

S. No.	RFP Page No.	RFP Rule	Rule Details	Query/ Suggestion/ Clarification	Changes in RFP
1	8	2.2.2	Supplying at least 50 DGCA approved type certified drones during the three FY yrs. i.e. FY 2020-21, FY 2021-22, FY 2022-23	Type Certification came into effect from FY 2022-23 only.Hence,the number of drone sold with Type Certification would be much lower.Please remove this clause or revise it as total drones sold with and without TC.	As per Amended RFP
2	9	2.7	The Bidder must have the following equipment list: 1. Ownership of at least 100 Drones having UIN and reflected on Digital Sky Platform. Leased drones will not be considered;	Please remove this clause.You may insist that OEM must deploy drones with UIN only.Maintaining such large inventory of 100 drones will block considerable amount of capital for Drone start up firms.	As per Amended RFP
3	11	3.2.3	Selected bidder shall be responsible for the training of at least 10 government nominated farmers/ officials during every quarter. No extra cost will be given for this activity.	Selected bidders can provide Agri spraying training to government nominated persons.However, such nominated persons must possess valid Pilot license obtained from DGCA approved RPTOs.	As per Amended RFP
4	18	12.a.3	Bidder shall provide the number of DGCA approved Drones in their inventory. Marking will as per following slab: <50 Drone - 3 marks >50 and <100 - 5 marks >=100 and <150 Drones – 7 marks >=150 Drones - 10 marks	Please remove this clause from scoring.Maintaining such a high inventory will block capital of Start-up Drone firms.	As per RFP
5	40	6.1.c.1.a	20% of the amount of respective Lot will be released after Delivery & Installation at respective location.	Considering the huge capex requirement to deploy the drones,please increase this advance payment to 50% instead of 20%.	As per Amended RFP
6	57	Annexure-11.....Item No.1-4	Endurance - Minimum 18 minutes with discharging load	A full tank of 10 ltr can get discharged in 5 to 6 minutes.Hence, please revise this parameter to "10 minutes with full load or 20 minutes with empty tank."	As per RFP
7		Viability of Project	Considering the Capex and Opex cost involved in executing the project for 3 years, it will not be viable due to the Bidding value of 250 cr.	Please increase the Bidding value to Rs.400 crore or Reduce the period of operation to 2 years.	As per RFP
8		Spraying acreage per day	It is mentioned that minimum 15 acre / day to be assumed.	Please define "15 acres/day" as maximum spraying in a day.	As per RFP
9	10	One Bidder-One OEM	Consortium to have One OEM tied up with One Unique bidder.	This is restrictive for both OEM and Bidder.Please allow more than One combination.(One OEM can tie up with 2 bidders or vice-versa)	As per RFP
10	9	2.7	Ownership of at least 100 drones having UIN and reflected on Digital sky platform. Leased drones will not be considered	Required Agriculture drones are different from surveillance / mapping drones. Having 100 surveillance drones listed on DGCA website is of no relevance when procurment is for Agriculture drones. We Request you kindly ammend the Clause as " Ownership of at least 100 Agriculture drones having UIN and reflected on Digital sky platform. Leased drones will not be considered"	As per Amended RFP
11	58	Annexure 11 Item 1.19	Ground Control Station (GCS) "Minimum 7 inch ruggedized IP65 and BIS certified tablet with 500 nites display and 8000 MAH battery as Ground Control Station, at no additional cost to the purchasing entity "	we request you kindly ammend the Clause as "Minimum 7 inch ruggedized 810G, IP65 and BIS certified tablet with 500 nites display and 8000 MAH battery as Ground Control Station, at no additional cost to the purchasing entity " 810G Certification to ensure ruggedaztion of Device	As per Amended RFP

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12	58	Annexure 11 Item 1.22	The drone should comply with the latest regulations and should be an approved drone model listed on the Digital sky platform or the manufacturer should provide an undertaking to get the drone certified before supplying/ deploying the same	After awarding the contract, Drone certification process from DGCA can delay drone delivery & hamper entire project. Many time offered product got rejected not passed by DGCA. we request you kindly ammend the Clause as " The drone should comply with the latest regulations and should be an approved drone model listed on the Digital sky platform " There are multiple cases of numerous delays in certification/ approval if some manufacturers don't meet DGCA requirements.Keeping the process contingent on DGCA approval can delay drone deployment significantly and hamper farmer adoption. Thus request only genuine manufacturers with pre-approved Agri drone certification should be allowed to place bids.	As per Amended RFP
