

Clarifications to the Minutes of the Pre- Bid meeting held on 05.05.2014 at 1500 hours in connection with “Expression of Interest for Procurement of Shallow water Wide Swath Interferrometry / Multi-Beam Echosounder System” and additional points raised by the bidders.

Query no	Cl# of EOI	Minimum coverage should be 8 times the depth.	POINTS RAISED BY THE BIDDER	CLARIFICATION GIVEN BY "IWAI"
1	2.3	Shallow water Wide Swath Interferrometry / Multi-Beam Echosounder Systems can give wider coverage area to find out the obstructions / shallow depths between the survey lines. Obstructions thus located could easily be demarcated & removed so as to ensure safety in vessel operation in the navigational channel. By running a single Shallow water Swath bathymetric line, it will give an output equivalent to 8-10 times of coverage of the bottom based on the available depth, thus making substantial savings in cost and time. However, the coverage will depend upon available depth, i.e., more depth, more area of coverage can be obtained.	Please note by giving the coverage requirement of 8-10 times coverage v depth ratio, the EOI document is restricted to particular manufacturer and would be difficult for other manufacturer to comply with. As the project is still in EOI stage, therefore it is requested to exclude such specific requirement so that other manufacturers can also submit their response. Also it is indicated that the final specs of the tender will be finalized after the NC-NC trials, so there is no point in putting this requirement.	Modified as - minimum coverage should be 8 times the depth measured.
2	2.4	IWAI wants to have a system which can give wider coverage during survey in shallow waters. Thus, the objective of this EOI is to procure initially three (03) numbers shallow water Wide Swath Interferrometry / Multi-Beam Echosounder Systems (one no. each for NW-1, 2 & 3) to cover the entire width of navigable area of the river / canal and also to find out the suitable navigable channel at shallow areas for conducting river conservancy works.	Quantity	IWAI will initially give work order for one no. of system and may increase the quantity after accessing the performance of the installed system.
3			Wide swath coverage, although an important criteria, should not be the exclusive criteria in determining the choice of a Multibeam system, for the following reasons:	Minimum coverage should be 8 times the depth measured.
4			a) Depths in the waterways are between 1.5 to 4m. The survey boats have a draft of 0.5m. The Multibeam transducer is required to clear the Boat's keel in-order to have an un-obstructed "view" of the bottom. In such shallow waters, the high coverage angles of a Multibeam system may have limited usage due to the low grazing angles (Angles of incidence of the sound wave with the bottom) on the outer parts of the swath.	

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5	3.4	The type of system, i.e., whether Wide Swath Interferrometry or Multi-Beam Echosounder, and their final specification will be decided by the technical committee, after scrutinizing the technical documents and brochures of the EOI bids & also based on the practical demonstration on-board vessel / boat.	b) Interferometric systems will provide sparse data at the Nadir, and at low resolutions. Beamformers on the other hand will provide denser and higher quality data near the Nadir.	The type of system, i.e., whether Wide Swath Interferrometry or Multi-Beam Echosounder, and their final specification will be decided by the technical committee, after scrutinizing the technical documents and brochures of the EOI bids. It would primarily be on the practical demonstration on-board vessel / boat and the quality of data & accuracy of the system.
6			c) In depths available in the waterways, the Transducer head will stay very close to the bottom, especially when the boat is near the river bank and while taking a turn. In such a case, a scenario of the transducer head getting damaged due to hitting the bottom cannot be overlooked. The transducer should preferably have a Titanium housing to protect against the above.	Transducer is to be protected as per OEM specified housing.
7			d) Should have dual head capability, with over 500 beams per head	Dual head capability is accepted.
8			e) Should be economical, as at such depths (2-3m), high-ended models would also yield similar foot-print sizes as that of an Economical model	Same as clarified in query no. 4 & 5 above.
9	6.3	Addresses of Office and Service Center in India are to be provided for after sales support.	f) Support - Repairs / replacement of the electronic parts of the system including transducer PCBs should be possible locally.	Accepted. Bidder should have 5 years experience in after sales support. Supporting documents are to be submitted along with the bid.
10	4.1	The total period for supply of equipment will be 120 days from the date of issuance of work order.	Delivery period	No change.

