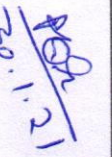
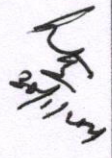
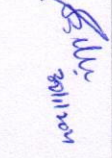


**IN REFERENCE OF PRE BID MEETING Tender ID-2020\_MCL\_186719\_1, DISCUSSIONS AND REPLIES TO QUERIES/ CLARIFICATIONS/ SUGGESTIONS/ RECOMMENDATIONS BY THE PROSPECTIVE BIDDERS**

S.No.	Page No.	Excerpt from NIT	Our Concern and suggestions	Discussions during Pre NIT Meeting	Change in the NIT, if any
1	4	Eligibility Criteria	The estimated value of the work order is 42 Crores. Out of approx 50% (21 Crores) is for the salary of boom barrier operators only. We request you to kindly modify the definition of completed similar works as it is not possible to have experience of executing similar project. 1. Reduce it to 100% of annualized value which is approx 7 Crores. 2. Or remove the operator part and make it 80% of the boom barrier RFID part. 3. Please incorporate mining experience as a must as RFID is implemented in many places like shopping malls, parking system, etc.	The eligibility criteria is as per the standard of Coal India Limited and cannot be modified at this stage.	No change in the NIT
2	11	Other Certifications	Kindly ask for ISO 27001 and Gsmi v3 certificate as the project involves complex software which is crucial for coal transportation work	It is not necessary for this tender.	No change in the NIT
3	11	Other Certifications	Either of the ETA of BIS certificate can be made available for RFID systems. ETA is for Imported items from abroad while BIS is for Indian entities manufacturing in India. Kindly make it <b>EITHER OF THE TWO CERTIFICATES</b> as it will not be possible to provide both the certificates for the same 4 item.	ETA is issued by WPC, Govt for all equipment working in wireless mode in India regardless of their country of Origin.	No change in the NIT
4	34	20.5 All the contract workers shall be covered with the Bio-metric attendance system for payment of wages.	Who will provide the Biometric machines at boom barrier cabins ?	The biometric devices shall be provided by MCL. However, they may or may not be in the Boom barrier Cabins. The Operators shall have to mark their attendance at the nearest available Biometric Devices which shall be provided	No change in the NIT
5	74	Mobilization Advance - Interest on mobilisation advance will be charged at the rate of CLS, borrowing rate under cash credit arrangement as on date of disbursement and to be compounded quarterly.	Please clarify what is the current rate of interest that will be charged by CL.	At 0.10% above 1 year MCLR (prevailing at the time of sanction, i.e, 7.90% as on 17.12.2019) for 'AAA' customer with limits of >Rs. 500 crs. present effective rate being 8.00% p.a. with monthly rests.	No change in the NIT
6	75	Escalation/ De-escalation for Labour:	Please confirm that the same will be applicable on Labour Charges of Operator of Boom Barrier and the increase in minimum wages by the government will lead to revision of contract charges.	Price Variation is applicable in this tender.	No change in the NIT
7	79	1 c) The Surveillance System should be capable of Automatic Number Plate Recognition, and the system should record the number plates of vehicles passing through the Boom Barrier.	1. Sir, this technology is suitable only for cars where the no. plates are standardized. 2. Trucks have single line or double line no. plates installed plus the length of the trucks also varies (tipper v/s Trailer). 3. Registration plates are installed at various places on the truck. It is not possible to accurately read and figure out the no. plate using image recognition technology. Hence, we request you to kindly remove this line item from the tender as it is no where successfully running.	The accuracy of the ANPR is already mentioned. ANPR with multiple vehicles works seamlessly in many cities and other locations.	No change in the NIT
8	79	Dual Connectivity should be established from Area Server to Boom Barrier Cabin, us-ing Radio Network, and Internet Leased Line, for redundancy of connectivity. There should be provision for using any other connectivity media provided by MCL with the Boom Barrier System.	Please clarify that ILL is required at Boom Barriers or not. We suggest not to give ILL at cabins as operators tend to open Facebook and other video streaming websites and cause unnecessary clogging of bandwidth and consumption of data. Even if we block OTT platforms and Social media platforms then tunneling cannot be stopped.	ILL is required at all Boom Barrier Locations and the responsibility of behaviour of the operators shall lie with the successful bidder. The successful bidder may take necessary steps to prevent such practices. Additionally, CCTV Cameras are also to be installed in the Boom Barrier cabin which can be monitored to check operator activity if	No change in the NIT
9	87	23. Trial Run and System Acceptance:	Kindly confirm whether the commissioning will be area wise or for all areas of MCL at one go ? We request you to kindly go for area-wise commissioning for smoother and fast implementation of project work.	Commissioning of the entire system shall be as per the Clause No. 23 of the Special Terms and Conditions of the Contract. This also includes area wise acceptance.	No change in the NIT

