

AEPC

Replies of Pre-bid queries of AEPC tender dated 11th January, 2017 in connection with technical bids for selection of agency for development of MIS and establishment of PMU for AEPC.

Clarification to the points/issues raised by potential participants

Note: The last date for submission of the proposal is extended from 2nd Feb, 2017 to 10th Feb 2017

Response to Pre-Bid queries				
Sr. No.	RFP Document Reference(s) (section number/page)	Content of RFP requiring Clarification	Points of clarification Required	Response
1	Section 5.1/Page No. 5	The Project Implementation Unit will be led by a Project Manager, for assisting the client in Coordination, Implementation and Monitoring of the Scheme.	Please clarify the mode of deployment of the Resources. (Onsite/Offshore). If Onsite, please clarify about the provision of infrastructure/facility for the deployed resources.	The team to be deployed onsite
2	Section 5.1/Page No. 6	Project Manager MBA form recognized institution	Please modify the clause as BE/B.Tech/MBA/MCA from recognised institution	No changes in current section/clause
3	Section 5.1/Page No. 6	Functional Consultant MBA form recognized institution	Please modify the clause as BE/B.Tech/MBA/MCA from recognised institution	No changes in current section/clause
4	Section 5.1/Page No. 6	MIS Expert B.Tech (IT, CS)/MCA having min 3 years of experience in designing and maintenance of MIS system	Please modify the clause as BE/B.Tech/M.Sc. (IT, CS, Electronics)/MCA) having min 3 years of experience in designing and maintenance of MIS system	No changes in current section/clause

5	Section 5.1 - Note /Page No. 7	CVs of the personnel proposed to be deployed for Project Implementation Unit should be submitted along with the proposal. Upon selection of the agency, the AEPC will assess the suitability of each of the proposed resources through personal interview and will have exclusive rights in deciding his/her deployment/continuation in PMU team	Request you to allow Bidders to propose indicative profiles of the resources who may or may not be deployed for the project as per their availability during the award of the project. In any case the department will be evaluating and assessing the suitability of the proposed resources through personal interview, if the proposed resources are not available then the same can be replaced with equivalent or better profiles so that the technical scoring evaluation will be maintained. Please confirm?	No changes in current section/clause
6	Section 7.1/Page No. 7	The contract will be open for extension for another 2 years subject to approval from AEPC and depending upon the performance of the agency on the same terms and conditions.	The extension of the Contract for further period of 2 years should be on mutual agreement of both the parties including the current terms and conditions and also there should be an increment of atleast 15 -20% on the prices quoted for the 1st year, as the resources will need to provided with an effective increment to retain them, without which it will be difficult to hold the resources.	No changes in current section/clause
7	Section 8.1/Page No. 8	Based on the actual performance/ achievements made over the agreed milestones, quarterly payment will be made to the agency after every quarter over the period of the project.	Request you to make monthly payments to the agency, as in case of quarterly payments the bidders can raise the invoice after approval from department and it will take around 4 to 4.5 months for getting the actual payment released to the bidder, however the bidder will have to make monthly payments to the deployed resources.	No changes in current section/clause
8	Section 8/Page no. 8	Prices quoted shall be inclusive of all taxes.	Please modify this clause as Prices quoted shall be exclusive of all taxes.	No changes in current section/clause

9	Section 10 b/Page No. 10	Years of experience as Project management consultant for Government projects (state and central projects)	Please modify the clause as Years of experience as Project management consultant/Software Development for Government projects (state and central projects)	No changes in current section/clause
10	Section 10 b/Page No. 10, 11	Proven and demonstrable experience, expertise and resources in providing management consultancy in IT consultancy project funded by Government (central/State govt.)	Please modify the clause as Proven and demonstrable experience, expertise and resources in software development/providing management consultancy in IT consultancy project funded by Government (central/State govt.)	No changes in current section/clause
11	Section 12 (a)/Page No. 12	National / International reputed consulting firm registered under the Societies Act / Companies Act/Limited Liabilities Partnership Act	Please modify the clause as National / International reputed consulting / software development / System Integrator firm registered under the Societies Act / Companies Act/Limited Liabilities Partnership Act	No changes in current section/clause
12	Section 12 (b)/Page No. 12	Minimum Experience – Should have been working in the Government consultancy assignments (Central and State Govts.) for a minimum of 5 years;	Please modify the clause as "Minimum Experience – Should have been working in the Government consultancy/Software Development assignments (Central and State Govts.) for a minimum of 5 years" as the scope requires MIS development and PMU as well.	No changes in current section/clause
13	Section 12 (e)/Page No. 13	Consortiums/ Tie-ups of two or more firms are not permitted to bid in the project	Please allow consortium as the scope requires procurement of hardware and software.	No changes in current section/clause
14	Section 12 (f)/Page No. 13	The agency should be IT consulting firm operating in India for the last five financial years (2011-12, 2012-13, 2013-14, 2014-15 and 2015-16)	Please modify the clause as The agency should be IT consulting/software development firm operating in India for the last five financial years (2011-12, 2012-13, 2013-14, 2014-15 and 2015-16)	No changes in current section/clause

