

Reply to Pre-bid queries for selection of vendor for supply, installation and commissioning of video conferencing system at Town and Country Planning Haryana – Pre-bid meeting held on 23.01.2020

S.No.	Reference (Page No./ Para / Sub para No.)	Subject/ existing clause	Clarification Sought	Suggestions / Remarks (if any)	Department's Response
M/s Bharti Airtel					
1	Page No 14, 4.1- Technical specs	The complete solution should be from the same OEM.	Pls revise that VC solution should be from same OEM. LEDs and UPS can be from different OEM.		Agreed.
2	Page No 24, 23.2- Delivery timelines	Supply of Equipment's as mentioned in the tender shall be completed in all respect immediately but not later than 6 weeks	Pls revise delivery timelines to 10 weeks		No Change
3	Page No 24, Point No 23.4	Installation	Pls confirm if bidder needs to propose wall mount kits for LEDs, pedestal for placing codec? Pls confirm If ceiling microphone or table microphone is required		Agreed. Microphone in the VC room at HQ should be tabletop.
4	Page No 24, Point No 23.4	Installation	Pls provide clarity on civil work, earthing, racks, patch cords.		Any civil work, earthing, electrical requirement will be taken care by the Department. However, racks, patch cord are to be supplied by the bidder

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5	Page No 24, Point No 23.4	Installation	Pls confirm scope of testing, is there any integration to be done with any 3rd party application?		The VC system installed shall be able to dial-in and conduct VC with the VC system installed at NIC/DC rooms
6	Page No 24, Point No 23.4	Installation	For installation of VC equipment and LED display, need clarifications for Wall mount or Table top from customer also need confirmation whether we need to provide the rack or not		VC equipment and LED will be Wall mount. Racks as per requirement will be provided by the bidder
7	Page No 24, Point No 23.4	Installation	This solution need to be integrate with any existing setup or this need to be deliver as stand alone		The VC system installed shall be able to dial-in and conduct VC with the VC system installed at NIC/DC rooms
8	Page No 24, Point No 23.4	Installation	Need the confirmation on LAN and power cabling from existing switch and power socket to near the VC endpoint		LAN is already setup in all these offices. The bidder will have to do the required networking from the VC room to the switch

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9	Page No 27, Point No 26	Payment Schedule	Please revise payment terms to 70% on delivery, 10% on installation, 10% for 1st year AMC, 10% for 2nd year AMC		Payment schedule is revised as follows: i. 90% payment shall be released to the tenderer successful bidder after delivery & successful installation of the material. ii. 10% at the end of first year
10	Page No 27, Point No 28	Conditions of Item supplied	In case any device found lost or damaged due to customer attribute than customer has to bear the cost for lost/damaged as well as new device.		Agreed
11	Page 19, 10.4 Preparation of Proposal-IV(a)	The bidder shall not associate with individual bidder(s) and / or other firms or entities in a joint venture relationship to outsource/sub-contract a part or whole of services desired of the bidder as apart of this assignment.	Please amend this clause to The bidder shall not associate with individual bidder(s) and / or other firms or entities in a joint venture relationship.		No Change
12	Page 19, 10.4 Preparation of Proposal-Point No g	Earnest money deposit	EMD Details are not available in RFP. Please provide the same		EMD is to be deposited Online on the tender portal.

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13	Page 19, 10.3 Sealing and Marking of the Bids, Point No 2	The desired documents should be kept in envelope and marked on the top as "Bid for supplying, installation and commissioning of Video Conferencing System for Town and Country Planning Haryana" and addressed to reach the following address before the last date and time of the submission of bids mentioned in this document.	Please ask for hard copy of documents next day till 3:00 PM		Hardcopy can be submitted on the next day till 12 Noon
14	Page 36, Point 10	Entity's Financial Details	Please ask for Audited P&L and balance sheet.		Agreed
15	Page 59	Annexure-10	Please ask for self certification		No Change
16	Page 60	Annexure-11	Please ask for self certification		No Change
17	Page 60 Point No 8	That I hereby confirm and declare that my/our firm/company M/s..... that there has been no litigation with any	Please add line for indulging in corrupt or fraudulent practise		Agreed