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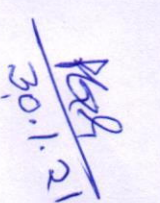
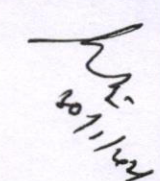
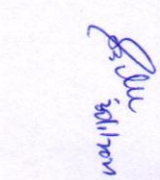
**IN REFERENCE OF PRE BID MEETING Tender ID-2020\_MCL\_186719\_1, DISCUSSIONS AND REPLIES TO QUERIES/ CLARIFICATIONS/ SUGGESTIONS/ RECOMMENDATIONS BY THE PROSPECTIVE BIDDERS**

S.No.	Page No.	Excerpt from NIT	Our Concern and suggestions	Discussions during Pre NIT Meeting	Change in the NIT, if any
10	88	the Party will also arrange a training for up to 20 Technical personnel (in batches ) of MCL on the camera, switches,RFID Equipment & Server/ NAS at Developer/OEM/OEM authorized centre/ premises, free of cost, if desired by MCL	The equipment supplied for this work will be sourced from multiple OEMs who have their office all over India North to south , east to west Kindly arrange for the training at one central location where the bidder will call all the OEM representatives. We prefer the location to be in Sambalpur.	The training shall be at locations as mentioned if desired by MCL	No change in the NIT
11	89	32. Deployment of Boom Barrier Operators:	Total no. of operators asked in the NIT is 171. as per rules and regulation laid by labor act we have to give weekly off to operators. We also have to plan for statutory leaves. Please make it four operators per site to give 24x7 (365 days) operability.	Kindly refer clause no. 32 of the Special terms and conditions of the NIT	No change in the NIT
12	92	36 a. )To provide at least 08 (eight) nos. Static Public IPV4 and their corresponding 08 (eight) nos. Static Public IPV6 addresses each at each Boom Barrier Location and Area Office, for	Kindly confirm why the Public IPs are required at the boom barriers.	The number of Public Ips is as per MCL Requirement and shall be used for direct communication to the Desktop PC, NVR or any other device as deemed fit by MCL.	No change in the NIT
13	154	Specifications of RFID Reader - Passive Long Range UHF RFID Reader with TCP/IP Port	As the readers will be installed outside and are subject to rain and dust, please incorporate IP67 certificate for readers	IP65 is sufficient to protect against low pressure jets of water from all directions, and therefore it is sufficient to be used outdoors. The bidder may, however, quote a product with better IP Rating.	No change in the NIT
14	168	Servers at area offices	Please confirm if we can use any other operating system like CentOS in place of Windows Server	Windows Server is to be provided.	No change in the NIT
15	168	Servers at area offices Total Cache (L1+L2+L3)(MB)(22 MB is asked)	Modern Servers come with lesser cache but are more efficient. Hence kindly modify the specifications to cache of about 16 MB.	Not accepted.	No change in the NIT
16	178	Traffic Light with Poles	The height of pole is printed as 7.5 meters. It is not possible for driver sitting in the truck to see the traffic light installed at 7.5 meters. Kindly make it 10 feet. At other locations where we have installed RFID system like in SECL, SCCL and CCL we have placed the traffic lights at 10-12 Feet Height.	The traffic lights need not be installed at the top of the pole. The height has been kept as standard with an option to increase the height of the Traffic Lights if need arises.	No change in the NIT
17	185	5 Mtr Pole for RFID Reader and ANPR Camera	The height of pole is printed as 5 meters. It is not possible for reader to read the RFID tag installed at 5 meter height Kindly make it 8 feet. At other locations where we have installed RFID system like in SECL, SCCL and CCL we have placed the RFID Reader at 8-9 Feet Height which is in sync with the height of the driver's cabin and is the most optimal height for RFID reader for reading the Tag	The RFID Reader need not be installed at the top of the pole. The height has been kept as standard with an option to increase the height of the RFID Reader if need arises.	No change in the NIT
18	171	Server at MCL HQ	Kindly provision for 2 servers at MCL HQ one primary and one for real-time backup. The technical specifications of both the servers should be same.	Redundant server is not required if the primary server is maintained properly. Bidder is free to provide a redundant server without any additional cost to MCL.	No change in the NIT
19		Reverse Auction	We request you to kindly evaluate the bids first and then go for RA as we have found in many cases, ineligible bidders quoting much below the tender rate and then are disqualified owing to non-submission of correct documents or are unable to meet the project objectives. Reverse Auction after technical scrutiny will ensure a level playing field amongst all the eligible participants and also MCL gets best prices	As mentioned in the NIT Document. The sug	No change in the NIT

