

**Minutes of the Pre-bid meeting held on 14.08.2023 for procurement of CAMC of 48
Drishti RVR Systems for 19 airports in India**

India Meteorological Department (IMD) has invited bids vide Tender Enquiry No. DGM-HQ-32016(10)/3/2023-CPU-DGM dated 01.08.2023 for the CAMC of 48 Drishti RVR systems for 19 airports in India through CPP portal of the Government of India. Competent authority has constituted the Pre-bid committee vide file no. DGM-HQ-32016(10)/3/2023-CPU-DGM dated 14-08-2023 comprising the members mentioned below:

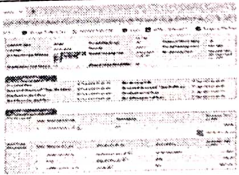
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| 1. Shri Gajendra Kumar, Scientist-F, IMD | Chairman |
| 2. Shri Sanjay Bist, Scientist- E, IMD | Member |
| 3. Shri C.S. Tomar, Scientist-E, IMD | Member |
| 4. Dr. Anoop Mishra, Scientist-C, IMD | Member Secretary |

The bidders from the following firms attended the pre-bid meeting:

1. M/s Central Electronics Limited (CEL), Ghaziabad, Uttar Pradesh.
2. Tata Advanced Systems Ltd (TASL), Noida.

The pre-bid meeting was held on 14.08.2022 in Conference room, 2nd floor, Mausam Bhavan for discussion on floated tender document for the CAMC of 48 Drishti RVR systems across 19 airports. Shri Sanjay Kumar Bist could not attend the meeting due to preoccupation. Shri R. K. Giri, Sc F & Head CPU attended the meeting. The committee discussed and deliberated on Pre-Bid queries submitted by both the bidders vis-à-vis published tender document. The detailed clarifications to the queries raised by the bidders are as follows:

1. M/s Tata Advanced Systems Ltd (TASL)

S.No.	Tender Para/Clause No. & Page No	Existing provision in tender clause	Query	IMD's reply
1	Refer to pre bid clarification given		Refer to our understanding that "Additional document" named as RFP need to be ignored for submission of the bid and the conditions given in the "Additional document" will not be binding to the bidder. Please confirm our understanding is correct	Kindly ignore the "Additional document". Kindly refer to the "tender document" for all clauses, conditions, technical specifications, price schedule etc.
2	Page 20 of Tender Document	4.1.3 Eligibility to participate 1) Minimum local content for eligibility to participate: Only bidders meeting the minimum prescribed local content for the product shall be eligible	IMD may like to clarify what are these conditions and also add below mentioned point. i) Only one of the following are eligible to bid: Original	Eligibility to participate in the tender shall be read as follows: "Original Equipment Manufacturer (OEM) OR

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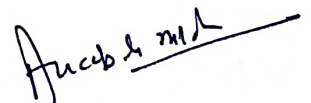
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		to participate subject to the following conditions	Equipment Manufacturer (NAL) OR Transfer of Technology (TOT) partner authorized to provide the after sale support OR Any other Agency with formal/written back end support from OEM / ToT partner	Transfer of Technology (TOT) partner authorized to provide the after-sale support OR Any other Agency with formal/written back-end support from OEM / ToT partner"
3	Page no 25 of Tender Document	5.5. Form of Contract	It is not clear that whether this Tender is Unit rate/ Lumpsum form of BOQ or percentage based. Please clarify	This tender is based on Unit-Rate as mentioned in the BOQ.
4	Section III: AITB Pg 47 of Tender Document	Section III: Appendix to instruction to Bidders (AITB) Tender Document no. Tend No/xxxx; Tender Title: Non-consultancy services {Note for Procuring Entity: Text in grey italics font within square bracket [e.g., Mention ...] are just suggestions/ directions and must be replaced by applicable text - remove brackets and convert the font to regular and black. Delete the rows not required. Clauses other than those mentioned below may also be mentioned, if these need to be changed}	A. IMD is requested to put the tender no and other details where ever information are required in full size [] brackets. For full clarity to all Tender conditions, removal of brackets and conversion of font to regular/black is envisaged. It may also require to delete or strike through the non-applicable lines which are not required. This will provide much needed clarity to the Bidders. B. As at multiple places, correction is required and also the interpretation needs to be correct, so requesting IMD to please extend the bid submission by one week only.	A. Tender reference number is Comp. No. 27889 Tender ID is 2023_IMD_764646_1 B. As per Tender Document



