

**Proceedings of the Pre-bid meeting held under the Chairmanship of State Project
Director, BEPC, SSA-Bihar**

(Called for the Advertisement No. PR-14191 for Supply, installation and Operation & Maintenance of "Smart Classes" published in leading English & Hindi daily dated 01/03/2016 and RFP Reference No. BEPC/RFP-CAL/MIS/61/2015-16/1239, due on April 04, 2016)

Date: March 15, 2016, Time: 3:30 PM

At the outset, the State Project Director, welcomed all the members and representatives of the vendor who choose to be present and briefed in general about the requirements of the desired "Smart Classes" to be set up and thereafter, requested the representatives of the vendors to raise the issues to be clarified. The list of attendees is enclosed as Annexure-A. The issues raised and clarifications given on the relevant queries are as under:-

SN.	RFP reference	Query/Suggestions	Clarification & Remarks
01.	Last date and time for bid-submission. Page 2 and 26.	Ambiguity in last date and time of submission of bid to be clarified. Bidder/OEM : PEARSON / RICOH INDIA LIMITED	The last date and time for submission of bid is 04/04/2016 upto 3:00 PM.
02.	Clause No.03 of the RFP – "Technical Specifications of the Equipment to be Supplied", Page 20-21	The Projector Type mentioned in the RFP is for "Short Throw" however, the technical specification as mentioned in the RFP is for "Standard Throw" hence amendment is required. Bidder/OEM : Acer India (Pvt.) Limited / RICOH INDIA LIMITED / TNS Networking Solutions Pvt. Ltd.	Suitable amendments incorporated in the revised RFP document with regard to F-number, Throw Ratio, Lamp Life, Input / Output Connections and Power Consumption.
03.	Clause No.03 of the RFP – "Technical Specifications of the Equipment to be Supplied", Page 20-21	The Expansion port details given in the specification of Laptop needs revision as separate pin for Microphone In and Headphone In is not required. The latest technology is available with single combo port. Bidder/OEM : Acer India (Pvt.) Limited / RICOH INDIA LIMITED / TNS Networking Solutions Pvt. Ltd.	Suitable amendments incorporated in the revised RFP document.
04.	Clause No.03 of the RFP – "Technical Specifications of the Equipment to be Supplied", Page 20-21	Clarification required for Warranty on Projector Lamp and Laptop Battery. Bidder/OEM : Acer India (Pvt.) Limited	Clarified that all the Equipments/peripherals to be supplied should be under 3 Years Comprehensive Warranty including Laptop Batteries and Projector Lamp. Suitable amendments incorporated in the revised RFP document.
05.	Clause No.03 of the RFP – "Technical	In the RFP, the weight of laptops to be supplied is asked for 2.5 Kgs (Max).	Suitable amendments incorporated in the revised RFP

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SN.	RFP reference	Query/Suggestions	Clarification & Remarks
	Specifications of the Equipment to be Supplied", Page 20-21	keeping in view the latest products available it should be restricted to 2.1 Kgs. Bidder/OEM : Acer India (Pvt.) Limited / RICOH INDIA LIMITED	document.
06.	Clause No.03 of the RFP – "Technical Specifications of the Equipment to be Supplied", Page 20-21	Suggestion: For better quality product, product certifications like UL, EPEAT Gold, FCC, CE, and Energy Star 6.0. be asked. Bidder/OEM : Acer India (Pvt.) Limited / RICOH INDIA LIMITED	Suggestion accepted. Clause No. 03 Suitably amended in the revised RFP document.
07.	Clause No.03 of the RFP – "Technical Specifications of the Equipment to be Supplied", Page 20-21	Condition added under the Revised RFP document.	The bidder must mention the Brand Name and Model No. along with detailed technical specifications for Item No. 1 to 4 under the technical as well as the commercial bid failing which bids will be rejected. Authorization of the mentioned brand and Model would be required from the OEM in reference to the bid.
08.	Clause 3, Page – 5, Eligibility Criteria (Pre-Qualification Criteria - 5)	Content of RFP – "The bidder shall have specialization in IT enabled education delivery and should have at least 3 years of experience in the areas of implementing similar project". Request made to consider the clause as "The bidder should have been specialization in IT/ICT/ Infrastructure/ Implementation and Integration related activities for at least past 3 years" . The change is required for the wider participation thus getting better commercials. Bidder/OEM : TNS Networking Solutions Pvt. Ltd. / RICOH INDIA LIMITED	The Clause amended and incorporated in the revised RFP as "The bidder shall have specialization in IT enabled education delivery /ICT and should have experience in the areas of implementing similar project during last three years".
09.	Clause 3, Page – 5, Eligibility Criteria (Pre-Qualification Criteria - 6)	Content of RFP – "Bidder must have the experience of running and maintenance of ICT / CAL project in BIHAR for at least 3 Years". Request made to consider the clause as "The bidder should have experience of running and	The Clause amended and incorporated in the revised RFP as "Bidder must have the experience of running and maintenance of ICT / CAL project in INDIA during last three Years".

