

TENDER NO. : MEED/EDP/231/2024

Project Name: Build, Operate and Maintain Integrated Access control and Surveillance system of Mumbai Port Authority on revenue share basis for a period of 10 years.

Reply to pre-bid queries (II)

S. No.	Reference in Bid Document/RFP	Content in RFP requiring Clarification	Clarification being sought by the bidder	Clarification to queries
1	3. BIDDING PROCEDURE 3.1 Pre-Qualification Criteria Page 4 of 88(TECHMEEDDP2312024)	Financial Criteria a) Net worth of the Bidder in the last three years (year-wise) a minimum of Rs. 400 lakh. Copies of Annual Turnover, Profit and Loss statements, Balance Sheet and Auditor's report for the last three years shall be submitted. b) Aggregate Net Cash Accrual of the Bidder/Bidding consortium during the immediately preceding 3 years should at least be equal to Rs.400 lakh. c) Solvency Certificate for Rs.400 lakhs from any Scheduled Banks	We are being registered under MSME firm, we request to consider MSME firm exempted/ concession from " Net worth, Aggregate net cash and solvency certificate by 50% " .	1) Tender Condition prevails for Clause 3.1 (a) and (b) 2) Clause 3.1 (c) regarding Solvency Certificate is deleted.
2	3.10.4 Page 7 of 88 (TECHMEEDDP2312024)	Year Revenue (Without GST) 2021-22 ₹94,675,740.00 2022-23 ₹96,371,408.00 APR23-JUN23 ₹24,572,688.00	Kindly provide revenue details up to Apr 2024 to have clear idea of avg. annual revenue	The revenue without GST for FY 2023-24 is Rs.9.906 Cr.
3	3.10.4 Page 7 of 88 (TECHMEEDDP2312024)	Shortlisted bidders will be asked to give the presentation of the solution offered. Price Bids will be percentage (%) sharing on Gross Revenue earned from the various permits issued, overstay charges of the vehicle, company registration and stream passes, etc.	Is there increase in traffic year on year?, What if the revenue comes down?	Please refer Sr. No. 2 Clause No. 3.10.4 for Revenue generated at MbPA for last 3 Financial Years and requested all the bidders to offer against Clause No. 4.3.
4	3.10.4 Page 7 of 88 (TECHMEEDDP2312024)	Shortlisted bidders will be asked to give the presentation of the solution offered. Price Bids will be percentage (%) sharing on Gross Revenue earned from the various permits issued, overstay charges of the vehicle, company registration and stream passes, etc.	Port is shutdown due to act of god. What will happen to bidder revenue? How MBPA ensure that vendor will not suffer the losses	Refer Force Majeure clause 4.12
5	4. GENERAL CONDITIONS OF CONTRACT Page 13 of 88 (TECHMEEDDP2312024)	4.4 Obligations of the Contractor Obligations of the Contractor The Contractor shall fully and timely provide all deliverables described in the Contractor's Offer in strict accordance with the terms, covenants, and conditions of the Contract and all applicable local laws, rules, and regulations. Any regulation / guideline received during the contract period, the same shall be complied by the contractor with any additional hardware/software with his own cost.	We request you to kindly remove this open-ended point "Any regulation / guideline received during the contract period, the same shall be complied by the contractor with any additional hardware/software with his own cost." We will not be able estimate the cost if the scope is not bounded. For instance if there is guideline that 6G has to be implemented across all the ports in India, then cost would be 10's of Crore and this project will not be viable. Another instance, NHA is planning to implement GPS based Fastag. If there regulation tomorrow, all ports should support GPS based Fastag, presently we do not know the cost implication. This clause will put burden of cost on the vendor and vendor may find the project financially unviable to continue. Therefore we submit this clause detrimental to the contract. We request you to make this scope additionally chargeable based on the hardware and software required.	1) The successful bidder to ensure all the Hardware and Software shall be sustainable during the contract period of 10 years including the provision of 5G i.e. the proposed system will be implemented with 4G/5G. 2) Any change in Regulation/Guideline shall be received from Ministry for implementation during the contract period, both MbPA and successful contractor shall mutually agreed without any financial implication. If there is any financial implication, the same shall be paid by MbPA with mutual consent.