5	Section III: AITB Pg 47 of Tender Document	ITB 5.5 Item wise	Requesting IMD to clarify what is exactly meant by item-wise	Item wise refers to airport wise
6	Page no 52 of Tender Document	On page 49 of the tender document various definitions related to the tender document have been detailed. Refer to conversation in pre-bid it is requested to include one more definition on "Similar works". In the contract, unless the context otherwise requires	The following definition may be considered to be included: - Definitions; 36) "Similar works" refer to any activity involving post-sale warranty maintenance /CAMC for 1 year or more for Drishti RVR for minimum 10 no of Drishti RVR (As scope) criteria OR 40 lac (In INR) as value criteria.	Similar Experience criteria shall be read as "Work involving post-sale warranty maintenance / CAMC for 1 year for minimum 10 RVR systems OR with order value 40 lakhs (In INR) or more.
7	Page no 81 of Tender Document	10.3. Commencement of Services Effective Date of Contract: Contractor shall commence the Services and shall proceed with due expedition and without delay, from the effective date of Contract (all dates of delivery shall be counted from such a date), which shall be the date mentioned as the effective date in the contract, or if not so mentioned: 15 days from (unless specified otherwise in that order) the date of an order to this effect from the Contract Manager, or if no such order is issued, 15 days from the date Contract has been signed by the Procuring Entity	The contract of the awarded Bidder is with IMD. Additionally, IMD's equipment (Drishti) is fitted inside the airfield for safe operation of flying operations. Hence to support maintenance activities on Drishti RVR, IMD should facilitate issue of security passes (airport entry passes) once the Bidder has submitted all due documents. Request amend 15 days to 45 days as min of 30 days are likely to be required by IMD for obtaining security clearance as per details below:- (a) T0 (Days): Award of contract (b) T0+ 15 : Submission of documents by Vendor to IMD for obtaining Airport Entry Passes (security clearance) (c) T0+ 45 : IMD to provide security passes for each airport	IMD should facilitate issue of security passes (airport entry passes) once the Bidder has submitted all due documents. Commencement of Services Effective Date of Contract shall be 45 days from the date Contract has been signed by the Procuring Entity
8	Page 131 of Tender Document	Similar Experience: Completed or substantially (at least α payments received) completed similar works during last β years should be either of the following: - Annexure - I Restricted i) Three similar completed works each	Refer pre bid clarification; the definition of similar work needs to be placed on point no iv. iv) Similar works refer to definition no 36 of Pg 52 of Tender.	Definition of similar work shall be read as as "Work involving post-sale warranty maintenance /CAMC for 1 year for minimum 10 RVR systems OR with order value 40 lakhs (In INR) or more.

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		costing not less than the amount equal to 40(forty) percent of the estimated cost; or ii) Two similar completed works each costing not less than the amount equal to 50 (fifty) percent of the estimated cost; or iii) One similar completed work costing not less than the amount equal to 80 (eighty) percent of the estimated cost; iv) [Define the similar work based on value/ scope, methodology etc.] v) Note: Work experience certificate from the public sector or from public listed company/private company/Trusts having annual turnover of Rs 500 crore and above subject to the same being issued from their Head office by a person of the company duly enclosing his authorisation by the		
9	13. Page no 18 of 30	For faulty items before inclusion of Drishti system into contract, Service provider will provide quotations for restoring the system. The said estimate will be approved by IMD before undertaking the job. Service provider will maintain history of faulty spares replaced. To procure genuine spares and supply to IMD within stipulated time limit will be sole responsibility of the service provider	It is our understanding that the Service Provider will be taking over the CAMC with all Drishti RVRs being in a serviceable condition. To ensure this, the Service Provider will undertake a survey of the installed Drishti systems to ascertain their unserviceabilities and then provide quotations for restoring the system. The cost of such restoration will be borne by IMD and will not fall within purview of the CAMC. Please confirm our understanding is correct.	Service provider can undertake a survey for checking the serviceability of the equipment. For faulty items before inclusion of Drishti system into contract, Service Provider will provide quotations for restoring the system. The said estimate will be approved by IMD before undertaking the job. Service Provider will maintain history of faulty spares replaced. To procure genuine spares and supply to IMD within stipulated time limit will be sole responsibility of the Service Provider.
10	4.1.1/Pg 19 of Tender document	Categories of Local Suppliers Bidders/Contractors are divided into three categories based on Local Content. Local content in the context of this policy is the total	2. Supply of "Genuine spares" has been envisaged through this bid and such spares can be produced by authorized manufacturers of Drishti RVR. NAL has	Eligibility to participate in the tender shall be read as follows: "Original Equipment Manufacturer (OEM) OR

