

**Reply to Pre Bid Queries**  
**Tender No. DLDSL/17-18/IT/002**

S. No.	Clause No./ Page No.	RFP Reference	Clause as per RFP	Query	Response
1	Section 3, Clause K, Sr. No. 3. , Pg.no.21	Technical Evaluation	The technical proposal should contain a technical presentation in MS word format, which can justify the applicant's proposal on following aspects.	The technical presentation which is part of the technical proposal can be in PDF format as there is no provision to upload a separate MS word document.	Technical presentation can be uploaded in PDF Format.
2	Section 4, Clause B, ,pg.No.29	Specification- RF Specification	<p><b>Project Logo-</b> The Project Name/Logo/ any other information that will be provided by DLDS needs to be printed/ embossed on the upper surface of the tags.</p> <p>A serial number (Approved by DLDS) needs to be printed on all tags and the serial number to EPC code mapping needs to be provided while delivering the tags. "Do Not Remove" printing in multiple languages will be required on the surface of the proposed tag. The design sample will be provided by DLDS.</p>	Please share more details on the printing requirement of the text "Do not Remove". What is the type pf printing expected.	Serial no. will be a combination of alpha numeric. Content will be decided based on the proposed size of the tag.
3	Section 3, clause G, Sr. No.3, pg. no. 12	Preparation of Proposal	Client certifications or Purchase orders for the projects listed under the experience section: The certifications and/or PO must confirm the project attributes (size, fee, duration etc.) and the scope of work on the projects. The self-certification of the applicant is also permitted accompanied by certified copy of work order/document certifying release of performance bank	Purchase orders of Omni-Id clients are confidential in nature. Size of the project, product supplied and duration of the project can be shared, however product pricing and related commercials cannot be disclosed due to privacy concerns.	Only Price and related commercials can be masked on the purchase order.

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			guarantee/ certified copy of payment received or any other document certifying the completion/part completion of the project as the case may be.		
4	Section 3, clause G, Sr. No.10 pg. no. 13	Preparation of Proposal	Financial proposal: While preparing the Financial Proposal, applicants are expected to take into account the various requirements and conditions stipulated in this RFQ cum RFP document. The Financial Proposal should be a lump sum Proposal inclusive of all the costs including but not limited to applicable taxes, duties, levies, permit, fees, entry fees, transportation charges, equipment insurance fees, custom duty, handling charges etc., except the Goods and Services Tax (GST) which shall be paid as per applicable rates	Work completion period is 3 years and there might be change in the custom duty by central government of India in period of 3 years. Also there can be additional taxes levied by central/ state government in future.	As mentioned in FORM F2 the proposed cost is excluding of GST. If there is any variation in custom duty during the contract period with supplier then DLDSL and supplier shall renegotiate the tag cost considering the impact of change in custom duty.
5	Section 4, clause B, page no.28	Physical specification	Specification: Encasement  One time use RFID Tag with magnet and adhesive	The tender specifically asks for a HARD Tag using a combination of a Magnet and adhesive, The idea is to have a tag which will withstand the rigours of container traffic in severe environmental Conditions. We believe a soft ( flexible ) tag with high performance bonding can also meet these requirements	Requirement of magnet is mandatory with 2kg pull force or more in our application and applicant can provide soft tag if can able to meet the specifications mentioned in the RFP. <b>Conditions given in RfQ cum RFP shall remain unchanged.</b>