13	1	-	Last Date and time of Submission of Bids :02/05/2023 till 3.00 PM	Request you to extend the bid submission due date fo another 2 weeks from exixting due date (i.e., till 16.05.2023)	As per Amended RFP
14	4	-	Bid Security and Mode of Payment <ul style="list-style-type: none"> • Rs. 5.00 Crores for General Bidders, • Rs. 2.50 Crores for S.S.I. of Rajasthan, • Rs. 1.25 Crores for Sick Industries, other than S.S.I., whose cases are pending with Board of Industrial & Financial Reconstruction. • Mode of Payment: Banker's Cheque or Demand Draft or Bank Guarantee (in specified format), of a Scheduled Bank 	In view of Startup companies, MSME's, kindly provide EMD Exemptions or Request to reduce Bid security amount for MSMEs/startups not only limited to Rajasthan but also of other states.	As per RFP
15	8	2	The Bidder should have experience in following: 1. at least 3 years of experience in the Drone industry as on the date of submission of this Bid 2. Supplying at least 50 DGCA approved type certified drones during the three FY yrs. i.e. FY 2020-21, FY 2021-22, FY 2022-23	Request you to modify the clause as below inorder to encourage MSME and startup companies: 1.The Bidder should have at least 1 year of experience in the Drone industry as on the date of submission of this Bid. 2. We are 1.5 yr old MSME & startup company and we have applied for and about to get the type certificate, request to arrange exemption for supply of 50 drones as our Type Certification is under process, QC stage 2 is passed, we will submit the type certificate in the event of award, Request you to confirm on acceptance	As per Amended RFP
16	9	7	The Bidder must have the following equipment list: 1. Ownership of at least 100 Drones having UIN and reflected on Digital Sky Platform. Leased drones will not be considered; 2. Its own Processing Stations	Request you to arrange exemption for MSME & Startups for Ownership of at least 100 Drones having UIN and reflected on Digital Sky Platform As we are newly getting type certificate, we will get the drones ready and exhibit with in 15 days of contract award	As per Amended RFP

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17	18	12 a) 1.	The bidder shall have experience of successfully completing drone survey/ spraying and similar related projects in agriculture sector projects in the last three years of value not less than INR 1 Crore. 1 project – 10 marks 2 projects – 15 marks >=3 projects – 20 marks	As we are 1.5 yr old MSME & startup company and we have applied for and about to get the type certificate,, request you to arrange exemption for experience of completing similar projects	As per RFP
18	18	12 a) 2.	The bidder should have successfully executed long term contract (of duration not less than one crop season) or of similar nature in the past.	Request you to arrange exemption for MSME & startup companies	As per RFP
19	18	12 a) 3.	Bidder shall provide the number of DGCA approved Drones in their inventory. Marking will as per following slab: <50 Drone – 3 marks >=50 and <100 Drone – 5 marks >=100 and <150 Drone – 7 marks >=150 Drones – 10 marks	Request you to arrange exemption for MSME & startup companies We are 1.5 yr old MSME & startup company and we have applied for and about to get the type certificate, request to arrange exemption for maintaining inventory of 50-150 drones as our Type Certification is under process, QC stage 2 is passed, we will submit the type certificate and inventory of DGCA approved Drones within 15 days of award, Request you to confirm on acceptance	As per RFP
20	40	6 c	Deliverables: a. Delivery & Installation (at respective locations) report duly signed by the designated officer of the department (in original) Payment Terms (Lot wise): 20% of the amount of respective Lot	Request to arrange 30% of the amount of respective Lot	As per Amended RFP
21	-	-	Training to farmer	Pilot licenses can be given to the farmers through RPTO (DGCA approved), to achieve this we need set up a RPTO centre, so Request you to allocate separate budget for pilot license, generally it will cost around 40-60 thousand per license and request you to give separate budget for pilot training as we will establish RPTO in Rajasthan	As per Amended RFP
22	57	Item No 1: Agriculture Drone with Battery: 4. Endurance	Minimum 18 mins with discharging load	inorder to spray 1 acre minimum 6-8 mins is required, after completion of 1 acre spray, we need to refill the tank and drone has to take off again and we can change the batteries at that instance, So 18 mins endurance is not required , if we are going with 18 mins endurance, Lithium technology battery will discharge more than 80% and it will decrease the battery life cycles As per our previous experience it is always better to keep one battery set for one tank which will give more cycles and provide more safety to the drone	As per RFP