6	4. GENERAL CONDITIONS OF CONTRACT Page 15 of 88 (TECHMEEDEDP2312024)	4.8 Utilities MbPA will provide the raw power for the Access control and surveillance equipment free of cost. Provision of UPS etc. shall be done by the contractor. For the critical locations the battery backup of 3 hrs. should be provided. Water and electricity at the licensed premises will be provided by the Port to the operator on payment of charges at the prevalent rate fixed by MbPA subject to availability. Current Electricity Charges are as under: Fixed charge of Rs.445/- upto 20KW plus Rs.8.74 per unit + 21% surcharge + 18 % GST	Kindly provide the details of licensed premises and non licensed premises to account the electricity charges as part of costing	Please refer earlier Claification dated 21.06.2024
7	5. Scope of Work Page 24 of 88 (TECHMEEDEDP2312024)	The sample Contactless Smart Card, cardholders and Lanyard shall be enclosed in Technical Bid and the corresponding cost of the card with above accessories shall be enclosed in cover-II. 'Price BID'.	Since Technical bid is online, Kindly confirm if you mean photos of sample Contactless Smart Card, cardholders and Lanyard to be enclosed in Technical bid.	Subject Clause is deleted
8	5. Scope of Work Page 26 of 88 (TECHMEEDEDP2312024)	4.16 Other Conditions: (h) Dock Entry Permits (DEP) to the licensee and his employees would be issued on completion of requisite formalities by the licensee and on payment of charges.	We request MbPA to allow issue of Dock Entry Permits (DEP) to the staff of the Licensee free of Cost during the contract period as engineer would required to attend the maintenance activities on daily basis which required entry in to port over the contract period of 10 years.	Please refer earlier Claification dated 21.06.2024
10	5. Scope of Work Scale of Rates (SOR). Page 30 of 88 (TECHMEEDEDP2312024)	E) OTHERS C. The successful bidder shall recover latest charges from the Port users as per Scale of Rates (SOR).	What is expected Scale of rate(SOR) increase year on year and frequency	Comprehensive revision of SOR takes place once in every 3 years. Present SOR is valid from Oct-22 to Oct-25. Further, indexation of SOR is done once in year effective from 1st May based on indexation factor provided by Indian Ports Associationn / Ministry of Port, Shipping & Waterways.
11	5. Scope of Work Page 40 & 41 of 88 (TECHMEEDEDP2312024)	Annexure I Expected Minimum Capital Investments by the contractor 15. Face Recognition digital camera for Registration. Qty. 3	Is bidder required to setup 3 registration counters? Kindly let us know number of registration counters to be setup apart from Pass issue counters	Please refer earlier Claification dated 21.06.2024
12	5. Scope of Work Page 40 & 41 of 88 (TECHMEEDEDP2312024)	Annexure I Expected Minimum Capital Investments by the contractor 20. Surveillance AI Cameras (combination of PTZ, Dome and Bullet with night vision capability and 5G enabled) : Qty 210 28. Surveillance Cameras to address all blind spots: Qty 150	The total location are given in the tender is 134 but in the tentative BOM the camera quantity are mentioned 360. Kindly provide the remaining 226 cameras locations.	Locations to be decided by the contractor to cover all the areas.
13	5. Scope of Work Page 41 of 88 (TECHMEEDEDP2312024)	Annexure- I Expected Minimum Capital Investments by the contractor 26. LED display board with RADAR for speed limit awareness - 20 nos	What is the expected lowest & highest speed limit to be captured. Radar specification depends on speed limit	This will be finalised with sucessful bidder.