*Handwritten signatures and dates:*  
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**IN REFERENCE OF PRE BID MEETING Tender ID-2020\_MCL\_186719\_1, DISCUSSIONS AND REPLIES TO QUERIES/ CLARIFICATIONS/ SUGGESTIONS/ RECOMMENDATIONS  
BY THE PROSPECTIVE BIDDERS**

S.No.	Page No.	Excerpt from NIT	Our Concern and suggestions	Discussions during Pre NIT Meeting	Change in the NIT, if any	
20		Proveness Criteria	Since it is a service based NIT where the overall performance of the system is required and not just hardware components (like RFID Reader, PC, Barrier etc) we earnestly request you to add the experience of having successfully executed a similar <b>RFID-BG system with weight integration elsewhere</b> for a period of one year. As coal will be dispatched through the RFID system installed it is very critical that the software supplied for this project is proven	This is a Works NIT and not a Service Based NIT only. Therefore the suggestion is not accepted.	No change in the NIT	
21		Integration of weighment data	Kindly include the weighment data to be captured in the same system so that entire coal dispatch report can be available online. Syncing with two systems is problematic and doesn't give the desired results. Hence, we request you to kindly have <b>ONLY ONE SYSTEM RUNNING AT WEIGHBRIDGES</b> to avoid discrepancies in coal dispatch data	Entire CIL is planning to get real time weighment data in ERP through dedicated network at all weighbridges. MCL is also trying to get the weighment data in CoalNet Server. Therefore integration is mandatory.	No change in the NIT	
22		PROJECT ON RENTAL (OPEX) in place of CAPEX	We request you to kindly go for the NIT in rental mode – that is MCL does not pay anything for the hardware upfront and pays a monthly rental fees for all the hardware equipments used in the project. This will ensure – 1. MCL will have access to the latest technology available throughout the contract period. 2. Only serious vendors participate in the process. In-case the vendor is not performing as per acceptable standards – MCL is free to close the services	The Work has been decided to be on Capex Mode as per the requirement of MCL. Therefore the suggestion is not accepted.	No change in the NIT	
5. No	page no/RFP Reference	Query Related to	Explanation of the Query	Suggestion	Discussions during Pre NIT Meeting	Change in the NIT, if any
23	2/3,1.3	Exemption for Certified Startups of startup India for EMD and Document fee.	We are a startup registered with Startup India and GeM focusing on parking and industrial automation solutions. As a part of central government policy and as is the case with government/PSU tenders, such startups are exempted from EMD, Document Fee, Years of experience and Revenue thresholds. We request you to kindly exempt us from the same so that we can participate in the tender and showcase our technology. We can provide sample government tenders that have relaxed such clauses for registered startups.	As for the policy of govt of india for certified startups, please allow exemptions on EMD, Document Fee, Turnover, Experience and other eligibility criteria. Reference policy links have been shared below.	There is no document fee in the tender. EMD, Turnover, Experience and other eligibility criteria is standard as per the standard of Coal India Limited and cannot be modified at this stage.	No change in the NIT
24	3/ point 7	Joint Venture shall not be allowed for participation in the bid with estimated cost of work put to tender up to Rs. 2.00 (two) crores.	Please clear the point no 7.	<a href="https://www.startupindia.gov.in/content/shiv/en/public-procurement.html">https://www.startupindia.gov.in/content/shiv/en/public-procurement.html</a>	There is no document fee in the tender. EMD, Turnover, Experience and other eligibility criteria is standard as per the standard of Coal India Limited and cannot be modified at this stage.	No change in the NIT
25	8/point B-Work Experience	Exemption for Certified Startups of startup India for Experience.	Same as mentioned in point 1.	<a href="https://www.startupindia.gov.in/content/shiv/en/compendium-of-good-practices/leasing-public-procurement.html">https://www.startupindia.gov.in/content/shiv/en/compendium-of-good-practices/leasing-public-procurement.html</a>	There is no document fee in the tender. EMD, Turnover, Experience and other eligibility criteria is standard as per the standard of Coal India Limited and cannot be modified at this stage.	No change in the NIT
26	8/ point-B Turnover	Exemption for Certified Startups of startup India for Turnover.	Same as mentioned in point 1.		There is no document fee in the tender. EMD, Turnover, Experience and other eligibility criteria is standard as per the standard of Coal India Limited and cannot be modified at this stage.	No change in the NIT
27	11/D	System for decision of L1 bidder	Please explain this point		The said point is sufficiently clear.	No change in the NIT