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				without any compromise in Performance and, possibly at a lower cost.	
6	Section 3, clause K, Sr. No.1A, page no.19	Technical evaluation criteria	7 or more = 10 marks 5 or More but less than 7 = 6 marks 3 or more but less than 5 = 3 mark Less than 3 = 0 marks	6 or more = 10 marks 4 or More but less than 6 = 6 marks 3 or more but less than 4 = 3 mark Less than 2 = 0 marks	<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
7	Section 3, clause K, Sr. No.1B, page no.19	Technical evaluation criteria	More than 3000 thousand = 10 Marks Between 3000 thousand and 1000 thousand = 6 Marks Between 1000 thousand to 500 thousand = 4 Marks Less than 500 thousand to 200 thousand= 2 Marks Less than 200 thousand = 0 Marks	Between 500 thousand and 1000 thousand = 10 Marks Between 1000 thousand to 500 thousand = 8 Marks Less than 500 thousand to 100 thousand= 4 Marks Less than 100 thousand = 0 Marks	<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
8	Section 3, clause K, Sr. No.3A, page no.20	Technical evaluation criteria	More than 1000 thousand = 10 marks Between 1000 thousand and 800 thousand = 6 marks Between 800 thousand and 600 thousand = 4 marks Between 600 thousand and 200 thousand = 2 marks	More than 600 thousand = 10 marks Between 600 thousand and 400 thousand = 6 marks Between 400 thousand and 200 thousand = 4 marks Between 200 thousand and 100 thousand = 2 marks	<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
9	Section 3, clause K, Sr. No.4, page no.20	Technical evaluation criteria - Tag size in cubic millimeters (cub. mm)-	Between 90,000 and 70,000 = 2 Between 70,000 and 50,000 = 4 Between 50,000 and 30,000= 6 Less than 30,000 = 10	Between 90,000 and 70,000 = 4 Between 70,000 and 50,000 = 6 Between 50,000 and 30,000= 8 Less than 30,000 = 10	<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>

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10	Section 3, clause K, Sr. No.4, page no.21	Technical evaluation criteria - Tag weight in Grams (gms) -	Between 100 and 70 = 2 Between 70 and 40 = 4 Between 40 and 20= 6 Less than 20 = 10	Between 120 and 100 = 2 Between 100 and 70 = 6 Between 70 and 40= 8 Less than 40 = 10	Some changes done please Refer the corrigendum
11	Section 4, clause No. C, Sr. No. 1C, page no.29	Service Level	If any tag fails during the sample test ( One tag will be picked randomly from ten thousand tags) by DLDS at the time of delivery, the whole delivery needs to be replaced within 15 calendar days and 5% of the PO value of the delivery will be charged as Liquidated Damages.	If any tag fails during the sample test ( <b>One to ten tag will be picked randomly from ten thousand tags</b> ) by DLDS at the time of delivery, the whole delivery needs to be replaced within 15 calendar days and 5% of the PO value of the delivery will be charged as Liquidated Damages.	<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
12	Section 4, clause B, page No: 28	Specification- Environmental specification	<b>Attachment type-Integrated magnet(s) of the tag should have 2 kg or greater pull force</b> considering the attachment on the sea container surface. The tag will be a one- time use application product however its attachment using both magnet and adhesive should have pull force of 24 Kg while attached on metal surface with 24 Hour curing period.	<b>Attachment type-Integrated magnet(s) of the tag should have 2 kg or greater pull force</b> considering the attachment on the sea container surface. The tag will be a one- time use application product however its attachment using any one of magnet or adhesive should have pull force of 24 Kg while attached on metal surface with 24 Hour curing period.	<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
13	Section 4, clause B, Page No: 28	Specification- Environmental specification	Attach tool (tag applicator) – For placement of tag on sea container several meters above ground level.	Need more clarification on this tool.	Tag applicator design should be proposed by bidder for ease of tagging operation of RFID tags for placement of tag on sea container

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					several meters above ground level while the container is loaded on a trailer or rail wagon.
14	Section 3, clause K, Sr. no.6 , page no. 21	Technical Evaluation Criteria	The applicants who score more than 80 (Eighty) points in technical round (technically qualified applicants) will be notified, indicating the date and time set for opening the Financial Proposals. The notification may be sent by registered letter, facsimile, or electronic mail	The applicants who score more than 60 (Sixty) points in technical round (technically qualified applicants) will be notified, indicating the date and time set for opening the Financial Proposals. The notification may be sent by registered letter, facsimile, or electronic mail	<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
15	Section 3, Clause J, Sr. No. C, page no.16	Minimum Qualification Criteria	The applicant as prime supplier should have supplied to at least 1 Government or PSU or Government Recognized Institutions or Nationalized Banks project (preferably from the Infrastructure, Transportation, Logistics, Defense and customs) in India covering a total of at least 3 RFID projects globally.	We have been concentrating mainly on Private sectors and have done excellent job. Hence request you to wave out this condition.	<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
16	Section 3, Clause B, Sr. no. 1 & 2, Page no.7	Bidding fees	Processing Fees = Rs.1,18,000/- ( Rs. One Lakh Eighteen thousand only) EMD = Rs. 10,00,000 (Rs. Ten Lakh only)	All companies registered with MSME/ NSIC should be exempted from any kind of Bidding Fees. Anyhow if the tender is awarded, a PBG is being offered by the applicant.	DLDSL does not fall under PSU, Central or Delhi govt. company and is a joint venture between National Industrial Corridor Development and Implementation Trust and NEC Japan. So, such benefits to MSME for waiver of processing fees and EMD shall not be applicable for the tender.