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11	4.3	Practical demonstration of the proposed equipment on-board vessel / boat is also the part of technical qualification. Bidder has to arrange the practical demonstration of their proposed equipment at IWAI, Patna (on NC-NC basis), within 60 days time after receiving such request from IWAI. IWAI will provide the survey vessel (one day for each bidder) for the field trial and other costs will be borne by the bidder. After successful testing / trial and confirmation of technical specifications by IWAI officials, the bidder will be treated as technically qualified.	Regarding the Trial Methodology for NCNC demonstration of Multibeam system, we have the following queries - 1. Minimum and Maximum depths available at the trial location.	1m to 10m
12			2. Details about the Boat which will be provided for trials: a. Dimensions: Length, Width, Draft and Freeboard available b. Detailed photographs to select suitable over-the side mount location. c. Power supply (AC and DC) available in the boat. Genset rating, UPS model available onboard. d. Type of Boat: Wooden / Fiber / Aluminium	a. Length 4.7m, Width 2m, Draft 0.5m. Freeboard 1m b. Photograph attached. c. 12V and 24V batteries and Honda Portable Genset, model no EBK 1000 will be provided on request. 4. Fiber Boat with canopy and/or, Survey launch would be provided if FRP Boat is not sufficient.
13			3. Duration allotted per vendor for the trials for: a. mobilization b. Data Acquisition c. Data Processing	a. Bidder has to arrange practical demo within 60 days time after receiving such request from IWAI or in October 2014 (tentavily), whichever is later. b. 2 days c. 7 days (after data collection).
14			4. Trial methodology: a. Desired Final product to be confirmed: Fair sheet / Online checks during acquisition & processing. b. Trial Run-lines to be followed - i. Pattern of Run-lines: Parallel / Radial / Parallel + Orthogonal ii. Line spacing and desired Overlap for data coverage (25% / 50% / 75%) c. What would be the Benchmark used for testing of the system: Comparison with existing Chart or some other method like Difference plot, Standard Deviation test etc. d. Post-Processing of data - i. Is the Post-processing required to be carried out at IWAI's facility, or can be subsequently done at Bidder's facility and submitted to IWAI?	a. Fair sheet & on-line checs b. i. Cross-sectional perpendicular lines and parallel lines ii. 21no cross-sectional lines at 50m interval; 10nos longitudinal lines at 50m interval for 5km length. 25% overlap c. Output will be compared with existing chart & Standard Deviation test d. Post-processing at Patna only and submitted to IWAI.

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15			5. Would the Bidder be allowed to prove the system using OEM recommended method?	As clarified in query no. 14 above.
16			Data viewing: Is real time viewing of the data, both sea floor and water column information required?	Desired - Real time view of coverage of area. Optional - water column
17	4.3	Practical demonstration of the proposed equipment on-board vessel / boat is also the part of technical qualification. Bidder has to arrange the practical demonstration of their proposed equipment at IWAI, Patna (on NC-NC basis), within 60 days time after receiving such request from IWAI. IWAI will provide the survey vessel (one day for each bidder) for the field trial and other costs will be borne by the bidder. After successful testing / trial and confirmation of technical specifications by IWAI officials, the bidder will be treated as technically qualified.	The equipment needs to be imported for conducting the demonstration at IWAI, Patna. The necessary document such as road permit and other related forms / document required for moving the consignment to Patna and shipping it back to our place - kindly confirm whether IWAI can provide these documents?	Form No. 'C' or 'D' & 31/32 will not be issued by the "Authority". WPC license etc. are to be arranged by the Bidder. Import License and Foreign exchange required, if any, shall be arranged by the Bidder himself. With regard to the import of equipment, "Authority" will issue only a letter stating that the equipment is for the official use of "Authority". If required, End-User Certificate & Road Permit will be provided by "Authority".
18			Installation time needed will be 2 days	2 days including data acquisition.
19			Environment condition in June end. Will it be flooded?	Demo will be called after monsoon period.
20			Demo may be consider taking into account monsoon.	
21			Please note the equipment will be provided for demo / practical demonstration on returnable basis. In case the equipment need to be imported for the field trials, IWAI to provide the necessary request letter in this regard.	Necessary letter of intent will be provided.
22	5.17	For import & supply of the equipment, clearance required, if any, from the concerned authorities will have to be taken by the bidder. Import License and Foreign exchange required, if any, shall be arranged by the Bidder himself. With regard to the import of equipment, IWAI will issue only a letter stating that the equipment is for the official use of IWAI. If required, End-User Certificate will be provided by IWAI.	Whether IWAI is exempted from the customs duty or concessional custom duty. If so, will IWAI issue the copy of customs exemption / concessional custom duty certificate along with an authorization letter to the supplier for importing the equipment in the name of IWAI in order to avail the custom duty benefit.	IWAI will not provide Custom duty exemption certificate.
23			Please confirm whether the bidder can propose and operate the contract delivery through High sea sale option. This will give certain commercial benefit on sales tax.	As per Govt. of India rules.