15	Section 13 (b- Packet A, Pt.-iii /Page No. 13	Refundable Earnest Money Deposit (EMD) by way of Demand Draft drawn in favour of “Apparel Export Promotion council (AEPC)” for an amount of Rs. 1,00,000/-	Request you to allow bidders to submit the EMD amount in form of BG as well from any scheduled bank. Hence Request you to share the BG format for issuing EMD. Banks also do request the following details from the bidders to issue the BG. Request you to share the same :- Beneficiary Name: Beneficiary Address: Name of the Bank: Branch address: Type of Account: Account No: IFSC Code:	No changes in current section/clause
16	Section 13 (c), (i), S No 1 of table/Page No. 14	Years of experience as Project management consultant for Government projects (state and central projects)	Please modify the clause as Years of experience as Project management consultant/Software Development firm for Government projects (state and central projects)	No changes in current section/clause
17	Section 13 (c), (i), S No 1 of table/Page No. 14	Proven and demonstrable experience, expertise and resources in providing management consultancy in IT consultancy project funded by Government (central/State govt.)	Please modify the clause as Proven and demonstrable experience, expertise and resources in providing software development/management consultancy in IT consultancy project funded by Government (central/State govt.)	No changes in current section/clause
18	Section 13 (d)/Page 16	The above mentioned fees should be inclusive of all taxes.	Please modify the clause as The above mentioned fees should be exclusive of all taxes.	No changes in current section/clause
19	Annexure II - Point No. 10/Page No. 20	Agency will be required to provide all hardware including (Servers, Memory, Storage and Networking Hardware, etc.) and Software including duties and import cost required for this	Please clarify about the specification of the desired hardware/software OR AEPC intends to desired BOM in the response document.	No changes in current section/clause

		implementation.		
20	Annexure II - Point No. 12/Page No. 20	The hardware should be sized to meet a volume of around 8,000 users / AEPC members with scalability to higher no as per the requirements.	We understand that these 8000 users are the total number of users / Members. Please Confirm and clarify about the number of concurrent users out of 8000 users/AEPC members.	MIS to be developed considering concurrent users to be 8000+.
21	Section 12c	Minimum Turnover: Rs 10 Crores average in the last 3 years.	Considering the project requirement, we feel that this minimum eligibility criterion is low. We request to increase the minimum turnover to Rs. 100 crores average in the last three years	No changes in current section/clause
22	Annexure II - Point 10	Agency will be required to provide all hardware including (Servers, Memory, Storage and Networking Hardware, etc.) and Software including duties and import cost required for this implementation.	Considering the advancement in technology and current trend for such applications in Government sector, we suggest AEPC to explore the option of cloud computing and remove delivery of hardware from the scope of this RFP. This may give multiple benefits to the AEPC including financial, scalability etc.	The agency may explore the option to host the application on commercially available cloud. The cost of hosting to be borne by the selected agency on behalf of AEPC.
23	Summary format for Financial Bid (Packet C)		We suggest that cost for all major components of the projects should also be asked separately i.e. cost for MIS development, mobile app development, Maintenance of MIS, manpower (PMU) cost etc. Also, we understand that the total financial bid would not consist of the hardware cost.	No changes in current section/clause

24	Scope of work and deliverables		We request that the names and details of all the expected deliverables be specified to avoid any ambiguity.	Please refer to section 6 for list of deliverables. No changes in current section/clause
25	Project Timelines		We request for clearer timelines for the phases and key activities/ deliverables.	Agency to put MIS into place within 3 months of the award of the contract and deploy resources within 10 days of the award of contract. Please refer to section 6 for the list of deliverables.
26	Section 8: Payment terms		We request more clarity on payment schedule (against deliverables/ activities/ timelines etc.)	No changes in current section/clause
27	Section 8.6 Penalty for exit/ replacement		1. Request AEPC to allow other genuine reasons for replacement of resources such as health issues, maternity/paternity cases, important personal incidents/ difficulties, transfer in another division etc.2. The penalty for the replacement is too high as compared to industry trend. Request to lower the same and cap it to a maximum of Rs. 1 lakh for first 3 months.	No changes in current section/clause

28	Page No 2/Section 2.1, Scope for MIS Development and Project Management Services/Point No. iv/	Organising training workshop for stakeholders involved along with AEPC.	With respect to this clause please provide clarity in respect to cost incurred for organising workshop. As per our understanding “ Organising workshop cost would be borne by AEPC and content development, training and other support to be provided by the selected agency”	The workshops will primarily be organized at AEPC regional offices, content and training to be provided by the selected agency.
29	Page No. 5/Section 4 Modules for Mobile application/	A mobile application shall be developed for accessibility to the users in simplest and convenient way. The app based on its usability shall be introduced in concurrent to the successful development of the web based MIS.	Please provide clarity on mobile application OS. Whether it is android/iOS/other.	Agency may propose the best possible solution based on current and future requirements.