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23	57	Item No 1: Agriculture Drone with Battery: 3. All up weight	Minimum 20 kgs	Drones having weight of <25kgs only will be considered under the small category, if it is exceeding 25kgs it will come under medium category and as per DGCA rules Pilot license to farmers will be given mostly under small category in India only 3881 DGCA approved pilots are available and in this medium category pilots are very minimal (<200) At present in India most of the RPTOs are permitted to give Pilot certificate for small category drones only So we request you change the weight of the drone to Maximum 25 Kgs	As per RFP
24	57	Item No 1: Agriculture Drone with Battery: 12	Parameter: Obstacle detection & Collision avoidance Specification: • Range of Detection: Minimum 10 meters • Sensors: LiDAR / Radar/ Precision Positioning • Rerouting: Drone must-have capability to reroute itself or give control to pilot. • Object size to be detected: Minimum 1 meter x 1 meter • Obstacle Avoidance in-flight modes: Autonomous, Loiter both.	The necessity of this Obstacle detection & Collision avoidance feature is not mandatory as it will stop the movement of drone upto a radius of 8-10 mtrs before the obstacle and an area of 8-10 mtrs will be left unsprayed For small area of farming land this will be a disadvantage and it is not user friendly to farmers and also farmers are not willing to accept this based on the previous experience. The obstacle radar may malfunction and crash the drone, while spraying out of 10 iterations only 6 are successful and also it may mislead the farmer and it may not able to sense the small obstacles like small fence wires, cable wires	As per Amended RFP
25			The Bidder should have experience in following: 1. at least 3 years of experience in the Drone industry as on the date of submission of this Bid 2. Supplying at least 50 DGCA approved type certified drones during the three FY yrs. i.e. FY 2020-21, FY 2021-22 ,22-23	1. For start-up company relaxation is required under the MSME and DPIIT 2. Type Certification is under process	As per Amended RFP
26			The annual turnover of the Bidder in any one of the last three financial years, FY 2019- 20, FY 2020-21, and FY 2021-22 should be at least INR 85 Crores.	Relaxation is required under MSME for turnover and experience also the same is not feasible for every drone company.	As per RFP
27			The Bidder must have the following equipment list: 1. Ownership of at least 100 Drones having UIN and reflected on Digital Sky Platform. Leased drones will not be considered; 2. Its own Processing Stations	This clause is not feasible for every company. This is feasible only for Garuda 8 litres drone and Iotech World 10-litre drone	As per Amended RFP
28			Implementation/Planning	We require a plan list, district wise priority list, city wise priority list for further planning	As per RFP

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29			Consortium	As per the consortium, one party who has already signed the consortium cannot participate with any other companies, and the name of the companies should be revealed in advance while sending the proposal	As per RFP
30			RPTO Training	We are DGCA approved RPTO company that provides training also	As per RFP
31			SCOPE OF WORK 1. Requirement of Seeding in fields 2. Training to Government Officials	1. Type-certified seeding drones are only available with Iotech World and no other vendors. Our drone has this facility but TC is under the process 2. We will also provide training to 20 government officials/farmers during every quarter	As per RFP
32	8	2.3	Annual turnover of bidder in any one of the last three financial years FY 2019-20, 2020-21 and 2021-22 should be at least Rs. 85 Cr.	We seek that turnover of FY 2022-23 can also be considered as part of the turnover eligibility criteria	As per RFP
33	9	2.7	Ownership of at least 100 drones having UIN and reflected on Digital sky platform. Leased drones will not be considered	Intent of the point on disallowing leased drones is presumably to avoid those who are taking drones on lease from OEM to participate in the tender and allow more OEMs to participate in the bid directly. Kindly clarify if our understanding is correct. We seek that ownership of at least 100 agri drones having UIN and reflected on digital sky [Weight > 24 KG] be inserted instead of the current clause. Agri drones are different from surveillance / mapping drones. Having 100 surveillance drones listed on DGCA website is of no relevance while agri drones are being requested for.	As per Amended RFP
34	57	Annexure 11 Item 1.12	Obstacle detection & collision avoidance	We seek that this be revised as "Obstacle detection and collision avoidance OR precision positioning" Precision positioning is already mentioned in the "Specifications" column – we seek this to be clarified on the "Parameter" column as well.	As per Amended RFP