14	5. Scope of Work Page 41 of 88 (TECHMEEDEDP2312024)	Annexure- I Expected Minimum Capital Investments by the contractor 29. IP Speaker at camera location- 50nos	Number of cameras is more than the IP speakers mentioned in BOM. Kindly confirm if the IP speaker is used at specific locations only.	Contractor shall provide 10 No. of IP speaker and the same shall be installed as per direction of MbPA.
15	Annexure – IV Service Level Agreement (SLA's) & Penalties Page 51 of 88 (TECHMEEDEDP2312024)	4. Not keeping man-power: If successful bidder does not deploy the required specified quantity & quality of manpower as per RFP or a person deployed is not reporting to the duty, there would be a penalty per person per day as defined in below table and will be deducted from the quarterly payment	Payment terms are not mentioned in the RFP. This point is indicating that payment will be on quarterly based. We request you to please consider monthly payment as the percentage of revenue quoted.	Please refer earlier Claification dated 21.06.2024
16	Annexure – IV Service Level Agreement (SLA's) & Penalties Page 51 of 88 (TECHMEEDEDP2312024)	"5. Accuracy of ANPR/FasTag Reader/Face Recognition System: MBPA shall once in a month visit the Command Center to check the accuracy of the said systems on random basis and mark out the difference if found lower than the accuracy level as per the SoW. Each such instance of accuracy lower than the defined limit shall be counted as an "instance" for penalty calculation" ANPR / Fast tag accuracy should be maintain at 97% and above and facial recognition should be maintained at 98% and above on monthly basis for day or night.	Facial recognition accuracy is dependant on the light conditions, user face orientation, registered photo quality. We suggest to use QR Code/ RFID Card by user for fall back option to speedy movement.	Contractor shall deploy suitable solution.
18	Annexure - XII FORMAT OF PERFORMANCE BANK GUARANTEE Page 74 of 88 (TECHMEEDEDP2312024)	PBG: Rs. 1,64,40,000	Request to consider PBG to be 3%, as upfront CAPEX investment is high from bidder and 10% PBG will be additional CAPEX cost on the project	Tender Condition prevails.
19	1. INTRODUCTION Page 03 of 16 TENDER DOCUMENT	The business model will be based on a profit-sharing basis.	Request you kindly amend it as "The business model will be based on a revenue - sharing basis" Since, profit sharing and revenue sharing are not the same.	Subject clause may be read as: The business model will be based on a revenue-sharing basis.
20	2. NOTICE INVITING TENDER Page 06 of 16 TENDER DOCUMENT	2.4 Tender Conditions: iii) Revenue share Revenue share: The bidder shall quote percentage of share of gross revenue to be earned by him with MbPA, minimum revenue share of 35%. The revenue earning heads considered during award of contract will remain same and amount will be included for the purpose of revenue share calculation, even if MbPA decides to transfer revenue collection to other applications e.g. Port EBS	What are the revenue earning heads to be considered for bidding purpose?	Please refer to the clause No. 4.3.
21	2. NOTICE INVITING TENDER Page 10 of 16 TENDER DOCUMENT	Please Note : MSE should not make consortium/JV. In such case exemption will not be available and EMD / Tender fee is payable for consortium/JV.	Kindly confirm if all members of consortium are NSIC registered MSEs, will EMD exemption be considered for the consortium?	Benefits of MSE are not extended to consortium.

22	2. NOTICE INVITING TENDER Page 10 of 16 TENDER DOCUMENT	Please Note : MSE should not make consortium/JV. In such case exemption will not be available and EMD / Tender fee is payable for consortium/JV.	Public Procurement Policy for MSEs Order, 2012 does not have any policy as such that bidding as consortium is not eligible for EMD exemption. Request you kindly share the reference	Kindly refer FAQ, published on 25-03-2022, vide OM No. F.No. 1(3)/2018-MA, Part-III. However, Tender condition prevails.
23	2. NOTICE INVITING TENDER Page 10 of 16 TENDER DOCUMENT	2.9 Pre-Qualification Criteria: 2.9.6 In case of Consortium, MoU needs to be submitted.	Request you please share MOU and Consortium agreement formats along with stamp paper value	Suitable agreement may be executed as per State Govt. guidelines
24		Scope of Work	Port Layout Copy	Shall be provided to the successful bidder.
25		Scope of Work	Weighbridge details, Nos make & model	Only for integration will be provided to successful bidder. Port is currently having 3 Nos. of Weighbridges.
26		Scope of Work	Existing RF Modules make & Model	Please refer Technical Specification at Appendix II