should deliver the hardware & software within 45 days from the date of Agreement. The commissioning of the project as per the scope of work shall be completed within the timelines described in the table of bid at page no 66.

24	2.23.2	73	Technical Specification	Add/Change 15.6' Interactive Panel/ Interactive Pen display with digital Interactive Board <ul style="list-style-type: none"> • Maintain Eye contact with students while writing on the pen display • No Limitation to size of board • No obstruction to projected image 	As per RFP
25	Page number 27 1.21 Pre-Qualification Criteria point number 1 Legal Entity for ICT component	27	The Lead bidder (In case of consortium) or Sole bidder should be registered in India under Companies Act, 1956/2013 or as amended and should have been in operation for at least 5 years as on date of submission of the bid.	Sir, Request you to please allow Partnership Act 1932 or Shops and Establishment Act, 1958 (Proprietorship Firms) to actively participate in the bid.	As Per RFP
26	Page number 27 1.21 Pre-Qualification Criteria point number 2 Eligibility for Civil Works	27	At least one bidder (In case of consortium) or Sole bidder should be a Class I / Class II Contractor registered with the State Public Works Department /CPWD.	At least one bidder (In case of consortium) or Sole bidder should be a Class I / Class II Contractor registered with any State Public Works Department /CPWD.	Accepted
27	Page number 27 1.21 Pre-Qualification Criteria point number Qualification for Civil Works	27	Bidders Competence Executing – GIS based Intelligent Transport System Each bidder in its name should have in the last five years i.e.2017-18, 2016-17, 2015-16, 2014-15, and 2013-14: a) achieved a minimum average annual financial turnover (in all classes of civil engineering construction works only) of 1½ times the estimated package value; this clause will not apply to works up to Rs 10.00 Lakhs. b) satisfactorily completed (not less than 50% of contract value), as a prime contractor, (or as subcontractor duly certified by the employer) at least one Civil work of value not less than 80% of the	Bidders Competence Executing – GIS/GPS based Intelligent Transport System Each bidder in its name should have in the last five years i.e.2017-18, 2016-17, 2015-16, 2014-15, and 2013-14: a) achieved a minimum average annual financial turnover (in all classes of civil engineering construction works only) of 1½ times the estimated package value; this clause will not apply to works up to Rs 10.00 Lakhs. b) satisfactorily completed (not less than 50% of contract value), as a prime contractor, (or as subcontractor duly certified by the employer) at least one Civil work of value not less than 80% of the	There seems no such clause in RFP "Executing – GIS based Intelligent Transport System", Civil Work correction accepted.

			contractor, (or as subcontractor duly certified by the employer) at least one similar work of value not less than 80% of the estimated package value; (Not applicable for works of value up to Rs 10.00 Lakhs)	estimated package value; (Not applicable for works of value up to Rs 10.00 Lakhs)	
28	Page number 28 1.21 Pre-Qualification Criteria point number 7 Technical Experience	28	The lead bidder or any member of its consortium should have successfully implemented at least 150 classrooms till the last year that involves smart classroom solution of supply, installation, integration, support and maintenance etc. as per scope of tender document.	The lead bidder or any member of its consortium should have successfully implemented at least 50 classrooms till the last year that involves smart classroom solution of supply, installation, integration, support and maintenance etc. as per scope of tender document.	Accepted
29	Page number 29 1.22 Technical Evaluation Criteria point number 1 ORGANISATIONAL STRENGTH 1.1	29	Financial Capability – Annual Turnover – The lead bidder or any member of its consortium should have an average annual turnover for the period FY 2015-2016, 2016-17 and 2017-18	Financial Capability – Annual Turnover – The lead bidder or any member of its consortium should have an average annual turnover 5 Crore for the period FY 2015-2016, 2016-17 and 2017-18	Accepted
30	Page number 29 1.22 Technical Evaluation Criteria point number 1 ORGANISATIONAL STRENGTH 1.2	29	Certification: ISO 29990 for educational services and training ISO 9001:2000 for quality management ISO 35.020 for IT general aspects including equipment. Any 1 Certification = 3 Marks All Certification = 5 Marks	Sir request you to please amend this clause and add following certificates- CMMI 3 ISO 27001 ISO 9001	As per RFP
31			EMD Rs. 10,00,000 (Rupees Ten Lakh) only	We request you to please allow Exemption for MSME/ NSIC firms As per GFR 2017. As per GFR rule 170 Amended and published 2017. It is required that the organizations registered under Ministry of MSME NSIC, to be	As per RFP