35	58	Annexure 11 Item 1.19	<u>Ground Control Station (GCS)</u> "Minimum 7 inch ruggedized IP65 and BIS certified tablet with 500 nites display and 800 MAH battery.... "	GCS will be used in Field in extreme weather/Environment Conditions, Only 810G Certification confirm ruggedization of device., we request you pls add 810G Certification to ensure ruggedaztion of Device	As per Amended RFP
36	58	Annexure 11 Item 1.22	The drone should comply with the latest regulations and should be an approved drone model listed on the Digital sky platform or the manufacturer should provide an undertaking to get the drone certified before supplying/ deploying the same	Please delete "or the manufacturer should provide an undertaking to get the drone certified before supplying/ deploying the same"	As per Amended RFP

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37	8	2.2.2	Supplying at least 50 DGCA approved type certified drones during the three FY yrs. i.e. FY 2020-21, FY 2021-22, FY 2022-23	Type Certification came into effect from FY 2022-23 only.Hence,the number of drone sold with Type Certification would be much lower.Please remove this clause or revise it as total drones sold with and without TC in last 3 Years.	As per Amended RFP
38	9	2.7	The Bidder must have the following equipment list: 1. Ownership of at least 100 Drones having UIN and reflected on Digital Sky Platform. Leased drones will not be considered;	Please remove this clause.You may insist that OEM must deploy drones with UIN only.Maintaining such large inventory of 100 drones will block considerable amount of capital for Drone start up firms.	As per Amended RFP
39	57	Annexure-11.....Item No.2	How will the 817 to be allocated?	Have you made cluster of 500-300-200?	As per RFP
40	11	3.2.3	Selected bidder shall be responsible for the training of at least 10 government nominated farmers/ officials during every quarter. No extra cost will be given for this activity.	Selected bidders can provide Agri spraying training to government nominated persons.However, such nominated persons must possess valid Pilot license obtained from DGCA approved RPTOs. RPTO license shouldn't be part of this.	As per Amended RFP
41	18	12.a.3	Bidder shall provide the number of DGCA approved Drones in their inventory. Marking will as per following slab: <50 Drone - 3 marks >50 and <100 - 5 marks >=100 and <150 Drones – 7 marks >=150 Drones - 10 marks	Please remove this clause from scoring.Maintaining such a high inventory will block capital of Start-up Drone firms.	As per RFP
42	40	6.1.c.1.a	20% of the amount of respective Lot will be released after Delivery & Installation at respective location.	Considering the huge capex requirement to deploy the drones,please increase this advance payment to 50% instead of 20%.	As per Amended RFP
43	57	Annexure-11.....Item No.1-4	Endurance - Minimum 22 minutes with discharging load	A full tank of 10 ltr can get discharged in 5 to 6 minutes.Hence, please revise this parameter to "10 minutes with full load or 20 minutes with empty tank."	As per RFP
44		Viability of Project	Considering the Capex and Opex cost involved in executing the project for 3 years, it will not be viable due to the Bidding value of 250 cr.	Please increase the Bidding value to Rs.500 crore or Reduce the period of operation to 1 years.	As per RFP
45		Spraying acreage per day	It is mentioned that minimum 15 acre / day to be assumed.	Please define "15 acres/day" as maximum spraying in a day.	As per RFP
46	11	Radius of operation	What will be the radius of operation?	Number of village to be restricted to one in a day.	As per RFP
47	10	One Bidder-One OEM	Consortium to have One OEM tied up with One Unique bidder.	This is restrictive for both OEM and Bidder.Please allow more than One combination.(One OEM can tie up with 2 bidders or vice-versa) & One bidder-One OEM to be restrictive to number of bidders to 7 to 8 only. One bidder can have more than one oem.	As per RFP
48	8	2.2.2	"Supplying at least 50 DGCA approved type certified drones during the three FY yrs. i.e. FY 2020-21, FY 2021-22, FY 2022-23"	The type certification is applicable only from the financial year 2022-23. So the number of drones sold with type certification is very small. So we request you to please remove this clause or amend the total number of drones sold with and without type certificate so that more participants can participate in this tender.	As per Amended RFP

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49	9	2.7	"The Bidder must have the following equipment list: 1. Ownership of at least 100 Drones having UIN and reflected on Digital Sky Platform. Leased drones will not be considered;"	Request you to please remove this clause. You may insist that OEMs deploy drones with UIN only. Keeping such a large inventory of 100 drones will hold back a lot of capital for drone start-up companies.	As per Amended RFP