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					<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
17	Section 3, Clause K, Sr. no. 6, page no.21	Technical Evaluation Criteria	The applicants who score more than 80 (Eighty) points in technical round (technically qualified applicants) will be notified, indicating the date and time set for opening the Financial Proposals.	The applicant who scores 80 or above will be considered for Financial Bid opening. Since the field trials are happening now our suggestion shall be to take those applicants only forward whose tags successfully pass the trials.	Yes, DLDS will open the technical of the Pre-qualified bidders only as field trial is a part of Pre-qualification.  <b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
18	Section 3, clause K, Sr. No.1, Page No. 19	Technical Evaluation Criteria	The evaluation committee ("Evaluation Committee") appointed by DLDSL will carry out the technical evaluation of Proposals on the basis of the following evaluation criteria and points system. Each evaluated Proposal will be given a technical score as detailed below	No consideration in terms of points that can be scored has been given to the Field Trials. Tags performing better in the trials should have some advantage going in to the financial bid opening stage.	No point will be given in the field trial. Applicant shall fulfill the minimum requirement of the RFID tag which is mandatory to be eligible in technical round as specified in the RFP.
19	Section 3 clause K, Sr. No.11, Page No. 22	Technical Evaluation Criteria	A panel will be constituted of L1 and L2 bidders wherein the L1 will be awarded minimum of 60% of the total required quantity of tags and L2 will be awarded up to 40% of the total quantity provided L2 can match the price of L1 bidder. If L2 cannot match the quote of L1, subsequent technically qualified bidder in the order of lowest quote shall be considered for up to 40% of the total quantity provided they match the quote of L1 bidder. In case, none of the L2 and subsequent bidders can match the L1 pricing, the panel will consist of only L1 bidder and the entire order shall be awarded to L1 bidder.	The panel formation is a mandate or is there an option of let go the panel if the L1 agrees to deliver the required quantity in the stipulated time.	Panel formation is a mandate in this RFP.  <b>Conditions given in RfQ cum RfP shall remain unchanged.</b>

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20	Section 3 Clause D, Sr. No.2 Page No.: 10	Selection Process	The applicant should have the original manufacturer's Authorization form (MAF) from the OEM of the proposed equipment. The manufacturers of the proposed equipment can also participate as an applicant and submit the proposal. However, this will not restrict the manufacturer's authorized suppliers whom the MAF has been issued to participate as a competitor entity for this tender	There should be a limitation on participation on either the OEM or its authorized partner. It has been seen in the past that one OEM quotes through multiple partners and qualifies in the tender process as they are counted as multiple bidders.	<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
21	Section 4, Clause B, Page No.: 28	Environmental Specifications	Certifications- CE, BIS or any equivalent certification ROHS approved	The required certifications can be acquired once the contract for the supply is awarded.	These certificates shall be applicable on the supplied RFID tags once the contract signed with the qualified bidders.
22	Section 3, clause K, Sr. no. 4 Page No.20	Technical evaluation criteria - Tag weight in Grams (gms)	Between 100 and 70 = 2 Between 70 and 40 = 4 Between 40 and 20= 6 Less than 20 = 10	The best possible value for the tags in terms of weight be increased to less than 30 instead of less than 20 as to get an IP 68 tag along with magnets within the 20-gm bracket without compromising with the physical quality of the tag is very difficult.	Some changes done please Refer the corrigendum
23	Section 4 clause B, Page No.: 28	Specification- Physical specification	Encasement- One time use RFID Tag with magnet and adhesive	Since the tags are one-time use, can we let go the magnets feature in the tags. The adhesive alone shall be good enough to hold the tags for required 4 months.	Requirement of magnet is mandatory with 2kg pull force or more in our application and applicant can provide soft tag if can able to meet the specifications mentioned in the RFP. <b>Conditions given in RfQ cum RfP shall remain</b>