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24	5.7	Liquidated damages (LD) clause will be there in the tender / RFP document. Maximum LD will be 10% of the contract value.	LD clause to elaborate	0.5 % of the contract price of the delayed equipment per week or part of week of delay subject to a maximum of 10% of the contract price.
25	6.4	Background of the organization with respect to similar experience and brief description of projects recently undertaken in the relevant field (last 7 years).	The understanding for "last 7 years" is, the bidder should provide their experience and the projects taken within last 7 years and not for all 7 years, Kindly confirm	Projects taken from April 2007 onwards.
26	6.5	Work orders and performance certificates / job completion certificates in respect of similar type of equipment (last 7 years).	Case 1 (If Indian bidders only eligible to bid):-	
			In India most of the MBES were sold directly by the OEM in foreign currency, whether IWAI will accept the purchase order, performance certificates / job completion certificates issued to the OEM.	As clarified in query no. 35 & 36 below.
27			In order to measure the capability / experience of the bidder, whether IWAI will consider the purchase order, performance certificates / job completion certificates issued for same / similar type of equipment issued to different OEM's but dealt by the same bidder?	Yes.
28			The understanding for "last 7 years" is, the bidder should provide their experience and the projects taken within last 7 years and not for all 7 years, Kindly confirm	Projects taken from April 2007 onwards.
			Case 2 (If Global bidders can bid):-	
29			Our principal R2Sonic will directly offers their proposal in foreign currency for this EOI. R2Sonic may not provide the copies of the customer's Purchase Order as they treat this as company's confidential. R2Sonic have sold around 700x systems globally, they could able to provide their global customer references while submitting their proposal rather than producing their purchase order copies. IWAI can verify the performance of the system and the services through the users - Please confirm whether it is acceptable for IWAI?	Purchase orders issued to clients are to be submitted clearly indicating prices.


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30			R2Sonic would be interested to give the demonstration of the Multi-beam system at the customer site at FOC, if the above criteria are acceptable to IWAI.	As per EOI.
31	6.7 & 6.8	6.7 To furnish last 3 years (2010-11, 2011-12 & 2012-13) audited balance sheet / annual reports) showing turnover, net worth, profitability and cash flow duly certified by a firm of Chartered Accountants. 6.8 Documents in respect of PAN, service tax, VAT number/registration.	Please advice in case of Foreign OEM direct Bid, do these clause are mandatory?	Only Audited balance sheet / Annual report is mandatory in case of foreign bidders..
32	6.7	To furnish last 3 years (2010-11, 2011-12 & 2012-13) audited balance sheet / annual reports) showing turnover, net worth, profitability and cash flow duly certified by a firm of Chartered Accountants.	The financial information such as audited report, balance sheet etc. are company's confidential and it cannot be disclosed to any third party organization. Instead the bidder can provide their banker information to IWAI with their proposal. IWAI can inquire and verify the financial position of the bidder with their bankers.	Only Audited balance sheet / Annual report is mandatory in case of foreign bidders..
33	6.8	Documents in respect of PAN, service tax, VAT number/registration.	PAN, Service Tax, VAT number / registration is not applicable for foreign bidder - Please confirm whether it is acceptable to IWAI.	
34			We request for amendment in the pre qualification criteria, you may kindly alternatively make it quantity based qualification also.	As per EOI.
35			We request the experience of OEM be allowed for qualification of Indian bidders.	


