

RFP for Empanelment of service providers for drone based services
Clarification / Response No. 1 to Pre-bid queries

1	Clause No.	Subject	Bidder's Query	Clarification by APSFL
1	Annexure 2	Empanelment and Service Agreement	As per bidder's understanding the wet lease arrangement is mainly to operationalize the drone within the current regulatory framework. The individual RFPs resulting from this empanelment will be requested on defined deliverables basis having their respective individual timelines. Kindly Confirm	Yes, the detailed scope, requirement and the timelines shall be as per the individual Service Request raised by APSFL to the empaneled agencies. Please refer to section E of Clause 6 and Annexure 2 of the RFP for details
2	Clause 5.2, Sl. No 3	The Applicant should own at least 5 drones.	In case applicant is also a manufacturer of drones and payloads, kindly suggest means to prove ownership of drones / sensor payloads	In case the applicant is a manufacturer of drones and payloads, suitable proof of identification (eg. Equipment number, manufacturing date etc.) is required to be furnished. The proof of identification shall be accompanied by an affidavit stating these equipment shall not be sold and shall be used for the purpose of proposed scope of work.
3	Clause 5.2, Sl. No 3	Drone ownership	In case applicant is also a manufacturer of drones it is suggested to ask for Industrial License for drone manufacturing.	Not applicable as far as the scope of this RFP is considered.
4	Clause 5.2, Sl. No 3	Drone ownership	In case applicant is an importer of drones, it is suggested to ask for proof of purchase / import.	As stated in the RFP, Documentary evidence to showcase ownership of drones shall be furnished. Documentary evidence includes proof of purchase / import as per the case

5	Clause 5.2, Evaluation Criteria	Evaluation Criteria – No. of Eligible Assignments	For most of the assignments a single assignment will have multiple deliverables of different categories. For e.g. mapping assignment may have Orthomaps, DSM / DEM / DTM as well as 3-D reconstructed model. It is requested that the any assignment may be used for more than one category of services, provided those deliverables in both category of services were present in that single assignment.	<p>i) As stated in the RFP, any assignment involving more than one category of services can be used by the applicant for only one of the three categories for evaluation.</p> <p>ii) The categories stated in Sl. No.2 of Clause 5.2 of the RFP is being reclassified. Refer Corrigendum 1 to the RFP</p>
6	Annexure 1, B	Specifications of drones and payloads	The bidder understands that the specifications of drones and payloads given in the RFP document are indicative. It is also understood that functional specifications will be equivalent or better, some of the drone / payload specifications (for e.g. weight of payload) could be different from those mentioned in RFP. These will be brought out in the technical proposal. Kindly confirm understanding. (Some of the specifications do not affect the end deliverables of the services and thus such specifications should be allowed to be open to bidder's preference / choice.)	It is clearly stated in the RFP that the specifications detailed out are indicative. The specifications of drones and payloads to be deployed shall be either equivalent or more superior than what is stated in the RFP document.
7	Annexure 1, C	Specification of Services	The bidder understands that the specifications of services as given in the RFP document are indicative. Detailed specifications will accompany individual service requests. Kindly confirm.	Scope of work, requirement, desired outputs and the timelines shall be specified in the individual service requests
8	Annexure 2: Wet Lease T&C: Clause 9 - Lessee's Obligations	Upon written request from the Lessor, use reasonable endeavor to assist the Lessor in obtaining from the government access to site to carry out the services as specified in the	It is in user department's scope to provide reasonable site access etc. APSFL to ensure the same. Bidder will not have any means to obtain site accesses.	RFP conditions hold good. However, APSFL will support in obtaining site access as per need.

		Service Request.		
9	Annexure 2: Wet Lease T&C: Clause 9 - Lessee's Obligations (iii)	Use reasonable endeavors to assist the Lessor to obtain from state government instrumentalities all applicable permits	Bidder will not have a locus standi to approach any authority for permits. Permits will have to be obtained by user department or APSFL.	RFP conditions hold good. However, APSFL will support the agency in this regard as per need.
10	1.2, Sl. No. 3	Deadline for submission of bids ("proposal due date")-PDD	Request to kindly extend the due date of submission by at least one week to 17th January	Considered. PDD shall be 17/01/2017
11	Annexure 2, clause 12	Liability of safety and security of equipment	Lessor shall further indemnify Lessee, and hold Lessee harmless from all loss and damage to the equipment during the lease period. However, if the equipment is kept in premises / control of lessee or user company, the responsibility for safety and security of the equipment will be on Lessee. (Obligation of safe keeping of equipment stored on customer premises should be on customer.)	RFP conditions hold good. The entire risk of operation, handling, safe storage, safety, security and maintenance shall remain with the bidder
12	4.2, Sl. No. 1	Nationality of the Consortium members	RFP is allowing consortium of maximum two. Can these parties be Indian and foreign Company/companies?	The lead member of the consortium shall need to be an Indian Company.
13	General	General	What is the area of mapping is it the whole of AP?	Requirement shall be based on individual service request raised by APSFL during the period of empanelment
14	Point e, Section 3	Outputs based on high end analytics	As per Point e. of Page 6, 1. What kind of software APSFL is looking for? 2. Is it for the Visualization only or analysis also? 3. APSFL has any software in their mind? 4. Do we need to supply the software also?	RFP conditions hold good. Bidder to deploy all the relevant software required for providing the services/outputs indicated in the RFP