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		value of the service procured (excluding net domestic indirect taxes) minus the value of imported content in the service/incidental Goods (including all customs duties) as a proportion of the total value, in percent): 'Class-I local Supplier' with local content equal to or more than that prescribed in TIS or 50% if not prescribed. 'Class-II local Supplier' with local content equal or more than that prescribed in TIS or 20% if not prescribed, but less than that applicable for Class-I local Supplier. 'Non - Local Supplier' with local content less than that applicable for Class-II local Supplier, in sub-clause above.	given ToT and post-sale support permissions to limited vendors. TASL being OEMs of Drishti RVR, sells Drishti spares to only the end customers. Hence it is requested to limit the bid participation to OEMs/ToT holders of Drishti RVR who are categorized as Class-I or Class-II local supplier.	Transfer of Technology (TOT) partner authorized to provide the after-sale support OR Any other Agency with formal/written back-end support from OEM / ToT partner"
11	17. Page no 19 of 30	Service provider is required to stock adequate spares on site based on system specifications, to serve as readily usable spares for faulty parts. List of spares to be maintained by Service provider and Order placement can be based on past experience. Any increase in down time due to non availability of spares shall be the sole responsibility of the service provider. Service calls requiring spares replacement from buffer stock will be resolved immediately. The equipment parts replaced if required shall be new and equivalent in performance of existing parts	We request IMD to allow TASL reps for a Site survey to IGI Airport, Delhi before Bid submission to ascertain the status of installed Drishti transmissometers and also to allow access to the spare consumption pattern by reviewing old logbooks / material consumption pattern	Site survey is allowed subject to producing formal request letter. Expenses will be borne by the bidders

2. M/s Central Electronics Limited (CEL), Ghaziabad, Uttar Pradesh.

Sr. No.	Section, Clause, Page No.	Description	Queries	IMD's reply
1	Section VI: Schedule of Requirements, Scope of Work, sr. no.ii, Page 116	"The bidder has to provide CAMC for these systems at 19 airports for a total of 1 year covering all the components	Chapter- 4, Specifications and allied technical details, Page 18 of 30, Sr. No. 2, says "Except	Mechanical part is included in CAMC

		including peripherals and mechanical parts"	Mechanical Part". Kindly clarify.	
2	Section VI: Schedule of Requirements, Scope of Work, sr. no.v, Page 116	"The contract shall include replacement of batteries, change in location of Drishti sensor or any other equipment, if the item(s) was not covered in the original purchase order, any damage due to fire or theft but will cover if the burn happens due to faulty workmanship".	Chapter- 4, Specifications and allied technical details, Page 18 of 30, Sr. No. 5, says "Excluding replacement of batteries". Kindly clarify	Replacement of batteries is included in CAMC
3	Section VI: Schedule of Requirements, Scope of Work, sr. no.vii, Page 116	"All the electronics spare parts and software of Drishti systems shall be inclusive in CAMC price including mechanical parts".	Chapter- 4, Specifications and allied technical details, Page 18 of 30, Sr. No. 7, says "Except Mechanical Part". Kindly clarify.	Mechanical part is included in CAMC
4	Section VI: Schedule of Requirements, Scope of Work, sr. no.xii, Page 116	"For faulty items before inclusion of Drishti system into contract, Service Provider will provide quotations for restoring the system. The said estimate will be approved by IMD before undertaking the job. Service Provider will maintain history of faulty spares replaced. To procure genuine spares and supply to IMD within stipulated time limit will be sole responsibility of the Service Provider".	Pls clarify, the survey of all 48 Drishti Systems had to be done before submission of bid.	Service provider can undertake a survey for checking the serviceability of the equipment. Expenses will be borne by the bidders. For faulty items before inclusion of Drishti system into contract, Service Provider will provide quotations for restoring the system. The said estimate will be approved by IMD before undertaking the job. Service Provider will maintain history of faulty spares replaced. To procure genuine spares and supply to IMD within stipulated time limit will be sole responsibility of the Service Provider.