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		Government department/org anization on account of similar services			
18	Page no 13/ Technical specifications of Video Conferencing System for central location/video and audio inputs	2 x Microphone Inputs or more with support for connecting minimum 4 mics. The bidder needs to quote 1 microphone with 360 degree coverage from day one with mute/unmute button on the microphone.	To make the conference table neat and clean with less cables on it, please specify the multiple mic support through cascade mode.	Request committee to change the line as"2 x Microphone Input or more with support for minimum 4 mics connected on daisy chain mode. The bidder needs to quote 1microphone with 360 degree coverage from day one with mute/unmute button on the microphone.	Amended as follows: 2 x Microphone Input or more with support for minimum 4 mics connected on daisy chain mode. The bidder needs to quote 2 microphone with 360 degree coverage from day one with mute/unmute button on the microphone.
19	Page no 14/ Technical specifications of Video Conferencing System for central location/camera	The camera system should be capable of advanced voice & face-recognition technology in future such that it automatically scans the room and seamlessly commands the main camera to appropriately frame the users/speaker during a call without any manual intervention upto a range of 33 feet.	To capture big room with both speaker and participants symulteniously, please specify dual camera system with 10x optical zoom	Request committee to change the line as "The camera system must be dual camera system with both 10X Optical Zoom and capable of advanced voice & face-recognition technology from day one such that it automatically scans the room and seamlessly commands the main camera to appropriately frame the users/speaker during a call without any manual intervention upto a	No change

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				range of 33 feet or more."	
20	Page no 15/ Technical specifications of Video Conferencing System for circle offices/video and audio inputs	1 x Microphone Inputs or more with support for connecting minimum 4 mics. The bidder needs to quote 1 microphone with 360 degree coverage from day one with mute/unmute button on the microphone.	To make the conference table neat and clean with less cables on it, please specify the multiple mic support through cascade mode.	Request committee to change the line as"1 x Microphone Input or more with support for minimum 4 mics connected on daisy chain mode. The bidder needs to quote 1microphone with 360 degree coverage from day one with mute/unmute button on the microphone.	No change
Genius Presentation Pvt Ltd					
21	Page No – 18 Point No g of 10.4	Earnest money deposit: Online Payment of the EMD as per the details given in the RFP. Without EMD the proposal will be rejected outright. EMD will not be accepted in cash or any other manner. No interest is payable on the amount of EMD.	We request you to please allow EMD to be submitted in form of Bank Guarantee as same is allowed by other government departments also. The Bank Guarantee can be kept valid till the validity of the bids as per tender and extra days as per your requirement.		No Change

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22	Page No- 13, 4.1 Technical Specifications of Video Conferencing System	OEM – The complete solution should be from the same OEM.	Kindly clarify this point as we can provide the whole VC System of same OEM, but for display OEM will be different. Kindly provide us the confirmation on this point.		Please refer Sr. No.1
23	Page No- 13, 4.1 Technical Specifications of Video Conferencing System	LED Display Screen Connectivity Inputs (minimum) – HDMI-01, USB-02, VGA/RGB-01, RJ45-01, RS232 for external control	We request you to kindly allow VGA/RBG/DP/DVID-D -01 port for more competition.		Minimum 2 HDMI Inputs, USB-02, VGA/RGB-01, RJ45-01, RS232 for external control
24	Page No. 26 Point No – 24 Inspection of the equipment	The Successful Bidder shall arrange inspection as per specified date, time & venue, whenever specified	As per this point, we request to you please confirm how and where the inspection of the material will be held. As post-delivery inspection is mentioned in tender. Due to we need to conduct that only or prior to supply also same needs to be done.		Once the system is installed, inspection will be carried out by the Department to verify that all the equipment have been supplied as per the make and model specified in the bid and as per the requirements of the RFP. Department may also appoint any third party to do this inspection if required.

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Electro Photo Equipments Pvt Ltd					
25		Audio Standards and Features	It should support interoperability and bandwidth saving using video compression H.261, H.263, H.264 AVC, H.264 SVC, H.264 High Profile	Please remove H.264 SVC as we are offering AVQoS Technology	No change
26		Audio Standards and Features	It should support G.711, G.728, G.729A, G.722, G-722.1, AAC-LD or better	Please remove G.728, G.729A	Agreed
27		Other Interfaces	2x USB for software upgrade and connecting external devices	Please change to 1xUSB with support for Video recording	No Change
28			Auto Gatekeeper Discovery, IP Precedence & QoS with support for H.323 based lost packet recovery	Please remove the terms Auto Gatekeeper as we support Gatekeeper Discovery	No Change
29		Security	Media Encryption (H.323, SIP): AES-128, AES-256	Please remove AES-256	No Change
30			H224/H.281, H.323 Annex Q, H.225, H.245, H.241, H.239, H.243, H.460	Please remove H.241, H.243	Agreed
31		Other Standards/features	The device must be capable of native integration with Microsoft on Premise SFB & 0365 through additional software license in future.	Please allow for PC Peripheral Kit which can be used for Skype for Business, Webex, go to meeting etc (not connect to server)	Both are not required and hence stands deleted

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32		OEM Eligibility Criteria	OEM should be in the business of supply & installation of VC equipment for at least last 10 years as on the date of submission of the bid.	OEM should be in the business of supply & installation of VC equipment for at least last 03 years as on the date of submission of the bid.	No Change

Please Note: The date for demo/presentation has been postponed to 10.02.2020 from 11:00 AM onwards at the same venue. Bidders are required to convey any requirement/support from the Department for the demo by 05.02.2020