15	Sl.No. 4, Clause 4.2	The Applicant should have cumulative turnover of at least Rs. 10 Lakhs from similar drone based services starting from 01/04/2014 till 15/12/2016. In case of consortium, the combined turnover of both the companies from drone based services shall be considered.	<ol style="list-style-type: none"> 1. The time line is very restrictive? 2. The “till date 15/12/2016” is not logical the work would not stop on that date right? 3. Why there should be an end date for this? We have not stopped working after 15th we are still working and doing the drone projects, we have works done after this date also and we would like to present them for the RFP. 4. Therefore we request the 15th date to be amended till the date of submission? 	RFP conditions hold good
16	Clause 4.2	Pre- qualification criteria	In the Prequalification Criteria at many points CA certificate is mentioned and can a CA certify this kind of technical work? How authentic is the CA’s certification?	RFP conditions hold good
17	Sl. No. 2, Clause 5.2	Applicability of one assignment for multiple categories	In the evaluation Criteria point 5.2 and sl.no.2, page10, we have done in one project multiple categories so can we present one or more projects for multiple categories?	RFP conditions hold good
18	Sl. No 3 Clause 5.2	Applicant should own at least 5 drones.	<ol style="list-style-type: none"> 1. What is the rationale of asking for so many drones? 2. We can buy any number of drones as and when required? 3. Also we are manufacturing the drones and we also do the services with them so can we produce any number of drones as and when required. 	RFP conditions hold good. In case the applicant is a manufacturer of drones and payloads, suitable proof of identification (eg. Equipment number, manufacturing date etc.) is required to be furnished. The proof of identification shall be accompanied by an affidavit stating these equipment shall not be sold and shall be used for the purpose of proposed scope of work.
19	Sl. No. 8, Clause 1.1	EMD	Can we provide the EMD in the form of FDR?	No

20	Sl. No. 9, Clause 1.1	Method of Empanelment: Maximum technical score after satisfying the Prequalification Criteria.	No commercial or pricing quote is asked in the RFP?	Your understanding is correct. This RFP is meant only to empanel drone service providers.
21	General	General	There is a blanket ban on the import of Drones into India, how APSFL is addressing this issue?	This subject is beyond the scope of this RFP.
22	4.2, Sl. No. 1	Nationality of the Consortium members	Would you please consider the foreign entity for the consortium formation? It would facilitate more vendor's participation in the bid with the international experience.	The lead member of the consortium shall need to be an Indian Company
23	Sl. No. 3, Clause 4.2	technical expertise/ experience of bidders	We request APSFL, to please consider technical experience in other private and foreign sectors also.	RFP conditions hold good
24	Clause 4.2, Sl.No. 4	Turnover requirement of Bidders	Would you kindly consider adding one more option in the qualifying criteria to 'bidders should either demonstrate number of flying hours (ex:100 hrs) experience OR 10 lakhs of Turnover in last 2 years. If the above amendment is not accepted, please consider changing the clause of 'Lead member of the consortium shall have at least 60% of the turnover requirement specified' to 100%	RFP conditions hold good
25	Clause 4.2, Sl. No. 5	The Applicant should have valid Service tax registration number and PAN number in India In case of consortium, lead member has to necessarily satisfy this condition	Would you please consider either one of the consortium members can have PAN number in India, as we are requesting to consider foreign entity for consortium	RFP conditions hold good. In case of consortium, lead member has to necessarily satisfy this condition

26	4.2, Sl. No 2	Experience of bidders	<p>Is it possible to relax this to having 2 years of experience in providing drone based services as on 15/12/2016?</p> <p>It would be much appreciated if the experience duration is coherent with the turnover duration i.e till 15/12/2016 (SL No 4, page no 7)</p>	RFP conditions hold good
27	General	Pre-qualification and selection criteria	<p>As a Governmental Education Institution, and providing services, almost in line with the requirements projected by you to the Government of Tamil Nadu, can you consider the Centre for Aerospace Research (CASR) Under Anna University to be empaneled without resorting the bidding process Proposed by APSFL?</p>	<p>No.</p> <p>CASR can participate in the bidding process for empanelment</p>
28	General	Pre-qualification and selection criteria	<p>Whether, CASR Anna University is allowed to bid in case the answer to the point above is negative?</p>	<p>Considered.</p> <p>Govt. institutions shall also be allowed to participate in the bid</p>
29	General	EMD	<p>Is it mandatory for a Government organization like CASR to provide Bid Processing Fees and EMD since we are directly under the Ministry of Higher Education Government of Tamil Nadu?</p>	Yes. RFP conditions hold good.