  
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S.No.	Page No.	Excerpt from NIT	Our Concern and suggestions	Discussions during Pre NIT Meeting	Change in the NIT, if any
28	55/1.e	Dual connectivity should be established from area server to boom barrier cabin, using radio network and internet leased line for redundancy of connectivity.	What is the distance between boom barrier to area server?	Successful bidders are free to check the distance from the sites to Area Offices as all the locations have been clearly mentioned and the bidders are encouraged to visit the site before submitting their bid. Please refer Clause	No change in the NIT
29	55/1.f	All equipments shall be installed in mining environment in heavy dusty, humid, lightning prone conditions.	What will minimum and maximum temperature at locations?	The bidders are encouraged to check the historical temperature data of the said locations before submitting their bids.	No change in the NIT
30	57/2.i	Can we use FASTag instead of RFID Tags?	We should use FASTag instead of RFID Tags because FASTag is mandatory for every vehicle from January 2021. FASTag with ANPR will authenticate every vehicle at entry and exit and we can always get the registration number and class of vehicle from FASTag mapper provided	This suggestion, if incorporated, will create integration problems with an authority over which MCL or the bidder shall have no control. Therefore it is not accepted.	No change in the NIT
31	57/2.L	Necessary software for integration of weighbridge data from Boom Barrier should be installed in the weighbridge PC. The software should send the truck weight confirmation to the Area Server after weighment, which may be used by the Boom Barrier System to allow/disallow the vehicle from leaving the mines. This	Please confirm that who will be the concerned or deciding authorities?	For Road sale weighbridge where I3ms software is used, the control of database is with the Department of Steel and Mines, Government of Odisha. For rest of the weighbridges, MCL has control of database.	No change in the NIT
32	58/2.w	There shall be provision to integrate the RFID Based Boom Barrier System Reports with VTS and any other System (ERP, CoalNET, etc.,) as desired by MCL.	Can we get a list of the systems that the system should be integrated with and what data will be shared?	ERP, CoalNet and Vehicle Tracking System are being used in MCL. The data shall be any reports captured by the Boom Barrier System or Weighbridge Centering System.	No change in the NIT
33	58/2.x.ii	There should be provision to save the ANPR Reports and number plate images in the Area Server.	We suggest that cloud server option should be there, cloud that is based on India even govt. of India approved cloud infrastructure. That will be more reliable, easier to maintain and cost	Since all servers shall be in MCL Premises, they can hold the ANPR Reports and Number Plate Images.	No change in the NIT
34	59/3.vii	Exception reports vis a vis Action taken / neutralization report.	Please clear this point.	Exception reports are those which are generated when there is an exception to the established rules or guidelines of the working of any system. For example if Boom Barrier is lifted by operator using Manual Override due to any circumstance, it should be automatically recorded by the Boom Barrier System as an exception as it is not the way that the system is intended to work. There may be many other exceptions as well. For each exception, a reason or Action taken has to be noted against it.	No change in the NIT
S. No.	Page No	Section (Name & No.)	Statement as per tender document	Query by bidder	Change in the NIT, if any