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SN.	RFP reference	Query/Suggestions	Clarification & Remarks
		<p>maintenance for any Govt. Educational Institutions in the last three years". The change is required for the wider participation thus getting better commercials.</p> <p>Bidder/OEM : TNS Networking Solutions Pvt. Ltd. / RICOH INDIA LIMITED</p>	
10.	Clause 3, Page – 5, Eligibility Criteria (Pre-Qualification Criteria - 7)	<p>Content of RFP – "The bidder/OEM must have executed one single order of not less than 500 smart classes Or TWO orders of 250 smart classes to the Educational Institution or Education department of any Central or State/UT government during last three years".</p> <p>Request made to consider the clause as "The bidder/OEM must have executed one single order of ICT/Technology Solutions of not less than 500 Schools/Institutions to the Educational Institutions or TWO orders of 250 schools/Institutions to the Educational Institutions or Education Department of any central or State/UT government during last three years".</p> <p>Bidder/OEM : TNS Networking Solutions Pvt. Ltd. / RICOH INDIA LIMITED</p>	<p>The Clause amended and incorporated in the revised RFP as "The bidder/OEM must have executed one single order of not less than 500 smart classes/CAL Labs/ ICT Centre Or TWO orders of 250 smart classes /CAL Labs/ ICT Centre to the Educational Institution or Education department of any Central or State/UT government during last three years".</p>
11.	Clause 3, Page – 5, Eligibility Criteria (Pre-Qualification Criteria - 8)	<p>Content of RFP – "The bidder should have ISO 9001:2008, ISO 14001:2004 and ISO 27001:2005 standards"</p> <p>It was suggested that ISO 14001:2004 and ISO 27001:2005 standards are related with Environment Safety and Information Security Management and therefore criteria for bidder and OEM to be specified separately.</p> <p>Bidder/OEM : IL & FS Education / RICOH INDIA LIMITED / Educomp</p>	<p>Suitable amendments incorporated in the revised RFP document.</p>
12.	Clause 4, Page 6, Eligibility Criteria of Original Equipment Manufacturers (OEM):	<p>Request to revisit the Turnover clause for III – Interactive Board.</p> <p>Bidder/OEM : TNS Networking</p>	<p>The turnover for the OEM for Interactive Board – revised to Rs. 10 Crore from 30 Crore. Other criteria to remain same.</p>

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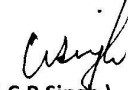
SN.	RFP reference	Query/Suggestions	Clarification & Remarks
		Solutions Pvt. Ltd. / RICOH INDIA LIMITED	
13.	Page No.2, Sl.No. 9 and Page No. 9 , clause 10 – Bid Security	Ambiguity in the Bid-Amount regarding EMD/Bid-Security amount to be clarified. Bidder/OEM : PEARSON / Educomp	Clarified that EMD/Bid-Security amount is Rs. 2.5 Lakhs. Suitable amendments incorporated in the revised RFP document.
14.		Can EMD/Bid-Security be submitted in the form of "Bank Guarantee"? Bidder/OEM : PEARSON	No.
15.	Page 15, Appendix-I	Project Value details to be given in INR instead of US\$. Bidder/OEM : IL&FS Education	Request Accepted. Suitable amendments incorporated in the revised RFP document.
16.	Clause No.03 of the RFP – "Technical Specifications of the Equipment to be Supplied", Page 20-21	Request to add "LCD" in the projector technology along with DLP Technology because LCD projectors are brighter than DLP technology when they are projected side-by-side. Bidder/OEM: EMBEE SOFTWARE PVT. LTD.	Request Rejected. It was clarified that the DLP projector technology has been selected keeping in view the Rural condition of the Schools and the Classrooms. DLP technology requires less maintenance due to its filter free and sealed chip design which means dust cannot settle on the chip. The DLP projectors are immune to color decay and are not subject to misadjustments that can occur in LCD Projectors. LCD projector technology also requires maintenance as pixels can burn out and dust particles can interfere with the image quality.

The representatives present were satisfied with all the clarification given and it was informed that the corrections/additions/clarifications given, as discussed during the pre-bid conference would be uploaded on the web-site of BEPC. Further, the Bid-document would be suitably amended and revised RFP would be uploaded on the portal. All the prospective bidders are required to take cognizance of the proceedings of the pre-bid meeting /revised RFP before formulating and submitting their bids as stipulated in the RFP/Bid-document.

The meeting ended with a vote of thanks to the Chair.


(Dipak Kr. Tiwary)
Asstt. Comp. Programmer


(Ravi Shankar Singh)
State Programme Officer


(C.P. Singh)
Chief Accounts Officer


(Sanjay Singh)
State Project Director

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