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					<b>unchanged.</b>
24	Section 4, Clause A, Sr. No.6, page no. 26	Detailed scope of work	The tags should have the warranty period of 2 year on tag material, sticking capability and readability from the date of delivery and 4 months once the tag placed on the container surface.	The tags are said to be one time usable however the required warranty for the tags is 4 months. For any container will the average cycle completion time (from source to destination port) be 4 months. If not, this warranty period can be reduced.	<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
25	Section 2, Sr. no. 9, page no.6	SCHEDULE OF THE TENDER	The maximum lead time for 1st phase delivery of 2,50,000 (Two Lakh Fifty thousand) tags is four weeks from the Letter of Award. DLDSL can also consider the delivery weekly basis with requirement of 62,500 tags per week after the four weeks from the date of issuance of letter of award. The subsequent deliveries will be made within four weeks from the date of receiving the confirmation / PO from DLDSL. The procurement for the entire order quantity will be made over a period of maximum three years of signing of the contract.	Since these are newly designed tags, setting up the entire production and most importantly the moulds shall Take minimum three weeks. We would suggest the delivery schedule be started from 6 weeks rather than 4 weeks from award of contract.	DLDS allowing the bidder to supply tags on weekly basis as specified in the RFP.  <b>Conditions given in RfQ cum RfP shall remain unchanged.</b>



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26	Section 3, Clause J, Sr. No. D, Page No. 17	Minimum Qualification Criteria	The applicant should have supplied at least 200 thousand RFID tags globally for outdoor usage (preferably from the Infrastructure, Transportation, Logistics, defense and customs).	In order to facilitate more participation, experience criteria should be kept at 100 thousand RFID tags or cards. (Not specifically outdoor)	<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
27	Section 3, Clause J, Sr. No. A, Page No. 16	Minimum Qualification Criteria	An Applicant may either be a sole proprietorship firm/ a partnership firm/ a limited liability partnership/ a company incorporated under the Companies Act 1956/2013 and should have a registered office in India in existence for last one year as on PDD.	Consortium should be allowed between OEM and prime bidder.	<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
28	Section 3, Clause B, Sr. No. 1,2, Page No. 7	Bidding Fees	Processing Fees = Rs.1,18,000/- ( Rs. One Lakh Eighteen thousand only) EMD = Rs. 10,00,000 (Rs. Ten Lakh only)	As per govt. policy EMD exemption should be provided to NSIC/ MSE registered companies.	DLDSL does not fall under PSU, Central or Delhi govt. company and is a joint venture between National Industrial Corridor Development and Implementation Trust and NEC Japan. So, such benefits to MSME for waiver of processing fees and EMD shall not be applicable for the tender.  <b>Conditions given in RfQ cum RfP shall remain unchanged.</b>

29	Section 3, clause K, Sr. No. 11, page no. 22	Technical Evaluation Criteria	A panel will be constituted of L1 and L2 bidders wherein the L1 will be awarded minimum of 60% of the total required quantity of tags and L2 will be awarded up to 40% of the total quantity provided L2 can match the price of L1 bidder. If L2 cannot match the quote of L1, subsequent technically qualified bidder in the order of lowest quote shall be considered for up to 40% of the total quantity provided they match the quote of L1 bidder. In case, none of the L2 and subsequent bidders can match the L1 pricing, the panel will consist of only L1 bidder and the entire order shall be awarded to L1 bidder.	As the volume are big. Its better to select 3 vendors/ suppliers with ratio may be like 50 % going to L1, 30% going to L2, and 20 % going to L3. Condition being put that all L2 and L3 should match the price of L1.	<b>Conditions given in RfQ cum RfP shall remain unchanged.</b>
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**RFQ cum RFP "Supply of RFID Tags for Logistics Data Bank (LDB) Project in India"**