5	Section VI: Schedule of Requirements, Scope of Work, sr. no.ix, Page 116	"IMD in association with airport operator shall provide the transport facility from ATC Tower to runway site and vice versa".	Kindly Clarify on transport facility to be provided by IMD	Transport facilities will be provided by IMD in association with airport operator
6	Section II: Instructions to Bidders (ITB), 13, Award of Contract, sub-clause 13.1.2 Parallel Contracts or Splitting of Award, Page 43	Refer to Page 53, clause 13.1.2 "However, if the Tender Document stipulates such parallel contracts due to the critical/ strategic/ specific nature of the Services, the manner of deciding relative share of the lowest bidder (L-1) and the rest shall be clearly defined, along with the minimum number of Bidders sought (subject to availability of suitable bids meeting the requirements) for the contract. In such cases, the bidders should not quote for less than 25% of the tendered quantity; otherwise, their offer shall be rejected as nonresponsive. Unless otherwise stipulated in the AITB, in case of splitting in two and three, the ratio of 70:30; 50:30:20, respectively shall be used. These ratios are approximate, and the Procuring Entity reserves its right to marginally vary quantities to suit capacity/ past performance of the bidder/ unit loads of packing or	Pls clarify on order splitting criteria	Procuring Entity reserves its right to marginally vary quantities to suit capacity / past performance of the bidder as per extant rules.
7	Section V: Special Conditions	(a) The bill towards	Payment should be	As per tender

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	of Contract (SCC), 11.3. Terms and Mode of Payment, Page No. 108	payment of CAMC charges shall be raised quarterly. Payment shall be released on quarterly basis after deducting penalty amount, if applicable and TDS etc. on the submission of certificate of satisfactory services during the period by CAMD, O/o Director General of Meteorology, based on reports from respective station.	released on quarterly basis per Airport.	document
8	Section VIII: Qualification Criteria, Similar Experience, Page No. 131	Similar Experience: Completed or substantially (at least α payments received) completed similar works during last β years should be either of the following: - i) Three similar completed works each costing not less than the amount equal to 40(forty) percent of the estimated cost; or ii) Two similar completed works each costing not less than the amount equal to 50 (fifty) percent of the estimated cost; or iii) One similar completed work costing not less than the amount equal to 80 (eighty) percent of the estimated cost;	Request to relax the Similar Experience Criteria to "Should have completed similar work during last 1 year with order value of Rs. 40lacs".	Similar experience criteria shall be read as "Work involving post-sale warranty maintenance /CAMC for 1 year for minimum 10 RVR systems OR with order value 40 lakhs (In INR) or more.
9	Section VI: Schedule of Requirements, Scope of Work, sr. no.xiii, Page 116	The Service Provider shall carry-out preventive maintenance on a quarterly basis with prior permission with the IMD	Kindly clarify on the duration of preventive maintenance.	The Service Provider shall carry-out preventive maintenance on a quarterly basis with prior permission with the IMD
10	Chapter- 4, Specifications and	"IMD will provide	Section VI:	Modem, Wi-Fi

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	allied technical details, Sr. No. 8, Page 18 of 30	modem, Wi-Fi router and computer display system etc. if required during the CAMC for making the system functional".	Schedule of Requirements, Scope of Work has no mention of modem, Wi-Fi router and computer display system. Kindly clarify.	router and computer display system etc. is included in CAMC
11	General	How many "Aviation Security Compliance Officer (ASCO)" needs to be deputed	Pls clarify for all 19 Airports.	IMD has no role in providing ASCO.
12	General	Will IMD provide entry gatepass or support in arranging entry gatepass for CAMC at 19 Airports.	Pls clarify for all 19 Airports.	IMD will facilitate in arranging entry gatepass for CAMC at all the 19 Airports.

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(Sanjay Bist)

C.S. Tomar
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Anoop Kumar Mishra
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