50	10	One Bidder-One OEM	Consortium to have One OEM tied up with One Unique bidder.	This is restrictive for both OEM and Bidder. Please allow more than One combination.(One OEM can tie up with 2 bidders or vice-versa)	As per RFP
51	11	3.2.3	Selected bidder shall be responsible for the training of at least 10 government nominated farmers/ officials during every quarter. No extra cost will be given for this activity.	The bidder who is chosen for this project will be required to provide agricultural spraying training to individuals nominated by the government. These nominated individuals must possess a valid Pilot license that has been obtained from a DGCA-approved RPTO in order to participate in the training	As per Amended RFP
52	18	12.a.3	"Bidder shall provide the number of DGCA approved Drones in their inventory. Marking will as per following slab: <50 Drone - 3 marks >50 and <100 - 5 marks >=100 and <150 Drones – 7 marks >=150 Drones - 10 marks"	We request you to please remove this clause from scoring. Maintaining such a high inventory will hold back capital for start-up drone companies.	As per RFP
53	40	6.1.c.1.a	20% of the amount of respective Lot will be released after Delivery & Installation at respective location.	Considering the huge capital requirement for deploying drones, so we request you to please increase this advance payment to 50% instead of 20%.	As per Amended RFP
54	57	Annexure-11(Item No.1-Sr. No. 4) (Endurance)	Endurance - Minimum 18 minutes with discharging load	A full tank of 10 liters can be discharged in 5 to 6 minutes. So, request you to please modify this parameter to "10 minutes with full load or 20 minutes with empty tank".	As per RFP
55		Tender Budget	Considering the capital cost and operational cost to implement the project for 3 years, the bid value of 250 crores would not be viable	Therefore, we request you to please increase the bid value to approximately 350 to 400 crores. Otherwise reduce the operation period to 2 years	As per RFP
56	4	NIT- Bid Security	Rs. 5 Cr. for General Bidders	Request to make it Rs. 1 Cr for General Bidder and further revised for SSI of rajsthan and sick industries accordingly.	As per RFP
57	8	2.6 Pre-qualification/ Eligibility Criteria	Compliance with DGCA RPA Regulations	This is to be fulfilled by Bidder/ Lead Bidder/ Consortium Partner/ Any one of the consortium partner.	As per RFP
58	9	2.7 Pre-qualification/ Eligibility Criteria	Ownership of at least 100 Drones having UIN and reflected on Digital Sky Platform	This is to be fulfilled by Bidder/ Lead Bidder/ Consortium Partner.	As per Amended RFP

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59	10	2.8 Pre-qualification/ Eligibility Criteria	Consortium of Two Parties	All the eligibility criteria of work experience, turnover, type certificate etc. shall be fulfilled by either of the consortium partner/Any one of the consortium partner.	As per RFP
60	11	3.3(C) Other requirements	Supply & Deployment of Goods/ Drones	We request for the time line: Lot 1 - T1 + 75 Days Lot 2 - T1 + 105 Days Lot 3 - T1 + 135 Days Lot 4 - T1 + 165 Days Lot 5 - T1 + 195 Days	As per RFP
61	18	12(a) Selection Method	Stage 1. Technical Evaluation 1. Experience of drone survey/ spraying in agriculture sector of INR 1 Cr.	We request to evaluate this on supply of DGCA Approved type certified drones. 30 Drones - 10 Marks 60 Drones - 15 Marks 100 Drones - 20 Marks	As per RFP
62	18	12. Selection Method	Minimum marks for qualifying in Technical Evaluation/70%	We request to consider this to be 60% marks.	As per RFP
63	20	15 (f). Evaluation & Tabulation of Financial Bids	1. Maximum of three bidders can be selected through this Contract 2. Ratio of division of quantities shall be 50:30:20 among the three successful bidders	1. We request to select minimum 5 bidders for this project. 2. Ratio of division of quantities shall be 35:25:15:15:10	As per RFP
64	40	6 (1). Payment Terms	Payment Terms and Schedule	We request to revise this payment term as below: 1. Delivery & Installation - 50% of the amount of the respective Lot 2. Quaterly Payment - 48% in 12 equal quaterly installments of respective Lot 3. Successful handover - Balance 2% of respective Lot	As per Amended RFP
65	57	Annexure 11 : BOM, Technical Specifications and compliance	4. Endurance	15 mins endurance shall also fulfilled the requiremnet of 15 acre spraying per day. Endurance Shall be in the range of 15 to 18 mins with discharging load.	As per RFP
66	57	Annexure 11 : BOM, Technical Specifications and compliance	12. Obstacle detection & Collision avoidance	We can demonstrate this feature with our drone. However, it is not in the type certificate. Most of the DGCA type certified drones do not have this feature.	As per Amended RFP
67	58	Annexure 11 : BOM, Technical Specifications and compliance	19. Ground Control Station (GCS)	Most of the DGCA type certified drones are 7 inch with 800 MAH battery. It shall be not IP 65 and BIS certified. We request to please revised accordingly.	As per Amended RFP