32			<p>The Bidder should submit a letter of Authorisation in the form of MAF from OEM (and/or Original Software Developer for system software, database, etc.) or their authorized distributors/ dealers.</p>	As per RFP
33	1.2 of tech level criteria		<p>The Bidder should submit a letter of Authorisation in the form of MAF from OEM (and/or Original Software Developer for system software, database, etc.) or their authorized representative. In case of authorized from original manufacturer must be furnished. Page-28</p> <p>Certification: = ISO 29990 for educational services and training = ISO 9001:2000 for quality management = ISO 35.020 for IT general aspects including equipment Page-29</p>	As per RFP
34	2.1 to 2.5	29	Smart Class Rooms Page-29	As per RFP
35	2.4		<p>The lead bidder or any member of its consortium should have provided trainings to teachers and students in topics related to smart classrooms within the last three years</p>	Training to Teachers and Students
36	1.22 Pre-Qualification Criteria/1	29	<p>The lead bidder or any member of its consortium should be of sound financial health and should be a profit-making entity in the last 3 audited financial years (2015-2016, 2016-17 and 2017-18).</p>	Accepted For Govt. PSU Only

37	1.24	Technical	32	<p>The Bidder (Prime bidder in case of consortium) should be Service based Company/Firm registered in India and operational in the domain of Education sector for at least last 5 (five) years. Self-attested copies of Incorporation/Registration certificate along with MoA (or similar document) should be furnished as documentary proof. One of the consortium Member should be in domain of education sector for at least last 5 Years</p>	<p>Request to update the clause with considering Lead bidders/consortium partner's domain with <u>minimum 3 years.</u></p> <p><u>Justification:</u></p> <p>Consortium's expertise is equally significant. Successful Smart School project implementation took place across India on the same grounds. Lead bidder with strong capability of execution having experience of System Integration to roll out the project and consortium partner with Education domain is the best possible combination for success in such projects.</p> <p>Asking for 3 or more years' experience</p> <p>Justification: Smart School concepts in its contemporary format has come in to existence in recent time only. The recent format is in use from maximum 2 to 3 years. New companies with innovative solution in this arena have come up in last 3 years. Asking for 5 or more years' experience is disallowing prospecting bidders.</p>	As Per RFP
38			30	<p>The lead bidder or any member of its consortium should have successfully implemented smart classrooms (Hardware and Software) in multiple schools in a single contract. These schools should be in different locations. However, they can be branches of same school.</p> <p>100 school – 2 mark 200 school – 4 mark 300 school – 6 mark</p>	<p>Request to keep the highest benchmark 6-12 Schools</p> <p>Justification: KSCL's project is proposed for 6 schools, setting up highest benchmark of 500 schools is nearly 100 times.</p> <p>CVC Guidelines suggests to ask/to set-up maximum benchmark of 80% of proposed volume in single project. Hence 5 schools are ideal number to demand. (Guidelines are attached)</p>	Revised criteria
					<p>50 school – 2 mark 100 school – 4 mark 150 school – 6 mark 200 school – 8 mark 250 school – 10 mark</p>	

39	Technical Evaluation Criteria	29	<p>400 school – 8 mark</p> <p>500 school – 10 mark</p> <p>The lead bidder or any member of its consortium should have successfully implemented web applications for Smart School / Smart Classroom solution or similar type of work. Such project should have been performed during the last three years. More than 300 Web Applications: 10 Marks</p>	<p>Query: What is the purpose of asking the experience of developing web application?</p> <p>As the Educational platform and other web applications have no compatibility in real sense.</p> <p>Kindly update it with Educational Platform served with more than desired number (maximum 100 in this case). This will be more precise and allowing bidders with similar experience.</p> <p>Justification:</p> <p>Web application experience does not suit with requirement.</p> <p>Software platform/application for Educational Content delivery needs different tools, skills, experience than any other normal web application. It is moreover concerned with different level access, concurrency, analysis, precise monitoring etc. Entire delivery and Content management is dealt from single platform. In order to ensure the robustness of platform, Number of schools served from the same would be a better way to judge.</p> <p>Asking experience of web application of any other purpose(non-educational) is of no use in this scenario as both have diverse areas.</p> <p>This may lead to leverage for non-education background bidders instead of similar compatible solution providers</p>	<p>As per RFP Refer to Clause no 2.11.4 Learning Management System</p> <p>Please also Refer to Point no 9 of this response sheet.</p>
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