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S.No.	Page No.	Excerpt from NIT	Our Concern and suggestions	In the recent Pandemic situation, Central as well as State Governments are promoting the small and Medium Enterprises by changes done in MSME Act. In lieu with same, we fall under "Medium Enterprise" and therefore request your good office to allow us EMD exemption under the clause "Exemption for submission of EMD" mentioned on page#2 of tender Notice 2. Kindly amend this clause as follows to pass the EMD exemption benefits to the MSME Firms:  a) Micro and Small Enterprises (MSEs) & Micro, Small and Medium Enterprise (MSME) as defined in MSE Procurement Policy issued by Department of Micro, Small and Medium Enterprises.	Discussions during Pre NIT Meeting	Change in the NIT, if any
35	Page 2	3.1.3	Micro and Small Enterprises (MSEs) as defined in MSE Procurement Policy issued by Department of Micro, Small and Medium Enterprises (MSME) will be exempt from the payment of earnest money (applicable only for Services tenders).		Please refer S. No. 23 above	No change in the NIT
36	Page 3	Section 8, subsection A	The intending bidder must have in its name or proportionate share as a member of Joint Venture/Partnership firm experience of having successfully completed similar works, as a prime contractor, during last 7(seven) years ending last day of month previous to the one in which bid applications are invited (i.e. eligibility period) should be any of the following :- Three similar completed works each costing not less than the amount equal to 40% of the estimated cost put to tender. Or Two similar completed works each costing not less than the amount equal to 50% of the estimated cost put to tender. Or One similar completed work costing not less than the amount equal to 80% of the estimated cost put to tender.	"The intending bidder must have in its name or proportionate share as a member of Joint Venture/Partnership firm experience of having successfully completed similar works, as a prime contractor, during last 7(seven) years ending last day of month previous to the one in which bid applications are invited (i.e. eligibility period) should be any of the following :- Three similar completed works each costing not less than the amount equal to 25% of the estimated cost put to tender. Or Two similar completed works each costing not less than the amount equal to 50% of the estimated cost put to tender. Or One similar completed work costing not less than the amount equal to 75% of the estimated	Please refer S. No. 23 above	No change in the NIT
37	Page 4	Section 8, subsection A	The definition of similar work shall be as follows: SUPPLY AND INSTALLATION/ COMMISSIONING OF RFID BASED BOOM BARRIER SYSTEM OR SUPPLY, INSTALLATION/ COMMISSIONING AND MAINTENANCE OF RFID BASED BOOM BARRIER SYSTEM OR SUPPLY, INSTALLATION/ COMMISSIONING AND OPERATION OF RFID BASED BOOM BARRIER SYSTEM OR SUPPLY, INSTALLATION/ COMMISSIONING, MAINTENANCE AND OPERATION OF RFID BASED BOOM BARRIER SYSTEM	The definition of similar work shall be as follows: SUPPLY, INSTALLATION/ COMMISSIONING AND MAINTENANCE OF RFID AND BOOM BARRIER BASED ACCESS/DISPATCH MANAGEMENT SYSTEM. OR SUPPLY, INSTALLATION/ COMMISSIONING AND MAINTENANCE OF RFID AND BOOM BARRIER BASED ACCESS/DISPATCH MANAGEMENT SYSTEM. OR SUPPLY, INSTALLATION/ COMMISSIONING AND OPERATION OF RFID AND BOOM BARRIER BASED ACCESS/DISPATCH MANAGEMENT SYSTEM. OR SUPPLY, INSTALLATION/ COMMISSIONING, MAINTENANCE AND OPERATION OF RFID AND BOOM BARRIER BASED ACCESS/DISPATCH MANAGEMENT SYSTEM.	Suggestion is not accepted.	No change in the NIT