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36	7.1	<p>Copies of similar Supply orders and performance certificates / job completion certificates for the equipment for which the bid is submitted, issued by the client during the past 7 years, for evaluation of financial & technical capabilities of the bidders. Supply orders and performance certificates / job completion certificates shall be in the name of bidder only clearly indicating the value of work.</p> <p>Experience of having successfully completed similar works during last 7 years ending last day of month previous to the one in which this tender is invited should be either of following:</p> <p>(i). Three similar works each costing not less than Rs. 2.0 Cr.; or</p> <p>(ii). Two similar works each costing not less than Rs. 2.5 Cr.; or</p> <p>(iii). One similar work completed for not less than Rs. 4.0 Cr.</p>	<p>Please note currently there are very few users of multibeam echosounders in India. It is requested to accept the experience of OEM also as OEM might have sold similar systems worldwide. Therefore request IWAI to consider the order copies / Performance certificate / customer reference on the name of OEM also to have the open competition.</p> <p>With regard to the technical and financial capability of the Indian bidder (in case of prime bidder being an authorized representative of OEM), IWAI may request bidder to provide the experience in the field of supplyinh and supporting the bathymetric systems to customers like Port authorities, government organizations, survey companies including documentary evidence for assessing the quality of services provided by the bidder during warranty and AMC period.</p>	<p>Joint venture (JV) or Consortium is allowed with two or more partners. The lead partner should have minimum 51% equity participation. Experience of OEM is allowed, if OEM is one of the partner of JV or Consortioun. For submission of EOI bid, MoU with all partners on Rs. 100/- non-judicial stamp paper to be submitted along with bid. Registered JV or Consortium will required to be submitted before award of work. However, work order should clearly indicating the value of work for technical evaluation.</p> <p>Similar work means expereince in supply of Marine equipment and Indian bidders shall submit supply orders and performance certificate / job completion certificates for the amount as menioned in the EOI bid, to evaluate the technical & financial capability of the bidder.</p>
37			<p>There is a contradiction between the SL#6.5 and the SL# 7.1, whether the Supply orders and performance certificates / job completion certificates for the similar type of equipment is acceptable to IWAI.</p>	<p>Purchase / supply orders and job completion certificates issued by clients are to be submitted clearly indicating prices.</p>
38			<p>In the case of Indian bidder - As mentioned above most of the MBES PO's has been issued directly to our OEM's and the value is in foreign currency. Kindly confirm whether IWAI will consider those PO's equivalent to above mentioned cost for qualification of the bidder?</p>	<p>Purchase orders issued to clients are to be submitted clearly indicating prices. Foriegn currency will be converted into Indian Rupees for evaluation, as per the value of currency on the date of issue of Purchse order and the value would be considered for qualification.</p>

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39	7.2 & 8.2	7.2 Average annual financial turnover during last three years ending 31st March of the previous financial year, should be at least Rs. 1.5 Cr. 8.2 Marking system for short listing of bidders: SL. No. Description Marks	Request amendment as under: In the marking system incorporate the marks for eligibility ceriteria for point 7.2 also. The aythority is taking NCNC trials to see the performance of the equipment in Indian waters. We would also request that the practical demo should have weightage of 50 marks, since all other criteria are based on papaer work whereas the successful demo is the best criteria to select the technology, suitable for Indian waters. SL. No. Description Marks	Marking system for short listing of bidders is revised as follows: SL. No. Description Marks
		1 Submission of documents as per EOI 10	1 Submission of documents as per EOI 10	1 Submission of documents as per EOI 10
		2 Background of the organization with respect to similar work experience 10	2 Background of the organization with respect to similar work experience 10	2 Background of the organization with financial capabilities 10
			3. Average annual financial turnover during last three years ending 31st March of the previous financial year, should be at least Rs. 1.5 Cr. 10	
		3 Service Center in India for after sales support 10	4 Service Center in India for after sales support 10	3 Service Center in India for after sales support 10
		4 Work orders and performance certificates / job completion certificates for similar works 30	5 Work orders and performance certificates / job completion certificates for similar works 10	4 Work orders and performance certificates / job completion certificates for similar works 20
		5 Practical demonstration of the proposed equipment on-board vessel / boat on no commitment – no cost (NC-NC) basis 40	6 Practical demonstration of the proposed equipment on board vessel / boat on no commitment – no cost (NC-NC) basis 50	5 Practical demonstration of the proposed equipment on-board vessel / boat on no commitment – no cost (NC-NC) basis 50
40	8.3	Minimum 80 marks is the eligibility criteria for short listing.	Request to relax the eligibility criteria to 70 marks for short listing.	No change.

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41			Whether the bidder can offer the proposal in Foreign Currency.	No, only Indian Rupees. Payment will only be made in Indian Rupees.
42			Scope of Supply: IWAI to advise what additional sensors are required for the pacage, i.e., motion sensor for pitch, roll and heave compensation, what accuracy of DGPS or RTK positioning is needed, what post processing software package is required or currently in use with the IWAI?	As surveys are to be conducted in Inland waters, Motion sensor & Gyro Compass are not required. Positional accuracy should be sub-metre.
43			No. of models can be proposed by a bidder	Only one model
44			Request to extend the last date of submission of bid	Last date of submission of bid is extended: 13.06.2014 up to 1500 hours and will be opened on same day at 1530 hours.


 (CDR. P.K. SRIVASTAVA)
 HY. CHIEF


 (R.P. KHARE)
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 (PRAVIR PANDEY) 30.5.2014
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