*Handwritten notes:*  
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 (Signatures and initials)



**IN REFERENCE OF PRE BID MEETING Tender ID-2020\_MCL\_186719\_1, DISCUSSIONS AND REPLIES TO QUERIES/ CLARIFICATIONS/ SUGGESTIONS/ RECOMMENDATIONS  
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S.No.	Page No.	Excerpt from NIT	Our Concern and suggestions	Discussion during Pre NIT Meeting	Change in the NIT, if any	
46	39. PAYMENT SCHEDULES: A. Supply & Installation of Equipment:	Payment for 80% value of the Supply & Installation part of the work (Area wise Item S. No. 1 to 34 of the BoQ as per Annexure A) executed at a particular Area (including all Projects under the Area) will be made after Issue of System Acceptance Certificate by the concerned Engineer-in-charge/ Site In-charge of the system for that particular Area, as detailed in Clause No. 23 above. Balance 20% payment of the Supply & Installation part of the work (Area wise Item S. No. 1 to 34 of the BoQ as per Annexure A) executed at a particular Area will be made after Issue of Final Installation & Commissioning Certificate by the GM(E&T), MCL HQ as detailed	Payment for 80% value of the Supply part of the work (Area wise Item S. No. 1 to 34 of the BoQ as per Annexure A) executed at a particular Area (including all Projects under the Area) will be made after Issue of System Acceptance Certificate by the concerned Engineer-in-charge/ Site In-charge of the system for that particular Area, as detailed in Clause No. 23 above. Balance 20% payment of the Installation part of the work (Area wise Item S. No. 1 to 34 of the BoQ as per Annexure A) executed at a particular Area will be made after Issue of Final Installation & Commissioning Certificate by the GM(E&T), MCL HQ as detailed in Clause No. 23 above.	Suggestion is not accepted	No change in the NIT	
47				Request for Prior experience and Turnover exemption for Start-ups: We "....." being a Startup company registered under MSME firm with experience. We request to consider Start ups with exempted from "EMD, prior experience/ turnover in eligibility criteria under Start-up India An Initiative by Govt. Of India, while participating in Govt Tenders and we request the esteemed Mahanadi Coalfields Limited authority to consider and guide us through the requested inclusion	There is no document fee in the tender. EMD, Turnover, Experience and other eligibility criteria is standard as per the standard of Coal India Limited and cannot be modified at this stage.	No change in the NIT
48				<b>Request to exempt ETA/AG, BIS certification under prequalification criteria to be exempted.</b> Request to consider under the work experience criteria: The commissioning certificate for the project as it is a ongoing project which we have commissioned successfully and is live since 2 years	ETA is issued by WPC, GoI for all equipment working in wireless mode in India regardless of their country of Origin.	No change in the NIT
49				Request you to kindly allow these clause	Please refer S.NO.23 above	No change in the NIT
50				Payment clarity against supply	Discussions during Pre NIT Meeting Please refer Refer S.NO -31 Payment condition of NIT	Change in the NIT, if any No change in the NIT
51				As per previous tender in MCL, relaxation for MSME bidders	Please refer S. No. 23 above	No change in the NIT

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30.1.21

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General Manager (Fin) I/C

General Manager (E&T)

General Manager (Cwill)/ HOD